

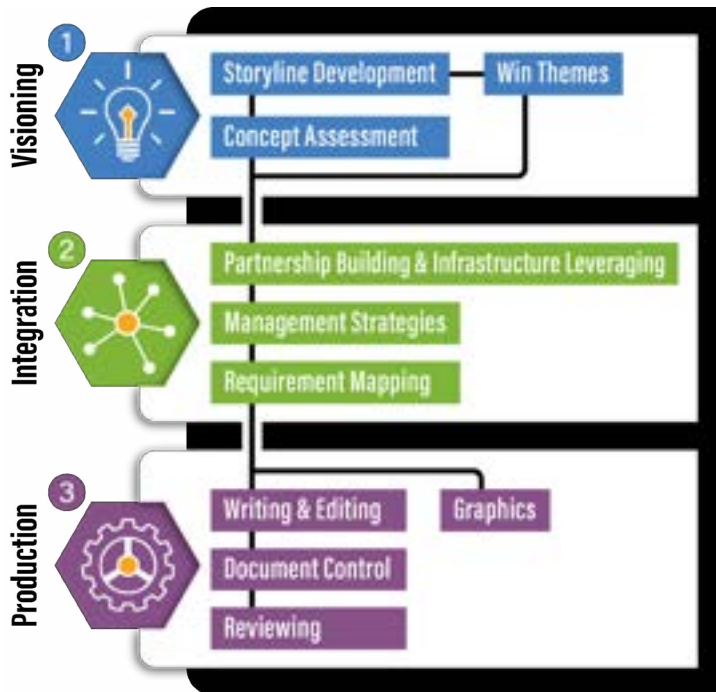
# Proposal Strategies and Resources

**Sally Bond**

**Director, Proposal Strategy and Development**

**Office of Research**

# Strategic Process and Resources



## Grant Writing Support

Welcome to the Research Development Services grant writing support site. Here you can access resources for your proposal development as well as request hands-on help from our team of grant writers. If you have any questions, contact [sbond@purdue.edu](mailto:sbond@purdue.edu)

 GETTING STARTED	 STORYLINE STRATEGY	 REQUEST A GRANT WRITER
 BOILERPLATE TEXT	 DATA MANAGEMENT PLANS	 BIOMEDICAL RESEARCH DEVELOPMENT
 SELF-HELP TOOLS	 BROADER IMPACTS	 AGENCY RESOURCES

# Getting Started

Overview

Getting Started

Storyline Strategy

Request Grant Writing Help

Boilerplate Text

Data Management Plans

Biomedical Research  
Development

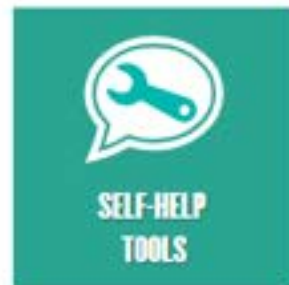
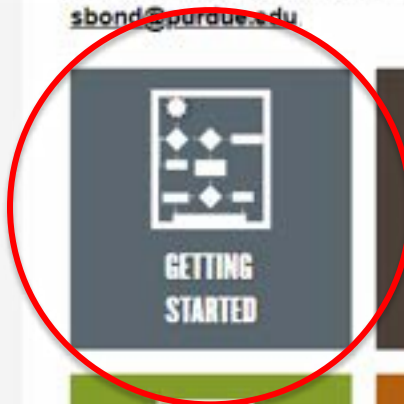
Self-Help Tools

Broader Impacts

Agency Resources

## Grant Writing Support

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# Getting Started: Quick Overview

