

Grantseeking Strategies for Humanities and Social Sciences

Prepared for Temple University



Biography

Sarah Ott, Grants Consultant, Hanover Research

- Joined Hanover as a Grants Consultant in April 2013
- Began grant writing career at West Virginia University Health Sciences Center
- Continued career at University of Texas Health Science Center San Antonio
- Extensive experience and success with basic and clinical science grant proposals
- Has helped clients obtain more than \$30 million in funding from government agencies and private foundations including NIH, PCORI, HRSA, CDC, the Department of Education, other federal agencies, and private funders

Today's Schedule

9:00-10:00

Section 1

Funding Landscape

10:00-10:10

Break

10:00-11:00

Section 2

Prospecting: Matching Great Ideas with Suitable Funders

Section 3

Crafting a Winning Biosketch

11:00-11:10

Break

11:10-12:00

Section 4

Grant Strategy: Playing a Competitive Long Game

Faculty Benefits from Securing Grant Funding

- Summer Salary/salary buy-out
- Support activities you could not otherwise like: publishing, engaging students in projects, traveling, presenting at conferences, holding performances, and purchasing supplies
- Visibility as a scholar
 - Peer recognition
- Exploring new areas of inquiry

FUNDING LANDSCAPE: HUMANITIES

Humanities Federal Budget

- Humanities funding is currently the subject of much political wrangling.
 - President’s FY2019 budget request calls for defunding the Institute of Museum and Library Services, the Department of Education’s Innovative Approaches to Literacy (IAL) grant program, the **National Endowment for the Arts**, the **National Endowment for the Humanities**, and the Corporation for Public Broadcasting, as well as after-school programs, K–12 literacy programs, the Global Climate Change Initiative, and a range of health assistance, foreign aid, housing programs, and state grants for education, the environment, and community redevelopment.

Who funds the humanities?

Humanities funding comes from a variety of public and private entities.

- Federal agencies
 - National Endowment for the Humanities (NEH)
 - Institute of Museum and Library Services (IMLS)
 - Department of Education (ED)
- State and local agencies
 - CT Humanities
- Private organizations
 - Foundations
 - Corporations
 - Associations

Federal Humanities Funding

- [National Endowment for the Humanities](#) (NEH)
 - Funding for research, education, preservation, outreach
- [The Institute of Museum and Library Services](#)
 - Funding for programming and research
- [Department of Education](#) (ED)
 - Funding for research and education
- [National Historical Publications and Records Commission](#) (NHPRC)
 - Funding for research, preservation, archives, education

National Endowment for the Humanities Divisions

- [The Division of Education](#): works to support and strengthen teaching of the humanities by providing continuing studies opportunities to schoolteachers and college faculty and promoting the development of coursework and curricula in the humanities.
- [The Division of Preservation and Access](#): awards grants to help maintain cultural and historical collections, and supports efforts at libraries, archives and museums to protect, catalog, and make available manuscripts, books, art, still and moving images, audio, material objects and digital collections.
- [The Division of Public Programs](#): supports projects that bring the humanities to large audiences through libraries and museums, television and radio, historic sites, and digital media.
- [The Division of Research](#): makes awards to support original scholarship in all areas of the humanities, funding individuals as well as teams of researchers and institutions engaged in research, writing, editing projects, and publishing materials of historical or literary significance.

National Endowment for the Humanities Divisions

- [The Office of Challenge Grants](#): specializes in matching grants intended to inspire and augment fundraising by humanities institutions for the sake of their long-term stability.
- [The Office of Digital Humanities](#): promotes the use of technology to ask new questions and sponsors efforts to show how new media and technology are reshaping traditional disciplines in the humanities.
- [The Office of Federal/State Partnership](#): collaborates with fifty-six state and jurisdictional humanities councils to support local programs, including literacy campaigns, teacher development, cultural tourism, humanities publications, performances, speakers bureaus, films and exhibitions.

NEH Division of Education Programs

<u>Humanities Connections Implementation Grants</u>	September 16, 2020
<u>Humanities Connections Planning Grants</u>	September 16, 2020
<u>Dialogues on the Experience of War</u>	October 14, 2020

NEH Division of Preservation and Access

<u>Preservation and Access Education and Training</u>	May 18, 2021
<u>Research and Development</u>	May 18, 2021
<u>Humanities Collections and Reference Resources</u>	July 15, 2021
<u>Documenting Endangered Languages</u>	September 15, 2020
<u>Sustaining Cultural Heritage Collections</u>	January 14, 2021
<u>National Digital Newspaper Program</u>	January 14, 2021

NEH Division of Public Programs

<u>Digital Projects for the Public</u>	June 9, 2021
<u>Media Projects: Development Grants</u>	August 12, 2020
<u>Media Projects: Production Grants</u>	August 12, 2020
<u>Public Humanities Projects</u>	August 31, 2020

NEH Division of Research Programs

EH-Mellon Fellowships for Digital Publication	April 28, 2021
Fellowships	April 14, 2021
Fellowships for Advanced Social Science Research on Japan	April 28, 2021
Summer Stipends	September 23, 2020
Collaborative Research Grants	December 2, 2020
Scholarly Editions and Translations Grants	December 2, 2020
Public Scholar Program	December 16, 2020

NEH Office of Digital Humanities

<u>Digital Humanities Advancement Grants</u>	January 15, 2021
<u>Humanities Open Book Program</u>	Program has ended

Institute of Museum and Library Services

- [National Leadership Grants For Libraries](#)
 - **Deadline:** October 2, 2020
 - **Application:** [The Notice of Funding Opportunity \(NOFO\) for FY 2021](#)(PDF 475KB) is now available.
 - **Grant Period of Performance/Program Award Amounts:** 1-2 years or 1-3 years, depending upon program selected.
 - Planning Grants; Up to \$100,000; No cost share required.
 - National Forum Grants; Up to \$150,000; No cost share required.
 - Project Grants; Up to \$1,000,000; Projects requesting more than \$249,999 in IMLS funds require at least 1:1 cost share from non-federal sources.
 - Research in Service to Practice Grants; Up to \$750,000; No cost share required.

National Historical Publications and Records Commission (NHPRC)

- [Publishing Historical Records in Documentary Editions](#)
 - *For projects to publish documentary editions of historical records.*
 - *This program has two deadlines:*
 - Final Deadline: **June 10, 2020 and October 8, 2020**

Private Humanities Funding

Private Humanities funders are a heterogeneous group.

- Foundations
 - Research-focused foundations
 - Education-focused foundations
 - Small foundations (e.g., family foundations, community foundations)
- Corporations
 - National / international corporations
 - Regional / local corporations
- Associations and Societies
 - Large organizations, e.g., American Council of Learned Societies (ACLS)
 - Discipline specific groups

Relationships are a key consideration for private funding.

Foundations

- [The Getty Foundation](#)

The Getty Foundation offers grants for established scholars.

- [Gladys Krieble Delmas Foundation](#)

The Gladys Krieble Delmas Foundation promotes the advancement of humanistic inquiry and artistic creativity by supporting the humanities, research libraries, and the performing arts.

- [Henry Luce Foundation](#)

The Henry Luce Foundation seeks to bring important ideas to the center of American life, strengthen international understanding, and foster innovation and leadership in academic, policy, religious and art communities.

- [National Humanities Center](#)

The National Humanities Center is a privately incorporated nonprofit institute for advanced study in the humanities. It offers dedicated programs in support of humanities scholarship and teaching as well as a regular schedule of public events, conferences, and interactive initiatives to engage the public in special topics and emerging issues.

Associations and Societies

- [American Association of University Women](#)

The AAUW, located in Washington, D.C., offers a variety of funding opportunities for women who are completing their dissertation or developing their academic career.

- [American Council of Learned Societies](#)

The ACLS, a private, nonprofit federation of 71 national scholarly organizations, is the preeminent representative of American scholarship in the humanities and related social sciences. Grants and fellowships are awarded to doctoral students and scholars at all points in their careers.

- [American Philosophical Society](#)

The APS, located in Philadelphia, PA, offers a variety of funding opportunities for doctoral candidates and faculty-members.

- [American Historical Association](#)

Each year, the American Historical Association awards several research grants with the aim of advancing the study and exploration of history in a diverse number of subject areas.

FUNDING LANDSCAPE: SOCIAL SCIENCES

Who funds the social sciences?

