

Grant Writing 101: Part One

NUR 603: Health Promotion for Populations

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Objectives

- Review the basics of grants
- Understand why grant writing skills are needed
- Describe various types of grants for which nurses might apply
- Explain the common sections of a grant proposal
- Describe the sections due for Mini-Grant Project: Part One
- Identify tips for writing a successful grant proposal
- Review common pitfalls and helpful resources

What is a grant?

Grants are non-repayable funds disbursed by a government department, corporation, foundation or trust, to fund ideas and projects to provide public services and stimulate the economy.

Sources of Funding for Health and Human Service Professionals

- Federal agencies
 - Examples: National Institutes of Health (NIH), the Agency for Healthcare Research and Quality (AHRQ), Health Resources and Services Administration (HRSA)
- Private foundations
 - Four Types: Independent (Rockefeller Foundation), company-sponsored (Ford Foundation), operating, and community foundations
- Professional organizations
 - Examples: Alzheimer's Association, Multiple Sclerosis Society, Oncology Nurses Society, Sigma Theta Tau International
- Private industry
 - Examples: drug companies, equipment manufacturers, oral health care company

(Gitlin & Lyons, 2014)

Funding Grants

- The goal of federal funding agencies and private foundations is to give money away!
- Federal agencies compete for funding from Congress to support grant programs
- To obtain congressional funds, the agency must demonstrate significant progress towards meeting goals (research, training, educational programs)
- Progress is determined by number of grant proposals funded, quality of the programs, advancement of knowledge, and health of the public
- Your job is to prove to the agency your idea has the potential to be successful!

(Gitlin & Lyons, 2014)

Why do DNPs need to develop grant writing skills?

- To effect systemic change regardless of practice setting
- To validate current therapies and implement evidence-based practice with limited financial resources
- Rising level of demand from hospitals and clinical agencies to employ nurse leaders with grant writing skills
- DNPs are in a unique position to use principles of economics and finance to design effective and realistic care delivery strategies

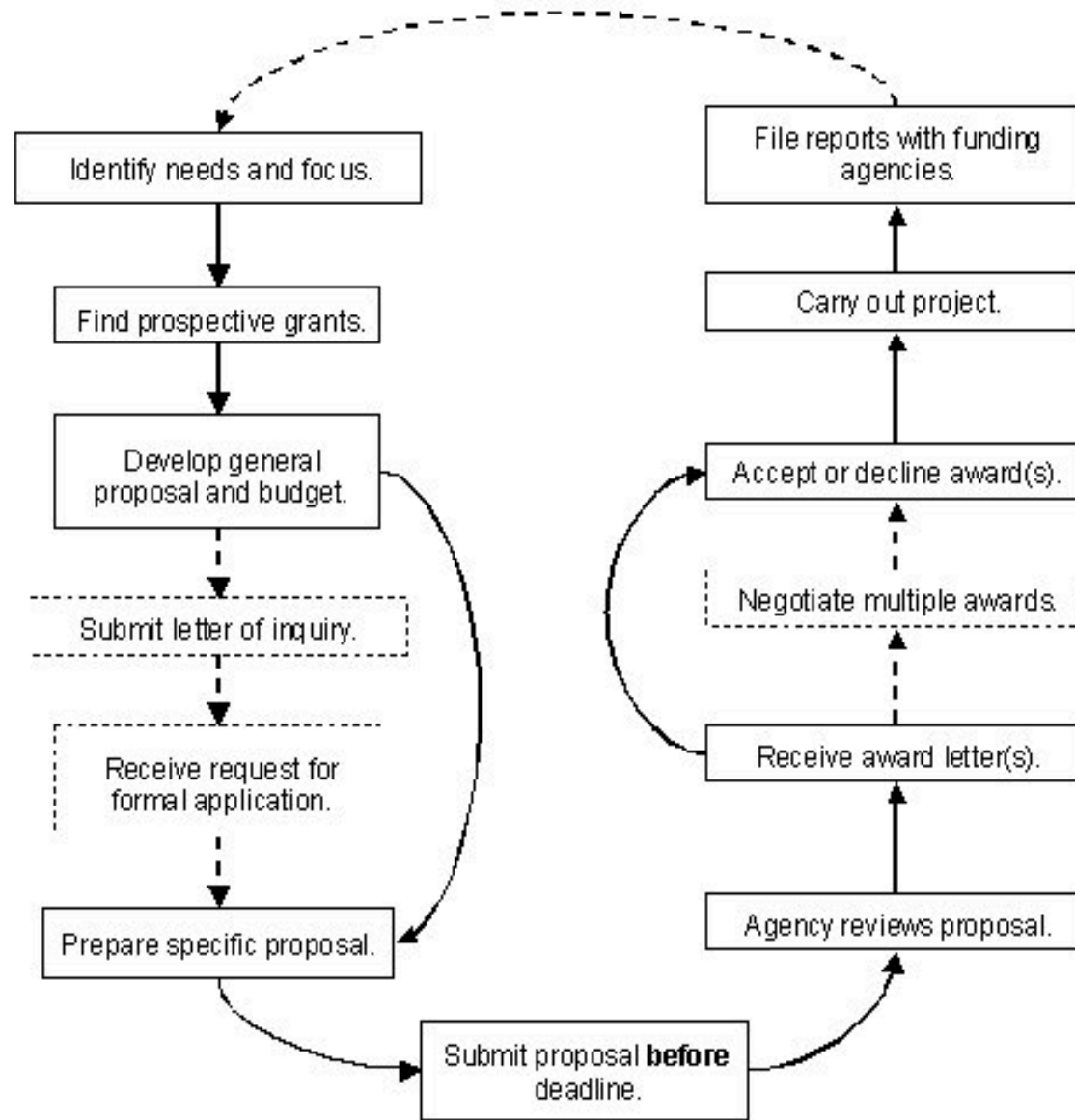
(Waxman, 2013)

