GRANT DEVELOPMENT AT HOWARD UNIVERSITY: SOME CONSIDERATIONS

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February 26, 2016
- Determine your research/activity area
- Begin looking for support (federal, local, foundation, private)
- Flexibility about your specific research/activity is needed
  - Funders want to fund what they want, not what you want
  - If you get funding and it’s not exactly the area you want to work in, you can still satisfy the funder’s needs and get a piece of your work done as well
  - Read David Bowers book and follow its recommendations
You don’t have one yet

Build one by
  - publishing the results of pilot projects that don’t cost much
  - get small internal grants
  - get small external grants
  - Don’t go for a million dollar grant for your first try—you’ll just get depressed

Partner with someone who has had success and be a co-PI or a research fellow or a scut worker, whatever it takes, to get some experience and a track record
Network within the University
- Lots of talent, and no one knows anyone outside his/her silo
- Go to lunch with scholars from other departments and figure out where your interests coincide
- A lot of power in partnership and interdisciplinarity

Network with scholars outside the University
- Sometimes you have to be second fiddle when you’re getting started, but then you can become first chair
- For some projects, establishing trust with outside organizations like community groups is vital
  - Be real--Don’t try to BS the community, or they will bite you in the you-know-where!
  - Pay your dues--Engage, volunteer, help out before asking for their support
- Be generous with your partners--other faculty, students, community groups, private sector folks government agencies
- Stick to your commitments, even if you regret having made a commitment. It will pay off.
Read the RFP/NOFA

Then read it again and again and again

Many are internally contradictory, don’t make any sense, and are downright bizarre

You have to figure out the method to their madness

If possible, contact the agency before they issue the RFP/NOFA and find out what they are really thinking

After the RFP/NOFA is out, you usually can’t get much out of the agency, but beforehand, you usually can--After all, they want their fundees to be successful so they look good too!

READ THE NOFA/RFP
Read the RFP/NOFA.
Again and again!
I’m repeating for a reason
If they say they want the proposal written in red ink on blue paper, do it!
You may be the smartest person in the room, but humility usually will get you a lot farther than self-building bombast.

Don’t hide your light under a bushel either—demonstrate your knowledge and experience, but quietly.

Fail, fail, fail, fail,….and then succeed!

Patience and persistence will get you a grant.

Don’t obsess about all the bureaucratic obstacles—Just push through them.

And make friends at RAS.

**HUMILITY—BUT NOT FALSE MODESTY**