

Successful Proposal Development

A Workshop for Faculty on Critical Skills Essential for Proposal Success

<p>Who should attend?</p> <p>Are you new to grants and want to get an overview of the process?</p> <p>Have you tried submitting proposals but not had much success?</p> <p>Do your colleagues have major funding while you scrape along on small grants?</p> <p>Do you think grants and proposal writing are just too much effort for the low chances of success?</p>	<p>Reasons for attending the Workshop</p> <ol style="list-style-type: none"> 1) You will learn where to look for and how to recognize true grant opportunities. 2) You will learn what steps to follow when you have identified an opportunity. 3) You will learn what it is that you do that qualifies for funding. 4) You will learn when it is time to actually write and prepare a formal proposal. 5) You will learn quick and effective techniques for planning and costing a project. 6) You will learn how to get a proposal out with time to spare. 7) You will learn how to increase the creative elements of your proposal. 8) You will learn how to present your case persuasively. 	<p>Workshop Agenda</p> <ol style="list-style-type: none"> I. Introduction and rationale II. Six steps to proposal success III. Creating your Vision IV. Identifying and interacting with shared interest community V. Identifying Sponsor/Client need VI. Defining/Redefining needs/innovating solutions VII. Developing an Action Plan and Budget VIII. Communicating
<p>Presenter</p> <p>Bruce McCandless Director Office of Research Affairs</p> <p>They have developed this workshop by working with faculty groups for over ten years.</p>		<p>Registration</p> <p>Register by email at: strakose@ora.umass.edu</p> <p>See below for dates/times. Sign-up for Group I or Group II</p> <p>Each Group has three sessions.</p>

GROUP 1 – TUESDAYS – OCTOBER 14, 21, 28 (9:00-11:00 A.M.)

GROUP 2 – WEDNESDAYS – OCTOBER 15, 22, 29 (2:00-4:00 P.M.)

To be held in 104 Research Administration Building