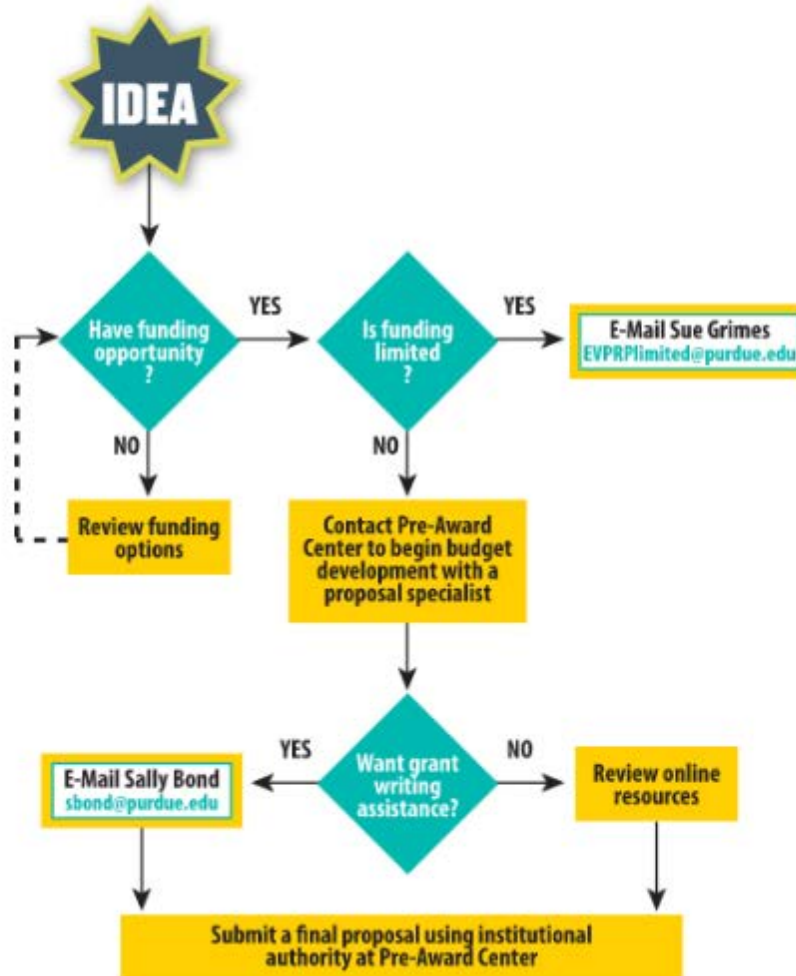
- Overview
- Getting Started
- Storyline Strategy
- Request Grant Writing Help
- Boilerplate Text
- Data Management Plans
- Biomedical Research Development
- Self-Help Tools
- Broader Impacts
- Agency Resources

## A Visual Guide to the Grants Process at Purdue



Where are you in the process?

Click on each flowchart box to find more information.



# Ask for Grant Writing Help



- Any award size
- Any agency
- External proposals only
- When? Sooner is better
- Concept storylines to shop your idea



# Proposal Preparation Process

## Tailored and intentional plan

General 10-week project timeline:

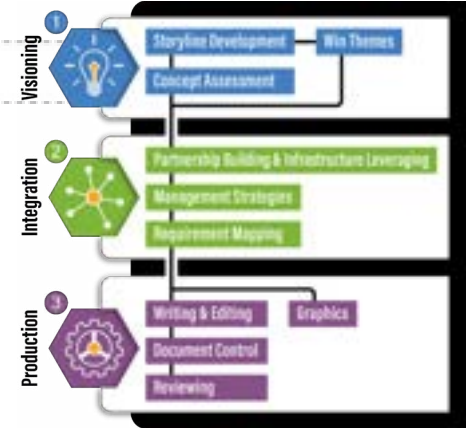
	1	2	3	4	5	6	7	8	9	10
<b>Analysis and Planning</b>										
Distribute documents noted in RFP										
Identify previously successful proposals										
Identify PI										
Notify Pre-Award Center for assigned budget specialist										
<b>Problem Overview</b>										
• What is the problem										
• What has already been done to address problem										
• What gaps remain										
• How we propose to address gaps										
Vision										
Goals										
Identify proposal win themes/discriminators										
<b>Program Officer Input</b>										
Contact PO	initial									
Team debrief on meeting										
Refine initial analysis/planning										
<b>Proposed Outline</b>										
Discuss/refine outline structure										
More detailed outline, if needed										
Identify graphics needed										
<b>Partnerships</b>										
Recruit collaborative partners										
Produce "talking points" brochure or website										
Recruit industry affiliates										
Recruit advisory board members										
Collect letters of commitment										
<b>Management and Personnel</b>										
Identify basic management structure										
Collect biosketches										
<b>Proposal Writing and Editing</b>										
Assign writing										
Write section components										
Compile 1 <sup>st</sup> draft										
Project team 1 <sup>st</sup> edit										
Any outside review input/edit										
Editing iterations										
Write summary or abstract										

Red Text: Important to have agreement (and explicit text for problem overview) prior to proposal writing

# Key Strategies

## Strategies for the strongest proposal submission

- 1 • Tell a compelling story
- 1 • Answer “Why you?”
- 2 • Be responsive to agency
- 3 • Know what reviewers need
- 3 • Plan for internal review



