

Synergistic Activities: Conferences & Workshops, Publications, and Collaborations to Enhance Grantseeking Success

Prepared for Temple University

Grantwriting Workshop



CONFERENCES & WORKSHOPS: A VALUABLE PART OF THE GRANTSEEKING PROCESS

Using Conferences to Develop Grantseeking Savvy

Approach attendance at conferences in a new light – as a grant seeker in search of more information about the entire grantsmanship process.

- Take advantage of sessions dealing specifically with grantsmanship topics.
- Pay attention to questions and comments from the audience, you may find that another attendee has written a successful proposal for the grant competition you are considering.
- Attend sessions where representatives from the agency to which you plan to apply are presenting. This will provide an excellent opportunity to ask questions about specific grant programs. Sometimes, you can obtain valuable information about how the current administration feels about a particular topic (i.e. technology).
- Take advantage of the various networking opportunities that conferences offer. Talking to other participants might spur ideas or generate collaborative partnerships.

Conferences to Develop Grantseeking Savvy

- Take a look at the list of attendees to see if there are names of individuals from agencies or organizations with whom you can talk about project ideas or sources of funding.
- Don't overlook the exhibit hall – vendors often offer reduced prices on their products if you submit a proposal and it is successful.
- Ask vendors if they are aware of others that are using their products and if they know of any grants that helped them get the funding they needed.

Look at every situation as an opportunity to find about more about grants, funding, collaboration, potential partners, and possible products (i.e. equipment and software) .

Conferences – Consider presenting

Conferences can be an effective means to both disseminate your work and promote yourself to potential research partners.

- The process of applying to speak at prestigious conferences often mirrors elements of grant applications, so you will have a chance to develop these skills.
- Important scientific meetings will often attract successful academics. They may be willing to share their insights into academic success, have ideas for funding, or be interested in working with you after hearing about your work.

PUBLISHING RECORD: IS IT IMPORTANT?

Publications – Establishing Your Credentials

The number of publications and the date of the most recent publication(s) are often considered by reviewers when establishing the experience and expertise of the PI/PD.

- 3-5 publications is the “minimum rule of thumb” for establishing the expertise needed to obtain large, federal research grants. Publications should be closely related to the proposed work. If publications are lacking, consider applying as a “new investigator.” Applying as a “new investigator” often relaxes reviewer’s expectations related to the number of recent publications required to be determined qualified to carry out federally funded research under NSF and NIH.
- Several federal funding mechanisms are specifically designed for new, early, and junior investigators (i.e. NSF CAREER, NIH K Award, etc.). Consider applying to these mechanisms as a way to establish yourself as an independent researcher and to raise your profile.

Publications – Building a Reputation

Your publishing record helps to build your reputation and raise your profile. Publishing your work provides evidence of your research capability. Your publishing record will help you to build a reputation in your field.

- How have other faculty promoted themselves and built their reputations – can you adopt some of these approach as you network more widely?
- Look to the commercial environment as a way to further bolster your qualifications. Innovation and potential applications of research to industry may provide a path forward if more traditional approaches have failed.
- Collaborate and Partner across disciplines, across departments, and outside of your institution. How might your work and interests be of interest to others working outside of your field. Consider interdisciplinary applications of your work and broaden your professional circle to include those outside of your field or discipline.

Adding to the Publication List

A publication time scale of 3-5 years isn't unusual in academic circles, but there are often quicker publication channels available.

- Many high-impact journals have sister publications for rapid communication. Identify these and consider publishing in these journals as a temporary means to bolster your publication list.
- Deliberately focus on experiments having a better chance of early publication.
- Look to get involved in related, but already established projects which may lead to papers more quickly.

Make adding to the publication list a priority!

COLLABORATION: BROADENING YOUR INNER CIRCLE

Why Collaborate?

Economic challenges and uncertainty in the funding landscape and increased competition for fewer resources is a strong motivator!

- Collaboration can help to ensure long-term sustainability
- Collaboration leverages existing resources (i.e. human resources, facility use, shared program evaluation costs, etc.)
- Collaboration can provide that “competitive edge” over the competition through innovative, organized, flexible, transparent, and credible projects that would not be possible without the partnership.
- As problems become more complex, interdisciplinary approaches are needed to solve them. Sponsors like innovative projects that seek to provide solutions to challenging problems.

Why Collaborate?

- Collaboration can also help to cast a wider net around potential funding opportunities. For example, partnering with a faculty member from a community college will provide an opportunity to tap funding sources for which only community colleges are eligible.
- Consider sustainability through sub-grants, subcontracts, and other secondary funding opportunities made available through partnerships.
- Collaboration can also open the door to funding sources not otherwise possible, such as an interdisciplinary project including music and STEM. Consider the priorities of the federal government, and develop innovative, cross-disciplinary projects that broaden the funding landscape across all departments.

Why Collaborate?

A collaborative approach to grant seeking can stimulate and reshape the culture of your department and institution.

Collaborations are mutually beneficial and often result in innovative projects and programs that positively impact students and the community.

Collaboration can help departments and disciplines survive and thrive when a shift in priorities renders them the “square peg” in the trends of the current funding landscape.

Other Successful Synergistic Activities

- Integration of Education and Research
- Outreach and inclusion of K-12
- Professional Development for in-service and pre-service teachers (impacting scientists of the future)
- Workforce development projects (responding to an industry need)
- Entrepreneurship and Business Enterprise
- Citizen Science
- Broadening participation of underrepresented populations in your field



QUESTIONS?



GRANT DEVELOPMENT CENTER

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Jackie's career as a grant writer spans a broad range of disciplines. Since 2000, she has helped institutions of higher education, healthcare agencies, not-for-profit organizations, and governmental entities obtain more than \$50 million in grant funding. A former research assistant, healthcare professional, public administrator, staff grant writer for higher education, and small business owner, Jackie brings a range of skills and experience to every engagement. Specializing in federal grant submissions, her expertise in federal grant program design, implementation, and management are immediately evident. She is especially skilled in advancing initiatives through the development of multi-partner and consortium grant proposals and balancing faculty and administrative perspectives.



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