



# MACHAKOS UNIVERSITY

University Examinations for 2020/2021 Academic Year

SCHOOL OF HUMANITIES AND SOCIAL SCIENCES

DEPARTMENT OF SOCIAL SCIENCES

SECOND YEAR FIRST SEMESTER EXAMINATION FOR

DIPLOMA IN SOCIAL WORK

2428:202/AL: ADVOCACY AND LOBBYING

DATE: 1/9/2021

TIME: 11.30-2.30 PM

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## INSTRUCTIONS:

ANSWER ALL THE QUESTIONS

### QUESTION ONE (20 MARKS)

- a) Explain **six** reasons why partnership is important in advocacy. (12 marks)
- b) Outline **four** principles of partnership building for advocacy. (8 marks)

### QUESTION TWO (20 MARKS)

- a) Explain **five** factors influencing advocacy in social change. (10 marks)
- b) State and explain **five** lobbying approaches. (10 marks)

### QUESTION THREE (20 MARKS)

- a) State and explain **six** lobbying techniques which could be used to persuade a bureaucrat. (12 marks)
- b) Differentiate between grass root lobbying and direct lobbying. (8 marks)

**QUESTION FOUR (20 MARKS)**

- a) State and explain **five** benefits of lobbying. (10 marks)
- b) Outline **five** do's and **five** don'ts in lobbying. (10 marks)

**QUESTION FIVE (20 MARKS)**

- a) State and explain **five** criteria for measuring effective partnership in advocacy and lobbying. (10 marks)
- b) Explain **five** steps in coalition building. (10 marks)