

Writing a grant proposal

- 1 Be the person who starts writing a bid in good time.
- 2 Analyse the call: derive from the requirements a checklist.
- 3 Research the context – the organisation's values, motivations, processes, criteria, and, wherever possible, previously successful proposals.
- 4 Ensure that everyone on your team knows who's managing the bid and who's empowered to make decisions.
- 5 Keep reviewing the likelihood of success: there's no point trying to force a square peg into a round hole.
- 6 Ensure you tell a story.
- 7 Multiple objectives, fine – but have only a single aim or goal.
- 8 Shape your story like an hour glass, with the broad themes at the top and bottom and the technical stuff in the middle.
- 9 Ensure the story explains (a) why the project's needed and (b) what the benefits will be.
- 10 Get the bid proofread by someone not involved in the process.

This resource is published as the twenty-second in the Writing Protocols series.

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Resources

Jack P. Hailman & Karen B. Strier, *Planning, proposing, and presenting science effectively* 2nd edn (Cambridge University Press, 2006)

Joshua Schimel, *Writing science* (Oxford University Press, 2011)

Andrew J. Friedland & Carol L. Folt, *Writing successful science proposals* 2nd edn (Yale University Press, 2009)

For explaining how your research will make an impact, see Writing Protocol 14, 'Harnessing the power of grey literature'.

About Frontinus

We help engineers with bids, presentations, papers, reports, and publications.

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Anthony Haynes & Karen Haynes
Directors

frontinus.org.uk

info@frontinus.org.uk

Tel. +44 (0)1638 663456



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