

## **Proposal Development – J. Niemela and D.P. Lathrop**

Need to make a strong case for support (you will need to persuade or sell your plan)  
For this you will need to do some work. Do not expect someone to hand over cash.

There is a good chance that your proposal will be read by somebody without expertise in your specific area.

Reviewers are often overworked and have little time to devote to every proposal. It is useful that the first page explains the entire proposal: motivation, your research plan, your expected outcomes, the cost, etc. ASSUME that the reviewer will not get past the first page, at least initially.

Get plenty of advice from others, If they don't understand something it means that the reviewer also may not understand it. Try to get initial impressions—this is asking less work from your colleagues and may be all you get from the reviewer (if the initial impression is not good especially).

You should be aware of related research. If you are repeating an experiment you must do it better and be able to justify that. Is there some special technique that allows you to move further than others have already?

Put highly technical material in appropriate sections but NOT in the introduction.

Importantly, it is NOT all about the money. The grant writing process compels you to review the direction of your work. .

## **Some international programs:**

ICTP Office of External Activities (OEA)

**TWAS, the academy of sciences for the developing world (organized by ICTP)**

International Basic Sciences Programme (UNESCO)

# Budget and Budget Summary

**Budget gives spreadsheet like annual and total data**

**Budget Justification is a text description and justification of each budget item and how they relate to the project goals**

# Proposal Development Summary

**Introduction and figure quality matter most**

**Statement of purpose needs to be early, short, and excellent**

**Quality is more important than any other thing – spend the time to make sure it is competitive**