Common Sections of a Grant Proposal

- Title
- Abstract
- Introduction/problem statement
- Goals/objectives/specific aims
- Background/significance/importance
- Literature review/theoretical foundation
- Preliminary or pilot data
- Methodology/research or educational plan
- Dissemination plan
- Plan of management
- Investigative team credentials
- Institutional qualifications
- Budget/budget justification
- References
- Appendix material

(Gitlin & Lyons, 2014, p.81)

Diagram 1. The Grant Writing Process



----- Dashed lines indicate possible additional steps.

(The Writing Center, University of North Carolina at Chapel Hill, 2014)

Mini-Grant Project: Part One

Communicable Disease

- **Definition:** an infectious disease transmissible from one person to another through a variety of ways that include: contact with blood and bodily fluids; breathing in an airborne virus; or being bitten by an insect.
- Examples:
 - Influenza
 - HIV/AIDS
 - Norwalk Virus
 - Hepatitis B
 - Measles
 - Tuberculosis
 - MRSA
- Zika Virus

Mini-Grant Project: Part One

Non-Communicable Disease

- **Definition:** a medical disease or condition that is not caused by infectious agents. NCDs can refer to chronic diseases which last for long periods of time and progress slowly and are a result of a combination of genetic, physiological, environmental and behavioral factors.
- Examples:
 - Cardiovascular Disease
 - Cancer
 - Chronic lower respiratory diseases (COPD, asthma)
 - Diabetes
 - Alzheimer's disease
 - Autoimmune disease (Rheumatoid arthritis, Lupus)

Mini-Grant Project: Part One

Title of Project

- Title of your proposed project:
 - Should describe the main idea or primary theme of the project
 - Should not be so brief that it says nothing
 - Should not be so long that reviewer cannot figure out what it means

Mini-Grant Project: Part One

Title of Project

- **Example:**
- **Too brief:** “ A Program to Help the Homeless”
- **Too Long & Complex:** “A Program to Understand the Health Care Needs of Those Who are Homeless by Working With Four Homeless Shelters and Developing Educational Materials for Students in Dental Hygiene, Nursing, Occupational Therapy, and Physical Therapy Programs”
- **Just Right:** “A Community-Academic Partnership to Train Interprofessional Health Care Teams to Provide Services to Individuals Who Are Homeless”