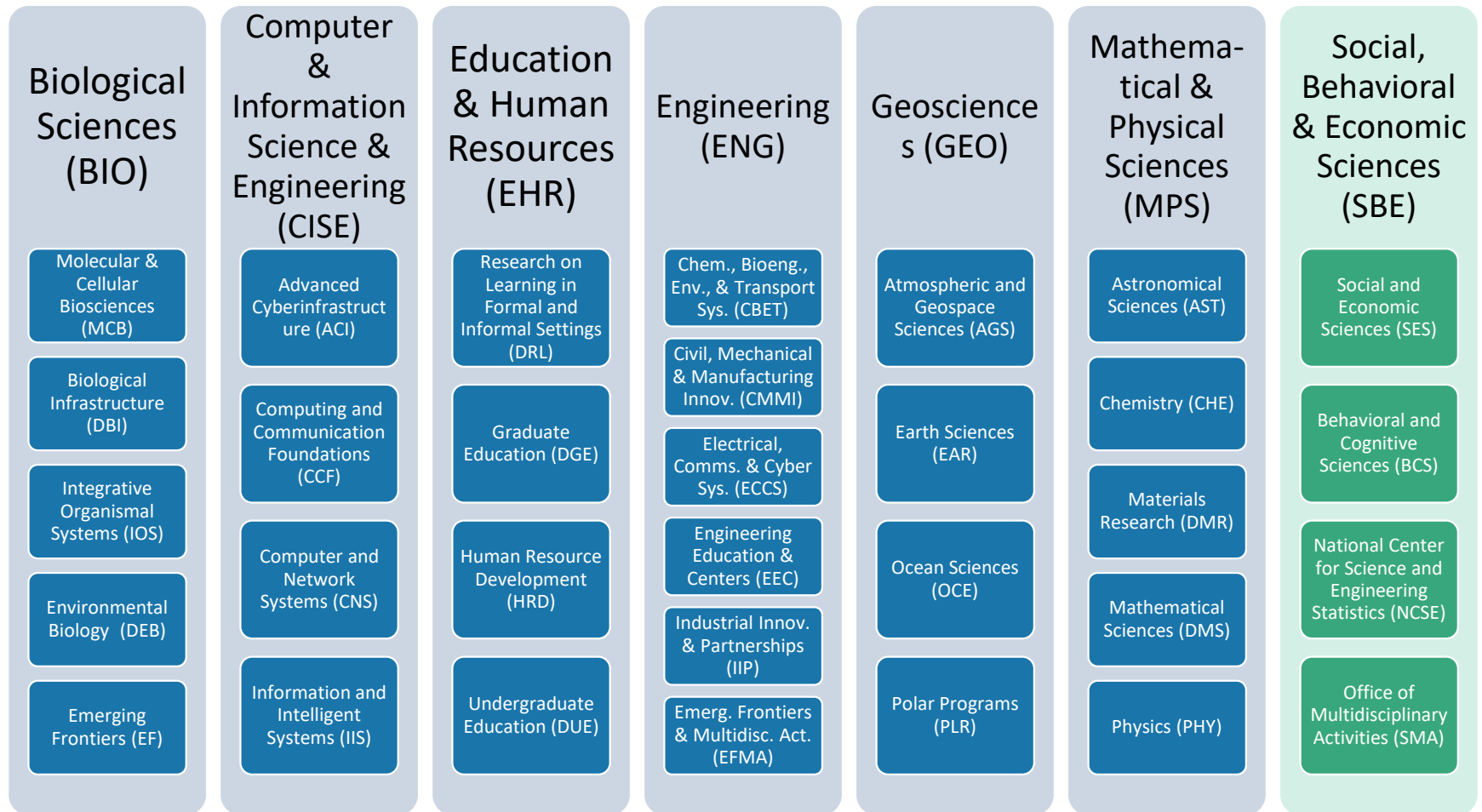
Humanities funding comes from a variety of public and private entities.

- Federal agencies
 - National Science Foundation (NSF)
 - National Institutes of Health (NIH)
 - Department of Education (ED)
 - Department of Defense (DoD)
 - USDA – National Institute of Food and Agriculture
- Private organizations
 - Foundations
 - Corporations
 - Associations

Federal Social Sciences Funding

- National Science Foundation
 - [Social, Behavioral, and Economic \(SBE\) Sciences Directorate](#)
- National Institutes of Health
 - [Office of Behavioral and Social Sciences Research \(OBSSR\)](#)
- [Department of Education](#)
 - [Social and Behavioral Context for Academic Learning](#)
- Department of Defense
 - Army Research Institute for the Behavioral and Social Sciences Broad Agency Announcement for Basic Scientific Research

National Science Foundation



NSF Directorate and Division Structure

Each NSF Division is divided into sections or clusters, which house grantmaking programs.

Example:

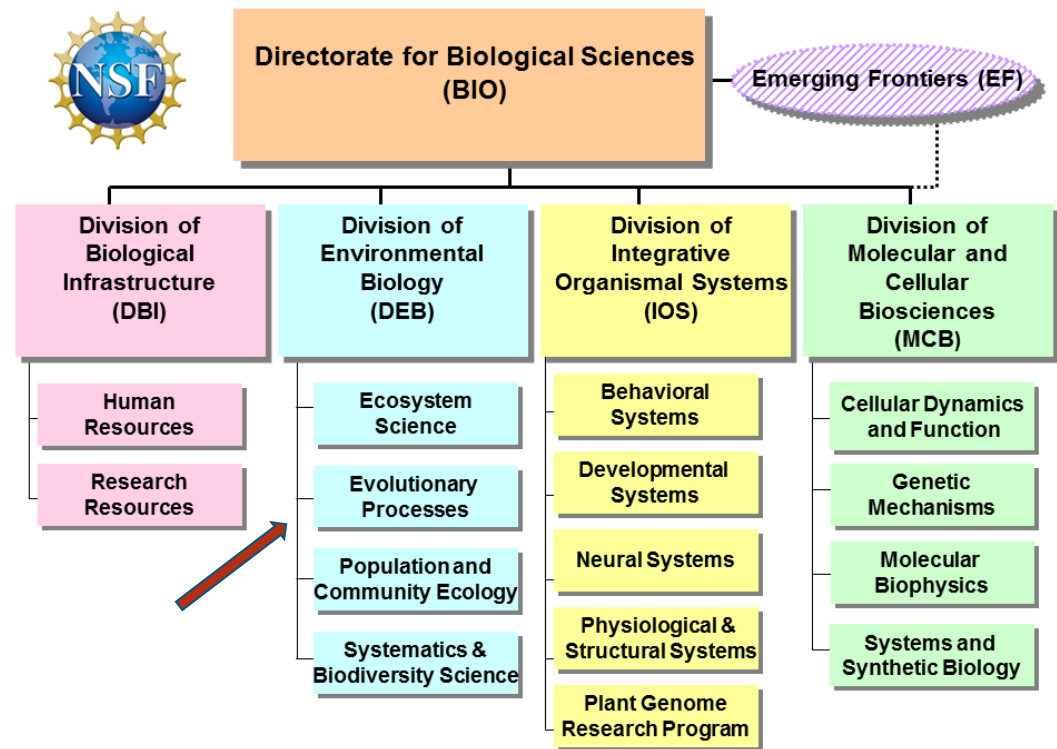
Directorate: BIO

Division: DEB

Cluster: Evolutionary Processes

Program 1: Evolutionary Genetics

Program 2: Evolutionary Ecology



Division of Behavioral and Cognitive Sciences (BCS)

- [Archaeology and Archaeometry](#)
- [Biological Anthropology](#)
- [Cognitive Neuroscience \(CogNeuro\)](#)
- [Critical Resilient Interdependent Infrastructure Systems and Processes 2.0 FY18 \(CRISP 2.0\) Crosscutting](#)
- [Cultural Anthropology](#)
- [Cultural Anthropology Scholars Awards](#)
- [Developing a National Research Infrastructure for Neuroscience \(NeuroNex\)](#)
- [Developmental Sciences \(DS\)](#)
- [Documenting Endangered Languages \(DEL\)](#)
- [Geography and Spatial Sciences Program \(GSS\)](#)
- [High-Risk Research in Biological Anthropology and Archaeology \(HRRBAA\)](#)
- [Linguistics](#)

Division of Behavioral and Cognitive Sciences (BCS)

- [Perception, Action & Cognition \(PAC\)](#)
- [Resource Implementations for Data Intensive Research in the Social, Behavioral and Economic Sciences \(RIDIR\)](#)
- [Restricted-Access Research Data Centers \(RDCs\)](#)
- [Science of Learning \(SL\)](#)
- [Secure and Trustworthy Cyberspace \(SaTC\)](#)
- [Smart and Connected Communities \(S&CC\) **Crosscutting**](#)
- [Social Psychology](#)
- [Tribal Colleges and Universities Program \(TCUP\)](#)

Division of Social and Economic Sciences (SES)

- [American National Election Studies Competition](#)
- [Critical Resilient Interdependent Infrastructure Systems and Processes 2.0 FY18 \(CRISP 2.0\) **Crosscutting**](#)
- [Decision, Risk and Management Sciences \(DRMS\)](#)
- [Economics](#)
- [Law & Social Sciences \(LSS\)](#)
- [Methodology, Measurement, and Statistics \(MMS\)](#)
- [Partnerships between Science and Engineering Fields and the NSF TRIPODS Institutes **NSF-wide**; **Crosscutting**](#)
- [Political Science](#)
- [Resource Implementations for Data Intensive Research in the Social, Behavioral and Economic Sciences \(RIDIR\)](#)
- [Restricted-Access Research Data Centers \(RDCs\)](#)

Division of Social and Economic Sciences (SES)

- [Science of Organizations \(SoO\)](#)
- [Science, Technology, and Society \(STS\)](#)
- [Secure and Trustworthy Cyberspace \(SaTC\)](#)
- [Smart and Connected Communities \(S&CC\) **Crosscutting**](#)
- [Sociology](#)
- [The NSF-Census Research Network \(NCRN\)](#)

