

Collaborative Grantseeking: Accumulating Precious “Wins” and Avoiding Painful “Losses”

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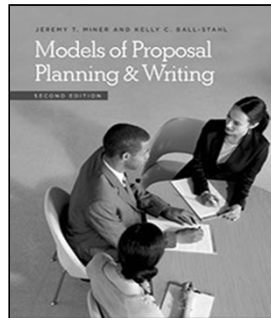
Session Overview

You will learn about:

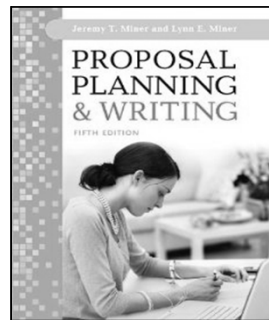
- Sponsors expectation of collaboration
- Types of collaborations
- Characteristics of grant leaders
- Weaving collaboration themes throughout proposals
- Actual comments from grant reviewers



Grant Writing Resources



Greenwood, 2016



Greenwood, 2013



Greenwood, 2011

ABC-CLIO
GREENWOOD™
www.greenwood.com

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Baseline Question

?

I feel this way when invited to participate in a collaborative grant project:

- A. **Excited:** “Yippee! Our most meaningful work has come through collaborations.”
- B. **Pleasantly surprised:** “Oh, it’s a collaborative project.”
- C. **Neutral:** “Thank you for thinking of us.”
- D. **Somewhat disheartened:** “Uh-oh, here we go again. I’m tired already.”
- E. **Angry:** “Why can’t we just admit that we operate better on our own than in these forced scenarios?!”

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Secret 1: Start with the End in Mind




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Collaborations



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Why/Not Collaborate	
<p><i>Benefits</i></p> <ul style="list-style-type: none"> • Bigger and better ideas • Strengthened infrastructure • Larger response capacity • Additional research results • Avoiding duplicated efforts 	<p><i>Barriers</i></p> <ul style="list-style-type: none"> • Heavy workloads • Absence of leadership • Lack of trust • Unwillingness to change • Few tangible rewards
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Why/Not Collaborate	
<ul style="list-style-type: none"> • Sponsors “strongly encourage” or require collaboration 	
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Secret 2: Know Your Audience

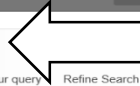


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pivot

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Search Funding Results Your Search: (collaboration) 

Advanced Search [Save your query](#) [Refine Search](#)

Calendar View

2,510 Results [Sort](#)

	Deadline	Amount
<input type="checkbox"/> Biomedical Research Collaboration Award Hartwell Foundation	Continuous Other Confirmed	see record
<input type="checkbox"/> Artist Collaboration Grant South Dakota Arts Council (SDAC)	01 Mar 2020 Application Anticipated	\$6,000 USD
<input type="checkbox"/> Simons Collaborations in Mathematics and the Physical Sciences Simons Foundation	03 Oct 2019 Letter of Intent Anticipated	\$8,000,000 USD
<input type="checkbox"/> Simons Collaboration Grants for Mathematicians Simons Foundation	31 Jan 2020 Application Anticipated	\$42,000 USD
<input type="checkbox"/> Collaboration Grants Indiana Humanities Council (IHC)	30 Apr 2019 Inquiry/Grant ... Confirmed	\$20,000 USD
<input type="checkbox"/> Philadelphia News Ecosystem Collaboration Grants The Lenfest Institute for Journalism	31 Oct 2019 Application Anticipated	\$25,000 USD

Recently added

Last 7 days: 53

Submission type

Limited Submission: 174

Other internal coordin...: 19

Top funding types

Research: 1470

Collaboration or Coope...: 1467

Program or Curriculum ...: 790

Training or Scholarshi...: 288

Visiting Personnel: 168

Top sponsor types

Federal, U.S.: 851

National Government, N...: 460

Other Nonprofit: 390

Professional Society o...: 217

Private Foundation: 211

Top applicant types

Academic Institution: 1253

Nonprofit: 1244

Individuals: Early Car...: 1092

Individuals: Mid-Caree...: 1001

GRC Grants Resource Center AASCU Funding Expertise. Personally Delivered. Logout About Us Contact Us AASCU Home GRC Home Search

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Search Results: Collaboration