(Gitlin & Lyons, 2014, p. 82)

Mini-Grant Project: Part One

Needs Assessment

- Begin with an introductory paragraph that provides the reader with general overview of the main idea of the project
- Provide a strong statement of the problem that will be addressed in the proposal
- State the needs of the target population
- Describe the purpose of the proposed project and why it is important (e.g., a public health concern)

(Gitlin & Lyons, 2014)

Mini-Grant Project: Part One

Goals & Objectives

Goal(s)

A clear and concise statement as to what will be accomplished



Objective(s):

A specific outcome of the program that can be evaluated



Activities:

Specific actions taken to accomplish an objective

Mini-Grant Project: Part One

Goals & Objectives

- **Example:**

- **Goal:** The goal of this project is to prepare future occupational therapists, nurses, physical therapists, and dental hygienists to collaborate in delivering health promotion to health restoration services in community shelters to persons who are homeless.
- **Objective 1:** Increase the knowledge base of students in the biological, psychological, cultural, and social influences in providing adequate health services to persons who are homeless
- **Objective 2:** Enable students to effectively collaborate with members of an interprofessional health care team

(Gitlin & Lyons, 2014, p.85)

Mini-Grant Project: Part One

Review of Literature

- Five Major Reasons for Reviewing the Literature:
 1. Determine the extent to which your topic has been addressed in the published literature
 2. To support the rationale for the importance and innovativeness of your project
 3. Demonstrates the relevance of your topic to the body of knowledge that exists
 4. Helps to identify and describe the theoretical foundation of your project
 5. Helps to determine the best strategy to use in carrying out your project

(Gitlin & Lyons, 2014)

Mini-Grant Project: Part One

Review of Literature

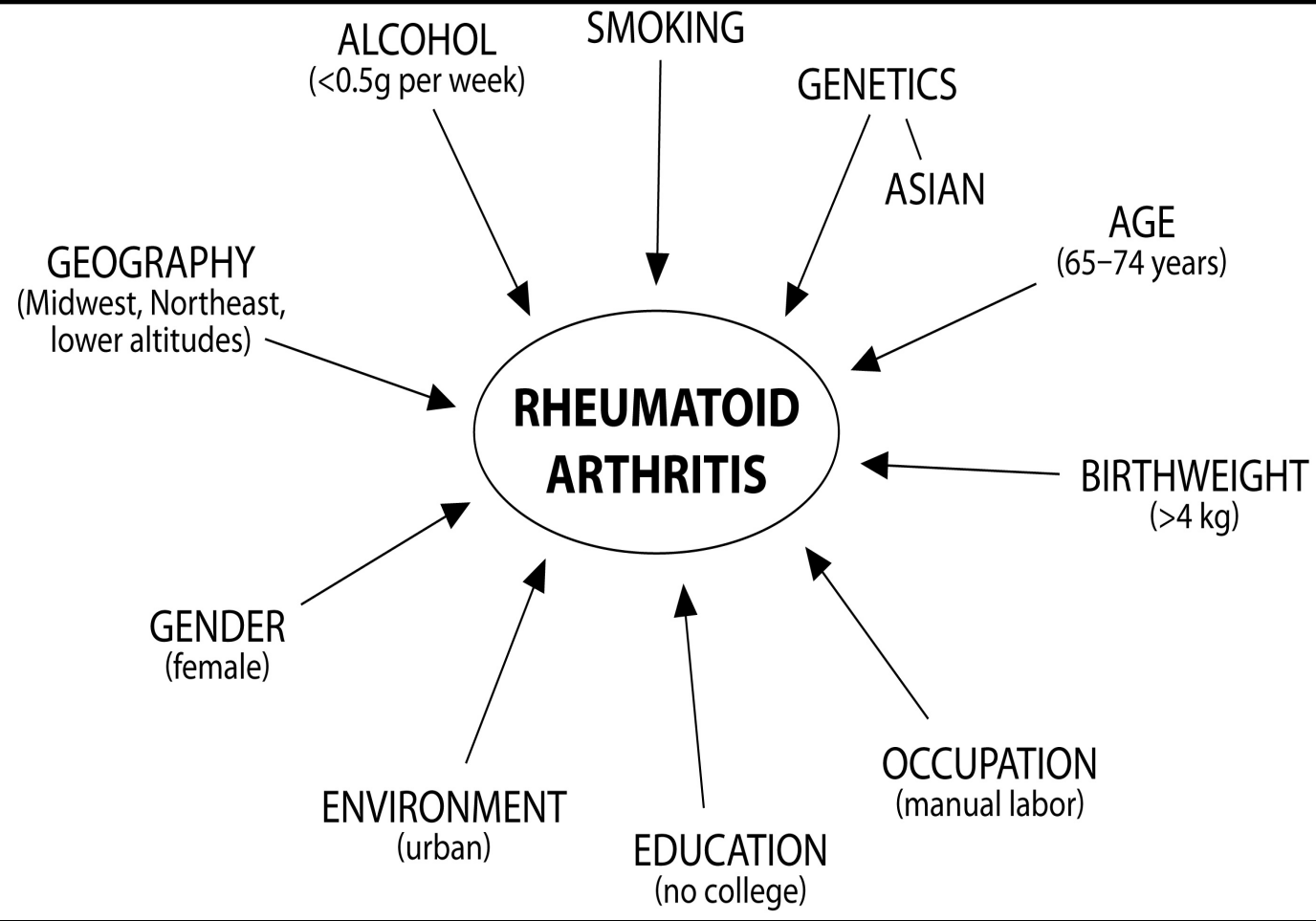
- Tips on organizing your review of literature section:
 - Two different approaches:
 1. Present articles chronologically, with the oldest articles first
 2. Group articles according to common themes that are relevant to your topic

