



## Elements of Proposal Writing

### PRE/POST-TEST

Please select yes or no to answer the following questions:

QUESTION	YES	NO
It is best always to provide a funder with a long-format proposal with pictures of your clients to make sure they are impressed.		
A goal must be measurable.		
Goals and objectives are the same thing.		
You don't need to worry about evaluation until the end of the program.		
It's important to provide data to support your description of program needs.		
A proposal summary should be written first.		
The largest source of revenues for nonprofits is foundations.		
Future Funding refers to an agency's strategies for developing additional funding to sustain the program.		
The organization's mission is an important part of program planning.		
A problem and a need are the same thing.		