

THE ART OF GRANTSMANSHIP FOR ECRS

PETER BAVERSTOCK

peter.baverstock@unsw.edu.au

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IT'S A COMPETITION

Having a very very good proposal is not good enough if others are better.

And the competition is tough!

GENERAL HINTS

- Start early – 3 months at least.
- Check past successful grant topics and amount – is your proposal in the right zone?
- Get advice on appropriateness from other past winners, the RSO, me.
- Find out the assessment process – especially the expertise of the Panel making the final decision.
- (contd)

GENERAL HINTS (contd)

- Pitch your proposal to the audience making the decision.
- Use short paragraphs – one idea per paragraph – maximum 6 lines
- NO ACRONYMS !!!!!!!!
- Use figures to ILLUSTRATE points.
- Figure legend to open with “Fig X – showing ..”
- (contd)

GENERAL HINTS (contd)

- Address the Selection Criteria one by one.
- Allocate space proportional to the weighting of the Selection Criteria.
- Finish your final draft at least 6 weeks before the closing date.
- Show your proposal to others, especially past winners, and **ESPECIALLY NON-EXPERTS!**
- (contd)

GENERAL HINTS (contd)

- Grab the reader's attention right from the start – BE EXCITING!!
- EXCITING title
- EXCITING summary
- EXCITING Aim.

MOST COMMON MISTAKES

- Pitching to the wrong audience.
- Excessively long paragraphs
- Acronyms.
- Inappropriate space allocation.
- Seeking too much money.
- Cramming

ARC LINKAGE AS AN EXAMPLE

- ARC grants of around \$110,000 pa for 3 years.
- Require matching cash plus in-kind to at least the \$ value being sought from the ARC.
- The cash contribution must be at least 25% of the cash being requested from the ARC.
- Requires the Partner Organization(s) to be **INTIMATELY INVOLVED** in the research.

ADVANTAGES OF LINKAGE OVER DISCOVERY

- National success rate of 40% (versus 19% Discovery)
- Faculty of Science consistently has success rate of 60% !!!!!
- Larger \$\$\$\$ grants – because of Partner Organization(s)' cash contribution.
- Average grant is 90% of the requested amount (versus 60% for Discovery).
- Can hold up to 4 Linkages

ADVANTAGES FOR ECRS

- Less emphasis on Track Record – 20% versus 40% for Discovery
- Easier to corral co-PIs with strong track records because higher limit on number of grants.
- Yet ARC Linkage is just as prestigious as Discovery – a good way for ECRs to get onto the ARC treadmill.

LINKAGE PROPOSALS

- Selection Criteria
 - i) Track Record 20%
 - ii) Significance and Innovation 25%
 - iii) Approach and Training 15%
 - iv) Research Environment 10%
 - v) Partner Organization Commitment **AND COLLABORATION 30%**

SPACE ALLOCATIONS

- S&I – 1.5 pages

Note – what is meant by Significance is SCIENTIFIC Significance; not economic, social, or environmental significance – these things belong in BENEFITS.

SPACE ALLOCATIONS (contd)

- POCC – 1.5 pages

By the nature of the Rules, ALL Linkage proposals are strong on Commitment.

So focus on explaining COLLABORATION – how are the POs intimately involved in the research.

ASSESSMENT PROCESS

- Application goes to 5 Assessors who are experts in your area.
- At the same time goes to an ARC Panel – specifically to the 2 persons on the Panel closest to your area.
- (contd)

ASSESSMENT PROCESS (contd)

There are just three Panels:

- i) Biology and Biotechnology
- ii) Physics, Chemistry, Earth Sciences, Engineering, Maths, Info Science.
- iii) Humanities, Creative Arts, Social Science, Behavioural Sciences, Economics.

le VERY broad-based.

ASSESSMENT PROCESS (contd)

- The Assessors' Reports come back to you for a Rejoinder.
- Reports plus Rejoinder to the Panel along with the 2 member Panel Scores.
- Assessors' Reports get 50% and Panel Scores 50%

(contd)

ASSESSMENT PROCESS (contd)

- The Panel will make up its own mind about:

Track Record

Significance and Innovation

Research Environment

Partner Org Commitment and Collaboration

But will be relying on Assessors for Approach
and Training

PITCH

- You are writing ALL of the proposal except Approach and Training for non-experts in your area.
- But you are writing A&T for experts in your area.

MOST COMMON MISTAKES IN LINKAGE

- Pitching to the wrong audience.
- Excessively long paragraphs
- Acronyms.
- Inappropriate space allocation.
- Seeking too much money.
- Cramming
- Misinterpreting “Significance”

- Thank you for your attention