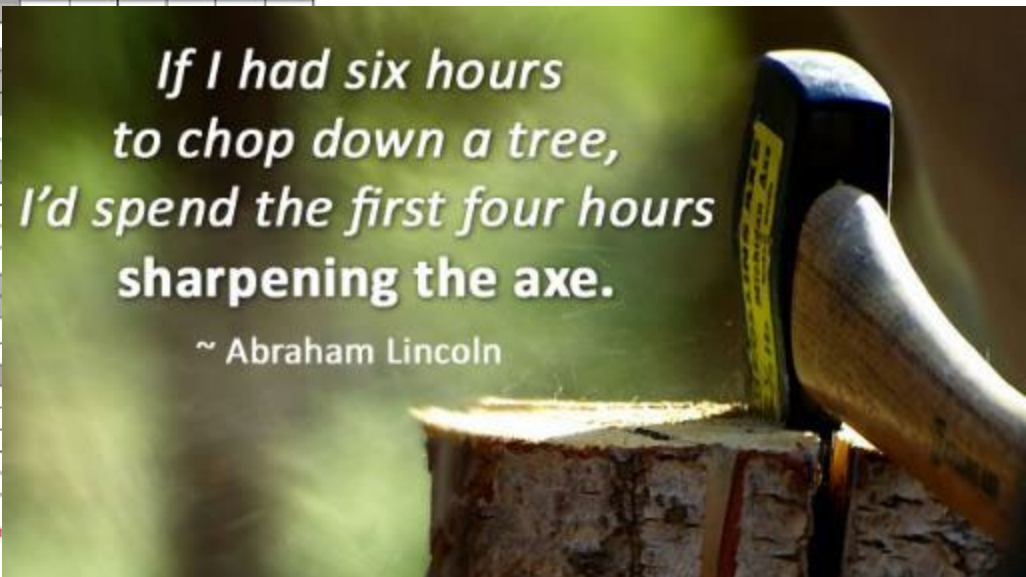
# Tell a Compelling Story

## Storyline first!

General 10-week project timeline:

	1	2	3	4	5	6	7	8	9	10
<b>Analysis and Planning</b>										
Distribute documents noted in RFP										
Identify previously successful proposals										
Identify PI										
Notify Pre-Award Center for assigned specialist										
<b>Problem Overview</b>										
• What is the problem										
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Project team 1 <sup>st</sup> edit										
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Editing iterations										
Write summary or abstract										

Red Text: Important to have agreement (and explicit text for problem)







# Tell a Compelling Story

## Strategies for the strongest proposal submission



- Tell a compelling story



- Answer “Why you?”



- Be res



- Know



- Plan fo

- Identify a problem beyond “it has not been done yet”
- Answer the “so what?”
- Think short elevator pitch
- Write for intelligent lay person
- Hook reviewers at outset



# Tell a Compelling Story

## Strategies for the strongest proposal submission



- Tell a compelling story



- Answer “Why you?”



- Be res



- Know



- Plan fo

- What is the problem?
- What has been done already to address the problem?
- What is the gap that remains?
- How do you propose to address this gap?



# Tell a Compelling Story

## Strategies for the strongest proposal submission



- Tell a compelling story



- Answer “Why you?”



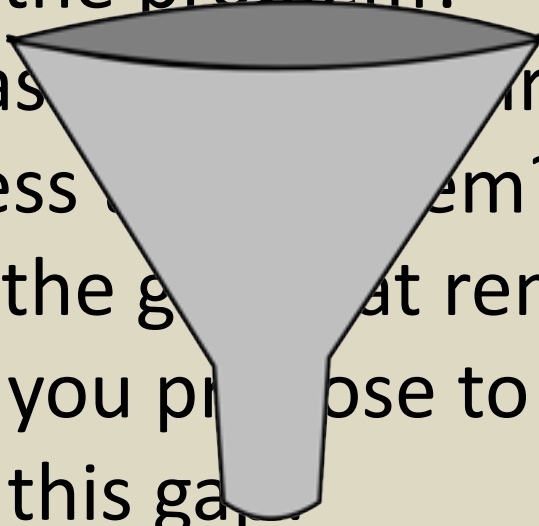
- Be res



- Know



- Plan fo

- 
- What is the problem?
  - What has already been done to address this problem?
  - What is the gap that remains?
  - How do you propose to address this gap?