34 matches found

Sort by: Sponsor View Selected Select All Clear All Back New Search

Select	GRC #	Program Title	Deadline
<input checked="" type="checkbox"/>	1180	1. Anneliese Maier Research Award Alexander von Humboldt Foundation	No fixed deadline
<input checked="" type="checkbox"/>	809	2. AALAS Grants for Laboratory Science American Association for Laboratory Animal Science Foundation	2/1/2019
<input checked="" type="checkbox"/>	788	3. Research Grants and Graduate Student Scholarships American Speech-Language-Hearing Foundation	4/17/2019
<input checked="" type="checkbox"/>	3193	4. ASA/NSF/Bureau of Labor Statistics Fellowship Program American Statistical Association	1/2/2019
<input checked="" type="checkbox"/>	639	5. ArtsLink Fellowships Exchange Programs CEC ArtsLink	6/1/2019, 10/15/2019, 1/15/2019
<input checked="" type="checkbox"/>	1559	6. Rural Health Funding Opportunities Health Resources and Services Administration	7/1/2019, 10/1/2019, 1/1/2019, 4/1/2019
<input checked="" type="checkbox"/>	276	7. Postdoctoral Fellowships National Center for Atmospheric Research	1/4/2019

FOUNDATION DIRECTORY ONLINE Professional REFER A FRIEND HELP CHAT

FIND FUNDING MY FDO PATHWAYS RESOURCES

SHOWING RESULTS OR "collaboration" CLEAR ALL EDIT

1,307 Grantmakers View Grantmakers Only	11,659 Grants View Grants Only	7,014 Recipients View Recipients Only	5,931 990 Tax Forms View 990 Tax Forms Only
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Total Dollar Value of Grants: \$2,757,872,710

Grantmakers (1,307)

Grantmaker	City	State	Country	Total Assets	Total Giving	Amount Funded	Grant Count
Communities Foundation of Texas, Inc.	Dallas	TX	United States	\$1,098,176,000	\$81,297,000	\$983,106,141	37,928
The Andrew W. Mellon Foundation	New York City	NY	United States	\$6,254,415,162	\$298,331,245	\$3,589,597,625	7,263
Central New York Community Foundation, Inc.	Syracuse	NY	United States	\$192,576,717	\$11,020,133	\$51,311,550	6,580
J. Paul Getty Trust	Los Angeles	CA	United States	\$12,600,245,455	\$13,482,952	\$201,406,832	2,443
Elbridge Stuart Foundation	San Francisco	CA	United States	\$496,964,714	\$19,545,139	\$201,238,416	2,110

Showing 1-5 of 1,307 Results VIEW ALL View All to Print Export Email

Leeway Foundation



Most art and social change work happens through relationships and working with others. A Change Partner is either: 1) a member of the community the project seeks to engage or in which it takes place; or 2) a person, organization, or business that has an interest in or connection to the project in some way.

Your application must include a letter of support from a Change Partner, addressed to the review panel. Think of this letter as a letter of support for your art and social change work, a way of someone vouching for the work you are doing and the impact it has. The CP can talk about the impact of your work and why they want to support/collaborate/work with you.

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Alaska Community Foundation



Strengthening Organizations grant awards will support professional staff and board of directors in their efforts to access tools, develop practical skills, and cultivate support systems needed to effectively achieve the organization's mission in the following areas: leadership development, organizational development, program development, collaboration and community engagement, and evaluation of effectiveness.

Collaboration and Community Development (examples: establish partnership agreements, create action plan for coordinating/collaborating, create a map/inventory of community assets)

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Wellmark Foundation



We seek to go beyond traditional definitions of health to support promising and important policies and programs that can help individuals, families and communities achieve better health. We encourage applicants to take a broader look at how health is impacted by where and how we live our lives. Solutions often become visible when stakeholders come together to improve health status and remove the obstacles that prevent people from making healthy choices. We hope this funding opportunity serves as the basis for a greater collective commitment to health and wellness moving us to collaborative action. Ideally, we want to engage nontraditional collaborators and organizations that can influence health — even those that might not be traditional “health” organizations.

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Robert Wood Johnson Foundation



Allies Against Asthma is designed to improve efforts to control pediatric asthma. This national program will provide support to community-based coalitions to develop and implement comprehensive asthma management programs that include improved access to and quality of medical services, education, family and community support, and environmental and policy initiatives. The primary aims of the program are to reduce hospital admissions, emergency room visits, and missed school days, to enhance the quality of life of children with asthma and to develop a sustainable strategy for asthma management in the community.

