

Grants and Grantsmanship

An Introduction to the Review Process

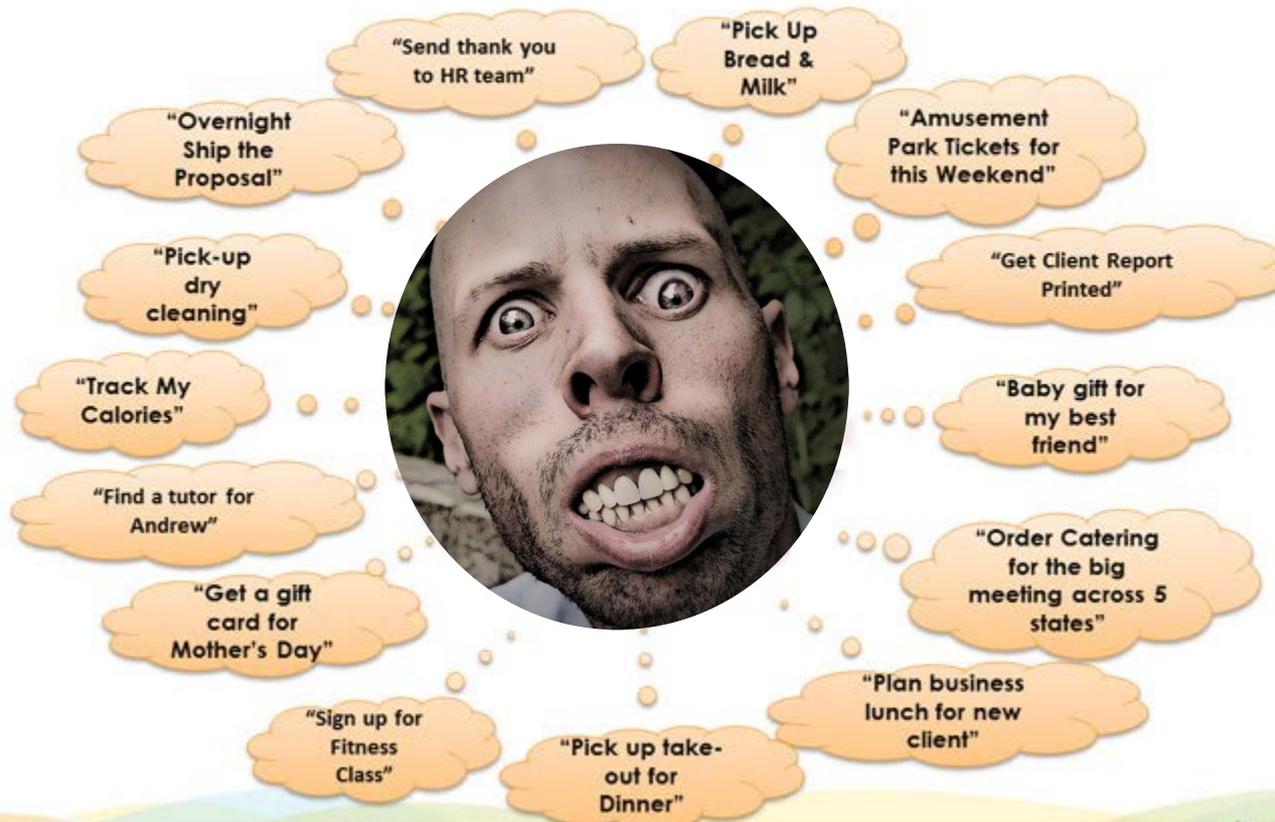
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Your idea of the Reviewer's Perspective



The Real Reviewer's Perspective

A Day in the Life Today...



Review Process

- Agency administrator selects reviewers and make assignments (3-5 per grant)
- Reviewer reads application, writes a review, scores
- After submitting score, reviewer can access other reviews and scores
- Reviewers meet to discuss applications and seek consensus
- Rescore

Reading and preparing written reviews



Work Life of a Reviewer



Review Panel / Study Section



Successful researchers are salesman

- Selling your ideas
- Selling your inventions
- Selling your discoveries
- Selling yourself as a trainer of new scientists and people who use science

Selling is essential for acquiring resources!

Reviewers have personal feelings about funding

- Because reviewers and reviewees are competing for the same limited resources
- Reviewers don't want the scarce resources to be wasted
- Most of the proposals are pretty good but the agency does not have enough money to fund all of them
- You must sell reviewers and program administrators that:
 - Your idea has merit
 - Your discoveries will be valuable
 - There is very little risk in your approach to make the discovery
 - You will be successful in producing the final product (publications, software, training people, advancing knowledge)

Good grantsmanship ensures good communication of your ideas and approach

- A poorly written grant confuses and annoys reviewers
- A well-written grant helps reviewers prepare an informative review of the application
 - Help the reviewer by knowing what information they will be looking for for the written review
 - Highlight key information such as the **hypothesis**, *objectives* and unknowns to be studied
 - Avoid jargon, abbreviations and complicated sentences to simplify the concepts
- A well-written grant inspires reviewers and gives them the motivation and information to support your grant during the review discussion

Grant Preparation

- Each section of a grant application is important and serves multiple functions
 - Abstract/summary/specific aims page: used by programs official to determine if your application is appropriate for program, used by the agency to assign reviewers, used to publicize the work
 - Facilities: should include your lab, collaborators labs, yours and collaborators dept, institutional facilities including special services or research resources that facilitate the success of your project
- If a section seems straightforward and easy to write, you're probably not doing a very good job

Planning

- Step 1: develop a good idea in science that you want to research
 - Bounce it off of scary people until you get a good one
- Step 2: You should strategize a career development trajectory based on when and where you will send grant applications
- Step 3: take an online grant workshop to improve your grantsmanship
- Step 4: write sections of the grant and get them reviewed by experienced scientists
- Step 5: fix grant and get the critical preliminary data
- Step 6: submit grant
- Step 7: translate reviews and map plan to fix grant
- Step 8: resubmit grant
- Step 9: repeat

Planning

- HHMI Making the Right Moves: A Practical Guide <http://www.hhmi.org/educational-materials/lab-management/for-early-career-scientists>
- NIH Peer Review Revealed <http://public.csr.nih.gov/aboutcsr/contactcsr/pages/contactorvisitcsrpages/nih-grant-review-process-youtube-videos.aspx>