1. **Discuss the following individuals who write project proposals clearly explaining the kind of proposals the write:**
2. **Program officers in NGOs**

The Program officer oversees program development, seeks grants and proposals, manages projects and oversees budgets. A Program Officer is an integral part of a foundation or nonprofit organization. It is their responsibility to ensure that the activities of an organization are in line with goals and missions of foundation.

1. **Government officers**

Proposal-writing details are somewhat different from source to source. Government grants in particular tend to require more paperwork and more filling out of pre-established application forms. There are also special techniques and procedures for securing government grants (and also government contracts), the details of which can be found with the application materials.

**iii) Implementers of projects**

**2. Discuss four motivations that make grant makers (donors) to enter into grant making endeavors**.

* Recognition: Donors wants to be recognized as having done something substantial in the society and this is why most ensure that their names are included during branding of organizations materials.
* Grant makers may want to spread their values and interests in the community and by giving grants, the recipients are obliged to make this happen.
* To help alleviate human suffering: By assisting and funding programs, most donors are able to help reduce the human suffering e.g. the work undertaken by the United Nations. It has changed the lives of any people that are not able to do it on their own.
* Donors give funding to make them feel good about what they are doing.

1. **Briefly discuss four factors to consider when writing a problem statement of a development project proposal.**

Know your community (e.g., demographic and socioeconomic characteristics within the population)

Make sure you have an understanding of the extent of the problem, how deeply rooted the population is into it, how long it might take to deal with it until is manageable.

Find out whether or not any previous or existing efforts have targeted the same problem and how far they have gone with it.

**4. What do you understand by the logical framework?**

A logical framework is a tool of management that ensures effective planning and implementation of developmental projects. It provides clear, concise and systematic information about a project through a framework. The framework helps in putting together the components of a project and presenting cohesion between them therefore achieving the expected outcome.

**5. What are the components of a winning proposal? Explain three.**

A sound evaluation plan that clarifies objectives refines program objectives for future funding and has all the data presented in an understandable manner.

Well researched and documented statement of the problem. The data should presented in pie charts and graphs or any other way that the funder is able to understand without much struggle.

Well-organized proposal sections that are integrated and easy to comprehend. All sections should be well explained.