Division of SBE Office of Multidisciplinary Activities

- [Cultivating Cultures for Ethical STEM \(CCE STEM\)](#)
- [Resource Implementations for Data Intensive Research in the Social, Behavioral and Economic Sciences \(RIDIR\)](#)
- [Science of Science and Innovation Policy \(SciSIP\)](#)

Non-Division Specific

- [Academic Research Infrastructure Program: Recovery and Reinvestment \(ARI-R²\) Crosscutting](#)
- [ADVANCE: Increasing the Participation and Advancement of Women in Academic Science and Engineering Careers NSF-wide](#)
- [American National Election Studies Competition](#)
- [Big Data Regional Innovation Hubs: Establishing Spokes to Advance Big Data Applications \(BD Spokes\)](#)
- [Biological Anthropology Program - Doctoral Dissertation Research Improvement Grants \(BA-DDRIG\)](#)
- [Cognitive Neuroscience \(CogNeuro\)](#)
- [Collaborative Research in Computational Neuroscience \(CRCNS\)](#)

Non-Division Specific

- [Critical Techniques, Technologies and Methodologies for Advancing Foundations and Applications of Big Data Sciences and Engineering \(BIGDATA\)](#)
- [Cultivating Cultures for Ethical STEM \(CCE STEM\)](#)
- [Cultural Anthropology Scholars Awards](#)
- [Cyberinfrastructure for Sustained Scientific Innovation \(CSSI\) - Data and Software:](#)
- [Cyberinfrastructure Training, Education, Advancement, and Mentoring for Our 21st Century Workforce **NSF-wide**](#)
- [Cyberlearning for Work at the Human-Technology Frontier](#)
- [Developmental Sciences \(DS\)](#)
- [Documenting Endangered Languages \(DEL\)](#)

Non-Division Specific

- [Documenting Endangered Languages - Doctoral Dissertation Research Improvement Grants \(DEL-DDRIG\)](#)
- [Dynamics of Coupled Natural and Human Systems \(CNH\) **Crosscutting**](#)
- [Ecology and Evolution of Infectious Diseases \(EEID\)](#)
- [Explosives and Related Threats: Frontiers in Prediction and Detection \(EXP\) **Crosscutting**](#)
- [Future of Work at the Human -Technology Frontier: Advancing Cognitive and Physical Capabilities \(FW-HTF\) **Crosscutting**](#)
- [Inclusion across the Nation of Communities of Learners of Underrepresented Discoverers in Engineering and Science \(NSF INCLUDES\) **NSF-wide**](#)
- [Innovation Corps \(I-Corps TM\) - National Innovation Network Nodes Program \(I-Corps™ Nodes\)](#)

Non-Division Specific

- [Innovation Corps - National Innovation Network Teams Program \(I-CorpsTM Teams\) NSF-wide](#)
- [Innovation Corps- National Innovation Network Sites Program \(I-Corps Sites\) NSF-wide](#)
- [Innovations at the Nexus of Food, Energy and Water Systems \(INFEWS\) NSF-wide](#)
- [Innovations in Graduate Education \(IGE\) Program NSF-wide](#)
- [Integrative Strategies for Understanding Neural and Cognitive Systems \(NCS\) Crosscutting](#)
- [Long-Term Ecological Research \(LTER\)](#)
- [Major Research Instrumentation Program: \(MRI\) NSF-wide](#)
- [National Nanotechnology Coordinated Infrastructure \(NNCI\) NSF-wide](#)
- [National Robotics Initiative 2.0: Ubiquitous Collaborative Robots \(NRI-2.0\)](#)

Non-Division Specific

- Panel Study of Income Dynamics (PSID) Competition
- Partnerships for International Research and Education (PIRE) NSF-wide
- Research Coordination Networks Crosscutting
- Science and Technology Centers: Integrative Partnerships NSF-wide
- Science of Learning: Collaborative Networks (SL-CN)
- Science, Engineering and Education for Sustainability NSF-Wide Investment (SEES) NSF-wide; Crosscutting
 - Dimensions of Biodiversity FY2018

- [Office of Behavioral and Social Sciences Research \(OBSSR\)](#)

Coordinates and participates in NIH-wide funding opportunities that support basic and applied behavioral and social sciences research. Although OBSSR does not have grant-making authority, it works with NIH Institutes and Centers (ICs) to develop, coordinate and administer a variety of trans-NIH research co-funded programs

NIH OBSSR Funding Opportunities

Title	Announcement Number	Issuing Organization	Opening Date	Closing Date
The Health of Sexual and Gender Minority (SGM) Populations (R21)	PA-15-263	NICHD	5/18/2015	5/8/2018
Functional Wellness in HIV: Maximizing the Treatment Cascade (R21)	PA-15-134	NINR	3/5/2015	5/8/2018
Functional Wellness in HIV: Maximizing the Treatment Cascade (R01)	PA-15-133	NINR	3/5/2015	5/8/2018
Mobile Health: Technology and Outcomes in Low and Middle Income Countries (R21)	PAR-16-292	FIC	5/26/2016	9/1/2018
Time-Sensitive Obesity Policy and Program Evaluation (R01)	PAR-15-346	NIDDK	9/17/2015	9/14/2018
Education and Health: New Frontiers (R21; R03; R01)	PAR-16-078; PAR-16-079; PAR-16-080	OBSSR	1/12/2016	1/7/2019
Revision Applications for Validation of Mobile/Wireless Health Tools for Measurement and Intervention (R01)	PA-16-043	OBSSR	11/24/2015	1/8/2019

NIH OBSSR Funding Opportunities

Title	Announcement Number	Issuing Organization	Opening Date	Closing Date
Research on the Mechanisms and/or Behavioral Outcomes of Multisensory Processing (R01)	PA-15-347	NIA	9/17/2015	1/8/2019
Research on the Mechanisms and/or Behavioral Outcomes of Multisensory Processing (R01 - Clinical Trial Optional)	PA-18-545	NIA	1/05/2018	1/08/2019
Behavioral and Integrative Treatment Development Program (R03; R01;R34)	PA-16-074; PA-16-072; PA-16-073	NIDA	1/8/2016	1/8/2019
Ancillary Studies to Identify Behavioral and/or Psychological Phenotypes Contributing to Obesity (R01)	PAR-16-304	NIDDK	6/1/2016	3/1/2019
Ancillary Studies to Identify Behavioral and/or Psychological Phenotypes Contributing to Obesity (R01 Clinical Trial Optional)	PAR-18-105	NIDDK	1/29/2018	3/1/2019

NIH OBSSR Funding Opportunities

Title	Announcement Number	Issuing Organization	Opening Date	Closing Date
Understanding Factors in Infancy and Early Childhood (Birth to 24 months) That Influence Obesity Development (R01)	PA-16-169	NIDDK	4/6/2016	5/8/2019
Population Health Interventions: Integrating Individual and Group Level Evidence (R21; R01)	PA-16-147; PA-16-146	OBSSR	5/16/2016	5/8/2019
Obesity Policy Evaluation Research (R01)	PA-16-165	NIDDK	5/5/2016	5/8/2019
Dissemination and Implementation Research in Health (R21; R03; R01)	PAR-16-236; PAR-16-237; PAR-16-238	NCI	5/10/2016	5/8/2019
Administrative Supplements to Existing NIH Grants and Cooperative Agreements (Admin Supp)	PA-16-287	NIH	5/24/2016	5/26/2019
BRAIN Initiative: Targeted BRAIN Circuits Planning Projects - TargetedBCPP (R34 Clinical Trial Not Allowed)	RFA-NS-18-014	NINDS	2/15/2018	7/16/2019
Methodology and Measurement in the Behavioral and Social Sciences (R21; R01)	PAR-16-261; PAR-16-260	OBSSR	9/5/2016	9/8/2019
National Science Foundation - National Institutes of Health NSF-NIH Interagency Initiative: Smart and Connected Health	NOT-OD-18-149	OBSSR	5/22/2018	12/12/2020

DoD Army Research Institute for the Behavioral and Social Sciences

- U.S. Army Research Institute for the Behavioral and Social Sciences Broad Agency Announcement for Basic Research (Fiscal Year 2018) ([W911NF-18-S-0001](#))
- **DEADLINES**
- **LOI:** 04/04/2018; **Proposal:** 06/15/2018
- **Funding Amount:** varies
- **Duration:** up to 3 years
- The basic research program supports research projects that are designed to expand fundamental knowledge and discover general principles in the behavioral and social sciences. A key consideration in the decision to support a research proposal is that its findings are likely to stimulate new, basic behavioral research which, in turn, will lead to improved performance of Army personnel and their units.

USDA – National Institute of Food and Agriculture

- [Higher Education Challenge \(HEC\) Grants Program](#)

Application deadline: April 2, 2020

HEC supports social and behavioral science disciplines. Projects that integrate social and biological sciences are encouraged. Incorporation of social and behavioral sciences is important for addressing many of the challenges facing agriculture and rural communities, such as increasing global demand for food production in the face of limited natural resources; improving health and reducing obesity by engaging in healthy diets; and alleviating poverty by fostering economic opportunity.

Foundations Funding Social Sciences

- [American Psychological Foundation](#)

Various deadlines depending on grant

- [Bill & Melinda Gates Foundation – Global Grand Challenges](#)

- [Ford Foundation – Funding to Fight Inequality](#)

Accepting short online form. Will be reviewed and responded to if they are interested. Needs to be within one of their seven program areas focused on challenging inequality.

