MASTERING THE ART OF PERSUASIVE WRITING: WRITING EFFECTIVE GRANT PROPOSALS.

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OUTLINE

❖ Writing Effective Grant Proposals;

✓ Communication,

✓ Grant proposals & where to find one,

✓ How to build a profile towards receiving one,

✓ what the application process looks like,

✓ How to execute a big grant in infrastructure-poor settings

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COMPONENTS OF COMMUNICATION

❖ Encoder and decoder

❖ Medium

❖ Barriers

❖ Feedback

❖ Levels

❖ Advantages of written communication

❖ Pen is mightier than sword

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WRITING IS A SKILL

❖ None is born with it

❖ All must learn and acquire like swimming

❖ Cultivate, refine and improve

❖ Get trained and keep updated

❖ Use for biomedical communication

❖ There are no short cuts

❖ Space is limited and costly

❖ Junk is unlimited

Accuracy, Brevity, Clarity, Current, Desirable, Evidence based, Ethical, Fearless, Good language, Honest, Informative, Interesting, Impact, Justifiable / judicious, Knowledgeable, Learner oriented, Length, Methodological,

Meticulous, Novel, Organized, Objective, Purposeful, Pursue, Quality, Reproducible, Relevant, Statistics, Style, Truthful, Timely, Unbiased, Without conflict of interest, X tinted / sensational, Yellow journalism, Zeal.

The 4Ws OF WRITING

❖ Who
    Trained, scientific communicator

❖ What
    New, of utility, concern to fellow beings

❖ When
    ASAP

❖ Where
    Africa, Europe

ESSENTIALS OF WRITING

❖ Syntax

❖ Grammar

❖ Flow

❖ Sentence, paragraph and section

❖ Language

❖ References for validity

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PRE-PREPARATION

❖ Read instructions

❖ Type of grant

❖ Follow meticulously

❖ Get MS internally reviewed from peers

❖ Incorporate their suggestions

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POOR WRITING RESULTS WHEN YOU DON'T

❖ Know your subject well

❖ Know the readers and what they want

❖ Know the language well

❖ Give it the time it requires

❖ Write to express your ideas but to impress others

❖ Try hard enough

❖ Speak truth

GET GOING

❖ Learn well from peers

❖ Proper planning

❖ Be prepared to accept early setbacks

❖ Have perseverance

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COLLABORATIVE

os://educationcollab.ashesi.edu.gh/about-

The Grant Application Process

Seeking a match, preparing to write, writing and submitting, awaiting decision, and the follow-up

- ❖ Identify something you wish to do and then seek suitable funding sources

- ❖ Looking for a *request for proposals* in your field and then develop a proposal that meets the criteria

- ❖ (NB: *call for proposals* or *program announcement; AAS.*)

- ❖ Read instructions carefully

- ❖ Consult a program officer, if appropriate

- ❖ Extensive literature miming; internet, data (laughs)

- ❖ Preliminary studies

- ❖ Contact potential collaborators

- ❖ Determine expected costs

- ❖ Seek a funding source well matched with your goals.
- ❖ Start preparing your proposal early.
- ❖ Gather plenty of information.
- ❖ Follow the instructions carefully.
- ❖ Prepare a detailed, realistic budget.
- ❖ Write readably.
- ❖ Revise, revise, revise.

Waiting
- ❖ Often, committees determine which proposals are best based on the money that is available to fund)

Following Up
- ❖ If your proposal is funded; progress reports and journal articles

- ❖ If you are invited to revise and resubmit, proceed **accordingly**

- ❖ If your proposal is not funded, you may receive feedback that can help in preparing future proposals.

FINDING SUITABLE FUNDING SOURCES

- Colleagues, mentors, and administrators

- Acknowledgments in journal articles

- Entities

- Published or posted announcements (calls for proposals)

- Email lists in your field or at your institution

- Published or posted guides

- Internet searching
- Grant offices

- Newton's List (http://newtonslist.crdfglobal.org/)
- Terra Viva Grants Directory (http://terravivagrants.org/)
- The World Academy of Sciences (TWAS) (https://twas.org/)
- International Foundation for Science (IFS) (http://www.ifs.se/)
- Partnership for Enhanced Engagement in Research (PEER) (http://sites.nationalacademies.org/pga/peer/index.htm)
- Organization for Women in Science for the Developing World (OWSD) (https://owsd.net/)
- TDR at the World Health Organization (http://www.who.int/tdr/en/)

- Directory of Open Access Journals (DOAJ): http://www.doaj.org
- Google Scholar: http://scholar.google.com
- PubMed: http://www.ncbi.nlm.nih.gov/pubmed
- African Journals OnLine (AJOL): http://www.ajol.info
- Other "Journals Online" Collections: see http://www.inasp.info/file/4fd988568504d4bcfa2f4cd855a07d45/jols.html

- Hinari (74603) is one of the world's largest collections of biomedical and health literature.
- AGORA (22370) is an outstanding digital library collection in the fields of food and agriculture.
- ARDI (27068) gives access to scientific and technical information.
- GOALI (19309) focuses on law and social sciences, including politics, economics, philosophy, history and more.
- OARE (19024) collects information resources on environment, including ecology, geography, energy and more.

