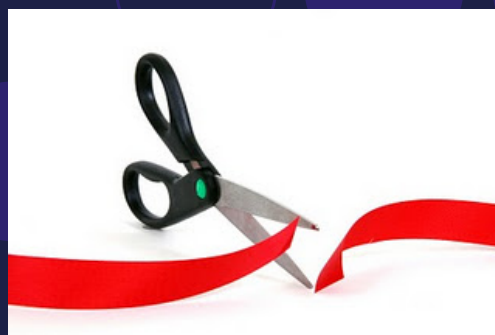


## Proposal Writing 101

# Cutting through the red tape: proposal writing and submission



Con Grants

November 17, 2011

**Tips for Writing a Successful Grant Proposal**

## Feeling a bit overwhelmed??



Proposal Writing 101	
	<b>Where do you start?</b>
	<ul style="list-style-type: none"><li>● Find your topic</li><li>● Find a funding opportunity</li><li>● Start a time line</li><li>● Start gathering information</li><li>● Start writing...</li><li>● and presto! A proposal pops out from the proposal fairy!</li><li>● Not really, but wouldn't that be nice!!</li></ul>
Tips for Writing a Successful Grant Proposal	

Proposal Writing 101	
	<b>How Sponsors Announce Opportunities</b>
	<ul style="list-style-type: none"><li>● PA-Program Announcement</li><li>● RFA -Request for Applications</li><li>● FOA -Funding Opportunity Announcement</li><li>● RFP-Request for Proposals</li></ul>
Tips for Writing a Successful Grant Proposal	

**Proposal Writing 101**

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**How Sponsors Announce Opportunities**

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- **RFB-Request for Bid**
- **BAA-Broad Agency Announcement**
- **Also called**
  - Application
  - Quotation
  - Bid

**Tips for Writing a Successful Grant Proposal**

**Proposal Writing 101**

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**Find your topic**

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- **Read the research in your field**
- **Talk to your advisor**
- **Talk to your colleagues and peers**
- **Follow your passion**

**Tips for Writing a Successful Grant Proposal**

**Proposal Writing 101**

**Find your topic**

- **Select your topic and...**
  - Test the waters



**Tips for Writing a Successful Grant Proposal**

**Proposal Writing 101**

**Proposal Time Line**

- **Decide on a Topic by \_\_\_\_\_**
- **Find a sponsor by \_\_\_\_\_**
- **Find the sponsor's due date**
- **Meet with the Econ Grant's Office Staff**
  - For tips on navigating the way through the proposal process
- **Set goals and deadlines**
- **Submit your proposal**
- **Get funded!!**

**Tips for Writing a Successful Grant Proposal**

## Proposal Writing 101

### Find a funding opportunity

- **Check with the big funders**
  - NSF – National Science Foundation
  - NIH – National Institutes of Health
- **Duke's Office of Research Support**
  - Funding Opportunities Newsletter
  - <http://www.ors.duke.edu/funding-newsletter>
- **Talk to your Advisor and peers – they may have suggestions as well**

**Tips for Writing a Successful Grant Proposal**

## Proposal Writing 101

### More about ORS – Funding Ops

- Duke Grant Deadlines, is published on the 1st of each month provides a comprehensive listing of upcoming funding deadlines for Duke University faculty, staff, postdoctoral fellows, graduate students, and for institutional and community needs
  - <https://researchfunding.duke.edu/>

**Tips for Writing a Successful Grant Proposal**

## Proposal Writing 101

### Find a funding opportunity

- **National Science Foundation**

- **FastLane**

- The mechanism to prepare and submit your proposal
- You will need a FastLane ID to submit a proposal
  - Econ Grants can help you get your FastLane ID
- Has an Award Search and Funding Trends feature – VERY COOL!!