- [Lumina Foundation](#)

With its partners, Lumina strives to meet workforce demands and close gaps in attainment for groups not historically well-served by higher education.

Foundations Funding Social Sciences

- [Institute for New Economic Thinking](#)

Rolling basis; awards grants ranging in value from \$25,000-\$250,000 for projects of one to three years' duration. Focus their efforts on supporting new economic thinking, in all the forms it may take. We are less interested in pure policy applications, institution building, and general program support.

- [Rockefeller – Democratic Practice – Global Governance](#)

2017 Revised Guidelines

Goal: Advance Democratic Practices to Address Global Challenges

Rolling acceptance

Foundations Funding Social Sciences

- [Russell Sage – Funding Opportunities](#)

- [Behavioral Economics](#)

Deadlines: Letter of Inquiries – August 5, 2020 & November 11, 2020

Up to \$150,000

The Russell Sage Foundation’s program on Behavioral Economics supports innovative research that uses behavioral insights from psychology and other social sciences to examine and improve social and living conditions in the United States. We seek investigator-initiated research proposals that will broaden our understanding of the social, economic and political consequences of real-life behaviors and decisions that deviate from the neoclassical economic standards of rationality. RSF is especially interested in behavioral economics research that contributes to our understanding of topics of interest under its other programs: Future of Work; Race, Ethnicity and Immigration; Social Inequality.

- [Computational Social Science](#)

(This program is now archived.)

The Russell Sage Foundation's initiative on Computational Social Science (CSS) supports innovative social science research that brings new data and methods to bear on questions of interest in its core programs in Behavioral Economics, Future of Work, Race, Ethnicity and Immigration, and Social Inequality. Limited consideration will be given to questions that pertain to core methodologies, such as causal inference and innovations in data collection

- [Integrating Biology and Social Science Knowledge \(BioSS\)](#)

The initiative supported innovative social science research on social and economic outcomes that improved understanding of the interactive mechanisms by which environmental influences affected biological mechanisms, and vice versa. This included research that: (1) estimated how the structured nature of the social environment and intra- and intergenerational social inequalities affected biological processes, (2) identified which indicators of biological processes interacted with the social environment to affect different life domains and how, (3) yields new conceptual frameworks that holistically characterized the complex relationships among biological, psychological and environmental factors to predict a range of behavioral and social outcomes. The primary interest was in research that explored and improved our understanding of *social and economic predictors and outcomes*.

- [Social Inequality](#)

Deadlines: Letter of Inquiries – August 20, 2018

Up to \$150,000

The Russell Sage Foundation's program on Social Inequality supports innovative research on whether rising economic inequality has affected social, political, and economic institutions, and the extent to which increased inequality has affected equality of opportunity, social mobility, and the intergenerational transmission of advantage. We seek investigator-initiated research projects that will broaden our understanding of the causes and consequences of rising economic inequalities in the United States.

- [Sociological Initiatives Foundation](#)

Deadlines: Short concept proposals due August 15th annually

Grants range from \$10,000 to \$20,000

The Sociological Initiatives Foundation supports social change by linking research to social action. It funds research projects that investigate laws, policies, institutions, regulations, and normative practices that may limit equality in the United States. It gives priority to projects that seek to address racism, xenophobia, classism, gender bias, exploitation, or the violation of human rights and freedoms. It also supports research that furthers language learning and behavior and its intersection with social and policy questions. We look for projects that have an explicit research design and a concrete connection to public or community impact. It is not enough to just write a report or add a focus group to a social change project. The research should ideally build an organization or constituency's potential to expand public knowledge, impact policy, and create social change.

■ Spencer – Small Research Grants Program

The Small Research Grants program is intended to support education research projects with budgets of \$50,000 or less. In keeping with the Spencer Foundation's mission, this program aims to fund academic work that will contribute to the improvement of education, broadly conceived.

Historically, the work we have funded through these grants has spanned a range of topics and disciplines, including education, psychology, sociology, economics, history, and anthropology, and they employ a wide range of research methods. The following examples of recently-funded small grants illustrate the diversity of what we support:

- an experimental study of how college students use visual representations in solving math problems
- a study exploring the process of racial and rural identity formation among African American high-school students who attend de facto segregated schools in the rural South
- a mixed-methods study focusing on the different types of knowledge novice and experienced teachers draw on in teaching for reading comprehension

- [William T. Grant Foundation – Research Grants](#)

Two focus areas: programs, policies, and practices that [reduce inequality](#) in youth outcomes, and strategies to [improve the use of research evidence](#) in ways that benefit youth. Research grants about reducing inequality typically range between \$100,000 and \$600,000 and cover two to three years of support. Research grants about improving the use of research initiative will range between \$100,000 and \$1,000,000 and cover two to four years of support. Projects involving secondary data analysis are at the lower end of the budget range, whereas projects involving new data collection and sample recruitment can be at the higher end. Proposals to launch experiments in which settings (e.g., classrooms, schools, youth programs) are randomly assigned to conditions sometimes have higher awards.

For smaller projects, there is a separate funding mechanism: Officers' Research grants. These awards cover budgets up to \$50,000. Some are stand-alone projects that fit our research focus areas; others build off of larger projects. Junior scholars of color are encouraged to apply for these grants as a way to build their research programs.

Associations and Societies

- [American Sociological Association](#)
- [Health Professionals Advancing LGBT Equality \(GLMA\)](#)

10 Minute Break

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*Take a
Break*

PROSPECTING: MATCHING GREAT IDEAS WITH SUITABLE FUNDERS

What makes a grant idea competitive?

To be competitive for grant funding, you need to have an exciting idea.

A competitive grant idea:

- Fills a demonstrable gap (e.g., in services or knowledge)
- Is innovative and interesting to people in the field
- Produces something of value within a specified timeframe
- Has a strong, measurable impact
- Is timely

If people in your field get excited about your idea, you are on to something.

Idea Development: Define the Gap

A great grant idea fills a key gap that is hindering your field.

Ask:

- What are the most important challenges in my field right now?
- What is missing that could help advance the field?
 - Is it a tool? What kind?
 - Is it knowledge? What knowledge, specifically?
 - Is it a program model?
 - Is it implementation of existing models?
 - Is it evaluation of current implementations?

Articulate the key gaps in your field as clearly as possible.

Idea Development: Define the Impact

Great grant ideas are high-impact.

With your field's key gaps in mind, ask: "If I filled this gap..."

- What would be the impact on my own work?
- What would be the impact on my students?
- What would be the impact on the field?
- What would be the impact on society?

Your idea's impact is what grant funders would get for their money.

A Good Idea vs. a Grant-Fundable Idea

A good idea:

- Helps someone
- Advances an important agenda
- Serves a wise/substantial purpose
- Creates interest
- Involves growth or learning
- Can have undefined steps or processes
- Builds something of value
- Has form that follows function
- Can be of any scale
- Can be a one-time effort

A fundable idea:

- Addresses the funder's target audience
- Advances the funder's agenda
- Serves a wise/substantial purpose
- Aligns with funder priorities
- Measures/analyzes growth and learning
- Must have a clear path from A to B to C (with limited exceptions)
- Builds something of value
- Fits in a pre-set spectrum of activity types
- Is scaled by prior experience and to the budget
- Should be replicable

More information: [Helping Faculty Differentiate Between the Good and the Fundable](#)

Exercise: Articulate a Grant Idea

Take a moment to list some potential grant ideas.

Note:

- What gap will you fill?
- What is the potential impact of your idea?
- Is this idea exciting, innovative, and timely?

Find a partner and take turns presenting your ideas. Help each other assess and prioritize ideas. Which ones should you find funders for?

Prospecting: Who will fund your idea?

Prospecting is the art of matching grant ideas with likely funders.

Good prospective funders have:

- A mission that aligns with your mission
- A history of funding similar or related projects
- Stated priorities that encompass your project area
- No restrictions that would preclude funding your project

However, note that:

- Funding history is not always a good predictor of future funding.
- Stated priorities are not always current.

To find good prospects, learn to read between the lines.

Prospecting: Who is funding similar work?

To identify prospective funders, find out who has funded similar projects.

Start by finding out who is doing similar work:

- Use industry/discipline publications, as well as online searches.
- Find similar or thematically aligned projects.
- Include projects in your local area and around the country, as appropriate.

Find out who is funding the identified projects.

- Look for acknowledgements and statements of thanks.
- Contact project staff if appropriate.

Identify promising prospects—or types of prospect—for your work.

Prospecting: Which funders prioritize this work?

Funders' stated priorities provide a means for identifying prospects.

Use databases and search engines to find funders with relevant priorities:

- Use multiple databases and search tools.
 - Temple provides tools for prospecting:
 - [Pivot/Community of Science\(PIVOT/COS\)](#);
 - [Egrants.net](#);
 - [Sponsored Programs Information Network – SPIN \(Find Funding Link within ERA\)](#);
- Search for keywords that relate to your mission and project.
- Search by funder type, funding type, and funding region.
- Note funding restrictions.
- Note typical funding amounts.
- Note key deadlines and other timing constraints.

Keep a list, spreadsheet, or database of promising opportunities.

Prospecting: Federal tools and resources

[Grants.gov](https://www.grants.gov) is a clearinghouse for federal grant information.



