Office of Grants and Research Services

• Robert De Martino, Ph.D., Director
• Maribel Roman, Assistant Director
• After Thomas Edison's many attempts to invent the electric light bulb, a dejected assistant said, “We've just completed our 700th experiment and still don't have the answer. We have failed.”

• "No, my friend, we haven't failed,” replied Mr. Edison, ”we now know 700 things not to do. Don't call it a mistake. Call it an education."
As with the invention of the light bulb, persistence will help you with grant writing.
Learning Goals of this Workshop

• The most common flaws found in proposals according to sponsors.
• Practical techniques for correcting these flaws and transforming proposals into those that will have the best chance of securing funding.
• Improved ability to write stronger, more persuasive proposals.
You Will Get

• Lists of common proposal flaws and practical tips for how to fix them.

• Helpful handouts with examples of “before” and “after” proposals.

• Confidence for writing and editing proposals and developing budgets.
Ten Common Errors in Proposal Writing

1. Unintelligible writing
   Outside reviewer

2. Estimated costs
   Can destroy your credibility

3. Grammatical and typo errors
   At least two reviewers
Continued.....

4. Inconsistent budget & narrative
   Budget should be accurate
5. Vague objectives
   Make measurable
6. Proposal hastily assembled
7. Jargon and acronyms
Continued……

8. Buzzwords and clichés
9. Instructions ignored
   Read and reread
10. Must match sponsor’s objectives
    Great project not enough
GRANT PROPOSAL

EXTREME

MAKEOVER
Language Makeover

• Seton Hall C-MAL requests a $50K grant from the Future Foundation

• *Hats: Haberdashey d’Art*

• Critique
Organizational Makeover

- Whittling for Youngsters requests a $50,000 grant from the Megabucks Foundation
- Note the role of organization
- Critique
Budget Makeover

• Help for the Homeless, a $50,000 grant request to the Shelter Foundation
• Homeless Resource Center
• Budget critique
Advice from Sponsors

- Research sponsor and project
- Grant appropriateness
- Importance of abstract
- Capacity of organizations
- Preliminary proposals
- Re-submission interval
Advice continued…

- Local funders and projects
- Broad impact
- Value of diversity
- Recipients in planning