Top Ten Tips for Mastering the Art of Grantspersonship
Lizanne DeStefano
February 17, 2011

1. Grant funding is taking on increased importance in scholarly endeavors.

2. It is true that there are greater external funding opportunities in some disciplines than others, but there are some opportunities in virtually every field and interdisciplinary funding is on the rise.
   a. Research/Scholarship
   b. Teaching
   c. Travel
   d. Publication
   e. Conferences

3. Leveraging internal funding opportunities into external funding is an excellent idea. Have a plan.
   a. Campus Research Board/CRI
   b. CAS
   c. Public Engagement
   d. International Programs

4. Apprenticeship is the best way to learn to grantspersonship. Find a mentor who is willing to let you look over their shoulder, participate on a grant writing team, or read and respond to your drafts.

5. Be reasonable in how you target your proposals. Most funders have some developmental progression in how they view awards, even if it is not explicit. Get advice from someone who has received the types of awards you seek.

6. Serve on review panels. It is well worth the time to understand the process.

7. Get to know your project officer. Let them know about your plans, but be organized and respectful of their time. Believe what they say.

8. Not all grants are funded on the first submission. Don’t be disappointed. Many funding agencies give excellent reviewer feedback. It is difficult to read and integrate the feedback, but it is the way to a better proposal. Get an experienced person to go over the feedback with you.

9. There is no good time to write a grant proposal. You just have to do it.

10. Electronic submission, budget development, IRB, and other “non-substantive” aspects of grant development are essential to a successful proposal. Seek mentoring for these as well.