

# Certified Fundraising Professional Practice Test Questions and Answers

**1. What is the recommended donor stewardship timeline for acknowledging a major gift?**

- A) Within 24 hours
- B) Within 48 hours
- C) Within one week
- D) Within one month

**2. According to the fundraising pyramid model, what percentage of total campaign funds typically comes from the top 10% of donors?**

- A) 50-60%
- B) 60-70%
- C) 70-80%
- D) 80-90%

**3. What is the primary ethical principle that governs donor privacy and confidentiality?**

- A) Donors have the right to anonymity if requested
- B) All donor information must be publicly disclosed
- C) Only major donors deserve privacy protection
- D) Donor information can be shared with board members only

**4. In prospect research, what does "linkage" refer to in donor identification?**

- A) The donor's financial capacity
- B) The donor's connection to your organization
- C) The donor's giving history
- D) The donor's preferred communication method

Answers: 1-B 2-D 3-A 4-B

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