

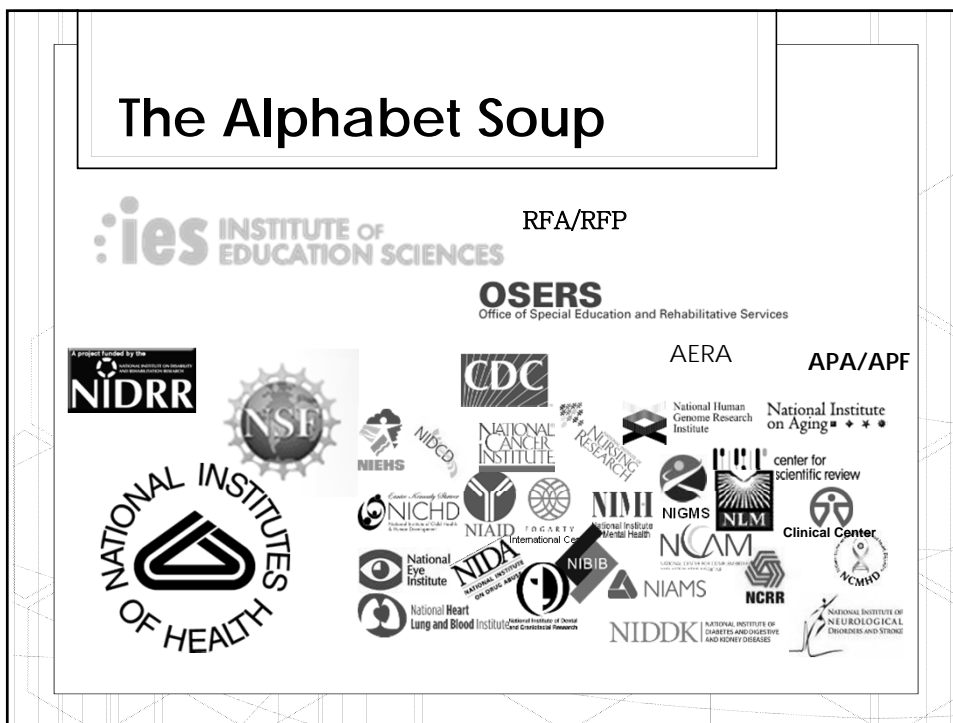
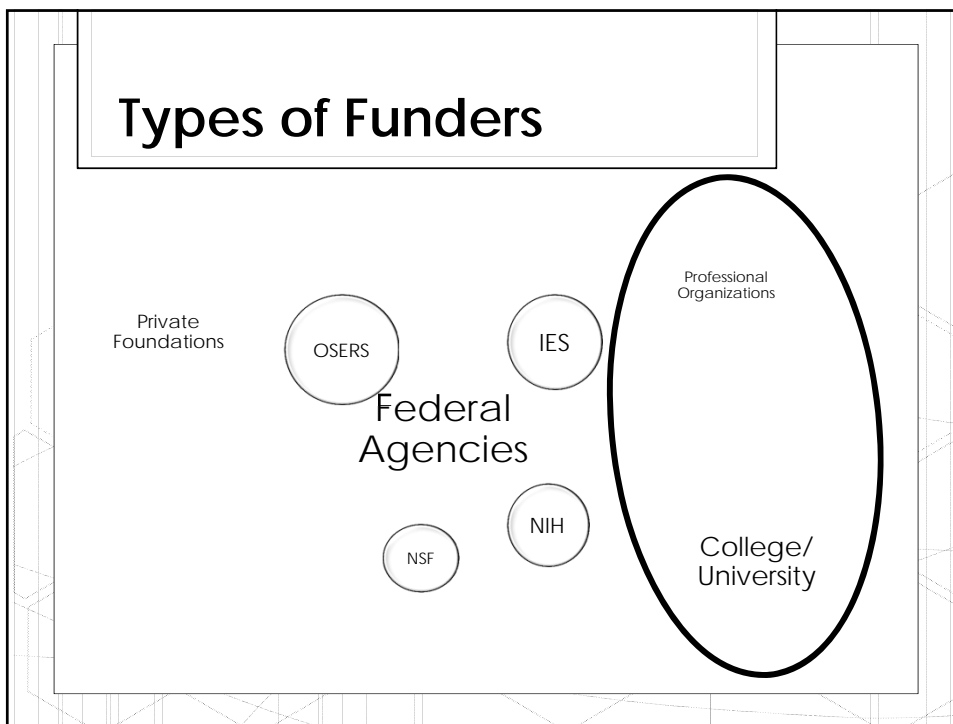
Panelists

