A Webinar
Grants and Proposal Writing

With

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Appreciation

❖ **Professor Segun Odunola**

Vice Chancellor,

Hallmark University

❖ **Dr Yetunde Feruke-Bello**

Director, APU

and

The Technical Team for the Webinar

Puzzle

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RON ODUNOLA

Terminologies

❖ **Research Proposal: a document proposing a research project. Generally constitutes a request for sponsorship of that research.**

❖ **Grant: a conditional support (mostly financial) that assist organisations in funding & completing projects that benefit the public.**

❖ **Award: a recognition; may have a "grant-like" component.**

❖ **Grant Proposal or Proposal or Submissions: a written document submitted to an agency to obtain money or resources (a grant).**

❖ **Grant Writing: the act of completing an application process for funding.**

Most grants are not to YOU but to your organisation.

Types of Research Proposals

❖ **Academic Research Proposals** - written as part of initial requirements of writing a dissertation, thesis and research paper

❖ **Solicited** - submitted in response to RFA or RFP

❖ **Unsolicited** - submitted without prior request

❖ **Pre-proposals** - where a letter of intent or brief abstract is submitted for review prior to submission of a full proposal

❖ **Continuation Proposals** - re-iterate an original proposal and its funding requirements in order to ensure continued funding

❖ **Renewal Proposals** - seek continued sponsorship of a project which would otherwise be terminated

Poser

❖ **Why do you need a research proposal?**

❖ **Why do you need a grant and how are you hoping to utilize the fund?**

❖ **Where will you source for such funding?**

❖ **Who are you and what related experience do you have in grantsmanship?**

❖ **What are your assumptions?**

In Planning Your Career

❖ **What are your goals?**

❖ **Who is your role model?**

❖ **Where do you want to work?**

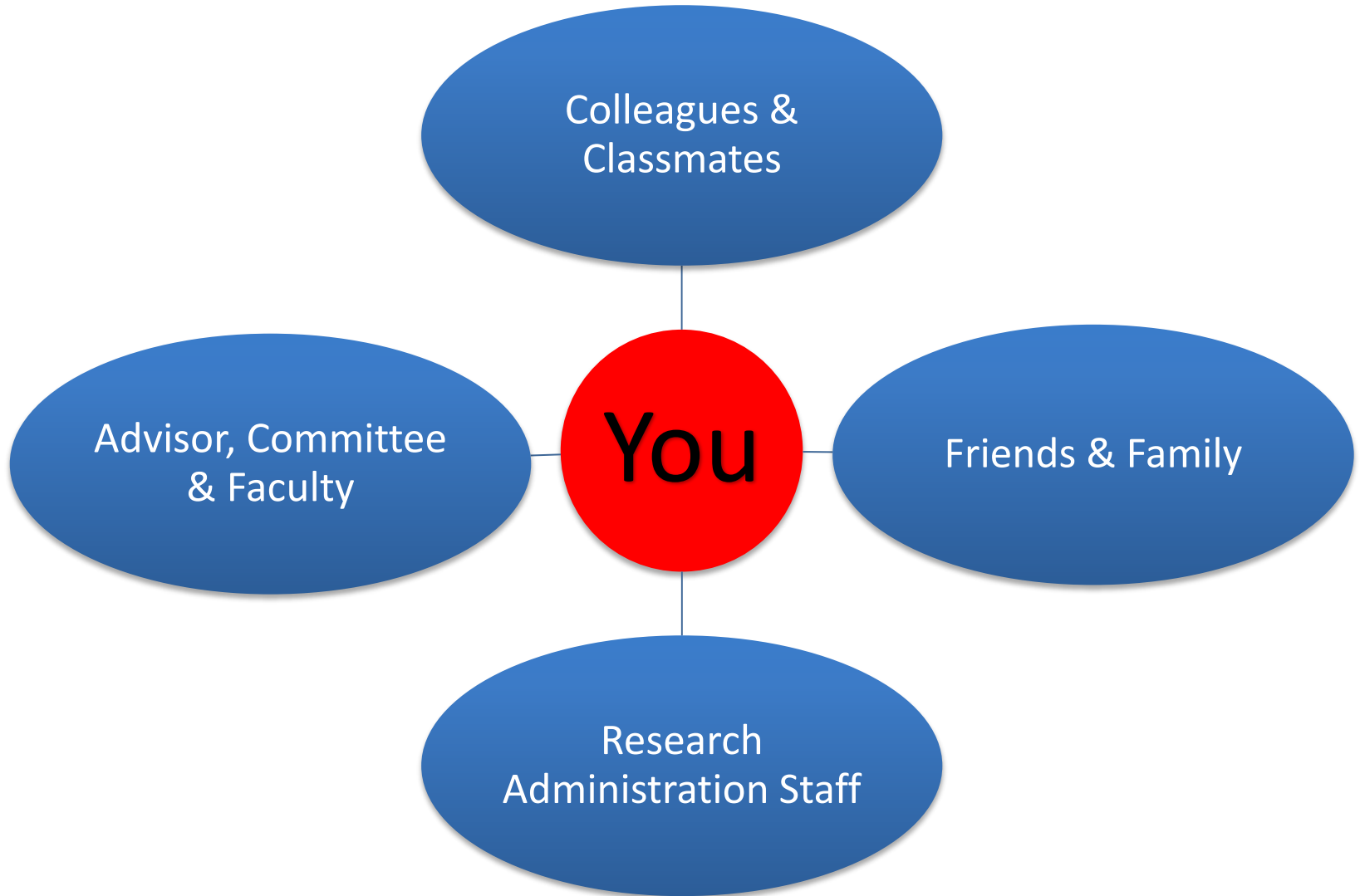❖ **Where do you want to be in 5, 10, 15 years time?**