The screenshot displays the Grants.gov website interface. At the top, there is a navigation bar with the Grants.gov logo and the tagline "FIND. APPLY. SUCCEED.™". A search bar is located on the right side of the navigation bar, with the text "SEARCH: Grant Opportunities ▾ Enter Keyword..." and a "GO" button. Below the navigation bar, there is a horizontal menu with several options: "HOME", "LEARN GRANTS ▾", "SEARCH GRANTS", "APPLICANTS ▾", "GRANTORS ▾", "SYSTEM-TO-SYSTEM ▾", "FORMS ▾", "CONNECT ▾", and "SUPPORT ▾". A red arrow points from the text above to the "LEARN GRANTS" menu item. Below the menu, there is a banner for the "GRANTS LEARNING CENTER". The banner features a word cloud with terms like "Applicant", "Apply", "Grant", "Track", "Services", "View", "Release", "Faq", "System", "Family", "Information", "Organization", "Management", "Liberty", "States", "Impact", "Privacy", "Outreach", "Latest", "Learn", "Exit", "Individual", "Troubleshooting", "Accessibility", "Search", "Browse", "Opportunities", "Home", "Register", "Tips", "Access", "Blog", "Provide", "Communities", "Participate", "Growth", "Bookmark", "Page", "World", "Gateway", "Federal", "Grants", "Information". A red arrow points from the text above to the "LEARN GRANTS" menu item, and another red arrow points from the text above to the "SOCIAL MEDIA" link in the banner. Below the banner, there is a paragraph of text: "The Grants Learning Center is your gateway to the federal grants world. Bookmark this page and participate in our growing communities on Blog.Grants.gov and Twitter (@grantsdotgov)."

GRANTS LEARNING CENTER

The Grants Learning Center is your gateway to the federal grants world. Bookmark this page and participate in our growing communities on Blog.Grants.gov and Twitter (@grantsdotgov).

Prospecting: Federal tools and resources

Search Grants.gov by keyword, status, type, eligibility, category, or agency.

SEARCH GRANTS ?

BASIC SEARCH CRITERIA:

Keyword(s):

Opportunity Number:

CFDA:

OPPORTUNITY STATUS:

Forecasted (130)

Posted (2,192)

Closed (2,502)

Archived (42,660)

FUNDING INSTRUMENT TYPE:

ELIGIBILITY:

CATEGORY:

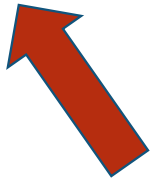
AGENCY:

[Search Tips](#) | [Export Detailed Data](#)

SORT BY: Posted Date (Descending) ▼ **DATE RANGE:** All Available ▼

1 - 25 OF 2322 MATCHING RESULTS: [« Previous](#) [1](#) [2](#) [3](#) [4](#) [5](#) [6](#) ... [93](#) [Next »](#)

Opportunity Number	Opportunity Title	Agency	Opportunity Status	Posted Date ↓	Close Date
DKR-NOFO-FY18-02	Public Affairs Small Grant Opportunity	DOS-SEN	Posted	02/20/2018	05/16/2018
ED-GRANTS-022018-001	Office of Elementary and Secondary Education (OESE): Small, Rural School Achievement Program CFDA Number 84.358A	ED	Posted	02/20/2018	04/20/2018
72061218NFO00002	Higher Education Activity in Malawi	USAID-MLW	Posted	02/20/2018	05/21/2018
P18AS00070	FY18 American Sign Language Conservation Corps Crew Working	DOI-NPS	Posted	02/20/2018	03/01/2018
PA-18-672	Ruth L. Kirschstein National Research Service Award (NRSA) Individual Senior Fellowship (Parent F33)	HHS-NIH11	Posted	02/20/2018	01/07/2021
SM-18-008	Statewide Consumer Network Program	HHS-SAMHS-SAMHSA	Posted	02/20/2018	04/23/2018
RFA-OD-18-004	Specialized Centers of Research Excellence (SCORE) on Sex Differences (U54)	HHS-NIH11	Posted	02/20/2018	04/16/2018
USDANRCSIPA1801	Announcement for Program Funding for NRCS' Conservation Innovation Grants (CIG) for Federal fiscal year (FY) 2018 – Pennsylvania	USDA-NRCS-PASO	Posted	02/20/2018	04/27/2018
USDA-NIFA-FBMB-006530	FY 2018 Farm Business Management and Benchmarking RFA	USDA-NIFA	Posted	02/20/2018	04/20/2018
NOAA-NMFS-NCBO-2018-2005524	Fiscal Year 2018 Chesapeake Bay Fisheries Research Program	DOC	Posted	02/20/2018	04/26/2018



Prospecting: Federal tools and resources

Subscribe to Grants.gov to keep up with new opportunities.

Manage Subscriptions

Customize your Grants.gov opportunity subscriptions, including expanded criteria for saved searches and the ability to view and manage existing subscriptions. To subscribe to Grants.gov email notifications, users must first create a Grants.gov account. [Don't worry - the account registration process is quick and easy.](#)



Custom Email Notifications

When you create a Grants.gov account, you can customize the type of email notifications you receive. Log in and click the links below to subscribe to news updates about system enhancements, notifications about saved searches and new funding opportunities, and more.

» [Subscribe to Grants.gov News](#)

Receive Alerts and Newsletters containing updates about system enhancements and training resources

» [Subscribe to all new grant opportunities](#)

Receive a daily email listing all new grant opportunities

» [Subscribe to opportunities](#)

Receive notifications when changes are made to a specific opportunity's forecast, synopsis and/or packages

» [Subscribe to saved searches for grant opportunities](#)

Receive notifications for new opportunities matching saved search criteria

For more information on Grants.gov Subscriptions, please review the [Connect with Grants.gov](#) help article.

Prospecting: Other tools and resources

[Foundation Directory Online](#) provides:

- Directory of U.S. Foundations
- Directory of corporate contribution programs
- Resources for grantseeking



Search
Grantmakers

Search
Grants

Search
Companies

Search
990s

Free Access to
FOUNDATION MAPS Go »

Pathways Power
Search

Who funds organizations like mine?



FIND OUT NOW WITH PATHWAYS!

Diversify your funding sources
by exploring federal grants.



NOW AVAILABLE IN FDO PROFESSIONAL!

Prospecting: Other tools and resources

Foundation Directory Online has a flexible and powerful search interface.

Fields of Interest

▼ Type here to filter the list

ABCDEFGHIJKLMNOPQRSTUVWXYZ
UVWYZ

- Energy efficiency (100)
- Energy resources (296)
- Engineering (994)
- England (2684)
- Entrepreneurship (320)
- Environment (24877)
- Environmental and resource rights (34)
- Environmental education (1900)
- Environmental health (50)
- Environmental justice (189)
- Environmental studies (108)
- Epidemiology (16)
- Epilepsy (80)
- Episcopalianism and Anglicanism (656)
- Episcopalians and Anglicans (626)
- Equal opportunity in education (218)

Search Grantmakers

📄 Saved Searches

Fields of Interest [view index](#)

Geographic Focus [view index](#)

Grantmaker Location [More location options](#)

e.g. country, state/province, county, city, metro area, congressional district, zip/postal code

Grantmaker Name [view index](#)

Keyword Search

Prospecting: Other tools and resources

Don't forget to use search engines to explore other opportunities.

For example, at right are Google search results for the following query:
STEM education funding

National STEM Education Distributed Learning | NSF - National ...

https://www.nsf.gov/funding/pgm_summ.jsp?pims_id=5487 ▼

... in response to this **funding** opportunity. DUE DATES. Current but no Longer Receiving Proposals. SYNOPSIS. This program aims to establish a national network of learning environments and resources for science, technology, engineering, and mathematics (**STEM**) **education** at all levels. The program has four tracks:

Science, Technology, Engineering and Math: Education for Global ...

<https://www.ed.gov/stem> ▼

The Committee on **STEM Education** (CoSTEM), comprised of 13 agencies—including all of the mission-science agencies and the Department of Education—are facilitating a cohesive national strategy, with new and repurposed **funds**, to increase the impact of federal investments in five areas: 1.) improving STEM instruction ...

College STEM Education - Funders — Inside Philanthropy

<https://www.insidephilanthropy.com/grants-for-stem-education/> ▼

Although top science and **STEM** funders that prioritize higher **education** have, in recent years, given hundreds of millions of dollars in annual **funding**, they represent a fraction of the total foundations that award such grants. Include individual giving and that is a considerable amount of **funding** in this area. Technology is also ...

STEM Funding - Afterschool Alliance

www.afterschoolalliance.org/STEMfunding.cfm ▼

Securing **funding** and achieving long-term sustainability can feel daunting. Here, you'll find resources to help you better understand different types of **funding**, as well as some **funding** opportunities specifically for **STEM learning**.

STEM Grants | STEMfinity

<https://www.stemfinity.com/STEM-Education-Grants> ▼

This program provides money for before- and after-school programs. **Funds** may be used for expanding learning activities or any area of enrichment and include technology, such as robotic kits, engineering kits, science kits, **STEM Education** kits, and telecommunication education. Charter Schools. The program provides ...

Alignment: Which opportunities should you pursue?

To prioritize your funding prospects, gather key information on each one.