## I. Significance and Rationale

Two dimensional (2D) methods such as 2D infrared (2DIR) and 2D electronic spectroscopy (2DES) offer unprecedented insight into the structure and dynamics of complex biomolecules, with applications ranging from photosynthetic energy transfer to peptide structural analysis. Unfortunately, while technical advances have greatly simplified the *collection* of 2D data, its *interpretation* remains difficult and often controversial due to the nonlinearity of the process and the complexity of biomolecular dynamics. This interpretation problem forms a major roadblock against what might otherwise be the most critical applications of 2D methods—from identifying amyloidogenic disease mechanisms to understanding the delicate interplay between vibrational and excitonic interactions in biological light harvesting. To overcome this challenge, an impressive array of quantum dynamics methods has been developed to simulate biomolecular 2D spectra and have contributed greatly to the interpretation of 2D data. Perhaps surprisingly, however, no fully classical framework for 2D spectroscopy has been thoroughly developed. Indeed, even existing *semiclassical* methods rely on the quantum response formalism and introduce classical system dynamics only *between* light-matter interactions. While fully classical *numerical methods* have shown promise for describing 2DIR spectra, the underlying *classical theory* remains complex, numerically intensive, and difficult to interpret. Similarly, fully classical descriptions of 2DES remain almost entirely unexplored despite well-developed classical models for *linear* electronic spectroscopy and encouraging semiclassical beginnings.

This gap in the knowledge base introduces both fundamental and practical challenges in interpreting 2D data. Fundamentally, without a classical “baseline,” it is unclear which features in 2D spectra are exclusively quantum-mechanical – this despite a decades-long discussion of quantum coherence in biomolecular 2D spectra. Such an exclusive reliance on quantum theory significantly limits the accessibility of 2D spectroscopy to a broad scientific audience, particularly in the structural biology community where 2DIR can potentially be most useful.

To address these limitations, I propose to develop a robust classical theory for 2D spectroscopy along with a systematic framework for quantum corrections and a suite of experimentally benchmarked computational methods for applying the theory to protein 2DIR spectroscopy. This “classical first” approach is a natural strategy for biomolecular systems whose functional dynamics typically operate in a quasi-classical limit. My key objectives are to:

- Develop a robust, physically transparent theory of classical 2DIR and 2DES by building on recent numerical demonstrations of molecular dynamics (MD)-based 2DIR and accurate classical electronic-oscillator models for exciton dynamics in pigment-protein complexes
- Establish a systematic framework for adding quantum corrections to classical 2D spectra,
- Apply this framework to develop fast, accurate protein 2DIR simulation methods for structural biology applications, using experimentally trained potential energy models, and
- Develop an experimental approach to 2D acoustic spectroscopy (2DAS) as a test for classical 2D theories and for use in science outreach and nonlinear spectroscopy education.

Mike Reppert  
Department of  
Chemistry



# Storyline to Concept Paper



## Preparing for a Successful Meeting with Your Program Officer

### You are more likely to receive valuable insight into the funding potential of your idea if you follow these steps:

- Make contact early (at least several months in advance).
- Do not make a “cold call.” Email a one-page concept paper along with your agency biosketch and request a phone appointment to discuss.
- Develop your concept paper using the format below. Grant writers in the Office of Research and Partnerships can help you develop this text. Email [sbond@purdue.edu](mailto:sbond@purdue.edu) to request help.

**Why a one-pager?** Distilling your ideas into a brief summary — one that starts with a compelling storyline — will best communicate project relevance, highlight the logic of your approach, and allow targeted rather than general feedback. Many program officers will not read more than one page since multiple pages represent a proposal review rather than an idea review. While you will not be told if you are “fundable,” the program officer can assess for program fit.

## For NIH Use Specific Aims Page

### Start with storyline:

- What is the human health problem?
- What has been done already to address this problem?
- What is the gap that still exists?
- How do you propose to address this gap?

**Briefly mention why this team is ideal for the project.**

**Aim X: Use a bold, concrete objective for each aim.** Describe each aim in one to three sentences that convey why this work needs to be done as well as what and how.

**End with paragraph on expected outcomes.**

## For All Other Funding Agencies Use Concept Page

### Start with storyline:

- What is the problem?
- What has been done already to address this problem?
- What is the gap that still exists?
- How do you propose to address this gap?

**List your goals/objectives.**

**Describe why this team is ideal for the project.**

**Overview methodology.**

**Summarize impact of your success.**



# Answer “Why You?”

## Strategies for the strongest proposal submission



• Tell a compelling story



• Answer “Why you?”



• Be responsive to agency



• Know w



• Plan for

- Identify win differentiators of expertise, facilities, prior work, campus environment, location
- Build team strategically not out of convenience
- Think people and institutions



# Be Responsive to Agency

## Requirement mapping



• Tell a compelling story



• Answer “Why you?”