The Early Career Researcher

Knowledgeable in the chosen field

Professionalism

Communication Skills

Six Competencies Needed for Career Success

Management and Leadership Skills

Research Skill Development

Responsible Conduct of Research

Research Landscape

ECRs / MCRs must have unprecedented access to:

❖ **Supervisor and Mentor**

❖ **Information**

❖ **Analytical tools**

❖ **Research Collaborative / Support Networks**

❖ **Facilities**

❖ **Increased competition for funding opportunities**

❖ **Research Ethics**

❖ **Choose the correct outlet for publication of research outcomes**

Research Collaborative / Support Network

Colleagues & Classmates

Advisor, Committee & Faculty

You

Friends & Family

Research Administration Staff

Guide to Early Career Researcher

❖ **Be passionate about YOUR research**

❖ **Prepare a Grant Funding Application**

❖ **Collaboration with Industry and Academia for Research Output translation & Uptake**

❖ **Attend Conferences and Workshops on grantsmanship locally and internationally**

❖ **Society Memberships**

❖ **Selling Your Accomplishments & C.V.**

❖ **Applying for Fellowships**

❖ **Applying for Promotion as at when due**

ELSEVIER

Reasons to Seek Funding

❖ **You have a project but have no funds.**

❖ **You have a coalition project that requires additional funding.**

❖ **Scholarships -Training and career development awards**

❖ **Meetings - Scientific or Educational**

❖ **Build new facilities - Research center, Library**

❖ **Your position depends on grant support - to pay your salary**

❖ **You have received an RFP (Request for Proposal) from an agency or foundation.**

Job at Hand for the Researcher

❖ **To convince a group of strangers to give you their money to carry out an investigation that you believe is important**

❖ **How successful you are depends on your ability to communicate the need for - and the quality of your research**

