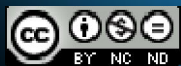


# Strategies for Developing Winnable Grant Proposals

By

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# Objectives

- Essentials of research & grant proposal writing;
- Research grant proposals winning indices;
- Research grant proposals development steps;
- Research grant proposal writing sustainability principles





# Pre-workshop Evaluation

1. Have you written research grant proposals before?

Yes ☐

No ☐

2. Did you win?

Yes ☐

No ☐

3. If yes, what were the 3 strengths of your proposal?

4. What 3 actions did you take to achieve the strengths

5. If No, what 3 weakness did your proposal have?

6. What 3 actions did you take that led to the weakness?



# Introduction: Research Defined

Research is an organised, systematic & scientific effort with objectives of finding answers to questions:

- *Systematic*: process is broken into clear logical steps that lead to valid conclusions;
- *Organised*: a planned structure of actions undertaken to reach a valid conclusion;
- *Scientific*: evidence-based outcome;
- *Objectives*: focus on relevance, usefulness and importance to society & human progress.

# Where are the Grants for Research?



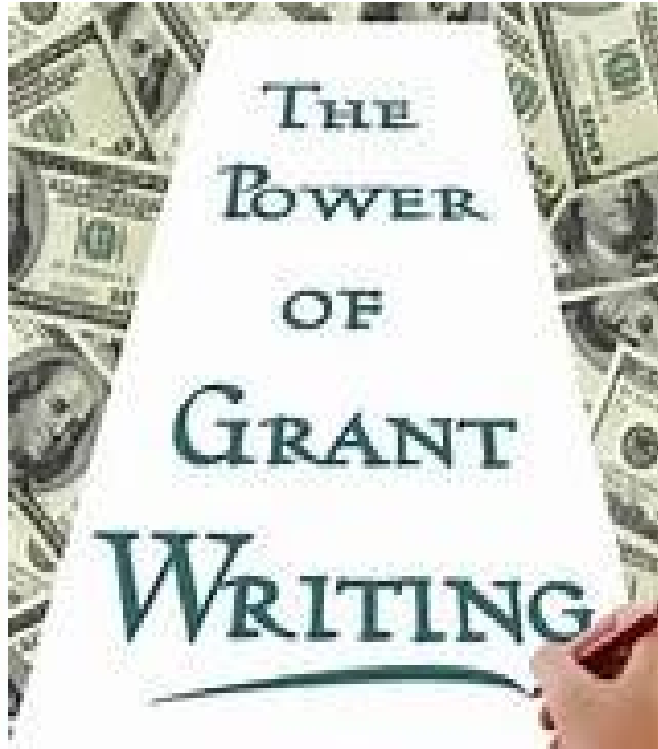
Grants for research are offered by local & international organisations (governments, businesses, foundations (NGOs), donor agencies)