(Gitlin & Lyons, 2014)

Mini-Grant Project: Part One

Epidemiological Framework

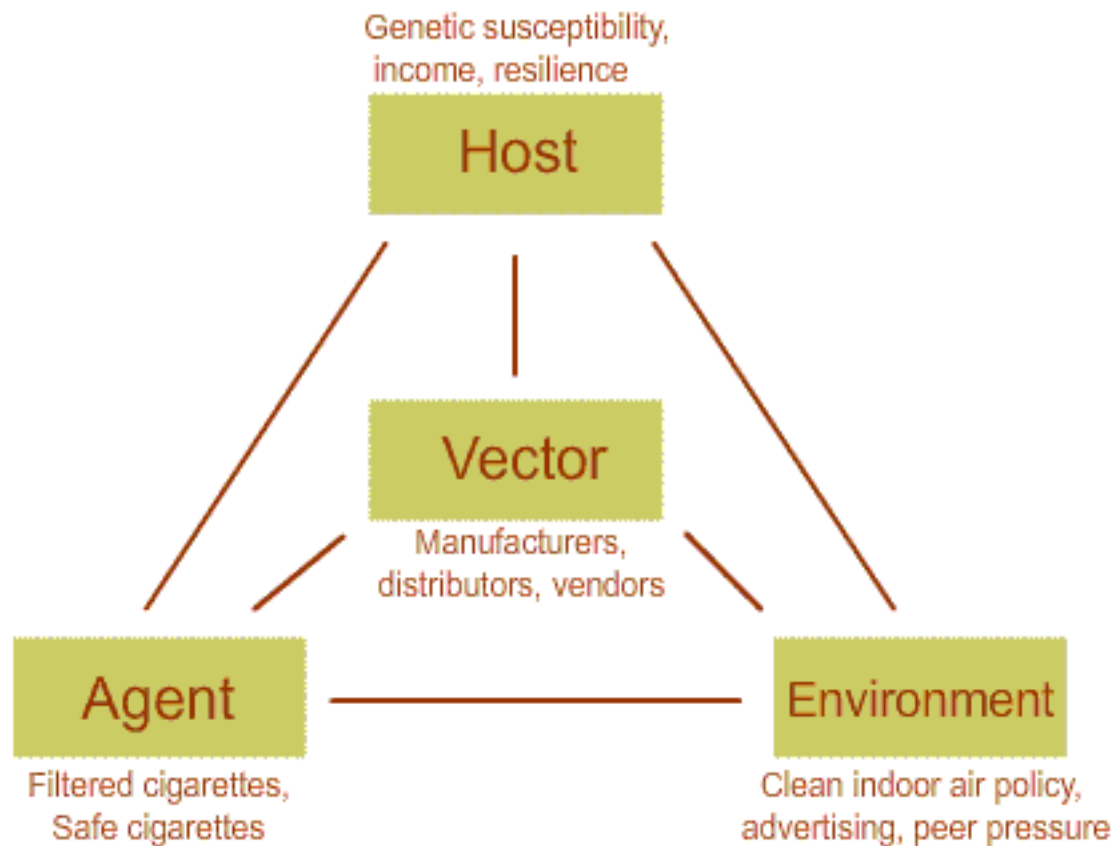
Example: Web of Causation for
Rheumatoid Arthritis