**Tips for Writing a Successful Grant Proposal**

## Proposal Writing 101

### FastLane – Award Search

- National Science Foundation has awards back to 1999
- There are close to 3,000 awards listed in the Social Sciences for Duke
  - PRETTY AMAZING!!
- To search the database go to:
  - <http://www.nsf.gov/awardsearch/>

**Tips for Writing a Successful Grant Proposal**

## Proposal Writing 101

### Words of Wisdom ...

*“Contemplating any business act, an employee should ask himself whether he would be willing to see it immediately described by an informed and critical reporter on the front page of his local paper there, to be read by his spouse, children, and friends.”*

– Warren E. Buffet

### Tips for Writing a Successful Grant Proposal

## FastLane – Award Search

**National Science Foundation**  
WHERE DISCOVERIES BEGIN

Home Funding Awards Discoveries News Publications Statistics About FastLane

**Award Search** [FastLane Home](#) [Award Search Help](#)

**Award Search** [Person Information](#) [Search All From Fast](#) [Search All Fields](#) [More Options](#)

**Web:** The text field below 'Search Award For' searches the title, abstract, and award number fields.

Search Award For:

**Award Information**

**Principal Investigator**

First Name:

Last Name:  [PI Lookup](#)

**Web:** Including CO-PI will result in slower searches.

Includes CO-PI:

Organization:  [Organization Lookup](#)

State:

ZIP Code:

Country:

**Web:** Historical data is from prior to 10/16. This data may not be as complete as recent data.

Active Awards Order:

Active and Expired Awards:

Expired Awards Order:

Historical Awards:

**Search Results**

250

Results are sorted by award date, with the most recent awards at the top. Click on a column heading to re-sort the results.

The up/down arrows at the right of each column title control whether the sort is ascending or descending.

Done

# FastLane – Award Search

Award Number	Title	NSF Division	Program	Start Date	Principal Investigator	State	Awarded Amount to Date	
1129932	The Dynamical Uses of Chaotic Dynamical Systems: Bifurcation, Chaos, and the Role of the Topological Structure of the Phase Space	020	MATHEMATICAL SCIENCES	10/01/2011	Beber, Joshua S.	NC	Duke University	\$257,475.00
1111122	Collaborative Research: Theoretical and Experimental Studies of the Dynamics of the Earth and the Moon	020	NSF & COMMUNITY EDUC. PROJ.	10/01/2011	Wertz, Justin	NC	Duke University	\$137,439.00
1123394	Collaborative Research: Theoretical and Experimental Studies of the Dynamics of the Earth and the Moon	020	ECONOMICS	10/01/2011	Yu, Si	NC	Duke University	\$146,603.00
1121287	Modeling the Impact of Climate Change on the U.S. Energy Sector	020	ECONOMICS	10/01/2011	Wang, Junjie	NC	Duke University	\$2,997,591.00
1131240	Collaborative Research: Theoretical and Experimental Studies of the Dynamics of the Earth and the Moon	020	COMPLEXITY, SYSTEMS, & NETWORKS	10/01/2011	Wang, Junjie	NC	Duke University	\$34,378.00
1124394	Collaborative Research: Theoretical and Experimental Studies of the Dynamics of the Earth and the Moon	020	COMPLEXITY, SYSTEMS, & NETWORKS	10/01/2011	Wang, Junjie	NC	Duke University	\$433,960.00
1121288	Collaborative Research: Theoretical and Experimental Studies of the Dynamics of the Earth and the Moon	020	COMPLEXITY, SYSTEMS, & NETWORKS	10/01/2011	Wang, Junjie	NC	Duke University	\$17,740.00
1118995	Collaborative Research: Theoretical and Experimental Studies of the Dynamics of the Earth and the Moon	020	COMPLEXITY, SYSTEMS, & NETWORKS	10/01/2011	Wang, Junjie	NC	Duke University	\$297,400.00
1111122	Collaborative Research: Theoretical and Experimental Studies of the Dynamics of the Earth and the Moon	020	COMPLEXITY, SYSTEMS, & NETWORKS	10/01/2011	Wang, Junjie	NC	Duke University	\$4,960,000.00
1121288	Collaborative Research: Theoretical and Experimental Studies of the Dynamics of the Earth and the Moon	020	ECONOMICS	09/15/2011	Wang, Junjie	NC	Duke University	\$286,089.00
1124394	Collaborative Research: Theoretical and Experimental Studies of the Dynamics of the Earth and the Moon	020	ECONOMICS	09/15/2011	Wang, Junjie	NC	Duke University	\$281,114.00
1124394	Collaborative Research: Theoretical and Experimental Studies of the Dynamics of the Earth and the Moon	020	ECONOMICS	09/15/2011	Wang, Junjie	NC	Duke University	\$149,960.00
1123394	Collaborative Research: Theoretical and Experimental Studies of the Dynamics of the Earth and the Moon	020	ECONOMICS	09/15/2011	Wang, Junjie	NC	Duke University	\$11,000.00
1123394	Collaborative Research: Theoretical and Experimental Studies of the Dynamics of the Earth and the Moon	020	ECONOMICS	09/15/2011	Wang, Junjie	NC	Duke University	\$108,914.00
1123394	Collaborative Research: Theoretical and Experimental Studies of the Dynamics of the Earth and the Moon	020	ECONOMICS	09/15/2011	Wang, Junjie	NC	Duke University	\$290,960.00
1123394	Collaborative Research: Theoretical and Experimental Studies of the Dynamics of the Earth and the Moon	020	ECONOMICS	09/15/2011	Wang, Junjie	NC	Duke University	\$176,000.00
1123394	Collaborative Research: Theoretical and Experimental Studies of the Dynamics of the Earth and the Moon	020	ECONOMICS	09/15/2011	Wang, Junjie	NC	Duke University	\$490,000.00
1123394	Collaborative Research: Theoretical and Experimental Studies of the Dynamics of the Earth and the Moon	020	ECONOMICS	09/15/2011	Wang, Junjie	NC	Duke University	\$349,821.00
1123394	Collaborative Research: Theoretical and Experimental Studies of the Dynamics of the Earth and the Moon	020	ECONOMICS	09/15/2011	Wang, Junjie	NC	Duke University	\$233,136.00