## Inadequacy of:



# Why Grant Proposal Writing Skill?



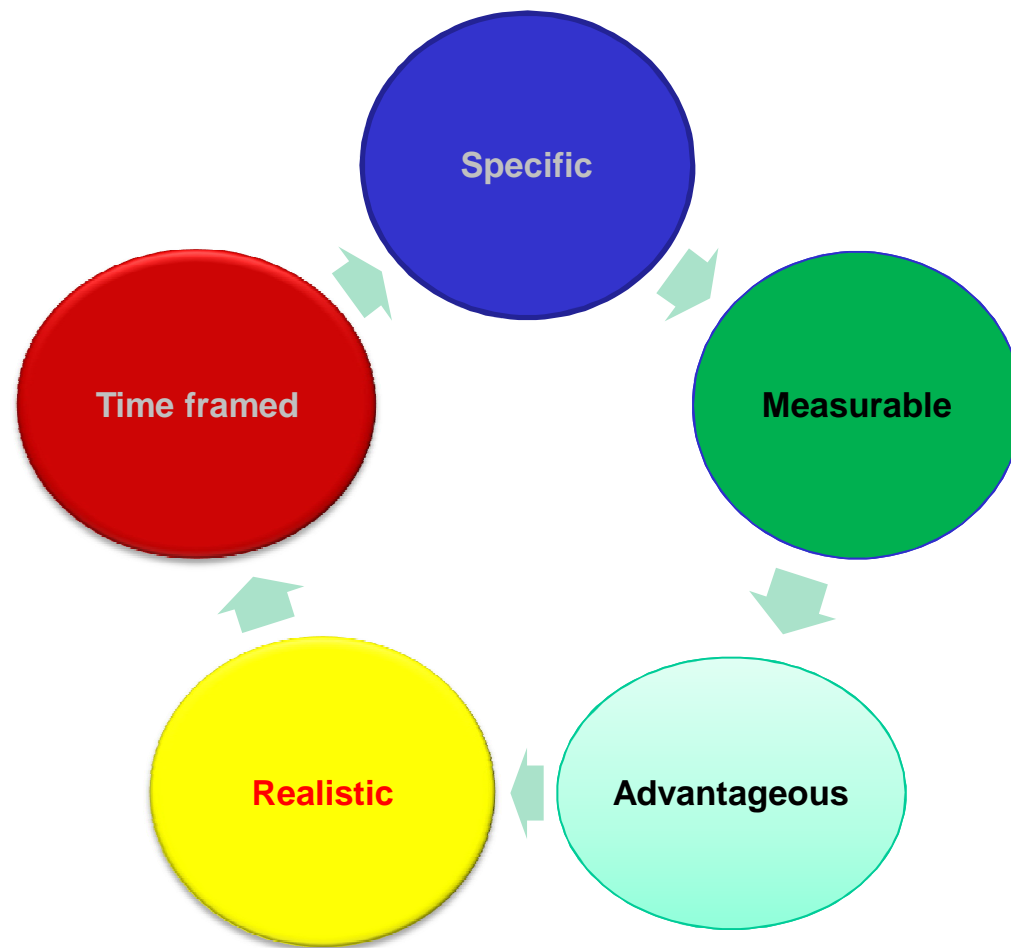
a critical employability skill for  
quality, visionary &  
entrepreneurial minded  
academics.

# Why Develop Research Grant Proposal?





# SMART Strategy for Research Grants Proposal Development





# Research Grants Proposal Development steps



## Step 1: Title of Proposed Research

- Good

- Concise title that gives reviewer a general sense of what you are investigating.

*Example: Youths' unemployment in Nigeria & socioeconomic effects: Empirical Analysis*

- Reject

- Too long and technical of a title will not gain the reviewer's attention or interest.

*Example: Environmental, economic, sociocultural and political dynamisms of Youths restiveness and oil theft in the Niger Delta.*

- Too short and broad a title will make the reviewer too critical of grant.

*Example: Niger Delta & Hostage taking.*



## Step 2: Building Foundation

- Research on grant giving agencies & determine their specific needs & preferences before starting a proposal.
- Carry out comprehensive need analysis to establish the Problem/Rationale the need for your proposed research.
- Dig up solid theoretical, conceptual & empirical evidences to support your proposed research.
- Develop the thesis statement and a time-based structural frame for carrying out the proposed research.

## Step 3: Need Analysis

- Carry out objective capacity assessment to identify areas of strength & weakness
- Identify collaborators across disciplines, departments, organisations & locations to mitigate identified weakness.
- Initiate & formalize working relationship with identified collaborators (MOU)
- Set up a formal inception meeting with collaborators
- Assign responsibilities to collaborators







# Teaming: Co-applicants

- Good
  - This could be strength if you are a junior investigator with a limited track record.
  - If the initiator lack specific skills, a co-applicant can bring these skills to the research proposal.
- Reject
  - It is a weakness to add a co-applicant if they just give you a reagent



# Teaming: Collaborations:

- Good
  - Choose a suitable collaborators as complements.
  - Choose referees experienced in the specific area of the proposed research;
- Reject
  - Do not choose collaborators based on friendship
  - Do not choose competitors in your field with divergent views.
  - Do not choose the top grantmen in your field since they will not respond and will be too critical in general.

## Step 4: Bounding

- Set up a formal inception meeting with collaborators
- Assign responsibilities to collaborators





## Step 5: Plan of Operation

- Describe the methodology of implementation, focusing on research design, method of data collection & analysis, sequence of activities, resource requirements & allocation, timelines, duration, deliverables, milestones, success indicators, monitoring, control & evaluation criteria & dissemination of outcomes.
- This must give a complete & clearer understanding of how the proposed research & its implementation system will work.