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Secret 3: Understand the Game

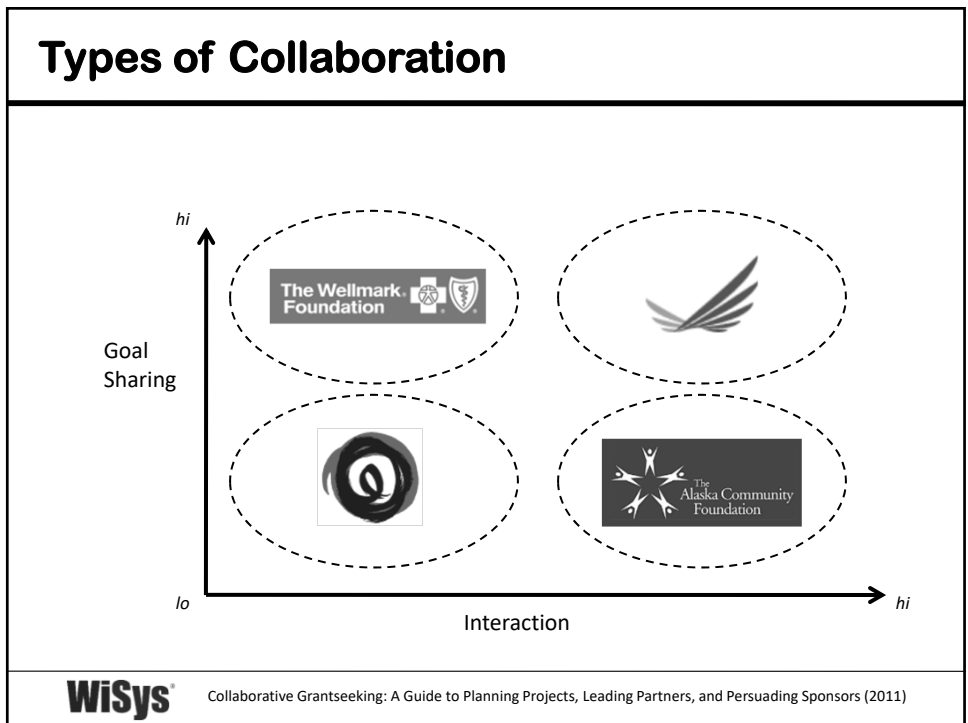
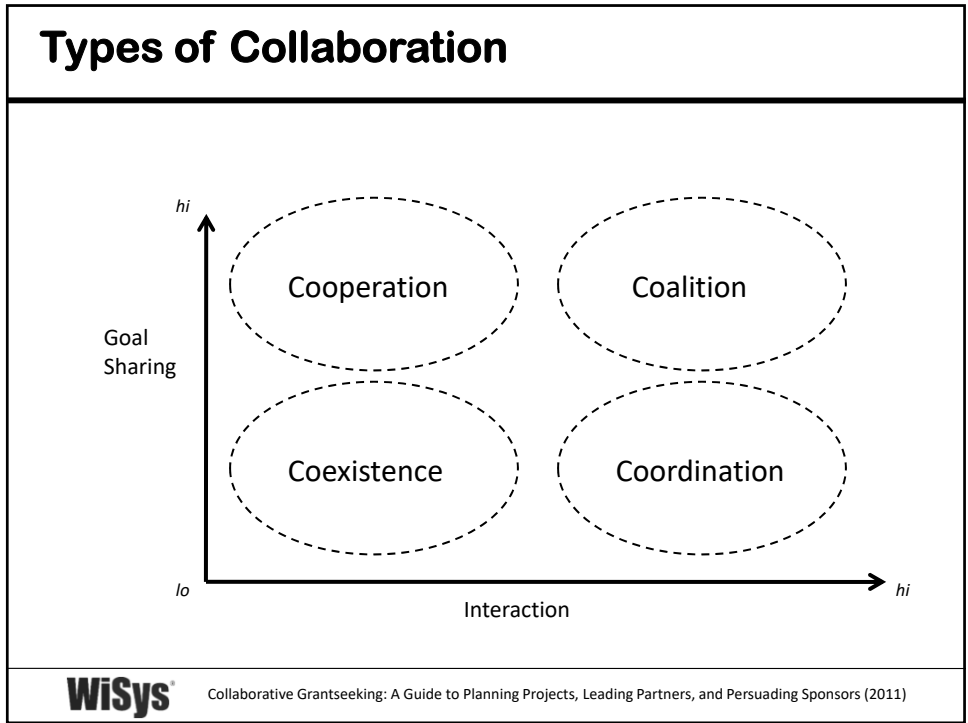


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Collaboration Defined

An interaction between two or more persons or organizations directed toward a common goal that is mutually beneficial.