Carefully review funder materials and record:

- Funder mission
- Relevant grantmaking history
- Grant requirements (e.g., eligibility, timing, funding amounts, application process, reporting requirements)
- Indicators of competitiveness (e.g., number of expected applicants and awards, potential competitors)
- Opportunities for connection and communication with funder

Keep notes in your list, spreadsheet, or database for further analysis.

Alignment: Federal funder and RFP analysis

Collect data on federal opportunities from agency websites and solicitations.

Use agency websites to review:

- Funder mission
- Grantmaking trends and priorities
- Grantmaking history
- Contact information

Review specific grant solicitations (funding announcements, RFPs) for:

- Competition details
- Grant requirements

Alignment: Federal funder and RFP analysis

Example: NSF Directorate for Social, Behavioral and Economic Sciences (SBE);
Division of Social and Economic Sciences (SES)

The screenshot shows the NSF website for the Social and Economic Sciences (SES) division. The header features the NSF logo with the tagline "WHERE DISCOVERIES BEGIN" and a search bar. The navigation menu includes "Research Areas", "Funding", "Awards", "Document Library", "News", and "About NSF". The left sidebar lists "Social, Behavioral & Economic Sciences (SBE)" with sub-links for "Home", "Behavioral and Cognitive Sciences (BCS)", "National Center for Science and Engineering Statistics (NCSES)", and "Social and Economic Sciences (SES)". The main content area displays the title "Social and Economic Sciences (SES)" and a description: "Social and Economic Sciences supports disciplinary, interdisciplinary, and methodological research and big data and survey infrastructure." A "Read More" button is visible in the bottom right of the main content area.

Alignment: Federal funder and RFP analysis

Program: *Science Technology and Society*

NSF solicitations are generally clear and straightforward.

Science, Technology, and Society (STS)

PROGRAM SOLICITATION
NSF 15-506

REPLACES DOCUMENT(S):
NSF 12-509



National Science Foundation

Directorate for Social, Behavioral & Economic Sciences
Division of Social and Economic Sciences

Full Proposal Deadline(s) (due by 5 p.m. submitter's local time):

February 02, 2015

February 2, Annually Thereafter

August 03, 2015

August 3, Annually Thereafter

IMPORTANT INFORMATION AND REVISION NOTES

Revision Summary

1. The solicitation revises the characterization of the program to emphasize that it studies the full range of scientific, technological, engineering, and mathematical (STEM) disciplines, including medical science, using historical, philosophical, and social scientific approaches; and that it focuses on the intellectual, material, and social facets of STEM. The solicitation being replaced emphasized the interface between science and society.

Alignment: Federal funder and RFP analysis

Anatomy of a typical NSF solicitation

Important Information and Revision Notes

Summary of Program Requirements

- I. Introduction
- II. Program Description
- III. Award Information
- IV. Eligibility Information
- V. Proposal Preparation and Submission Instructions
- VI. NSF Proposal Processing And Review Procedures
- VII. Award Administration Information
- VIII. Agency Contacts
- IX. Other Information

Alignment: Private funder analysis

Funder website: The Verizon Foundation.



Our Company **Responsibility** News Investors Careers

Verizon Innovative Learning

Domestic Violence Prevention

Sustainability

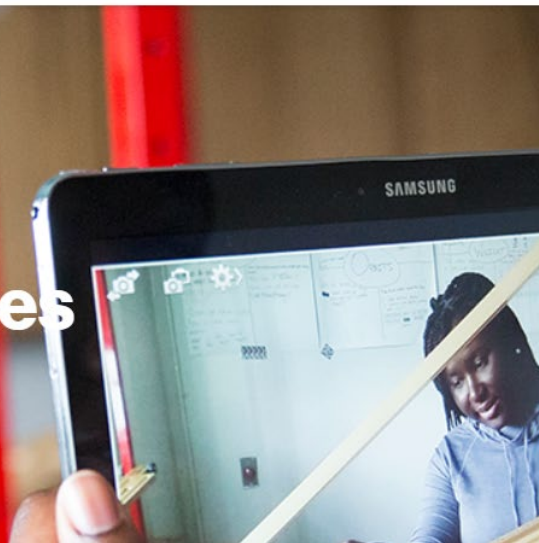
Product Responsibility

Reporting

Giving and Grants

Giving and Grants

Proud to support causes that employees care about.



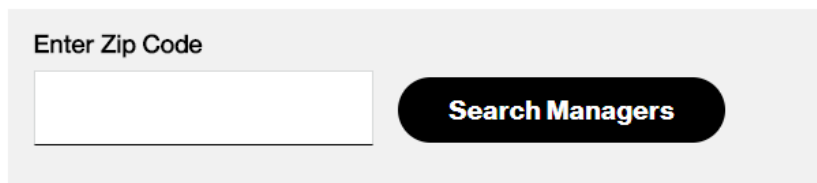
Gather information on funder mission.

Alignment: Private funder analysis

Funder website: The Verizon Foundation.

Contact your local community relations manager.

Grant applications are by invitation only. You can contact your local community relations manager to see whether you are eligible to apply or learn other ways to get involved in your community.

A search form with a light gray background. It features a text input field on the left with the placeholder text "Enter Zip Code". To the right of the input field is a black button with rounded corners and the text "Search Managers" in white.

Enter Zip Code

Search Managers

Gather information on funder communication opportunities.

Alignment: Private funder analysis

Funder website: The Verizon Foundation.

Guidelines

Even if you are eligible to apply, your grant application to the Verizon Foundation for consideration should abide by the following guidelines:

- Grant funds may not be used for real property or plant capital purchases.
- At least 85% of the total grant funds must be composed of direct costs (costs that are directly attributable to the project.)
 - Accordingly, indirect costs must be no more than 10-15% of the total grant funds.
- IT-infrastructure related purchases, such as computer hardware, software, data or networks, should total no more than 20 percent of the grant's total direct costs.

For education grants, Verizon Foundation funding is intended to support, among other things, projects that promote Science, Technology, Engineering and Math (“STEM”), including, for example, summer or after school programs, teacher training, and research on improving learning in STEM areas through use of technology. However, public, charter, and private K-12 schools, as well as libraries, may not use Foundation grant funding to purchase technology hardware (computers, netbooks, laptops, routers), devices (tablets, phones), data or Internet service and access. Any applications that do not meet these guidelines will require detailed justification and involve an exception approval to be considered.

Gather information on funder requirements.

Alignment: Private funder analysis

Funder website: The Verizon Foundation.

Form 990-PF Department of the Treasury Internal Revenue Service		Return of Private Foundation or Section 4947(a)(1) Trust Treated as Private Foundation			OMB No. 1545-0052 2016 Open to Public Inspection
		Do not enter social security numbers on this form as it may be made public. Information about Form 990-PF and its separate instructions is at www.irs.gov/form990pf .			
For calendar year 2016 or tax year beginning _____, and ending _____					
Name of foundation VERIZON FOUNDATION			A Employer identification number 13-3319048		
Number and street (or P.O. box number if mail is not delivered to street address) ONE VERIZON WAY		Room/suite	B Telephone number (see instructions) 908-559-8272		
City or town, state or province, country, and ZIP or foreign postal code BASKING RIDGE NJ 07920					

UNIVERSITY OF MASSACHUSETTS LOWELL	LOWELL	MA	1854	\$50.00
UNIVERSITY OF MASSACHUSETTS LOWELL	LOWELL	MA	1854	\$10,000.00
UNIVERSITY OF MASSACHUSETTS, AMHERST	AMHERST	MA	1002	\$10,000.00
UNIVERSITY OF MEMPHIS FOUNDATION	MEMPHIS	TN	38152-0001	\$100.00
UNIVERSITY OF MIAMI	CORAL GABLES	FL	33146	\$185.00
UNIVERSITY OF MIAMI	CORAL GABLES	FL	33124	\$250.00
UNIVERSITY OF MICHIGAN	ANN ARBOR	MI	48109-1288	\$6,500.00
UNIVERSITY OF MICHIGAN	ANN ARBOR	MI	48109-1288	\$250.00

Gather information on funder history.

Alignment: Evaluate opportunities

Evaluate each grant opportunity for alignment with your project.

Answer key questions:

- Does your project advance the funder's mission?
- Do the grant's logistical requirements work for the proposed project?
 - Timing
 - Funding amounts
 - Application process
 - Reporting requirements

Rate the mission and logistical alignment of each opportunity.

Alignment: Evaluate opportunities

Evaluate the competitiveness of your project for each grant opportunity.

The following information will help:

- Estimated number of awards
- Estimated number of applicants
- Types of applicants
- Project innovation and uniqueness
- Connections and history with funders

Rate the competitiveness of each opportunity.

Alignment: Evaluate opportunities

Prioritize grant opportunities based on alignment and competitiveness.

1. Strong prospects
 - Good mission and logistical fit
 - Project likely to be competitive
2. Potential prospects
 - Good mission and logistical fit
 - Project might be competitive
3. Competitive long shots
 - Only pursue these if there is something to be gained from the application process (e.g., learning about the funder, developing a relationship).

Do not pursue opportunities without good mission and logistical fit.

