

THE ART OF GRANTSMANSHIP

by Jacob KRAICER

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1. INTRODUCTION

"Grantsmanship is the art of acquiring peer-reviewed research funding"

The objective of these guidelines is to assist both new and veteran investigators to optimize their chances of successfully competing in a peer-reviewed grant application competition. It is a competition. With success rates falling to 50% or below, the difference between success and failure often results, not just from the quality of the science, but from the quality of the grant application. In all probability, the quality of science of the applications in the 10% below the cut-off for funding by an agency is not significantly different from that in the 10% just above the cut-off. "Grantsmanship" can make the difference.

The art of "grantsmanship" will not turn mediocre science into a fundable grant proposal. But poor "grantsmanship" will, and often does, turn very good science into an unfundable grant proposal. Good writing will not save bad ideas, but bad writing can kill good ones.

Why am I qualified to give advice? First, I was successful in obtaining peer-reviewed funding and I served on a number of national and international reviewing bodies for some 30 years. But perhaps more relevant is the fact that I was responsible for the administration of a peer-reviewed research grants program for four years. During this time some 1600 research grant applications were processed.

My comments, suggestions, and recommendations are based on this experience, plus documents and discussions listed in the acknowledgements. They are relevant to most peer-reviewed research grant applications to most granting agencies. The information required, formats, and review processes are generally similar.

2. BEFORE YOU START TO WRITE

Read the Guidebooks, Guidelines, and Application Forms carefully and follow them exactly. Make sure that you have the latest versions.

- Make sure that your proposal "fits" with the mission of the agency and that your objectives match with those of the agency. Make this "match" explicit in your written application.

The Art Science Of Grantsmanship Grants For Nonprofits

**California. Office of Appropriate
Technology**



The Art Science Of Grantsmanship Grants For Nonprofits:

The Art + Science of Grantsmanship John V. Tesoriero Ph.D., 2004-06-07 The Art and Science of Grantsmanship is a comprehensive easy to use guide to the world of Grants for non profit organizations It is easy to read and follow with many concrete examples and suggestions It offers advice on how and where to find grant opportunities including a section of Grants on the Internet The book guides the reader on crafting a winning grant proposal and has detailed instructions with examples on developing a grant budget There is a complete chapter on managing the grant within your organization and what to do when the grant project is completed

Grant Writing Masterclass for Nonprofit Organizations James Fulton, Grant Writing Masterclass for Nonprofit Organizations is a comprehensive guide designed to equip nonprofit professionals with the essential skills and strategies needed to secure funding through effective grant writing The book covers everything from identifying suitable grant opportunities and understanding funding sources to crafting compelling narratives and budgets that resonate with grantors By providing practical tips real world examples and templates the author demystifies the grant writing process empowering organizations to enhance their chances of successful applications Ultimately this masterclass serves as a vital resource for nonprofits aiming to expand their impact and achieve their missions through sustained financial support

Effective Grant Writing and Program Evaluation for Human Service Professionals Francis K. O. Yuen, Kenneth L. Terao, Anna Marie Schmidt, 2013-07-29 A state of the art guide for developing grants with a strong emphasis on using program outcome measurement to underscore need and accountability Based on the authors many years of experience in the public and nonprofit sectors Effective Grant Writing and Program Evaluation for Human Service Professionals integrates the topics of grant proposal writing and program evaluation offering grant seekers the practical guidance they need to develop quality proposals obtain funding and demonstrate service results and accountability The authors clearly and succinctly illustrate and describe each stage of the grant writing and evaluation process Problems or issues that arise frequently are highlighted and followed by specific advice In addition numerous real world examples and exercises are included throughout the book to give readers the opportunity for reflection and practice This timely reference incorporates a strengths perspective providing An inside look at the grant writing and evaluation processes with insights from experienced grant writers agency administrators foundation program managers and grant reviewers Specific examples of successful grant proposals and evaluation plans and instruments serving as models for learning and practice Field tested individual and group exercises that facilitate the development of grant writing and evaluation skills Discussion of electronic technology in grant writing and evaluation including writing and submitting grant proposals online and identifying funding sources This grant writing and program evaluation guide follows a needs driven evidence based result oriented and client centered perspective Its authoritative discussion equips human service professionals to effectively develop grants with a strong emphasis on measuring program outcomes