Proposals must persuade potential funders that;

❖ the proposed work is worthwhile

❖ the goal is relevant to the funder's mission

❖ the proposed approach is sound

❖ the team is capable of doing the work

❖ adequate facilities are available

❖ the requested amount of funding is reasonable

❖ reasons for choices (for example, of techniques, sample sizes, durations, consultants, venues)

❖ supporting evidence (for example, published findings, preliminary data, calculations, CVs, letters of agreement)

❖ **Appendixes**
  ❖ Papers accepted but not yet published
  ❖ LoS
  ❖ Additional details about activities planned

- ❖ Start early (6 – 12 months),

- ❖ Analyzing instructions; look at examples of successful proposals
  - ✓ From colleagues
  - ✓ From the program officer
  - ✓ Published or posted

- ❖ Doing the groundwork;
- ✓ If your proposal will be for research, formulate one or more well-defined, potentially productive hypotheses or research questions.
- ✓
- ✓ Beware of proposing a project that is unrealistically large.

- ❖ Budgetary information;
  - ✓ identifying items that you'll ask the funding source to pay for

  - ✓ determining the cost of each.

  - ✓ If your institution will contribute resources, identify them, and determine how much they are worth.

The Curriculum Vitae: Some Basics

- ❖ Curriculum vitae: Lists your education, experience, publications, honors, etc
- ❖ Often required in proposals to help show that you are qualified for what you are proposing
- ❖ Specific instructions;
  - ✓ Types of information to include
  - ✓ Organization of information
  - ✓ Length

- ❖ https://writing.wisc.edu/Handbook/CV.html

- ❖ https://grad.illinois.edu/sites/default/files/PDFs/CVsamples.pdf

- ❖ http://www.authoraid.info/en/resources/details/1202/

- ❖ If an item may be unclear to readers, include a brief explanation

- ❖ Don't include items that aren't very relevant to the proposal; marital status, high school, DoB, SoO, hobbies etc.