CRAFTING A WINNING BIOSKETCH

General Biosketch Tips

- Biosketches should be concise but cover all bases
- Adjust Personal Statements/Activities/Contributions to your audience
- Avoid using jargon
- Tell a story about you not about your project
- Should address:
 - Who you are
 - What you have done to prepare for this work
 - Why you are qualified, including any special accomplishments
 - What you will do next

NSF BIOSKETCHES

NSF Biosketch

Instructions for proposals submitted or due on or after January 29, 2018 under NSF PAPPG 18-1

- A biographical sketch (limited to two pages) is required for Senior Project Personnel
- Specific NSF funding solicitations may require or permit Biosketches to be submitted for individuals other than Senior Personnel
- Biographical Sketches may no longer be inserted as text into Fastlane

NSF Biosketch

[Type your name here]

[Type job title here]

[Type professional address here]

[Telephone here]

[E-mail and/or Web page here]

Note: No personal information (e.g. home address, home phone, marital status) should be included

The following information must be provided in the order and format specified below:

(a) Professional Preparation

A list of the individual's undergraduate and graduate education and postdoctoral training as indicated below:

Undergraduate Institution	Location	Major	Degree and Year
Graduate Institution	Location	Major	Degree and Year
Postdoctoral Institution	Location	Area	Degree and Year

NSF Biosketch

(b) Appointments

In reverse chronological order, list the individual's academic/professional appointments.

[Most recent appointment]

[Previous appointment(s)]

[First appointment]

(c) Products *[this section may be titled **Publications** if only publications are listed]*

(i) List up to five (5) products most closely related to the proposed project

(ii) List up to five (5) other significant products, whether or not related to the proposed project.

Acceptable products must be citable and accessible including but not limited to publications, data sets, software, patents, and copyrights. Unacceptable products are unpublished documents not yet submitted for publication, invited lectures, and additional lists of products. Only the list of 10 will be used in the review of the proposal. *[Unpublished documents submitted/accepted for publication are acceptable and should include likely date of publication]*

Citation format:

Each product must include full citation information including (where applicable and practicable) names of all authors, date of publication or release, title, title of enclosing work such as journal or book, volume, issue, pages, website and URL or other Persistent Identifier.

NSF Biosketch

d) Synergistic Activities

A list of up to **five examples** that demonstrate the broader impact of the individual's professional and scholarly activities that focuses on the integration and transfer of knowledge as well as its creation. Examples: innovations in teaching and training (e.g., development of curricular materials and pedagogical methods); contributions to the science of learning; development and/or refinement of research tools; computation methodologies, and algorithms for problem-solving; development of databases to support research and education; broadening the participation of groups underrepresented in science, mathematics, engineering and technology; and service to the scientific and engineering community outside of the individual's immediate organization.

Sample examples and format:

- Served as Co-Chair of Academic Conference (2016)
- Member of the National Academy of Sciences (2012-present)
- Served as NIH Peer Reviewer (2014-2015)
- Organized summer workshop to deliver training to undergraduates interested in research (2012)
- Served on editorial board of Academic Journal (2013-2015)

Additional Instructions for Other Personnel (i.e. individuals not classified as Senior Personnel)

For the personnel categories listed below, the proposal also may include information on exceptional qualifications that merit consideration in the evaluation of the proposal. Such information should be clearly identified as "Other Personnel" biographical information and uploaded as a single PDF file in the Other Supplementary Documents section of the proposal.

(a) Postdoctoral associates

(b) Other professionals

(c) Students (research assistants)

- *Additional Instructions for Equipment Proposals*
 - *For equipment proposals, the following must be provided for each auxiliary user:*
 - *(a) Short biographical sketch; and*
 - *(b) List of up to five publications most closely related to the proposed acquisition.*
- *Such information should be clearly identified as "Equipment Proposal" biographical information and uploaded as a single PDF file in the Other Supplementary Documents section of the proposal.*

NIH BIOSKETCHES

NIH Biosketch

- All senior/key personnel and [other significant contributors \(OSCs\)](#) must include biographical sketches (biosketches).
- **Format:**
- Use the sample format on the [Biographical Sketch Format Page](#)
- Figures, tables (other than those included in the provided format pages), or graphics are not allowed
- May not exceed five pages per person

NIH Biosketch

- **Name**
- **eRA Commons User Name**
- **Position Title**
- **Education/Training:** Complete the education block. Begin with the baccalaureate or other initial professional education
 - Include postdoctoral, residency, and clinical fellowship training, as applicable
 - For each entry provide:
 - the name and location of the institution
 - the degree received (if applicable)
 - the month and year of end date (or expected end date)
 - the field of study (for residency entries, the field of study should reflect the area of residency training)

NIH Biosketch

- A. Personal Statement:
 - Briefly describe why you are well-suited for your role(s) in this project.
 - aspects of your training; your previous experimental work on this specific topic or related topics; your technical expertise; your collaborators or scientific environment; and/or your past performance in this or related fields.
- You may cite up to four publications or research products that highlight your experience and qualifications for this project
 - Can include, but are not limited to, audio or video products; conference proceedings such as meeting abstracts, posters, or other presentations; patents; data and research materials; databases; educational aids or curricula; instruments or equipment; models; protocols; and software or netware.
- You are allowed to cite interim research products. Note: interim research products have specific citation requirements. See related [Frequently Asked Questions](#) for more information.

NIH Biosketch

- If you wish to explain factors that affected your past productivity, such as family care responsibilities, illness, disability, or military service, you may address them in this "A. Personal Statement" section
- Indicate whether you have published or created research products under another name

- **B. Positions and Honors**

- List in chronological order the positions you've held that are relevant to this application, concluding with your present position
- List any relevant academic and professional achievements and honors

■ C. Contributions to Science

- All senior/key persons should complete this section
- **Format:**
- Briefly describe up to five of your most significant contributions to science
- The description of each contribution should be no longer than one half page, including citations
- Content:
 - For each contribution, indicate the following:
 - the historical background that frames the scientific problem;
 - the central finding(s);
 - the influence of the finding(s) on the progress of science or the application of those finding(s) to health or technology; and
 - your specific role in the described work
 - You may cite up to 4 publications including interim publications
- Provide a URL to a full list of your published work. NIH recommends using My Bibliography

■ D. Research Support

- List ongoing and completed research projects from the past three years
- Briefly indicate the overall goals of the projects and your responsibilities
- Do not include the number of person months or direct costs
- Do not confuse "Research Support" with "Other Support." Other Support information is not collected at the time of application submission
- [Other Support](#): NIH staff may request complete and up-to-date "other support" information from you as part of Just-in-Time information collection.

EXERCISE (5 minutes) – Biosketch Revamp

Assume that you developed the Biographical Sketch Personal Statement provided. Identify areas you would change. Briefly describe your approach and rationale. Why would you make these changes? What were your considerations?

Example Biosketch Revamp

A. Personal Statement My strong formal training and research background in psychology, behavioral endocrinology, neuroendocrinology, and human sexuality as well as my teaching of pelvic anatomy and the embryology of sexual differentiation of the urogenital (UG) tract have found a common ground in the study of disorders of sex development (DSD). As a scientist in Puerto Rico working in the largest university-based medical center in the Caribbean, I simply cannot ignore the significant amount UG congenital conditions that are routinely seen during consultations in Pediatrics and Urology. It has taken me a number of years to transition from basic research to clinical research, but after completing a number of successful clinical studies I aim to expand my research portfolio by conducting federally-funded health disparities research.

10 Minute Break

100

*Take a
Break*

GRANT STRATEGY: PLAYING A COMPETITIVE LONG GAME

Start with a Strategy

A strategic approach to grantwriting is most effective over the long term.

Steps for grant funding strategy development:

1. Articulate your long-term goals.
2. Delineate the role of funding in achieving your goals.
3. Map out an ideal grant funding trajectory.
4. Make a plan to stay on track.
5. Work the plan.
6. Revisit the plan and revise as necessary.

In every grantseeking cycle, keep your long-term trajectory and “roadmap” in mind: how will this grant process advance your goals?

Know the Territory: Funding in Your Field

With the overall field in mind, survey the funding landscape.

- Who are the key funders in your field?
 - Federal, state, foundation, corporate
- What are their priorities?
 - Stated and unstated
- What are the overall funding trends in the field?
- Are there potential untapped sources of funding in your field?

Orient yourself to the funders in your field, and keep an eye on changes and trends.

Develop a Long-Term Strategy

Design a long-term strategy to build your grant funding.

- Identify individuals (or institutions) in your field who have had exceptional success with grant funding.
 - Retrace their steps: what contributed to their success?
 - Establish mentoring relationships if possible.
- Given the lay of the land in your field, map out an ideal funding trajectory.
 - Identify long-term targets. What grants will you need to get in the short- and medium-term in order to be competitive for these key opportunities?
- Create a concrete plan with action steps; implement it.
 - Revisit and revise this plan regularly.

Remember that one grant leads to another.