# FastLane – Award Search

**Award Abstract #1123187**  
**Collaborative Research: Monotone Methods in Dynamic Screening Contracts**

**NSF Div:** 020  
**Division of Social and Economic Sciences**

**Initial Announcement Date:** August 22, 2011  
**Latest Announcement Date:** August 22, 2011  
**Award Number:** 1123187  
**Award Instrument:** Standard Grant

**Program Manager:** Mito Bose  
 020 Division of Social and Economic Sciences  
 020 Directorate for Social, Behavioral & Economic Sciences

**Start Date:** August 15, 2011  
**Expires:** July 31, 2014 (36months)

**Awarded Amount to Date:** \$204,437

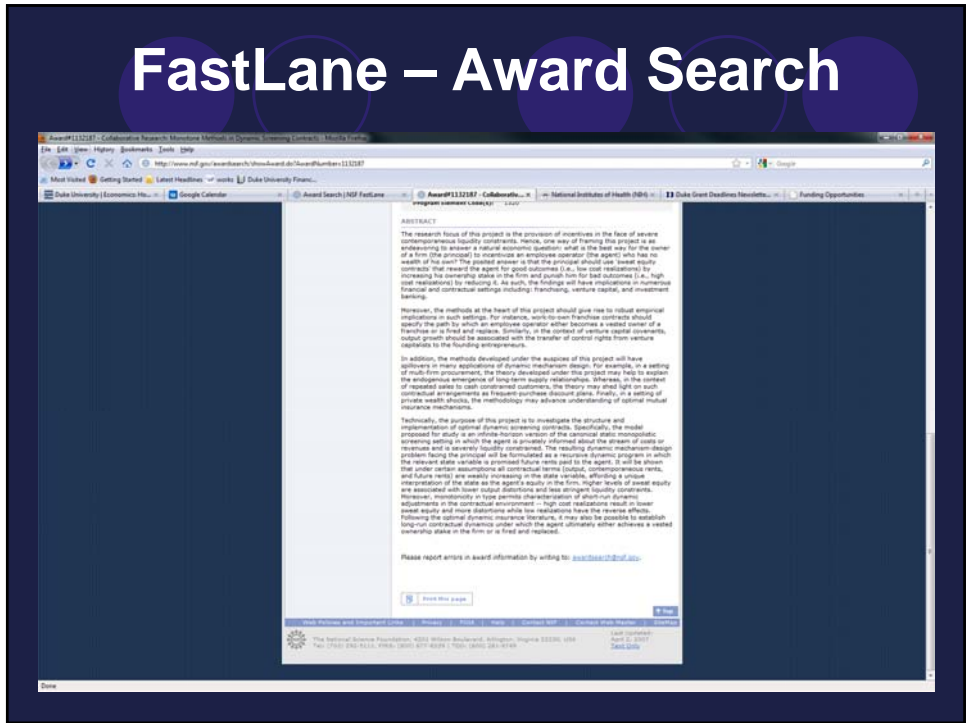
**Investigator(s):** Curtis Taylor (Curtis@econ.duke.edu) (Principal Investigator)