• **Be responsive to agency**



• Know what the agency is looking for



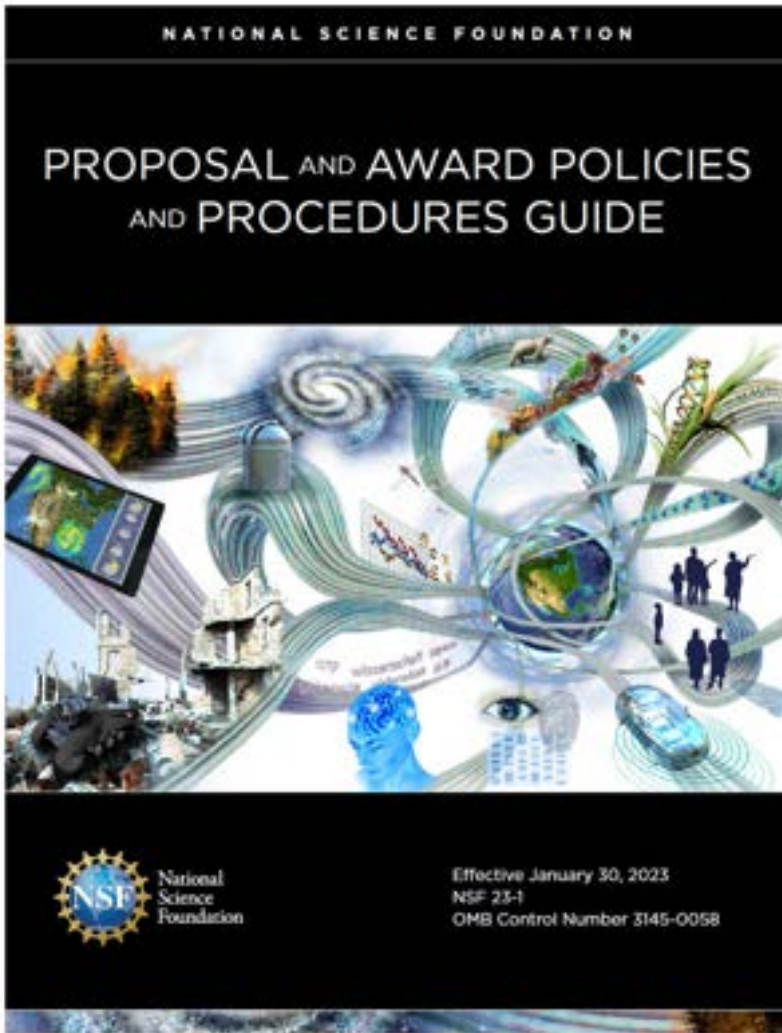
• Plan for it

- Follow all instructions
- **Always** outline before writing



# Be Responsive to Agency

Know agency guidelines as well as solicitation



## Faculty Early Career Development Program (CAREER)

Includes the description of NSF Presidential Early Career Awards for Scientists and Engineers (PECASE)

### PROGRAM SOLICITATION

NSF 22-586

#### REPLACES DOCUMENT(S):

NSF 20-525



National Science Foundation

Directorate for Biological Sciences

Directorate for Computer and Information Science and Engineering

Directorate for STEM Education

Directorate for Engineering

Directorate for Geosciences

Directorate for Mathematical and Physical Sciences

Directorate for Social, Behavioral and Economic Sciences

Office of Integrative Activities

Office of International Science and Engineering

Directorate for Technology, Innovation and Partnerships

Full Proposal Deadline(s) (due by 5 p.m. submitter's local time)

July 27, 2022

Fourth Wednesday in July Annually Thereafter

### IMPORTANT INFORMATION AND REVISION NOTES

Deadline changed to the 4<sup>th</sup> Wednesday of July at 5:00pm local time. Changed from the 2<sup>nd</sup> Monday of July

New optional single copy document for PECASE eligibility statement

Certification language added for departmental chair letter supplementary document

#### Other important information

- The PI needs to meet all eligibility criteria as of the annual deadline
- Certification regarding the minimum percentage appointment (tenure-track and tenure-track equivalent) for eligibility to the program
- Only one annual deadline applies to all CAREER submissions, regardless of Directorate
- Added guidance on the CAREER proposal submission timeline

Inviting and engaging proposal preparation and submission capabilities from FastLane to Research.gov is part of the ongoing NSF information technology modernization efforts, as described in [Important Notice No. 147](#). In support of these efforts, research proposals submitted in response to this program solicitation must be prepared and submitted via Research.gov or via Grants.gov, and may not be prepared or submitted via FastLane.

Any proposal submitted in response to this solicitation should be submitted in accordance with the revised NSF Proposal & Award Policies & Procedures Guide (PAPPG) (NSF 22-1), which is effective for proposals submitted, or filed, on or after October 4, 2021.