Return on Investment

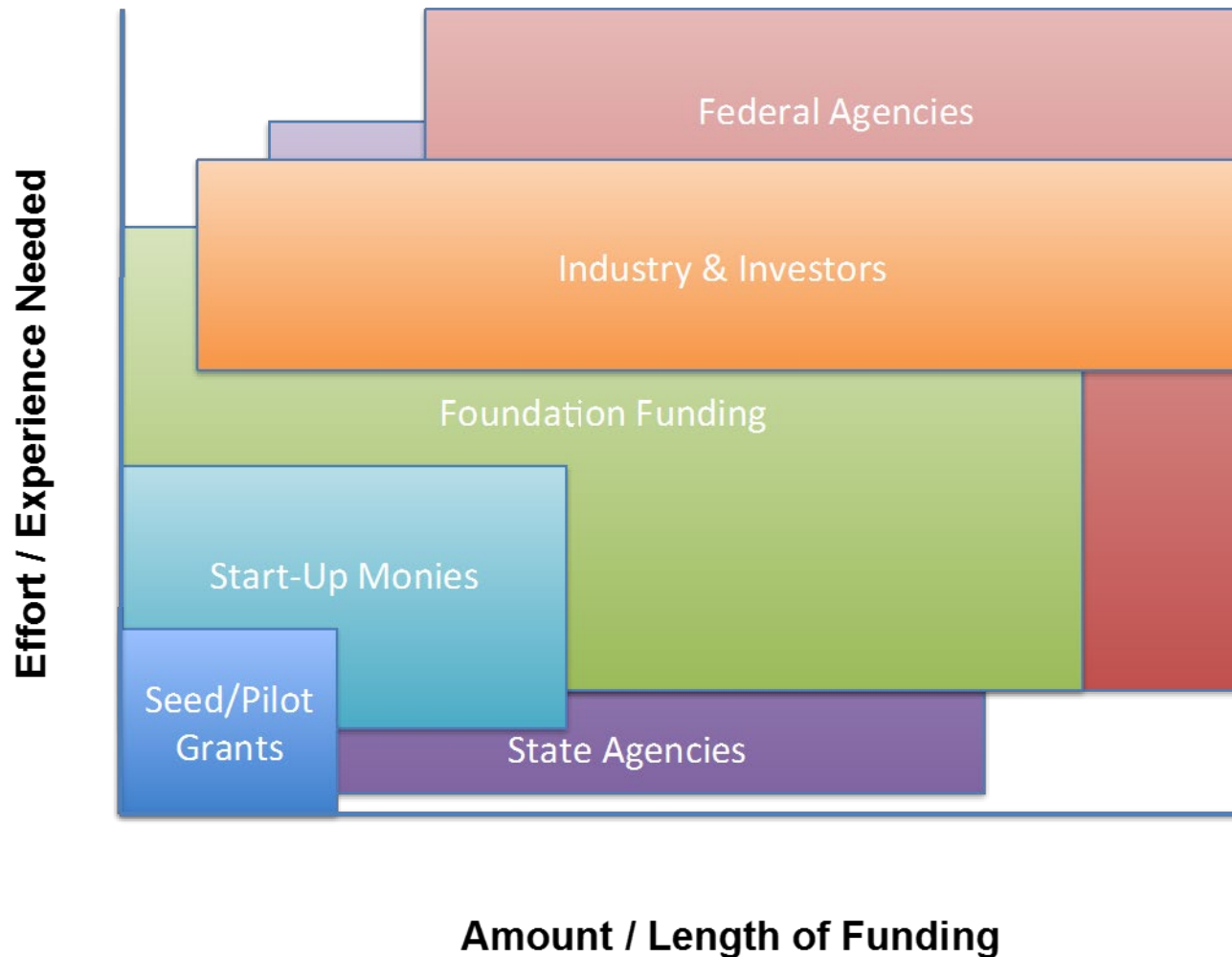
The return on your investment in grantseeking will be multifaceted; grantseeking is not just about money.

ROI from grantseeking may include:

- Grantseeking skills
- Relationships
- Prestige
- Money

Grantseeking takes time and energy. Be clear about what you are getting from each grantseeking process.

Survey the Funding Landscape: Difficulty and Payoff



Grant-Funded Career

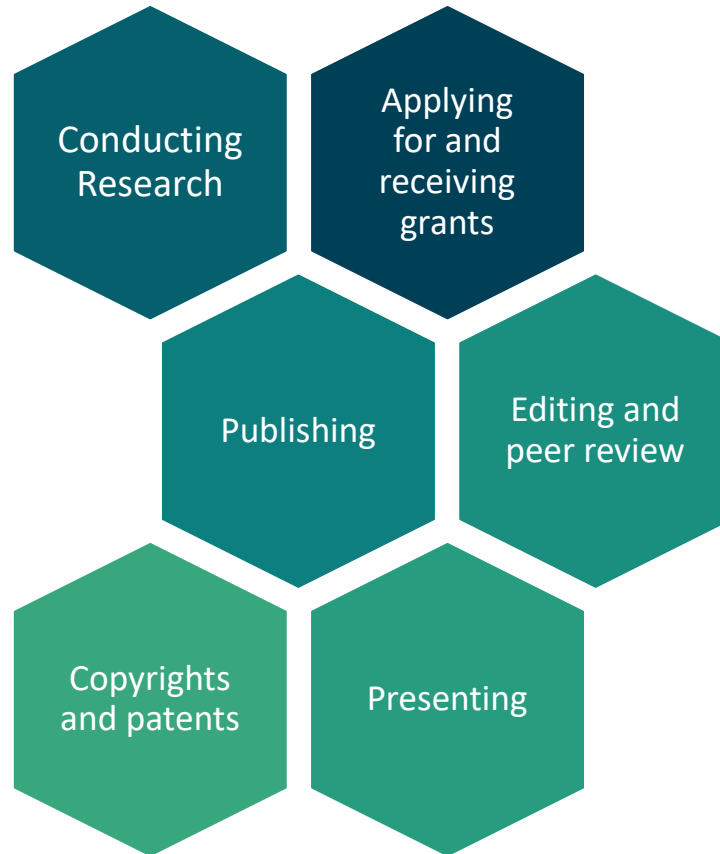
Grant funding is a “snowball” process: start the ball rolling and it will grow.

Four actions to take to improve your odds of being funded, now and later:

1. Start small, with pilot projects and internal funding mechanisms.
2. Publish, publish, publish.
3. Serve as a grant reviewer.
4. Apply!

Remember that you will build your grantseeking skills with each application cycle: it gets easier!

Potential Areas of Focus for Leadership in Research



Distribution of Effort

Focus Area	# Hours/Week	% of Total Duties
Conducting research		
Presenting		
Publishing		
Applying for and receiving grant funding		
Copyrights and patents		
Editing and peer review		

Grant Competitiveness

Grant competitiveness is multi-faceted; pay attention to all the elements.

Key elements of grant competitiveness:

1. PI qualifications and experience
2. Established relationships and collaborations
3. Resources available
4. Responsiveness to funder interests and requirements
5. Rationale
6. Project design
7. Preliminary work

Establishing a Plan

- Goals
 - Identify in a single sentence the focus of your research activity
 - Identify your 5-year research goals
- What skills do you need to learn or develop to reach these goals?
- What resources do you need?
 - Money, support, time
- Do you need to involve collaborators?
- What action steps will you take?
- What is your timeline?
- Are there any potential barriers? If, so how will you address them?

Resource: Get a Life, PhD, The Five Year Plan for Tenure-Track Professors.

<http://getalifephd.blogspot.com/2010/07/five-year-plan-for-tenure-track.html>

Exercise: Make a Plan to Build Competitiveness

Draft a plan to build competitiveness in each of the key areas in the short, medium and long terms.

1. PI qualifications and experience
2. Established relationships and collaborations
3. Resources available
4. Responsiveness to funder interests and requirements
5. Rationale
6. Project design
7. Preliminary work

What did you learn? Are there things you can do to build competitiveness that you hadn't considered before?

Grantseeking Calendar

- Set monthly goals
- Establish Action Steps to meet each goal
- Do this annually

January 2018	February 2018	March 2018	April 2018
<p><i>Goal:</i></p> <ul style="list-style-type: none"> ➤ Rewrite proposal for NIH March Resubmission deadline 		<ul style="list-style-type: none"> ➤ Submit resubmission ➤ Prospecting 	<ul style="list-style-type: none"> ➤ Write new proposal for NIH June deadline
<p><i>Action Steps:</i></p> <ul style="list-style-type: none"> ❖ Develop strategy and timeline ❖ Reach out to any collaborators ❖ Begin rewriting 	<ul style="list-style-type: none"> ❖ Complete Research Plan ❖ Revise Ancillary Documents including budget ❖ Collect updated biosketches and letters of support 	<ul style="list-style-type: none"> ❖ Prioritize funding prospects based on findings 	<ul style="list-style-type: none"> ❖ Develop strategy and timeline ❖ Reach out to any collaborators ❖ Begin writing

The Bottom Line

Successful grantseeking takes time and energy.

To maximize return on investment:

- Build adequate grant timelines, including time to:
 - Communicate with stakeholders
 - Create strong project design
 - Get feedback
 - Develop and refine the application
- Be wary of quick-turnaround grants.
 - Remember that it can be damaging to submit a bad proposal.
- Be strategic about the grants you choose to pursue.
 - Make sure each proposal process supports your long-term goals.

Learning from the Grant Process

Grantseeking is a **competitive, iterative** process.

- Many grants aren't funded on the first submission.
 - For some opportunities, the expectation of resubmission is built in.
- Learn as much as you can from each grantseeking process.
- Reviewers' comments are very valuable: pay attention.
- A grant decline can be the opening step in funder relationship development.





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