The Complete Idiot's Guide to Grant Writing, 3rd Edition Waddy

Thompson,2011-07-05 An updated and revised edition offering new information on some of the most popular topics in grant writing This new edition of *The Complete Idiot's Guide to Grant Writing* provides essential information on how to start a freelance business covering such topics as getting that first assignment pricing state regulations organizing and customizing proposals researching funders sponsorship and much more In the current economic environment government and private sector grants will continue to be an important way to acquire funds for projects Includes grant writing samples This book's templates and other resources will now be easy to find and use on idiotsguides.com **The Everything Grant Writing**

Book Nancy Burke,Judy Tremore,2008-02-01 Expert advice to create the perfect proposal and raise the funds you need If you're a fundraiser you know that raising money is the key to every nonprofit's success But the competition for funds can be fierce and the obstacles many *The Everything Grant Writing Book* gives you the insider information you need to get past the gatekeepers beat out the competition and obtain those much needed funds This completely updated guide shows you how to Do the necessary research to find available grants Write an effective statement of need Build community collaborations and partnerships Develop a budget and budget narrative Format effective letters of inquiry Write proposals for capital projects Find current online foundation resources Focus on sustainability the most important concept in philanthropy today From writing letters of inquiry and developing action plans to outlining and drafting proposals *The Everything Grant Writing Book* helps you get the funds you need every time *Gale's Guide to Nonprofits*,2000 **The Nonprofit Organization**

Handbook Tracy D. Connors,1988-04-22 **The Nonprofit Manager's Resource Directory** Ronald A. Landskroner,2002-04-30 A newly revised and updated edition of the ultimate resource for nonprofit managers If you're a nonprofit manager you probably spend a good deal of your time tracking down hard to find answers to complicated questions *The Nonprofit Manager's Resource Directory Second Edition* provides instant answers to all your questions concerning nonprofit oriented product and service providers Internet sites funding sources publications support and advocacy groups and much more If you need help finding volunteers understanding new legislation or writing grant proposals help has arrived This new updated edition features expanded coverage of important issues and even more answers to all your nonprofit questions Revised to keep vital information up to the minute *The Nonprofit Manager's Resource Directory Second Edition* Contains more than 2 000 detailed listings of both nonprofit and for profit resources products and services Supplies complete details on everything from assistance and support groups to software vendors and Internet servers management consultants to list marketers Provides information on all kinds of free and low cost products available to nonprofits Features an entirely new section on international issues Plus 10 bonus sections available only on CD ROM *The Nonprofit Manager's Resource Directory Second Edition* has the information you need to keep your nonprofit alive and well in these challenging times Topics include Accountability and Ethics Assessment and Evaluation Financial Management General Management Governance Human Resource Management Information Technology International Third Sector Leadership Legal Issues

Marketing and Communications Nonprofit Sector Overview Organizational Dynamics and Design Philanthropy Professional Development Resource Development Social Entrepreneurship Strategic Planning Volunteerism The Literature of the Nonprofit Sector ,1992 The first volume was a cumulative volume which contained the Foundation Center collection Subsequent editions include all the Foundation Center acquisitions acquired annually as well as other current literature

Handbook of Research Design and Social Measurement Delbert Charles Miller,1977 If a student researcher had only one handbook on their bookshelf Miller and Salkind s Handbook would certainly have to be it With the updated material the addition of the section on ethical issues which is so well done that I m recommending it to the departmental representative to the university IRB and a new Part 4 on Qualitative Methods the new Handbook is an indispensable resource for researchers Dan Cover Department of Sociology Furman University The book considered a necessity by many social science researchers and their students has been revised and updated while retaining the features that made it so useful The emphasis in this new edition is on the tools with which graduate students and more advanced researchers need to become familiar as well as be able to use in order to conduct high quality research **Attracting External Funds for Continuing Education** John H. Buskey,1981 **The Foundation Center's Guide to Grantseeking on the Web** ,1998

Handicapped Funding Directory ,1982 **Subject Guide to Books in Print** ,1991 **Consultants & Consulting Organizations Directory** Cengage Gale,2009-05-12 **Arts Administration** Tem Horwitz,1978 **Newsletter** ,1973
News - The Grantsmanship Center Grantsmanship Center,1975 *Grants Magazine* ,1987 **Grants News Letter** California. Office of Appropriate Technology,1978

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