**Sponsor:** Duke University  
 2320 W. Main St, Suite 710  
 Durham, NC 27708-9188-7100

**NSF Program(s):** ECONOMICS  
**Field Application(s):**  
**Program Reference Code(s):**  
**Program Element Code(s):** 1305

**ABSTRACT:**  
 The research focus of this project is the provision of incentives in the face of severe contemporaneous liquidity constraints. INCEA, and why. THE ABSTRACT IS AS

# FastLane – Award Search

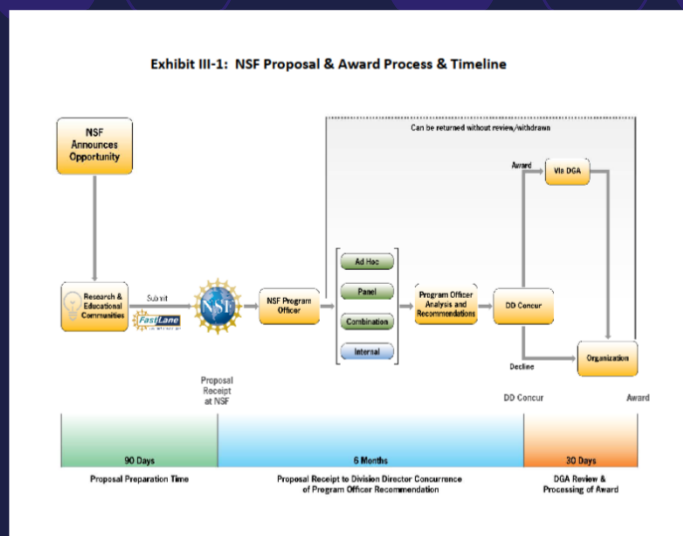


# NSF Funding Rates 2011



Sometimes referred to as “success rate”, the proposal funding rate for a given period is calculated by dividing the number of new awards made in a fiscal year by the number of new awards and declines made in that fiscal year.

# NSF: From Proposal to Award



## Proposal Writing 101

### Proposal Time Line

- NSF - SBE Doctoral Dissertation Research Improvement Grants
- <http://www.nsf.gov/sbe/ses/econ/ddrip1.jsp>
- Next Target Date:
  - January 18<sup>th</sup>
- Set goals and deadlines

Tips for Writing a Successful Grant Proposal

Proposal Writing 101	
<b>Proposal goals and deadlines</b>	
<ol style="list-style-type: none"><li>1. Meet with Advisor to discuss topic<ol style="list-style-type: none"><li>a) Advisor agrees to be the PI or Co-PI on the proposal</li></ol></li><li>2. Meet with Econ Grants Staff to set timeline – ASAP</li><li>3. Start writing</li><li>4. Stay in contact with Econ Grants and Advisor</li></ol>	
Tips for Writing a Successful Grant Proposal	

Proposal Writing 101	
<b>Proposal goals and deadlines</b>	
<ul style="list-style-type: none"><li>● <b>Econ Grants</b><ul style="list-style-type: none"><li>○ Go over the program announcement</li><li>○ Find out what forms are needed</li><li>○ Determine who is responsible for what</li><li>○ Does the research involve human subjects?</li><li>○ What type of budget will be needed</li><li>○ Set deadlines</li></ul></li></ul>	
Tips for Writing a Successful Grant Proposal	

## Proposal Writing 101

### Gathering Information

- The research phase
  - Work with your advisor
  - Write
  - Re-write
  - Write some more....
  - Ask everyone you know to proof-read your work!
    - Even people who don't know what you are talking about!