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Grantseeking Leadership

• Visionaries



• Strategists



• Team Builders



• Motivators



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Leadership Defined

The ability to influence, motivate, and enable others to contribute toward the effectiveness and success of the organizations of which they are members.

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Robert House, *Advances in Global Leadership* (1999)

Leadership Characteristics

Goal Sharing

- Adaptability, flexibility of approach
- Accept responsibility
- Capacity to manage, decide, set priorities
- Courage, resolution, steadiness
- Intelligence and judgment-in-action
- Need to achieve
- Task competence

Interaction

- Ascendance, dominance, assertiveness
- Capacity to motivate
- Confidence
- Display trust
- Physical vitality and stamina
- Skill in dealing with people
- Understanding of constituents and their needs

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John Gardner, On Leadership (1990)

Application: Coordination Collaboration

Goal Sharing

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Application: Coordination Collaboration

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	Visionary	Strategist	Team Builder	Motivator
Goal Setting	Develop shared values	Keep partnership headed in right direction	Provide opportunity for individuals and groups to make interests known	Keep people involved
Motivation	Employ symbols and celebrations	Use economic incentives	Influence others directly or indirectly	Promote personal growth and self-actualization
Approaching Conflict	Use conflict to negotiate meaning and values	Maintain focus on goals; have authorities resolve conflict	Bargain with or exert power over others	Develop relationships by having individuals confront conflict
Communication	Tell stories	Transmit facts and information	Influence others	Exchange information, needs and feelings

Secret 3½: Appeal to the Sponsor



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Collaboration: A Hot Button Theme

- Problem
- Goals & Objectives
- Methods
- Evaluation
- Dissemination
- Budget/Budget Narrative
- Appendixes



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Reviewer Comments

- A clear description of the distinct roles and responsibilities of each collaborator is provided. The collaboration plan clearly describes how they will measure both project and collaboration effectiveness.
- There is no history of these partners working together and little evidence exists that they have worked together in the preparation of this grant application.



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Collaborative Grantseeking Success

- Value isn't what *you* think it is. It's what *they* perceive it to be.
- Successful grant writers understand the sponsor's values and express that view in the proposal.



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Recap

Secret 1: Start with the End in Mind



Secret 2: Know Your Audience



Secret 3: Understand the Game



Secret 3½: Appeal to the Sponsor



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Your Questions?



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Grant Professional Development Opportunities

2018-19 GRANT WEBINAR SCHEDULE:

- 1** OCTOBER 11, 2018
2:00-2:45PM
Funding Opportunities for Your Teaching, Research & Scholarship
- 2** NOVEMBER 8, 2018
2:00-2:45PM
The Sustainability Challenge: Designing Projects for Success Beyond the Grant Period
- 3** DECEMBER 13, 2018
2:00-2:45PM
Preproposal Contacts: Who You Need to Talk to & What You Need to Know Before Writing Your Next Grant Proposal
- 4** FEBRUARY 14, 2019
2:00-2:45PM
Common Grant Writing Pitfalls - and How to Avoid Them
- 5** MARCH 7, 2019
2:00-2:45PM
Building a *Believable* Budget
- 6** APRIL 11, 2019
2:00-2:45PM
Collaborative Grantseeking: Accumulating Precious "Wins" & Avoiding Painful "Losses"

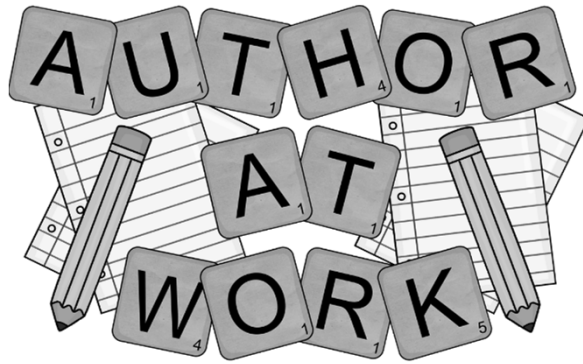
What topics would be of interest to you for 2019-20?

- Finding grant funding
- Planning international projects
- Conducting preproposal contacts
- Identifying sponsor hot buttons
- Engaging in collaborative grantseeking
- Avoiding common writing mistakes
- Writing goals, objectives, and outcomes
- Developing logic models
- Designing projects to be sustainable
- Building grant budgets
- Other:

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Let me know! -- jminer@wisys.org

Go Write Your Best Grant Ever!



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