COMMON ERRORS

- ❖ Failure to follow the instructions

- ❖ Unfamiliarity with relevant previous work

- ❖ Lack of a valid rationale

- ❖ Lack of originality

- ❖ Superficial or unfocused plan; lack of detail

- ❖ For service projects, lack of sufficient information on evaluation plans

- ❖ Incomplete budget

- ❖ Unrealistic budgeting

- ❖ Failure to justify budgetary items enough

- ❖ Problems with the experimental or other approach

- ❖ Lack of preliminary data

- ❖ Inconsistencies in the content

- ❖ Excessive use of acronyms/abbreviations

Research at NNMDA:
Innovation - from Farm to Pharmacy
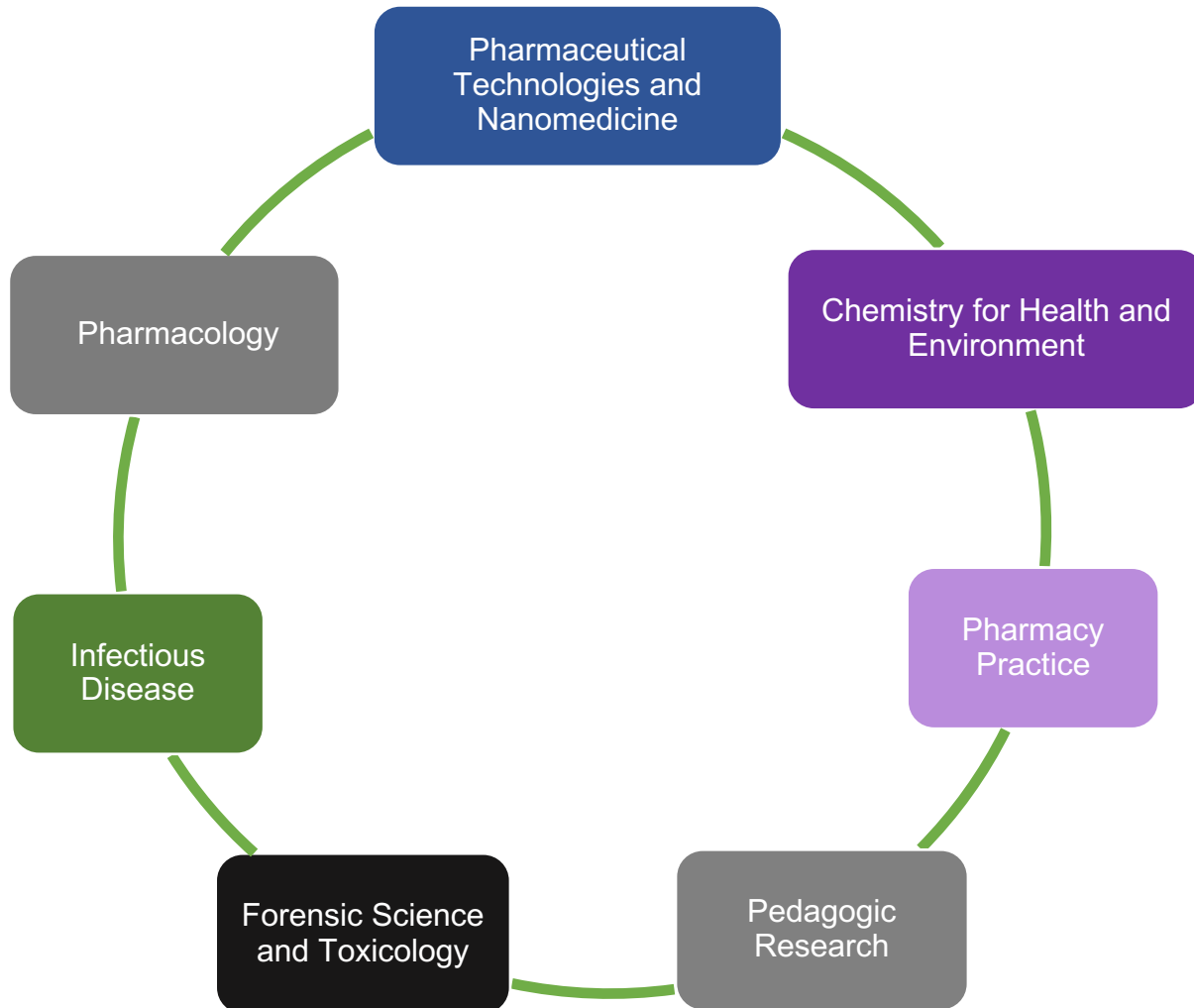
Research Focus: multidisciplinary approaches to the study of medicines and healthcare products and services

- ❖ drug discovery
- ❖ drug manufacturing and delivery
- ❖ pharmacology (target identification and validation)
- ❖ analytical science, forensic science and toxicology
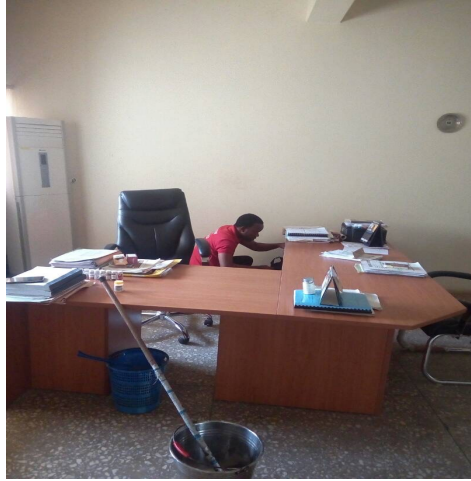- ❖ clinical applications
- ❖ education and training

Pharmaceutical Technologies and Nanomedicine

❖ Our expertise covers
- ✓ Analytical science
- ✓ Drug delivery
- ✓ Materials science
- ✓ Manufacturing processes
- ✓ Pharmaceutical product development
- ✓ Process analytical technologies
- ✓ Biomaterials and Emerging Therapies

Make room for relaxation and community service

CONCLUSIONS

Seek funding from;

❖ Entities with goals that are consistent with what you want to do

❖ That gives grants of the size you want

❖ That have programs that match your intended work

❖ Use more than one database.

❖ Ask your librarians for guidance.

❖ Keep good records of what you found

❖ Use reference management software

(EndNote, RefWorks, or Zotero).

❖ Accurately present the cited content. (Your reviewer might be the author of the work cited.)

Simplicity makes a good manuscript
Thank you