Sourcing funding for your research: An introduction

About this session

During the session we will look at:

- An introduction to frequently used language and terms surrounding funding applications;

- An overview of sources of funding

- An introduction to core principles about funding applications; and,

- Hints and tips for success.

The big picture: Where does funding come from?

Two categories

Commercial Research (national and international)	Research grants and bursaries
Evaluations Literature Reviews Consultancy (Action research/ applied research)	ESRC (Economic and Social Research Council) Nuffield, Leverhulme HEI research development funds Funded Doctoral study

Who is interested in commissioning research?

- Skills Funding Agency
- Education organisations (Brightside, Gatsby, ETF, Teach First, Tribal)
- Government departments (DfE, DWP)
- OFFA
- HECSU
- The CEC

- Sector Skills Councils
- EU funding
- Arts Council
- CDI
- Local Authorities
- Third sector organisations

Key Terms

- ITT: Invitation to tender
- EOI: Expression of interest
- Grant application / funding application / research proposal
- ROI: Return on investment
- PQQ: Pre-qualification questionnaire
- Framework: Call off contracts for government departments and agencies

Some principles of writing a research funding application

It is a process that requires time, planning and a range of people contributing
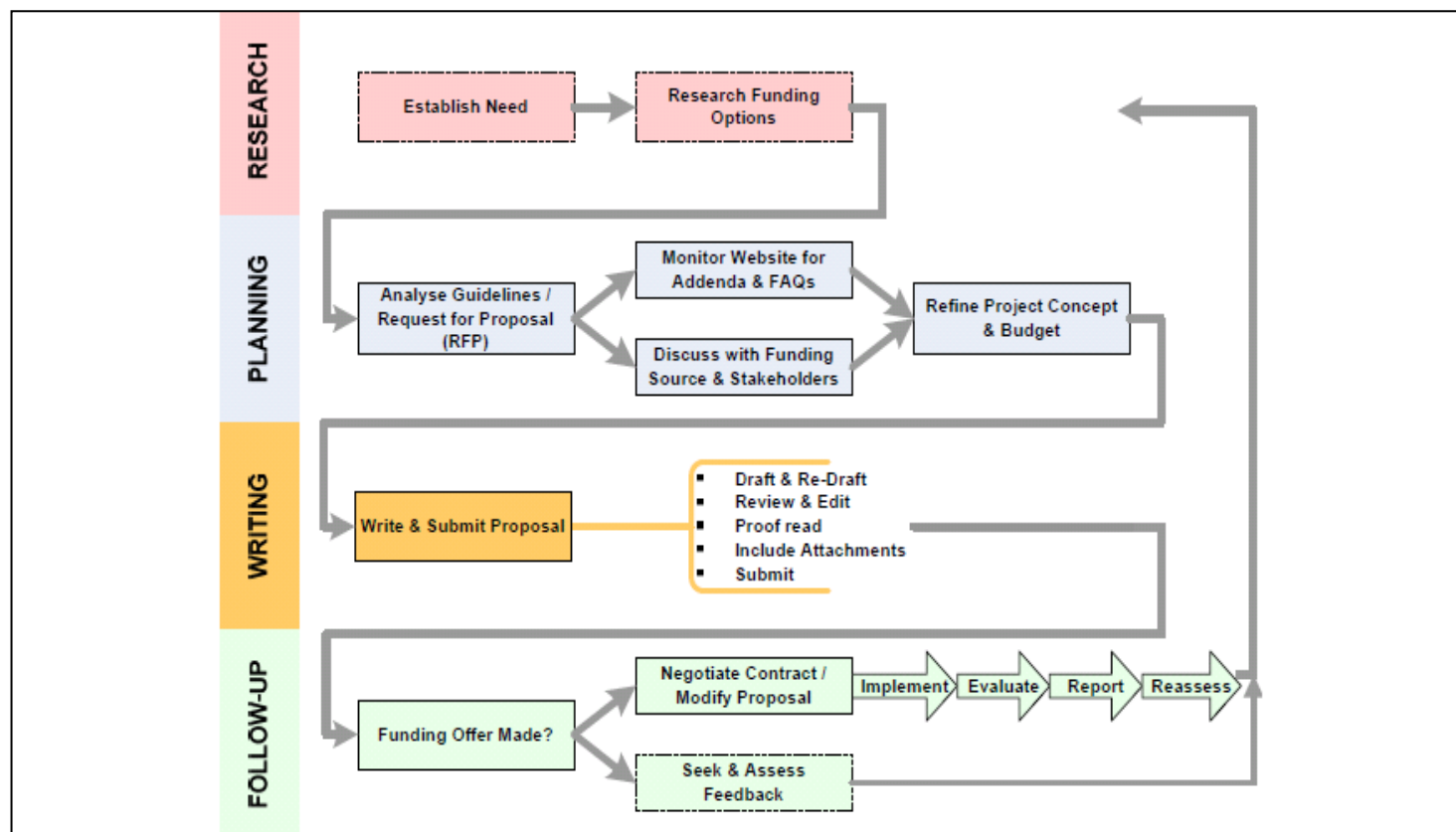
Some useful tips for tender preparation

Build a profile
- Research Centre Website
- Staff page
- Create a CV
- Create a Bio
- Manage your online presence

Build resources
- Check for opportunities
- Knowledge management e.g. Where are your publications held?
- Know policies
  - Ethics
  - Data protection
  - QA

Network
- Internally
- Externally
- Virtually

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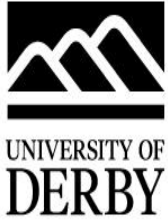derby.ac.uk

Proposal writing: Analyse the guidelines

➢ What is the organisational or policy context?
  - Why is the research being funded?
  - Who is funding it?
  - Why now?

➢ What are the outcomes that they want?
  - Focus on deliverables and work back from that.

➢ Is there fit between what you are interested in, and what they want?

Proposal writing: Analyse the guidelines

➢ What do they specify?

- Is there a preferred method?
- Does it need to meet the needs of a particular group?
- How much resource do they have?
- What is the timing

➢ Practicalities

- Word limit?
- Deadline?
- Copies?
- Email or portal?
- Supporting information?

Proposal writing: Analyse the guidelines

➢ Do you know how they will be assessed?

     • Are there any evaluation criteria?

➢ When will you know the outcomes?

➢ How long would it take for you to write it?

Build your team

Even if you are the sole applicant you will need to involve a range of different people...

- –Finance (the earlier the better)
- –Research partners
- –Agreement of line manager
- –Research ethics committee
- –Critical friend

Proposal writing

➤ Writing style
  –Know your audience (and write accordingly)
  –Use Plain English
  –Be assertive – you *will* not you *might*

➤ Design
  –Make it easy to read
  –Use tables and charts

➤ Demonstrate that you are worth their investment
  –Track record
  –Knowledge
  –Capacity

Tips on CV writing for research tenders

- Keep it to 2 pages (max)
- Ensure that all of the CV's being submitted are in the same format
- Include recent and relevant publications
- Keep personal information to a minimum
- Tailor the CV to the project
- Ensure that the skills and knowledge required in the project are evident in your CV

Tips on CV writing for research tenders

- Don't include every job that you have ever done. Stick to what is relevant.

- Include hyperlinks to publications and your staff page particularly if the tender is to be submitted electronically.

- Do not include conferences which you have attended

- Do include conferences if you have presented at them but only if you have limited publications

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