

Helping Junior Faculty Jumpstart Their Search for Research Funding



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Our goal: To help your institution, faculty and staff to develop the skills they need to compete successfully for research funding.

- Workshops and webinars for faculty and staff
- Proposal development assistance and mentoring
- Monthly subscription newsletter –
Research Development & Grant Writing News
- Strategic planning
- New ebook

New Faculty Guide to Competing for Research Funding

<http://academicresearchgrants.com>

Overview

- Connecting with new faculty
- What new faculty need to know
- How a research development or grants office can help
- Questions & Discussion

When New Faculty Arrive on Campus

- Drinking from a firehose!



- Great to be at new faculty orientation but don't expect them to remember you
- Continued engagement is key

Strategies for Engagement

- A good, easy-to-find website
- Talk to Department Heads/Chairs and Deans
- If possible, go to where they are (e.g., college-wide meeting for new faculty)
- Hold workshops/seminars/luncheons for junior faculty later in the semester or in the spring

The First Things New Faculty Need to Know

- The procedures for submitting grants at your institution
- What kinds of proposal support, resources and infrastructure are available
- Where to turn to with questions
- They are not completely on their own!

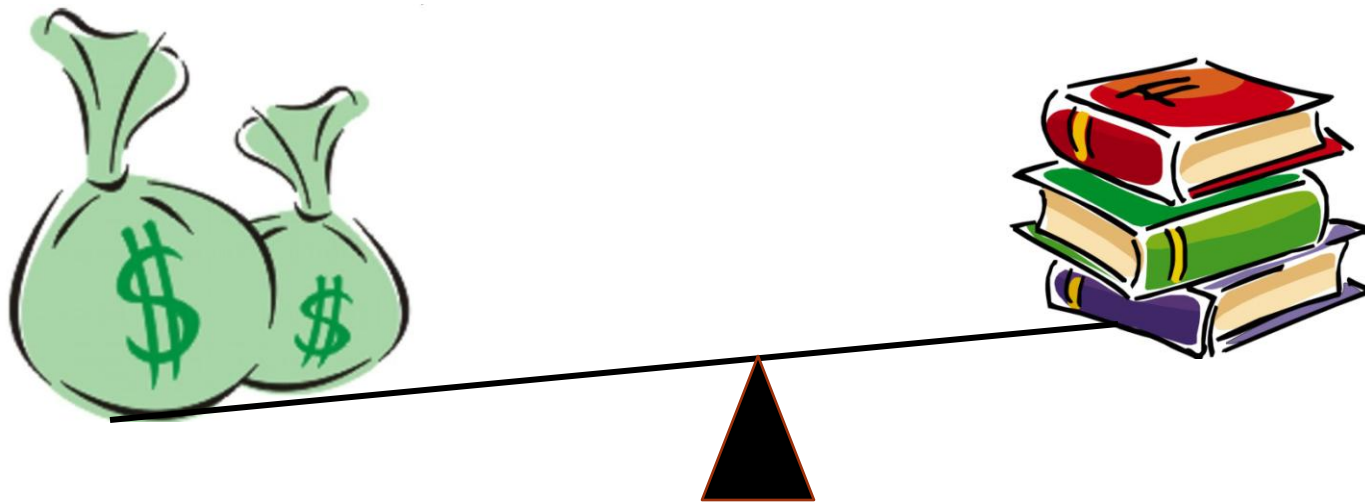


Advice for New Faculty



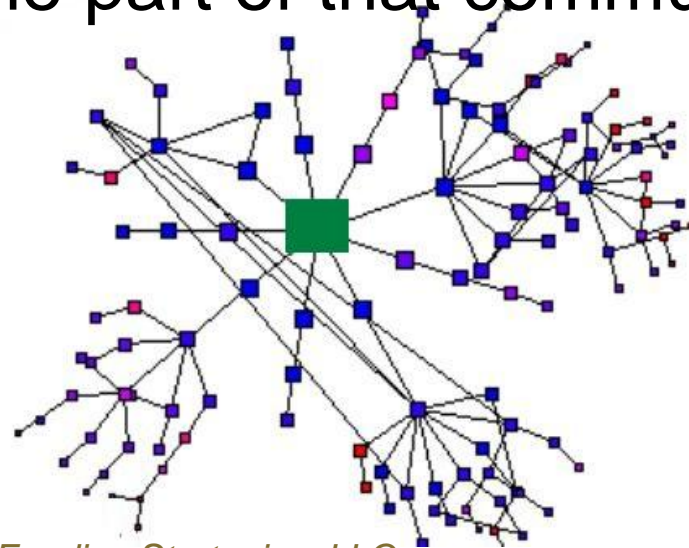
Helping them
understand the
Big Picture

They need to understand the grants expectations in their institution and department



