

# Navigating the Funding Landscape

**Proposal writing and CVs**

**Some remarks**

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**How are decisions made?**

**Insights from the review process**

**What happens in the panel?**

**Reflections on successful proposals and applicants**

# What has the review panel to do?

Must **decide** between proposals

Need to **justify** their choices according to **criteria**

Mark each proposal **independently**

**Determine the order of merit:** As a panel

**Your challenge is to convince them to select you!**

# Evidence-based Proposals

## Track record?

**Must convince the reviewer as preparation for the project of the credibility of your track record**

**Your CV is a key element in providing the necessary evidence!**

**Imbed in your proposal  
-- appropriate references to your own work**

# Tell a Convincing Story

- **What?**
- **Why?**
- **Who? Why you?**
- **How?**
- **When?**

**Beginning**                      **Middle**                      **End**

**Context and State-of-the-Art**

**How will your work change things?**

# Know your reader!

## *National or International?*

May not know University, Ireland, Agencies etc

Avoid too many acronyms! Explain when first used.

Do not assume prior knowledge!  
Provide what is needed.

Write for the 'intelligent but non-specialist' reader'!  
(General + specifics)

# Always Remember You are in a competition!

Not alone has your proposal to be good ‘scientifically’  
and ‘strategically’

It has to be short-listed!

It has to be clearly and emphatically presented.

Neither modesty nor over-statement is appropriate.

***Clarity and focus!***

## Basics:

***Read the grant application guidelines very carefully.***

Address the criteria clearly.  
Satisfy the key requirements.

*Obey page and memory guidelines!*  
***Get it in on time!***

*Avoid typos, incorrect references, numbering flaws etc  
as annoying and lacking 'professionalism'.*

**Try marking your own proposal according to the criteria**



# CV (Short or long?)

Too often a listing of education, jobs, awards, grants, publications etc.

Long list of publications that a referee can possibly get directly off the Web!

Must provide real **'added value'**

Could the referee on reading your CV relate your *main achievements* in research?

IMPACT? *Primary publications and why?*

Can you link several publications  
in terms of developing a **'body of work'**?  
*Your role in publications?*

## CV contd

Can you show how others have used your work?

***Citations evidence?***

***Comparable statistics?***

Short statement of ***notable scientific achievements***

Brief description

Relevant publications

Impact (***Are others following you?***)

***Good examples: Citations etc)***

***Other impacts? (IP, Patents, Users?..)***

**Achievements: Leadership: Expertise/interests**

## CV contd

Put some thought into identification of **referees**:

How **international** and recognised are they?

What is their **relationship** to you, if any?

Are there some that you would like to avoid?

Essentially **how credible** will their judgement be?

Is their area of expertise really relevant  
for the specific proposal?

***Optimise your CV for the particular application***

# Strengthen your visibility!

## National and International

**Get out and about!**

**Visit** other laboratories: Even short visits

**Attend** Conferences and present results

Summer Schools or Workshops?

**Invite** researchers to your laboratory

**Search** for good collaborators

Partner internationally

**Don't stay at 'home' and wait to be discovered!**

# Use your Research Unit/Mentor expertise!

They can read and help refine proposals  
if submitted in time!

Be careful of *internal and external* deadlines!  
The latter, in particular, can be very unforgiving!

External agencies often require specific electronic submission.  
Do not leave it too late to learn how to use!  
***Anything that can go wrong will!!***

Get some good examples of successful proposals.

## What if it doesn't succeed?

**Learn from failure!** Often the best tutor! Keep the faith and do not give up!

Unsuccessful proposal will gain from feedback and may be resubmitted or may be more appropriate to another agency

**Rethink!**

**Revise!**

**Resubmit!**

Look towards **EU 2020?**

**Helps to develop international collaborators:  
complementary strengths:**

**Great learning environment.**

## Final remarks

Practice makes perfect!

Learn from each experience

Get feedback when you can from agencies

*Look for a mentor!*

*Become a Reviewer yourself!*

**(EU schemes plus others can give invaluable insights)**

**Good Luck!**