**Elements of Proposal Writing**

**Pre/Post Test**

**True or False?**

1. **It is always best to provide a funder with a long-format proposal with pictures of your clients to make sure they are impressed.**
2. **A goal must be measurable.**
3. **Goals and objectives are the same thing.**
4. **You don’t need to worry about evaluation until the end of the program.**
5. **It’s important to provide data to support your description of program needs.**
6. **A proposal summary should be written before the rest of the proposal.**
7. **The largest source of revenues for nonprofits is foundations.**
8. **Future Funding refers to an agency’s strategies for developing additional funding to sustain the program.**
9. **The organization’s mission is an important part of program planning.**
10. **A problem and a need are the same thing.**