	10/14	10/21	10/28	11/4	11/11	11/18	11/25	12/2	12/9
Obtaining sources									
Researching principles of precursors									
Evaluating effectiveness of precursors									
Preparing presentation									
Preparing illustrations for final report									
Drafting final report									
Revising final report									
Proofing final report									
Binding final report									





## Step 6: Management Plan

- Lay out a detailed financial plan (budget) showing all financial resources accruable including the proposed grant money & how they are to be used as well as internal control and auditing process for probity, transparency & accountability .
- there must be assurance that the grant when given, will be judiciously used in the most efficient & cost effective manner to maximize expected impact.



## Budget:

- Good
  - Give a detailed account of where you will be spending the money.
- Reject
  - Graduate students should not be used in budget support since it is an easy target for reduction due to alternative funding sources.
  - Do not justify spending all the budget on personnel.

## All other Operating Grants

- Good
  - Declare all operating grants.
  - It is reasonable to apply from multiple sources to get funding.



# Key Personnel

- Brief professional resume (CV) of key resource persons (especially the team leader), focusing on skills, experience & referrals on similar previous undertaking.
- This section must prove that a competent team have been assembled to plan & execute the proposed research successful





## Step 7: Getting Ready to Submit ?

- Receive submissions from each collaborator
- Arrange review meeting with collaborators
- Receive revised submission & assemble draft proposal
- Submit draft proposal to at least two experienced colleague to review.
- Write the abstract/Executive summary
- Develop table of content
- Develop a brief, smart and explicit title page
- Collate literature materials cited in a Reference
- Develop submission letter
- Receive review comments from colleagues



# Getting Ready to Submit ?

➤ Revise draft proposal to incorporate comments

➤ Organised proposal:

1. Title page

Abstract or Executive Summary

2. Introduction (problem, need analysis, research questions/hypotheses, significance)

3. Literature Evidences

4. Plan of operation (research design, methods of data collection & analysis, time schedule etc.)

5. Key Personnel

6. Management Plan (budget and justification)

7. References





## Step 8: Submission

- Submission may be electronic or manual.
- Make sure you have a high speed internet access
- Make sure you don't wait till the last minutes to submission deadline as traffic to the portal will be very busy.
- Do the submission yourself
- Ensure you attach all the relevant supporting documents (if necessary) at the appropriate section of the proposal.
- Ensure you get confirmation of receipt of your submission



## Step 9: Follow up

- Ensure you have active communication media (phone & email) as there may be need to call you.
- Visit the website of the grant maker regularly for update of announcements.
- Send polite mails to the desk officer if after expiration of scheduled grant award announcement you have no feedback.
- Exercise patience as announcement of award may take quiet sometime.

# Step 10: News of a win Announcement?

Great !

- Congratulations you now have





Kick start preparations for research implementation, while waiting for receipt of first trench of the grant money



## Step 10: News of a 'No win'?


- Congratulate yourself & your team for the effort & sustain collaborations.
- Receive & study reviewers' evaluation report for areas of proposal strength & weakness.
- Start work immediately by searching and identifying other grant givers whose area of interest are related to your idea contained in the proposal.
- Improve areas of weakness, while further improving the areas of strength
- Adapt the proposal to the requirements of the identified grant giver.





## Step 11: Sustain Research Grant Proposal Writing

- Keep networking with successful grant writers
- Make sure you deliver on promise if you get a grant (professional ethics)
- Learn to be a good team player (personal & social ethics)
- You must not be the team leader even when you are the originator of the research idea, if your qualification is not appropriate.



step 12: ?

Research Grant Proposal Writing Continues



## Conclusion

- Critical thinking and writing are key skills of grantmanship;
- Team work is a critical success factor in research grant proposal winning;
- Professionalism and ethical conduct are driver of repeated research grant proposal winning.
- Grantmanship is an employability skill every forward-looking and entrepreneurial minded academic must possess in the face of increasing funding gap of our University.



## Issues to note

- Research grants are scarce resource that are only attracted by intelligence capital;
- Failing many times to win, opens windows for sustained big future wins;
- Going alone in seeking research grants, is a walk; while going in teams, is actually working.
- Grant winnings occurs when preparedness meets opportunities;
- Ethical conduct is a research grant writing sustainability factor
- In Grant writing, *'think big but start small'*



The End



# Thank you for your attention



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