PostDoc Acceleration and Career Escalation

PACE Workshop #1
1/15/20

*Based on “Grantsmanship for Research Professional” by Dr. Faulk-Krzesinski, 2019 (Creative Commons BY-NC-ND 4.0)
Overview and Introductions

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Grantsmanship is not a process by which bad ideas get transformed into good ones; rather, it is more often the case of a good idea disguised as a bad one.
Demystify the Process

...the skills associated with the grant application and award processes...these skills are learned, sometimes through trial and error experiences, but can be taught to those who are open to the advice of their experienced colleagues.
What To Expect

By the end of the PACE Program you will:

‣ Have submitted at least one external funding application
‣ Know how to find funding opportunities
‣ Be able to read solicitations and write to their requirements
‣ Understand the review process and how to write for reviewers
‣ Understand the compliance process and your role in it
‣ Know how budgets work, and how to fill one out
‣ Manage an award once you receive it
PACE Workshop Series

- Finding Funding: Crash Course  January 21st @ 3:00
- Finding Funding: Workshop  January 24th @ 3:00 (1 hour)
- Proposal Building: Proposal Arch.  January 27th @ 3:00
- Understanding the Review Process  January 31st @ 12:00
- Biosketch Peer Review & SciENcv  February 3rd @ 3:00
- Compliance Overview  February 6th @ 12:00
- Narrative Writing Workshop  February 10th @ 3:00 (1 hour)
- Statistics Technique Review  February 12th @ 12:00 (90 minutes)
- Budget & Finance Overview + Cayuse  February 14th @ 2:00
- Formatting and Citation  February 19th @ 2:00 (90 minutes)
- Navigating SBIR and STTR  February 21st @ 3:30
- Workshop: Peer Review Session  February 27th @ 3:00
- Post Award Management  March 16th @ 3:00
- Lightning Talks & Networking/Graduation  March 19th @ 12:00
# Writing Differences

<table>
<thead>
<tr>
<th>Academic/Scholarly/Technical Writing</th>
<th>Grant Writing</th>
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<tr>
<td><strong>Goal:</strong> Scholarly pursuit, Individual passion</td>
<td>Sponsor goals, Service attitude</td>
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<td><strong>Orientation:</strong> Past, Work that has already been done</td>
<td>Future, Work that should be done</td>
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<td><strong>Centered:</strong> Theme-centered, Theory and thesis</td>
<td>Project-centered, Objectives and activities</td>
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<td><strong>Rhetoric:</strong> Expository, Explaining to the reader</td>
<td>Persuasive, &quot;Selling&quot; the reader</td>
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<td><strong>Tone:</strong> Impersonal, Objective and dispassionate</td>
<td>Personal, Conveys excitement</td>
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<td><strong>Scholarship:</strong> Individualistic, Primarily a solo activity</td>
<td>Team-focused, Feedback needed</td>
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<td><strong>Length:</strong> Few constraints, Verbosity rewarded</td>
<td>Strict constraints, Brevity rewarded</td>
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<td><strong>Terminology:</strong> Specialized, jargon</td>
<td>Accessible language, Easily understood</td>
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Reasons to Write a Proposal

- $$$
- Independent
- Self-supporting
- Innovative
- Leadership
- Tenure/Job advancement
- Establish formal collaboration/partnership
Getting Started

- Print Resources:
  - How to Write and Publish a Scientific Paper, 7th ed (inexpensive)
  - The Grant Application Writer’s Workbook (reasonable)
  - NIH R01/NSF Grant Application Mentor: An Educational How-to Manual (expensive)

- Grant Forward Account Setup ([grantforward.com](http://grantforward.com))

- Cayuse Account Setup ([link to page with info](http://link-to-page-with-info.com))

- Quick Website Overview
Questions?

PERSON TITLE

Email
Phone