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BMS-002

**CERTIFICATE OF NGO
MANAGEMENT
(CNM) PROGRAMME
Term-End Examination
December, 2021**

BMS-002 : MANAGEMENT FUNCTIONS*Time : 2 Hours**Maximum Marks : 50*

***Note :** Answer any **five** questions. All questions carry equal marks.*

1. Define Project Management. Name five crucial factors for success of the project. 10
2. What are the fundamental factors to be considered for writing a proposal ? 10
3. (a) What are the different methods of fund raising ? 5
(b) Write a note on Income Generation internally. 5
4. Write how a society can be registered, and documents required to register a society. 10

5. Which NGOs are eligible for tax relief under Section 11 and Section 12 of Income Tax Act and also who are not eligible. 10
6. Distinguish between selling and marketing and also why do you consider “marketing” is important. 10
7. Write about a charitable organisation which is involved in social marketing. 10
8. Write short notes on any *two* of the following :
5 each
 - (a) Social Marketing
 - (b) Budgeting
 - (c) Basic rules in accounting

BMS-002**P. T. O.**