Tips for Writing a Successful Grant Proposal

## Proposal Writing 101

### Follow the Rules

- The sponsor has put a lot of effort into making guidelines and rules for the proposal
  - If you do not follow the rules the sponsor has every right to return the proposal **WITHOUT REVIEW**
    - Sponsors do this – don't tempt fate

Tips for Writing a Successful Grant Proposal

## Proposal Writing 101

### Follow the Rules

- **Be considerate of the reviewers**

- *Just because you can cram smaller type font into the space doesn't mean you should!!*

- **Just because you can cram smaller type font into the space doesn't mean you should!!**

- **Make the reviewers life as easy as possible!**

**Tips for Writing a Successful Grant Proposal**

## Proposal Writing 101

### Proposal Parts

- **Program Announcement:**

- This program is designed to improve the quality of dissertation research. These grants provide funds for items not normally available through the student's university. Additionally, these grants allow doctoral students to undertake significant data-gathering projects and to conduct field research in settings away from their campus that would not otherwise be possible. The program does not provide cost-of-living or other stipends or tuition. Outstanding proposals specify how the knowledge to be created advances economics science.

**Tips for Writing a Successful Grant Proposal**

## Proposal Writing 101

### Program Announcement:

This program is designed to improve the quality of dissertation research. **These grants provide funds for items not normally available through the student's university.** Additionally, these grants allow doctoral students to undertake **significant data-gathering projects** and to conduct field research in settings away from their campus that **would not otherwise be possible.** The program **does not provide cost-of-living or other stipends or tuition.** Outstanding proposals specify how the knowledge to be created advances economics

**Tips for Writing a Successful Grant Proposal**

## Proposal Writing 101

### Proposal Parts

- **Project Summary: 1 page**
  - Written in third person.
  - Must address these two issues:
    - Intellectual Merit of the proposed activity
    - Broader Impacts resulting from the proposed activity

**Tips for Writing a Successful Grant Proposal**

Proposal Writing 101	
<h2>Proposal Parts</h2>	
<ul style="list-style-type: none"><li>● Broader Impact has 5 main components:<ol style="list-style-type: none"><li>1. Advance discover and promote learning</li><li>2. Broaden participation of under-represented groups</li><li>3. Enhance infrastructure for research and education</li><li>4. Disseminate research results</li><li>5. Explain societal benefit</li></ol></li></ul>	
Tips for Writing a Successful Grant Proposal	

Proposal Writing 101	
<h2>Proposal Parts</h2>	
<ul style="list-style-type: none"><li>● Broader Impact has 5 main components:<ol style="list-style-type: none"><li>1. Advance discover and promote learning</li><li>2. Broaden participation of under-represented groups</li></ol></li></ul> <p>PI's tend to over or under reach with regard to Items 1 and 2... be realistic</p>	
Tips for Writing a Successful Grant Proposal	

**Proposal Writing 101**

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## Proposal Parts

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- **Project Description: 15 pages**
  - **Must address:**
    - Research Plan
    - Intellectual Merit of the proposed activity
    - Broader Impacts
  - **Data management and sharing of the research/information**
- **NOTE: there are additional requirements if you previously submitted this proposal or have prior NSF funding**

**Tips for Writing a Successful Grant Proposal**

**Proposal Writing 101**

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## Proposal Parts

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- **Data Management Plan: 2 pages**
  - **If data isn't being used then simply state:**
    - No Data Management Plan
  - **Econ Grants can help with examples of how to write a Data Management Plan**

**Tips for Writing a Successful Grant Proposal**

Proposal Writing 101

## Proposal Parts

- Data Management Plan  
VS
- Data Use Agreement
- These are NOT the same

Tips for Writing a Successful Grant Proposal

Proposal Writing 101

## Proposal Parts

- Data Management Plan
  - Explains
    - Systems to protect data
    - How results/information will be distributed

Tips for Writing a Successful Grant Proposal

Proposal Writing 101

## Proposal Parts

- **Data Use Agreement**
  - The agreement with a contractor/ vendor in order to receive data
  - Agreement is explicit re:
    - Who has rights to see and use the data
    - How the data can be used
    - Where and how the data can be stored

Tips for Writing a Successful Grant Proposal

Proposal Writing 101

## Proposal Parts

- **References Sited – no page limit**
  - Must include bibliographic citations only
  - Can not be used to lengthen the 15 page Project Description page limit!!