- **Amanda Sullivan**, University of Minnesota
- **Ted Christ**, University of Minnesota
- **Ed Shapiro**, Lehigh University
- **Sara (Bolt) Witmer**, Michigan State University

Funding Mechanisms

Dissertation Grants Fellowships Loan Repayment Programs

Research Grants Training Grants



Do Your Homework

Explore potential opportunities.

- Databases, published studies, CVs, professional organizations and listservs
- Look for both internal and external funding

Familiarize yourself with funding agencies.

- Websites, listservs, requests for proposals

Take advantage of training opportunities.

- Online tutorials, webinars, workshops, conferences

Familiarize yourself with funded work.

- Review abstracts
- Talk to grantees
- Review successful proposals

Be Prepared

- Start early.
- Read the RFP. Read it again. Read it again.
 - Know the requirements, components, and evaluation criteria.
- Seek advice and feedback.
- Whenever possible, talk to the Program Officer.
- Assemble a strong team.
- When you put out a proposal, make sure it is your best work (every time).
 - Have a strong idea with sound basis.
 - Be clear, concise, and compelling.
 - Double-, triple, and quadruple-check everything.



Edward S. Shapiro, Ph.D. Director, Center for Promoting Research to Practice Lehigh University



Matching Opportunities to Need

- Research Grants
 - Read RFP carefully & between the lines
 - Linking your need with opportunity
 - “Stretching” your needs
 - One time versus continuing requests
- Training Grants
 - Address ALL parts of RFP
 - Looking for extras
 - “Stretching” your needs



Understanding the Review Process - IES

- The ONE READ rule
- Reviewers are scholars
- Tendency for hypercritical reviewers
- “Why should we give this person \$X million of taxpayer money?”
- Importance and rationale get you in the door
- Methodology delivers the knock out blow
- Don’t overlook personnel
- Resources important but don’t over do it



Understanding the Review Process - IES

- 4 categories for scoring
 - Significance, Research Plan, Personnel, Resources
- Triage
- Panel review process
- Getting into funding range



Understanding the Review Process – OSEP Training

- The ONE READ rule
- Reviewers are scholars with more professional development perspective
- Why and rationale most important
- Don't overlook any subsection
- All points are important
- Look for “competitive priority” points
- Evaluation section often the problem



Understanding the Review Process – OSEP Training

- Review protocol – Leadership
 - Need (10 pts)
 - Quality of Project Services (35 pts)
 - Quality of Project Personnel (15 pts)
 - Quality of Management Plan (10 pts)
 - Adequacy of Resources (15 pts)
 - Quality of Project Evaluation (15 pts)
- Criteria will vary by competition



Career Scholar Advice

- Priority – Establish program of research first
- Grants are good and bad news for young scholars
- Consider grants AFTER you have established your area of expertise
- Partner with others first



Career Scholar Advice

- Grants are addictive
- Grants enable lots of other opportunities
- Grants bring broad, national recognition
- Very low percentage of school psychology faculty are grant active at national competitive level
- It's a low probability but high reward endeavor



Sara E. (Bolt) Witmer, Ph.D., NCSP
Associate Professor of School Psychology
Michigan State University

Consider Collaborating with . . .

- Other faculty (e.g., those with similar interests who bring a unique perspective, stats/measurement faculty, those with a history of funding from the target agency)
- Funding agency (e.g., in some cases you can initiate conversations and receive feedback from a program officer)
- Other related initiatives in your state or region*
- Local school/community professionals*
- An advisory board you develop for the project*

*Consider seeking letters of support from these individuals as you pursue grant funding

More on Collaboration

- Carefully identify and effectively communicate the roles and responsibilities of each contributor for:
 - (a) writing the proposal
 - (b) managing the project
- Note that you may need to identify a *lead* institution through which the grant will be managed
- Recognize that flexibility is often needed to carry out a longer-term project (e.g., handling personal leaves, faculty transfers, etc.)