Mini-Grant Project: Part One

Epidemiological Framework

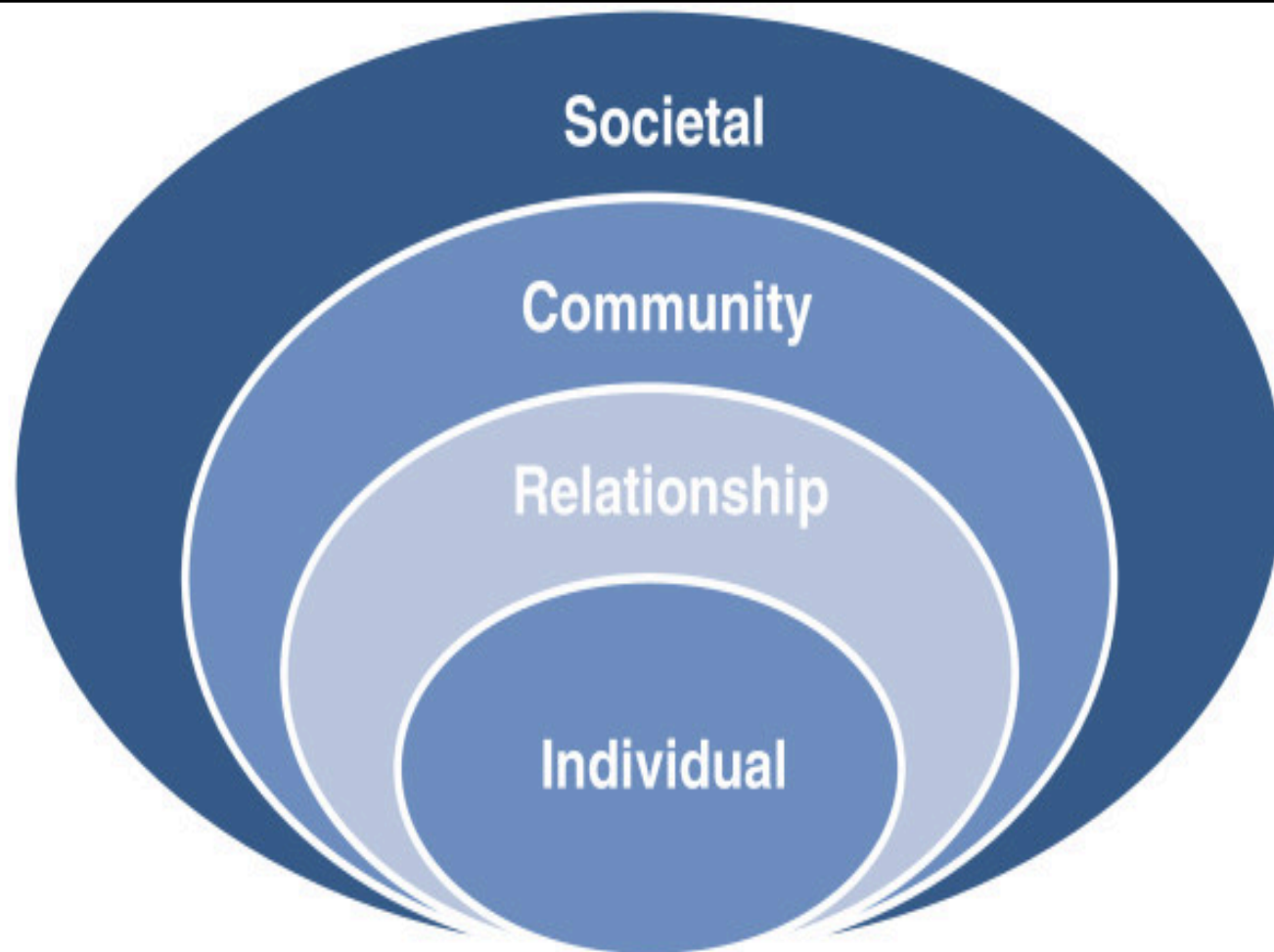
Fig. 3: Epidemiologic Triad Applied to Smoking-related Disease