Tips for Writing a Successful Grant Proposal

Proposal Writing 101	
	<h2>Proposal Parts</h2>
	<ul style="list-style-type: none"><li>● <b>Biographical Sketch(es): 2 pages</b></li><li>● <b>Required for all senior project personnel</b><ul style="list-style-type: none"><li>○ <b>Must be provided in the order and format NSF requires</b><ul style="list-style-type: none"><li>● Each funding agency has their own specific format – pay attention</li><li>● BTW – “suggested” or “encouraged” usually means that is what the agency really wants to see so do it!!</li></ul></li></ul></li></ul>
<b>Tips for Writing a Successful Grant Proposal</b>	

Proposal Writing 101	
	<h2>Proposal Parts</h2>
	<ul style="list-style-type: none"><li>● <b>Current and Pending Support: no page limit</b></li><li>● <b>Required for all senior project personnel</b><ul style="list-style-type: none"><li>○ <b>This project is listed as pending for NSF so everyone who is senior project personnel will have current and pending support</b></li></ul></li></ul>
<b>Tips for Writing a Successful Grant Proposal</b>	

Proposal Writing 101	
	<h2>Proposal Parts</h2>
	<ul style="list-style-type: none"><li>● <b>Facilities, Equipment and Other Resources</b></li><li>● <b>Check with Econ Grants – we can help you with this section</b><ul style="list-style-type: none"><li>○ There may be special requirements for proposals with subcontracts; or</li><li>○ Some proposal announcements may give specific instructions regarding what they expect to see – be sure and check</li></ul></li></ul>
<b>Tips for Writing a Successful Grant Proposal</b>	

Proposal Writing 101	
	<h2>Human Subjects / IRB</h2>
	<ul style="list-style-type: none"><li>● <b>IRB-Internal Review Board</b></li><li>● <b>What does the IRB have to do with research?</b></li><li>● <b>Any research that involves people</b><ul style="list-style-type: none"><li>○ This includes secondary data</li><li>○ In other words – someone else did a survey and you are benefiting from their work. You still need IRB approval to use the data</li><li>○ This may include information used through data use agreements</li></ul></li></ul>
<b>Tips for Writing a Successful Grant Proposal</b>	

Proposal Writing 101	
<b>Human Subjects / IRB</b>	
<ul style="list-style-type: none"><li>● <b>What is an IRB?</b></li><li>● The IRB is an independent board that is charged with ensuring that human experimentation is conducted according to ethical principals.</li><li>● The IRB Board reviews and approves protocols for the conduct of research that involves human subjects or their identifiable private information, organs, fluids and tissues.</li></ul>	
Tips for Writing a Successful Grant Proposal	

Proposal Writing 101	
<b>Human Subjects / IRB</b>	
<ul style="list-style-type: none"><li>● <b>Underlying ethical principles</b></li><li>● Respect for persons, beneficence and justice</li><li>● Principals applied to research through:<ul style="list-style-type: none"><li>○ Informed consent, privacy, confidentiality</li><li>○ Risk vs. benefit</li><li>○ Equitable selection of human subjects</li></ul></li></ul>	
Tips for Writing a Successful Grant Proposal	

## Proposal Writing 101

### Human Subjects / IRB

- Do I have to have IRB approval before I submit my proposal?
- No
  - However, you do need to know if your research involves human subjects in some way

Tips for Writing a Successful Grant Proposal

## Proposal Writing 101

### Human Subjects – or Animals?

- Who is at risk? Kathy or Butter?



Tips for Writing a Successful Grant Proposal

Proposal Writing 101	
Proposal Parts	
	<ul style="list-style-type: none"><li>● <b>Budget Basics</b><ul style="list-style-type: none"><li>○ What can I include?</li><li>○ A new car???</li><li>○ A big raise???</li> <li>○ Don't forget... your budget gets reviewed by the department before it goes anywhere else... so.... <b>DREAM ON!!!</b> 😊</li></ul></li></ul>
Tips for Writing a Successful Grant Proposal	

Proposal Writing 101	
Proposal Parts	
	<ul style="list-style-type: none"><li>● <b>Budget Basics</b><ul style="list-style-type: none"><li>○ What can I include?</li><li>○ Read the Program Announcement and see if there are any restrictions</li><li>○ Each agency has their own guidelines<ul style="list-style-type: none"><li>● NIH has a salary CAP</li><li>● NSF includes F&amp;A costs in the total costs so when you hear they funded \$100,000 that is not direct cost...</li></ul></li></ul></li></ul>
Tips for Writing a Successful Grant Proposal	