"It's easier to find funding for a great idea than to find an idea for great funding".
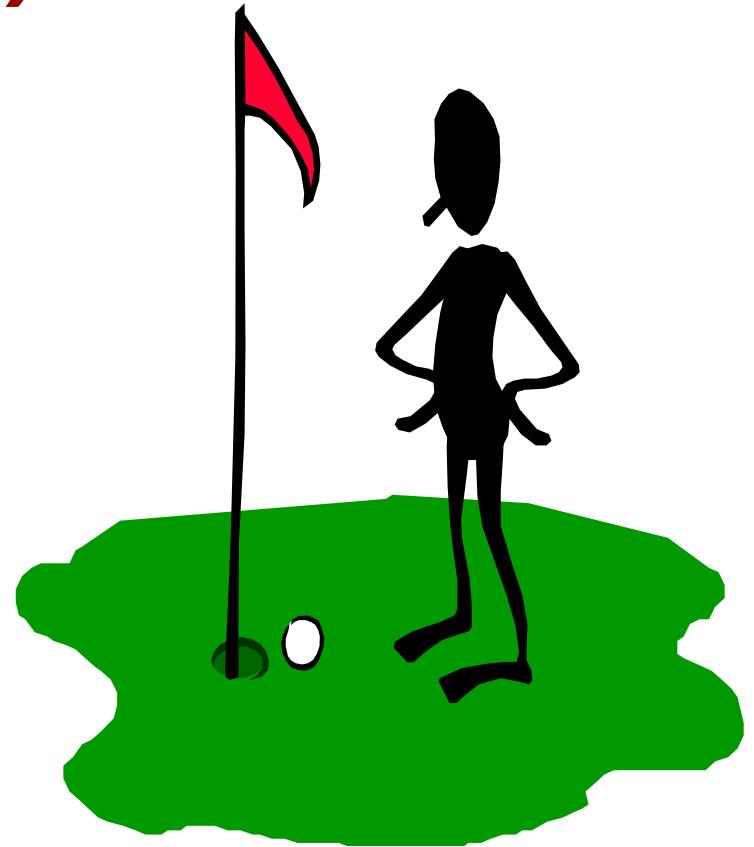
(- Author Unknown)

Rules for Getting a Grant

❖ **Start With a Good Idea**

❖ **Be ambitious, but focused — select one or two single important questions, not many**

❖ **Don't follow the herd**

❖ **Don't try to do it alone - use mentors, colleagues that are not personal friends, collaborators**

❖ **Read successfully funded grants**

❖ **Develop the act of proposal writing**

"One thing is certain... If you never write a grant, you will never get a grant."

.... Tsang and Oh, 1986

Writing a Grant is Like Playing a Game. You have to Play by the Rules (GRF)

❖ **GET** the guidelines

❖ **READ** the guidelines

❖ **FOLLOW** the guidelines

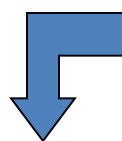# Grant seeking is a Process
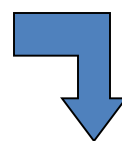
Set Your Funding Priorities