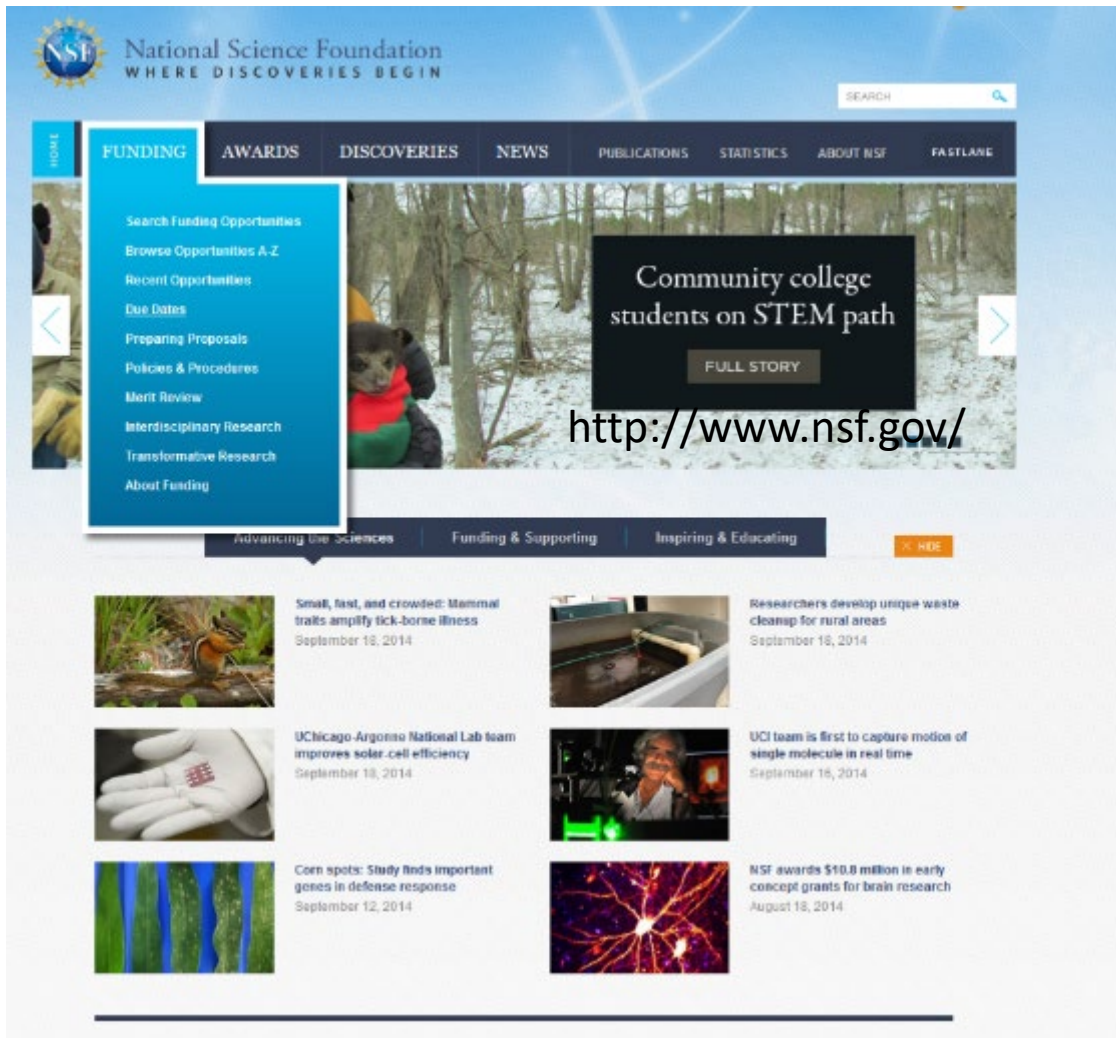
### SUMMARY OF PROGRAM REQUIREMENTS

#### General Information



# Be Responsive to Agency

Agency websites often show what was previously funded.



[www.nsf.gov](http://www.nsf.gov)

# Be Responsive to Agency

Each program page has “what has been funded” and map of recent awards.