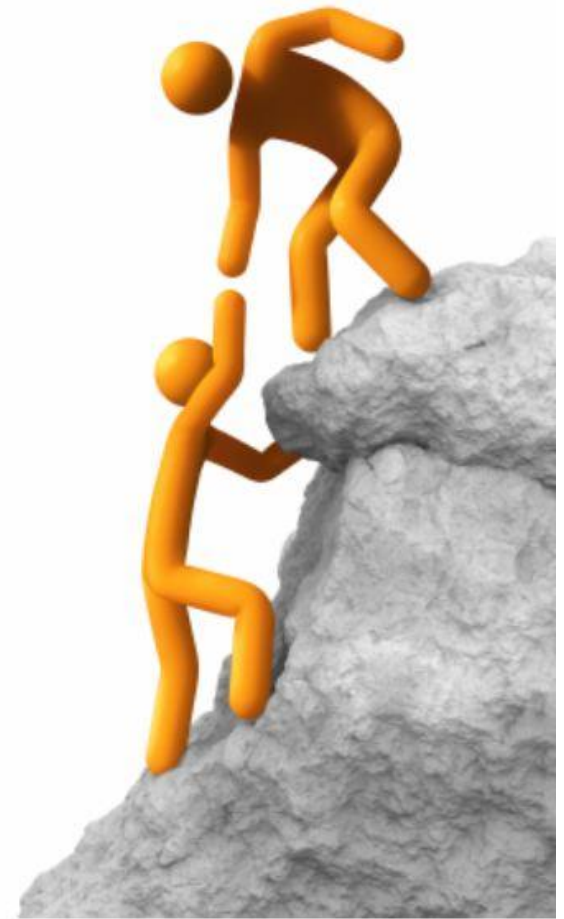
Network

- Talk to colleagues
- Attend conferences and seek out program directors from agencies, colleagues in their area who have been well-funded
- Determine where they expect to seek funding and work to become part of that community



Find Grant Mentors

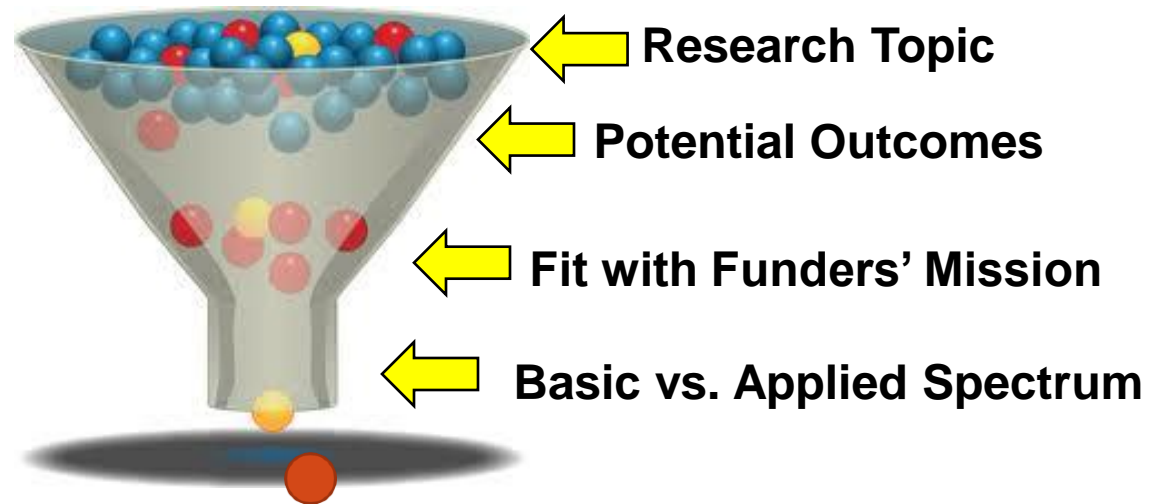
- Funded faculty in their department
- Funded faculty in other departments
- Colleagues at other universities
- Program Officers
- Research development staff



Establish long-term research and education agendas to generate a clear line of scholarship



Narrow down to a few likely funders



Advice for new faculty

They need to really get to know their potential funders!

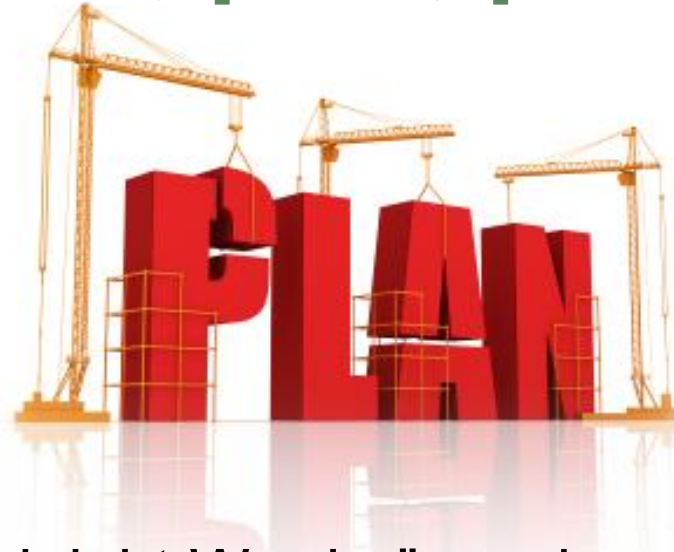


Be Strategic

- They need to use their time wisely.
- Outline grant submissions for the first 2 or 3 years as part of their overall career plan
- Work to position themselves to be competitive (publications, preliminary data)
- Allow enough time to prepare a well-written proposal



Plan, plan, plan!



- Avoid the “Midnight Warrior” syndrome
- Do their best to identify funding opportunities early
- Start working on the proposal at least 2 months in advance
- Start the intensive writing phase at least 1 month in advance (earlier for multi-investigator or more complex proposals)

Persevere Intelligently

- **Plan on rejection**
 - Funding rates typically 20% or lower
 - Even the best researchers are declined more than they are funded
 - Agencies expect PIs to revise and resubmit
- **Learn from declined proposals**



The PIs who win grants are the ones who keep submitting

Questions & Discussion