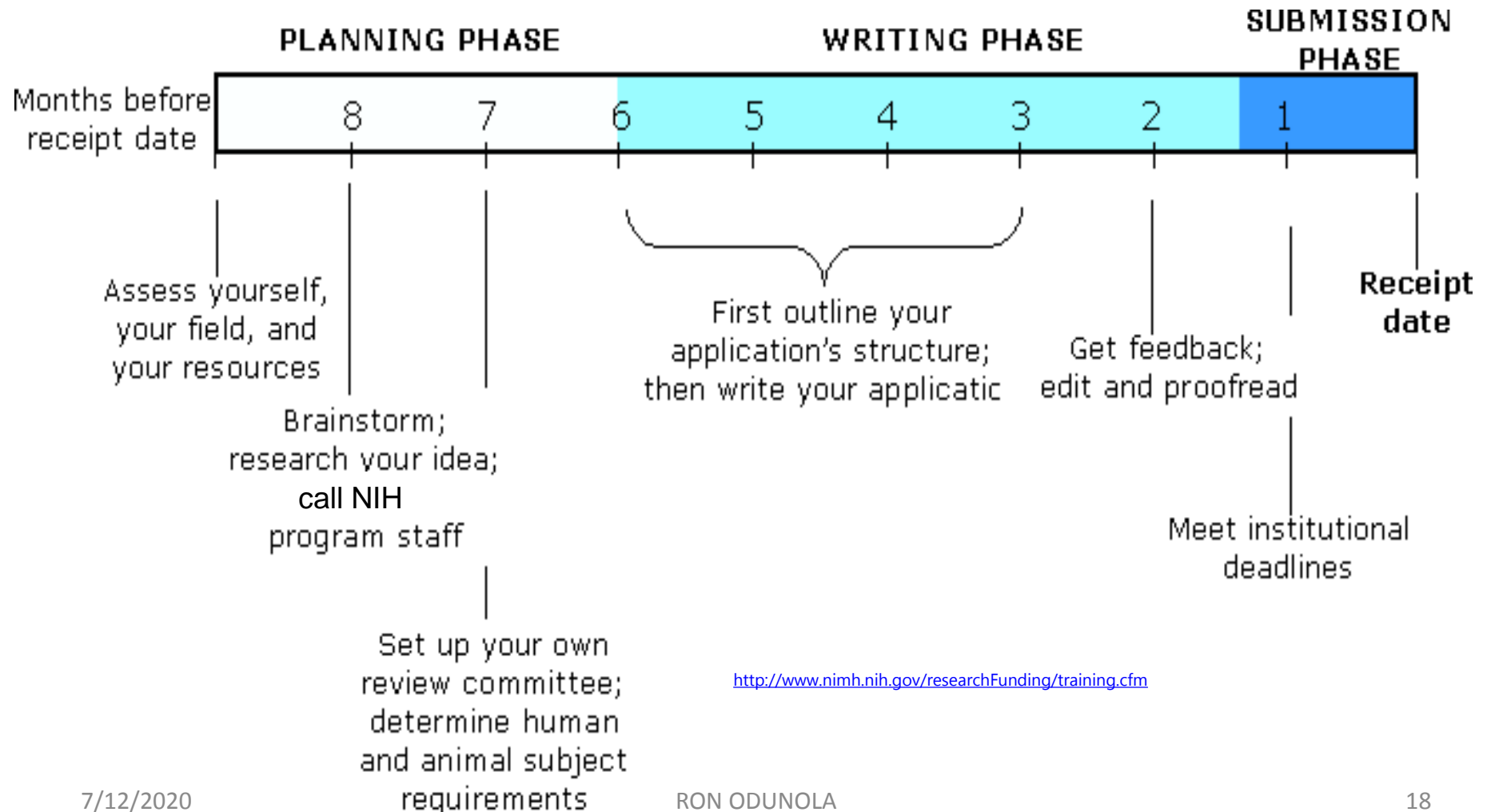**Gather Information**

Funding Sources

Write the Proposal

Submit the Proposal

Your Proposal is not Funded   **Your Proposal is Funded**
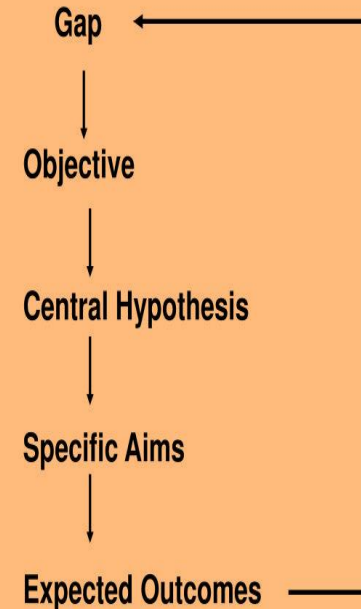
Pre-Submission Planning Timeline

PLANNING PHASE | WRITING PHASE | SUBMISSION PHASE

Months before receipt date: 8 7 6 5 4 3 2 1 — Receipt date

Assess yourself, your field, and your resources

Brainstorm; research your idea; call NIH program staff

Set up your own review committee; determine human and animal subject requirements

First outline your application's structure; then write your applicatic

Get feedback; edit and proofread

Meet institutional deadlines

http://www.nimh.nih.gov/researchFunding/training.cfm

Sections of a Grant Proposal

❖ **The Title**

❖ **The Executive Summary**

❖ **The Narrative**

❖ **The Needs Statement**

❖ **Project Design**

❖ **Management Plan**

❖ **Evaluation Plan**

❖ **Support materials – Bioskech**

❖ **es,**

❖ **Budget**

A good proposal must be clear , precise and persuasive.

Linear Progression of Logic in Specific Aims page

Gap → Objective → Central Hypothesis → Specific Aims → Expected Outcomes

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What makes a grant proposal successful?