**National Science Foundation**  
WHERE DISCOVERIES BEGIN

SEARCH

FUNDING AWARDS DISCOVERIES NEWS PUBLICATIONS STATISTICS ABOUT NSF FASTLANE

**Funding**

Find Funding  
A-Z Index of Funding Opportunities  
Recent Funding Opportunities  
Upcoming Due Dates  
Advanced Funding Search  
Interdisciplinary Research  
How to Prepare Your Proposal  
About Funding

Proposals and Awards  
Proposal and Award Policies and Procedures Guide  
Introduction  
Proposal Preparation and Submission  
Grant Proposal Guide  
Grants.gov Application Guide  
Award and Administration  
Award and Administration Guide

Award Conditions  
Other Types of Proposals  
Merit Review  
NSF Outreach  
Policy Office

Relevant  
GRANTS.GOV™

**Industrial Innovation and Partnerships**

**Partnerships for Innovation: Accelerating Innovation Research- Technology Translation (PFI: AIR-TT)**

CONTACTS

Name	Email	Phone	Room
Barbara H. Kenny	<a href="mailto:bkenny@nsf.gov">bkenny@nsf.gov</a>	(703) 292-4667	

PROGRAM GUIDELINES

Solicitation [14-569](#)

DUE DATES

Full Proposal Deadline Date: October 2, 2014  
Letter of Intent Deadline Date: March 13, 2015  
Full Proposal Deadline Date: April 14, 2015

SYNOPSIS

The NSF Partnerships for Innovation (PFI) program within the Division of Industrial Innovation and Partnerships (IIP) is an umbrella for two complementary subprograms, Accelerating Innovation Research (AIR) and Building Innovation Capacity (BIC). Overall, the PFI program offers opportunities to connect new knowledge to societal benefit through translational research efforts and/or partnerships that encourage, enhance and accelerate innovation and entrepreneurship. The subject of this solicitation is PFI: AIR-Technology Translation (PFI: AIR-TT). The PFI: AIR-TT solicitation serves as an early opportunity to move previously NSF-funded research results with promising commercial potential along the path toward commercialization. Projects are supported to demonstrate proof-of-concept, prototype, or scale-up while engaging faculty and students in entrepreneurial/innovative thinking.

**WEBINAR: A webinar will be held within 6 weeks of the release date of this solicitation to answer any questions about this solicitation. Details will be posted on the IIP website (<http://www.nsf.gov/eng/iip/pfi/air-tt.jsp>) as they become available.**

[What Has Been Funded \(Recent Awards Made Through This Program, with Abstracts\)](#)

[Map of Recent Awards Made Through This Program](#)

[News](#)

Email Print Share

Feedback ↑ Top

[What Has Been Funded \(Recent Awards Made Through This Program, with Abstracts\)](#)

[Map of Recent Awards Made Through This Program](#)

[News](#)

# Be Responsive to Agency

NIH RePORTer <http://projectreporter.nih.gov/reporter.cfm>.

The screenshot displays the NIH RePORTer website interface. At the top, the NIH logo and 'Research Portfolio Online Reporting Tools (RePORT)' are visible. A search bar is located in the top right corner. Below the header, there is a navigation menu with categories: QUICK LINKS, RESEARCH, ORGANIZATIONS, WORKFORCE, FUNDING, REPORTS, and LINKS & DATA. The main content area is titled 'NIH RePORTER' and includes a 'CHECK OUT FEDERAL RePORTER' button. The interface is divided into several sections: 'RESEARCHER AND ORGANIZATION' with fields for Principal Investigator (PI) / Project Leader (Last Name, First Name), Organization, Department, Organization Type, City, State, Country, Congressional District, and DUNS Number. There are also 'SUBMIT QUERY' and 'CLEAR QUERY' buttons. The 'TEXT SEARCH' section includes a search box, radio buttons for 'Add', 'Or', and 'Advanced', and checkboxes for 'Projects', 'Publications', 'News', 'Project Title', 'Project Terms', and 'Project Abstracts'. The 'PROJECT DETAILS' section includes fields for Project Number/Application ID, Agency/Institute/Center, NIH Spending Category, Funding Mechanism, Award Type, Activity Code, and Study Section. The bottom right corner of the page shows the number '19'.



# Be Responsive to Agency

NIH RePORTer <http://projectreporter.nih.gov/reporter.cfm>.

