

Seat No.: \_\_\_\_\_

Enrolment No. \_\_\_\_\_

**GUJARAT TECHNOLOGICAL UNIVERSITY****MBA - SEMESTER-IV • EXAMINATION – SUMMER • 2016****Subject Code: 2840702****Date: 07/05/2016****Subject Name: NGO Management (NM)****Time: 10.30 AM - 01.30 PM****Total Marks: 70****Instructions:**

- 1. Attempt all questions.**
  - 2. Make suitable assumptions wherever necessary.**
  - 3. Figures to the right indicate full marks.**
- 

Q. 1 (a) Write the correct answers.

[6]

- i NGOs in India are registered under the ..... Act.
  - a Public Charitable Trust Act
  - b. Societies Registration Act
  - c Section 25 of Companies Act
  - d. all of the above
- ii Which one of the following is not NGO?
  - a TATA Foundation
  - b. Nehru foundation
  - c IIFCO foundation
  - d. Cooperative society
- iii NGOs are exempted from paying Income Tax subject to:
  - a. Income received from charity business
  - b. Obtained Income Tax Exemption Certification from IT Authority
  - c. Fund Received as a Donation from Government
  - d. All the above
- iv The NGO's are Management as per the rules prescribed in its.....
  - a. Memorandum of Association
  - b. Memorandum of Articles
  - c Bye-laws
  - d. Standing Rule Book
- v Which type of activity NGO can do as a business?
  - a Sale Purchase of Property
  - b. Commission Agency
  - c Hotel and Entertainment
  - d. None of the above
- vi NGO can open bank account in form of:
  - a Current Account
  - b. Savings Account
  - c Fixed Deposit account
  - d All of the above.

- Q.1 (b) Define the following Terms 04**
- International Donation
  - Registration of NGO
  - Audit of NGO
  - Book Keeping and Accountancy of NGO
- Q.1 (c) 04**
- What do you mean by NGO and NPO
  - Distinguish between Charitable Trust and Society registered as per societies Act?
- Q.2 (a) Define the meaning and concept of NGO its types according to their activities 07**
- (b) Explain the reasons for generating internal income for NGOs 07**
- OR
- (b) What are the problems that NGOs encounter in fund raising? 07**
- Q.3 (a) Explain the legal procedure of establishment of NGO 07**
- (b) Explain the difference between Public Trust and Private Trust 07**
- OR
- Q.3 (a) What is the contribution made by the NGOs (national and international) to the socio-economic development of Gujarat? 07**
- (b) Detail the activities of NGO governing body. 07**
- Q.4 (a) Explains the organizational problems of NGOs related to Management, Board, Financial Management and Taxation 07**
- (b) Explain in detail the Characteristics and Types of NGO. 07**
- OR
- Q.4 (a) Write a note on Qualification and Criteria for selection of NGOs for Funding by International Funding Agencies. 07**
- (b) What are Memorandum of Association and Byelaws for NGO? 07**
- Q.5 Not all NGOs are amenable to collaboration with the private sector. Some will prefer to remain at a distance, by monitoring, publicizing, and criticizing in cases where companies fail to take seriously their impacts upon the wider community. However, many are showing a willingness to devote some of their energy and resources to working alongside business, in order to address corporate social responsibility. 14**

Sejalben is a 48 year old woman, born in a poor family in Chandrapura village in Dahod District of Gujarat State. She was the part time agriculture labourer and engaged in daily wages. After her mother committed suicide due to some family problems, her father became addicted to alcohol and lost his right leg in an accident. She was forced to drop out of school in the 8th standard and got married at the young age of 17.

Sejalben's husband is a construction worker but he is sitting idle at home because of no construction work is available at his place and therefore, to supplement his meager earnings, she had to collect forest products and also

produce Amla in her 1 acre of agriculture land. Local NGO assured her to purchase the Amla at market price and help her for value addition in Amla product. Local NGO has created awareness camps in several villages and motivated the women to be a part of Self Help Group and start saving, thrift and borrow for upliftment of family. NGO become mediator between women members of SHG and Bank and helped the SHG members to take a loans to start their own business. In 2015, she joined a self-help group organized by a local NGO which gave the opportunity to get her actively involved in income generating activities. In spite of the family's financial woes, she ensured that all her four children pursued their education. Due to an acute shortage of money, her eldest son had to abandon his post graduate studies midway and work as a labourer and it was under these pathetic circumstances that she became a part of the Big Super Market supported Amla Value Chain initiative.

Several women including Sejalben received technical training from experts on the various facets of Amla processing like boiling the Amla, cutting, operating the dryer, cooling and tin packaging. Also the frequent capacity building measures and exposure visits to other processing units have helped to hone her skills with regard to procurement of raw Amla, marketing of Amla Powder, quality control and negotiating with the other stakeholders.

Impressed by her business acumen, NGO has given her the special responsibility of marketing the finished product to her and her SHG. Sejalben says Before joining the company she had hardly traveled beyond Chidambaram, the closest town, whereas now she goes to places as far as Ahmedabad. She gets opportunity to interact with experienced businessmen who treat her as their equal business partner, with respect.

Households in the tribal communities would often be forced to go without food if they ran out before market day or if an income-earning member of the household fell ill. The NGO created community food bank for poor families so that they will not to go without food in future. Each household contributed a certain amount of rice each week to a community rice box, creating a communal surplus to be used in emergencies. The NGO also help in educational facilities and hospital building in the villages. Due to the awareness camps, the literacy level increased and 100% children go to school. Also the voting level of this district reached up to 80% during last two elections.

Sejalben recollects an incident when she had gone to Ahmedabad with a colleague to sell a bulk lot of 25 Kg of Amla Powder after getting a prior confirmation from a buyer, who later refused to purchase a part of the consignment because of low market demand and also tried to settle the sales for a lower price. Instead of getting agitated, they set out to find another buyer and met as many as a dozen potential customers before they finalized a profitable deal successfully. They did not mind staying back till late in the night and reached their village the next morning.

Once while taking the finished product for sale at Godhra, the police stopped the

vehicle of NGO to check the goods. Proudly recalls Sejalben, she showed them the authenticated bills, she had and when she boldly told them about our women-managed Amla processing enterprise, they appreciated our spirit. She has never felt as confident about herself, beaming with pride. She feels that she has not only gained recognition amongst her neighbors for the work she does but also earned the respect of her husband, who now consults her before taking any decision for the family. She herself is delighted at her increased mobility and her enhanced ability to meet and negotiate with big players in the Amla value chain. Sejalben is thankful to NGO for timely support for her livelihood and continuous development.

As above NGO has played a important role in the development of Sejalben. Although it is often assumed that NGOs like aforesaid are charities and enjoy non-profit status but there are several NGOs who are profit-making organizations such as cooperatives or groups which lobby on behalf of profit-driven interests. It is more common to define NGOs as those organizations which pursue some sort of public interest or public good, rather than individual or commercial interests.

**Questions:**

- A) What is the contribution of NGO in Socio-Economic upliftment of society and especially women empowerment in case of Sejalben?
- B ) How the intentions and goals of NGOs are being changed in present days?

OR

- Q.5** (a) Give a profile of an NGO of your choice and discuss its mission and its activities in line with the mission. **07**
- (b) Identify an NGO of your choice. In terms of different criteria for determining the strengths and weaknesses, evaluate the strengths and weaknesses of the NGO in consideration. **07**

\*\*\*\*\*