



Department of Rural Health

# Generic skills in winning grants

Sue Kilpatrick



# Strategies

- Long term planning
- Putting together the proposal
- Writing the proposal
- What to do when you don't get the grant

# Long term planning

- Know the field:
  - the literature, key researchers and research gaps
- Network!
  - Get to know the key policymakers, practitioners
- Get some track record
  - Review articles
  - Pilot projects

# Putting the proposal together

- Consider collaborations with other key researchers
- Match the priorities of the funding organisation
- Talk to your policy and practitioner networks
- Get pledges of support and referees

# Writing the proposal

- Clear objectives/research questions
- Explicit and useful outputs
- Do-able methodology
- Plain English
- Repeat the funding body's words back to them
- Value for money
  - Give them an 'extra' they haven't thought of
- Sell your strengths

# What to do when you don't get the grant

- Don't get too emotionally involved!
- Seek feedback
- Try to get a paper out of your proposal
- Look for other opportunities for the project