

GRANTSMANSHIP TRAINING AGENDA

UMBC CAHSS, September 2019

9:00 AM Hanover Grants (15 min)

This will be a brief introduction to Hanover Grants and proposal support services for principal investigators.

9:15 AM Navigating the Funding Landscape and Finding Strong Prospects (40 min)

This session will focus on the art of prospecting opportunities that are aligned with faculty interest areas and project concepts. It will include an overview of relevant funding entities and their grantmaking programs, in addition to a discussion of the different resources available to find opportunities.

+ Prospecting Exercise (20 min)

10:15 AM BREAK (15 MIN)

10:30 AM Good Ideas vs. Fundable Proposals (50 min)

This session will address the process behind turning project ideas into competitive proposals. It will include an overview of project design principles and best practices for achieving alignment with funders' interests.

+ Project Alignment Exercise (20 min)

11:40 AM Q&A / LUNCH (80 min)

1:00 PM Effective Proposal Development (50 min)

This session will focus on effective proposal development practices, including a breakdown of common grant application requirements and components, how to best approach them, and how to write persuasive and responsive grant proposals.

+ RFP Navigation Exercise (10 min)

2:00 PM Connecting with Grantmakers (40 min)

This session will focus on engaging with contacts at grantmaking entities prior to submitting a proposal. We will cover best practices for communicating with program officers at federal agencies, in addition to navigating the relationship cultivation process often required by private foundations.

+ Funder Engagement Exercise (10 min)