- Start early
- Connect with funding sponsor
- Research matches funding announcement
- Aligned with priorities of sponsor
- Write with the review process in mind
- Use well-organized, engaging language
- Not too ambitious or unrealistic

- Clear focus
- Persuasive idea that advances the science and societal transformation
- Follows the instructions precisely: no typos, grammatical errors
- Seeks internal review before submitting
- Reasonable and accurate budget
- Submitted on time

Rate Limiting Steps

❖ **Request letters of support early**

❖ **Request updated biosketches early**

❖ **Budget: modular or detailed**

❖ **Justification (personnel, supplies, animals etc (per diem and purchase)**

❖ **Resources - Demonstrate institutional commitment and strengths**

Common problems with applications

- ❖ **Topic not important enough**
- ❖ **Not likely to produce useful information**
- ❖ **Based on shaky hypothesis or data**
- ❖ **Method unsuited to the objective**
- ❖ **Too little detail in research plan**
- ❖ **Over-ambitious/unrealistic**
- ❖ **Lack of focus**
- ❖ **Lack of original or new ideas**
- ❖ **Investigator too inexperienced with techniques**
- ❖ **Lack of preliminary data**

Fate of a Rejected Proposal: The 3Rs

- ❖ **Success means having one in three grants funded**
- ❖ **A rejected proposal does not always mean the idea was rejected**
- ❖ **Obtain reviewer comments**
- ❖ **Discuss with experts on how to improve**
- ❖ **Rewrite, Revise, Resubmit**
- ❖ **Patience and persistence wins the game**

Finding Funders

❖ **It's never too early or too late to start searching, but you will need to cut through the clutter and be a "smart searcher"**

❖ **To be successful, you will need to:**

| Search in the right places | Know relevant agencies | Learn grant cycles |

Possible sources of funding for research projects

❖ **Proposal / Grants Applications and Fellowships**

❖ **Fundraising Events like Dinner and Raffles**

❖ **Personal / Institutional Savings (fees, rent, consultancy and others)**

❖ **National – TETFund etc**

Types of Donor Funding

❖ **Corporate Donors:** Business entities like Coca-Cola, Shell, MTN, etc

❖ **Families and Foundations:** Bill & Melinda Gates, Wellcome Trust, etc

❖ **Individuals Donors:** Kola Daisi, Kanu etc.

❖ **NGOs & Church agencies:** CARE, Plan, Oxfam, Caritas, CRS, World Vision

❖ **Multi-National/UNagencies:** UNICEF,UNESCO, WHO, UNDP, etc.

Types of donor funding (Cont'd)

- ❖ **Government Agencies:** USA (USAID), England (DfiD), Japan (JICA), Canada (CIDA), Sweden (SIDA)

- ❖ **Multilateral Development Banks:** African Dev't Bank, World Bank, NEPAD etc

- ❖ **Government sources/ Departments & Ministries:** NIH

- ❖ **Local Companies and Banks -**

- ❖ **Community Foundations:** Sickle Cell Association of Nigeria.

- ❖ **Service and Membership Clubs:** Rotary International

Places to focus for funding opportunities

❖**Funding Databases**

❖**Donor Websites**

❖**Search Engines**

❖**Newsletters**

❖**Newspapers**

❖**Word of Mouth**

❖**Past Grantees**

❖**Senior Staff and Mentors**

Grant Writing Resources

- **GrantsNet** (http://sciencecareers.sciencemag.org/funding)
- **InfoEd** (www.infoed.org)
- **Grants Writers** (www.grantwriters.com)
- **Non-profit Guides** (www.npguides.org)
- **GrantSmart** (www.grantsmart.org)
- **Grantsmanship Center** (www.tgci.com)
- **Charity Channel** http://charitychannel.com/enewsletters/dggo
- **ScienceCareers.org**

Grant Writing Resources Contd.

❖ **Career Development Articles**

❖ **NIMH Grant Application Process**

http://www.nimh.nih.gov/researchFunding/grantprocess.cfm

http://www.nimh.nih.gov/researchFunding/training.cfm

❖ **FASEB Grantsmanship Training Program**

https://ns2.faseb.org/careerutilities/grantprg.htm

❖ **Grant Application Writer's Handbook, Reif-Lehrer**

❖ http://casemed.case.edu/gradprog/Graduate study/grants

❖ *Yousaf, Saeed T. P.* **"Keypoints of a Research Proposal"**. *Scholarshipfellow.com.com.*

Role of the Institution

Need to set up a machinery to assist staff in:

❖ **Sourcing for funding opportunities**

❖ **Conceptualizing, writing, and revising a grant proposal**

❖ **Preparing a competitive budget for proposal request**

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