Grant$manship for Educational Projects

Perspectives and Strategies

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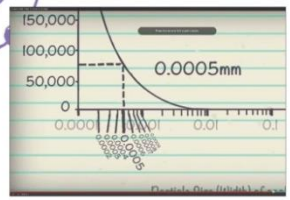
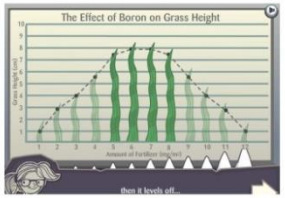
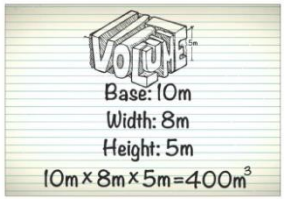
Activities supported by education grants

Workshops
Research
Field trips
Outreach
Travel to conferences

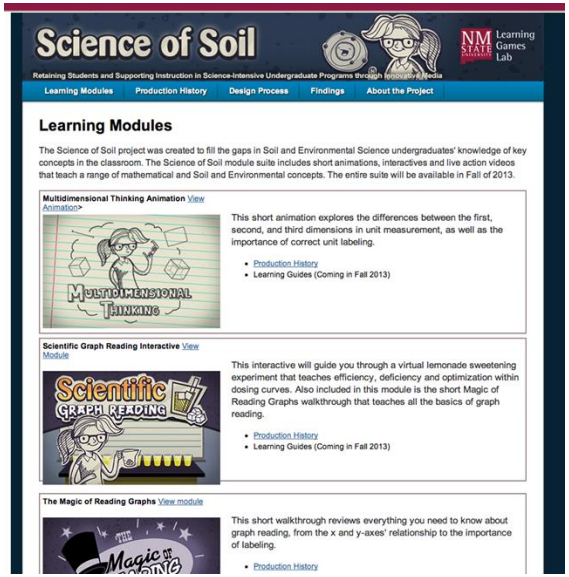
Products developed by education grants







Courses
Learning-modules
On-line tools
Demonstrations



Philosophy

- Teaching doesn't have to be separate from research, extension, outreach and service
  - 3-fold mission of Land Grant Universities
- Students need to see **applications** of concepts
  - Cutting edge research (OK to *not* know the answer)
  - Solving real world problems
  - Helps them see what's "important"
- ***Integrate*** education into all proposals
- Students want to know about **career** opportunities

Find your passion

- With **good partners**

  Don't try to do it all yourself…*there's an app for that*

  …or all at once…*break into manageable parts*

- Even with ***small* grants**
- What is needed at your university and how can it be ***institutionalized?***
- **Non-traditional** and/or **under-represented** students may benefit from different learning tools and approaches.

Learning the Ropes

- Find a **mentor**
- Volunteer to **review** grant proposals
- Participate in **networking** opportunities
  - Teaching Academy, workshops, brown bag lunches…
  - Make partners in other disciplines
- Attend proposal writing **workshops**
- Serve on college and university **committees**
  - Regulatory (IRB, Health & Safety, budget)
  - Policy driving (Visionary, Leadership training, academic)

How can administration help?

- Make academic program goals and needs **obvious**
  - Faculty shouldn't have to guess about targets

    If discouraged → silos, not teams
- Support and encourage **networking** opportunities
  - Teaching Academy, workshops, brown bag lunches…
- Provide **institutional** help
  - Boilerplate documents, budget template, internal reviews
- **Reward** and acknowledge education grants
  - Scholarship of teaching counts toward P & T

Strategies for Writing Competitive Proposals

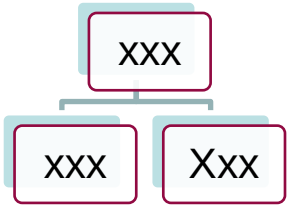
Part II: Writing Competitive Proposals

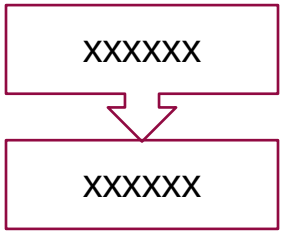
Success Lies in the Planning

- Draft a concept summary
- Contact the Program Officer
- Create an outline – follow the RFP sections
- Create a timeline for proposal writing
- Create a draft budget
- Use your whole team (formatting, references, letters of support, logic models, figures, tables…)
- Be ready to jump on RFPs with fleshed out ideas & teams
  - *Turnaround times are often very short!*

Create Reviewer Friendly Text

- Make it easy for reviewers to find the key concepts, benefits, and features of your proposal by using graphics and bulleted lists
- Examples of graphics might be:





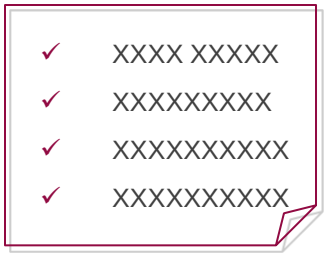


Table X	
Xxxxxx	Xxxxxx
Xxxxxx	xxxxxxx

- Discuss main points first and then provide details
- Define potentially unfamiliar terms
- Spell out acronyms and abbreviations

Your Proposal Is a Sales Document, Not a Scientific Or Scholarly Paper

Good proposal writing turns the scientific or scholarly model many authors know from their professional experience upside down. Rather than drawing conclusions from an array of details, proposal writing begins with a conclusion and arranges substantiating facts to support it.

Scientific/Scholarly Writing
starts with the details and subordinates main points.

Proposal Writing
starts with the main point and subordinates details.