Example: Epidemiological Triangle:
Smoking-related Disease
(The Pennsylvania State University, 2017)

Mini-Grant Project: Part One

Epidemiological Framework



The Social-Ecological Model

Individual: Knowledge, attitudes, skills

Relationship: Family, friends, social networks

Community: Design, access, connectedness, spaces

Societal: Cultural and social norms; health, economic, educational, and social policies that help to maintain economic or social inequalities between groups in society

Tips for Successful Grant Writing

- Writing a proposal is not easy! It takes a village!
- Begin early
- Apply early and often
- Don't forget to include a cover letter with your application
- Answer all questions
- If rejected, revise your proposal and apply again

(The Writing Center, University of North Carolina at Chapel Hill, 2014)

Tips for Successful Grant Writing

- Be explicit and specific
- Be realistic in designing the project
- Make explicit the connection between your research questions and objectives, your objectives and methods, your methods and results, and your results and dissemination plan
- **Follow the application guidelines exactly (Very Important!!)**

(The Writing Center, University of North Carolina at Chapel Hill, 2014)

Common Pitfalls in Grant Writing

Six Common Mistakes	
1. Significance	<ul style="list-style-type: none">• Not significant; not novel, exciting, or new• Lack of compelling rationale
2. Aims and objectives	<ul style="list-style-type: none">• Too ambitious, too much work proposed• Unfocused, conflicting, or inconsistent or unclear goals and aims• Limited aims and uncertain future directions
3. The experimental approach	<ul style="list-style-type: none">• Too much unnecessary experimental detail• Not enough detail on approaches, especially untested ones• Not enough preliminary data to establish feasibility

Common Pitfalls in Grant Writing

Six Common Mistakes	
4. Investigator	<ul style="list-style-type: none">• No demonstration of expertise or publications in approaches• Low productivity; few recent papers• No collaborators or no letters from collaborators
5. Environment	<ul style="list-style-type: none">• Little demonstration of institutional support• Little or no start-up package or necessary equipment
6. Budget	<ul style="list-style-type: none">• Over- or underbudgeting• Lack of adequate budget justification

Helpful Resources to Develop Skills

- Foundation Center's Proposal Writing Short Course:
<http://grantspace.org/training/self-paced-elearning/proposal-writing-short-course#budget>
- Guide for Writing a Funding Proposal by S. Joseph Levine:
<http://www.learnerassociates.net/proposal/>
- The University of Michigan: The Proposal Writer's Guide:
<http://orsp.umich.edu/proposal-writers-guide-overview>
- University of Southern California Proposal & Grant Writing Tips:
<https://research.usc.edu/for-investigators/proposal-and-grantwriting/>

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