Experiences with Foundation Funding

- Uniqueness of each experience
- May involve many early conversations with a foundation representative to discuss and refine the project and associated activities, prior to submission of an official proposal narrative
- In my experience, a clear dissemination plan as part of project activities was crucial to obtaining foundation funding

Avoiding Common Pitfalls

Common Pitfall #1: Not applying

Prevention: APPLY! “You miss 100% of the shots you don’t take” (Wayne Gretsky)

Common Pitfall #2: Waiting until the last minute

Prevention: Plan ahead. Months, even years ahead! Finish early to have time to seek and incorporate feedback.

Pitfall #3: Going after a large competition first

Prevention: Identify small seed grant opportunities in your college/university to seed/pilot your future research project idea.

Pitfall #4: Failing to address all proposal requirements

Prevention: Create and use checklists of proposal requirements; seek out previously funded project narratives that were through the same competition.

Avoiding Common Pitfalls (cont.)

Pitfall #5: Poor match of proposal to competition

Prevention: Talk to program officer (when possible) to find out if your project matches the competition. Identify the types of projects they typically fund to determine if your project idea fits.

Pitfall #6: Poor management and evaluation plan within proposal

Prevention: Create comprehensive (but reasonable) management and evaluation plans.

Pitfall #7: Giving up

Prevention: As long as the competition allows it, resubmit (with due attention to feedback provided!)

Advice for Graduate Students

- Consider writing a proposal for a competition to fund your dissertation research (e.g., AERA, SSSP)
- Talk to your advisor/other faculty about:
 - Assisting with a proposal they are writing
 - Viewing sample proposals
- Seek out opportunities to attend grant-writing workshops through your university/nearby university

Ted Christ

University of Minnesota



UNIVERSITY OF MINNESOTA
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Websites to Explore

- **#1 – Your university.**
- General
 - [APA Awards, Grants, and Scholarships](#)
 - [AERA Fellowships](#)
 - <http://www.grants.gov/>
 - <http://www.cos.com/>
 - <http://sciencecareers.sciencemag.org/funding>
 - <http://www.socialpsychology.org/funding.htm>
 - [Yahoo.com Grant-Making Foundations](#)
 - [Yahoo.com Education Grants](#)
- For Graduate Students
 - [NASP Awards, Grants, and Scholarships](#)
 - <http://www.gdnet.ucla.edu/grpinst.htm>
 - <http://www.students.gov>

Select Non-Profits

- [MacArthur Foundation](#)
- [The Spencer Foundation](#)
- [William T. Grant Foundation](#)
- [Lumina Foundation](#)
- [Ford Foundation](#)
- [Alfred P. Sloan Foundation](#)
- [Joyce Foundation](#)
- [The Teagle Foundation](#)
- [The Chicago Community Trust](#)
- [The Foundation Center](#)

Resources

- <http://psych.ucr.edu/grad/GradStudentGuide2Funding.pdf>
- <http://chronicle.com/article/Debunking-Some-Myths-About/45256>
- <http://researchguides.library.wisc.edu/content.php?pid=16143&sid=108666>
- <http://www.pitt.edu/~offres/proposal/propwriting/websites.html>
- <http://www.tamtu.edu/gradschool/grant/writingtips.shtml>
- <http://grantspace.org/>
- Darley, J. M., Zanna, M. P. & Roediger, H. L. (Eds.). (2004) *The complete academic: A career guide* 2nd edition. Washington, DC: American Psychological Association.
- Lucas, C. J., & Murry, J. W. (2002). *New Faculty: A practical guide for academic beginners*. New York: Palgrave.
- Schoenfeld, A. C., & Magnan, R. (1994). *Mentor in a manual: Climbing the academic ladder to tenure*. Madison, WI: Magna Publications.

Relevant NASP Sessions

- **Developing and Sustaining Healthy Work-Life Balance in Academia**
 - 4:00-5:20pm
 - Marriott Philadelphia Downtown
 - Grand Ballroom A (5th Floor)

Contact

Amanda Sullivan	<u>asulliva@umn.edu</u>
Ted Christ	<u>tchrist@umn.edu</u>
Sara Witmer	<u>sbolt@msu.edu</u>
Ed Shapiro	<u>ed.shapiro@lehigh.edu</u>