Proposal Writing 101	
<b>Proposal Parts</b>	<p>This program is designed to improve the quality of dissertation research. <b>These grants provide funds for items not normally available through the student's university.</b> Additionally, these grants allow doctoral students to undertake <b>significant data-gathering projects</b> and to conduct field research in settings away from their campus that <b>would not otherwise be possible.</b> The program <b>does not provide cost-of-living or other stipends or tuition.</b> Outstanding proposals specify how the knowledge to be created advances economics</p>
<b>Tips for Writing a Successful Grant Proposal</b>	

Proposal Writing 101	
<b>Proposal Parts</b>	<ul style="list-style-type: none"> <li>● <b>Budget Basics</b> <ul style="list-style-type: none"> <li>○ Look at your research and match what you are doing to the restrictions in the program announcement</li> <li>○ Now what can you ask for from NSF?</li> <li>○ Salary?</li> <li>○ Tuition?</li> <li>○ Data? Bingo.... Now we are talking....</li> <li>○ What else might be appropriate?</li> </ul> </li> </ul>
<b>Tips for Writing a Successful Grant Proposal</b>	

Proposal Writing 101	
Proposal Parts	
Budget Basics	<ul style="list-style-type: none"> <li>● F&amp;A = Facilities and Administrative Costs</li> <li>● This is the rate that Duke and the federal government negotiated for how much it costs Duke to have laboratories, staff, electricity, police, etc. to keep Duke functioning.               <ul style="list-style-type: none"> <li>○ Duke uses Modified Total Direct Costs (MTDC) for the base when calculating how much F&amp;A are charged to a grant</li> </ul> </li> </ul>
Tips for Writing a Successful Grant Proposal	

Proposal Writing 101	
Proposal Parts	
Budget Basics	<ul style="list-style-type: none"> <li>● When NSF gives an award amount that amount is the TOTAL cost.</li> <li>● If NSF says that a proposal must come in under a certain dollar amount – that is TOTAL cost – including F&amp;A</li> <li>● Check the program announcement to see if there are any limits to the F&amp;A paid to the institution for the type of award               <ul style="list-style-type: none"> <li>○ Sometimes (rarely) there are limits</li> </ul> </li> </ul>
Tips for Writing a Successful Grant Proposal	

Proposal Writing 101	
Proposal Parts	
Budget Basics	<ul style="list-style-type: none"><li>● MTDC does not include tuition expenses or equipment over \$5,000</li><li>● On a grant with \$100,000 of direct costs the total amount paid to the university will be \$157,000 for the research.<ul style="list-style-type: none"><li>○ \$100,000 – direct cost</li><li>○ \$57,000 – F&amp;A</li><li>○ \$157,000 – total cost</li></ul></li></ul>
Tips for Writing a Successful Grant Proposal	

Proposal Writing 101	
Proposal Parts	
Don't worry – you're not in this alone!!	
Tips for Writing a Successful Grant Proposal	

Proposal Writing 101	
Proposal Parts	
	<ul style="list-style-type: none"><li>● <b>Budget Justification: 3 pages</b><ul style="list-style-type: none"><li>○ Meet with Econ Grants for suggestions and tips on writing a budget justification</li><li>○ There are guidelines that should be followed from each sponsor</li></ul></li></ul>
Tips for Writing a Successful Grant Proposal	

Proposal Writing 101	
Proposal Parts	
	<ul style="list-style-type: none"><li>● <b>Appendix</b><ul style="list-style-type: none"><li>○ Is this allowed??</li><li>○ With special permission....<ul style="list-style-type: none"><li>● And they don't give permission</li><li>● What you can do is insert URL's throughout the proposal with links to information for reviewers to access. However, it is rare that a reviewer will actually do that – so... keep the proposal as self-contained as possible.</li></ul></li></ul></li></ul>
Tips for Writing a Successful Grant Proposal	

## Proposal Writing 101

### Proposals Parts

- Time to do your happy dance...



Tips for Writing a Successful Grant Proposal

Congratulations... you tamed the beast!



**Proposal Writing 101**


**Contact Information**

[grants@econ.duke.edu](mailto:grants@econ.duke.edu)  
or  
Patricia Tirrell  
[tirrell@duke.edu](mailto:tirrell@duke.edu)  
660-1897

**Tips for Writing a Successful Grant Proposal**

**Proposal Writing 101**

**Questions.....**



**Tips for Writing a Successful Grant Proposal**