## Search Results

[Back to Query Form](#) [Save Query](#) [Share Query](#)

Export All Projects

<a href="#">PROJECTS</a> <a href="#">PUBLICATIONS</a> <a href="#">PATENTS</a> <a href="#">CLINICAL STUDIES</a> <a href="#">DATA &amp; VISUALIZE</a> <a href="#">MAP</a> <a href="#">LINKS</a> <a href="#">NEWS &amp; MORE</a>													
There were 3230 results matching your search criteria. <span>Records per page: 25</span> <span>Show/Hide Search Criteria</span>													
Click on the column header to sort the results <span>1 2 3 4 ... 128 129 130</span> <span>Page 1 of 130</span> <a href="#">Next</a> <a href="#">Last</a> <a href="#">»</a>													
T: Application Type; Act: Activity Code; Project: Admin IC; Serial No.; Year: Support Year/Supplement/Amendment													
	T	Act	Project	Year	Sub #	Project Title	Contact PI Project Leader	Organization	FY	Admin IC	Funding IC	FY Total Cost by IC	Similar Projects
<input type="checkbox"/>	5	R01	MH094473	03		<a href="#">LEARNING, NEURAL SIGNALING OF CONTROL, AND EARLY ADVERSITY IN DEPRESSION</a>	<a href="#">ABERCROMBE, HEATHER G</a>	UNIVERSITY OF WISCONSIN-MADISON	2014	NMH	NMH	\$493,154	
<input type="checkbox"/>	5	P50	MH086404	05		<a href="#">DOPAMINE DYSFUNCTION IN SCHIZOPHRENIA</a>	<a href="#">AL-DARGHAM, ANISSA</a>	NEW YORK STATE PSYCHIATRIC INSTITUTE	2014	NMH	NMH	\$1,005,204	
<input type="checkbox"/>	1	K01	MH102428	03A1		<a href="#">DECODING NEURAL SYSTEMS UNDERLYING AFFECTIVE PROSODY IN CHILDREN WITH AUTISM</a>	<a href="#">ABRAMS, DANIEL ARTHUR</a>	STANFORD UNIVERSITY	2014	NMH	NMH	\$176,164	
<input type="checkbox"/>	5	K25	NS058573	05		<a href="#">TIME-RESOLVED MR METHODS FOR ANALYSIS OF CONTRAST AND FLOW VELOCITY IN ANEURYSMS</a>	<a href="#">ACEVEDO-BOLTON, GARIBEL ALEJANDRO</a>	UNIVERSITY OF CALIFORNIA, SAN FRANCISCO	2012	NIH	NIH	\$150,101	
<input type="checkbox"/>	5	R01	CA171651	02		<a href="#">DEVELOPMENT OF GOOGLE SYSTEM FOR FLUORESCENCE IMAGE-GUIDED SURGERY</a>	<a href="#">ACHLEFU, SAMUEL</a>	WASHINGTON UNIVERSITY	2014	NCI	NCI	\$558,269	
<input type="checkbox"/>	5	R01	MH094743	04		<a href="#">MOTIVATED MEMORY AS THERAPEUTIC TARGET</a>	<a href="#">ADCOCK, RACHEL ALISON</a>	DUKE UNIVERSITY	2014	NMH	NMH	\$483,300	
<input type="checkbox"/>	5	P50	MH094258	03	5306	<a href="#">CONNECTIVITY OF THE SOCIAL DECISION-MAKING SYSTEM</a>	<a href="#">ADDLERS, RALPH</a>	CALIFORNIA INSTITUTE OF TECHNOLOGY	2014	NMH	NMH	\$370,781	
<input type="checkbox"/>	5	P50	MH094258	03		<a href="#">THE NEUROBIOLOGY OF SOCIAL DECISION-MAKING</a>	<a href="#">ADDLERS, RALPH</a>	CALIFORNIA INSTITUTE OF TECHNOLOGY	2014	NMH	NMH	\$1,914,032	
<input type="checkbox"/>	5	K99	EY022824	02		<a href="#">THE CAUSAL ROLE OF INFERIOR TEMPORAL CORTEX IN OBJECT RECOGNITION</a>	<a href="#">AFRAZ, SEYED REZA</a>	MASSACHUSETTS INSTITUTE OF TECHNOLOGY	2014	NEI	NEI	\$106,833	



# Be Responsive to Agency

Outline before you write. Be consistent with formatting.

## Example of NSF-style proposal outline

### I. RATIONALE [2-5 pages]

#### • Storyline

- What is the problem?
- What has been done already?
- What is the gap that still remains?
- What do you propose to do to address this gap?

#### Goals and Objectives

- List goals and objectives (per goal)

#### Team Partnership

- Team expertise
- Targeted teacher and/or community college faculty participants
- Institutional commitment

#### Broader Impacts

- curriculum accessed by underrepresented students through targeted teacher recruitment
- community-based research activities
- integrating research activities into computing-related courses in local high schools
- role models from HCBU partner on HLBarco webinars
- presentation to parent-teacher organizations to include assessment results from DLRC-collected metrics
- presentations at both technology education conferences as well as K-12 STEM learning

### 2. NATURE OF TEACHER ACTIVITIES [3.5 pages]

- Need clearly articulated research projects and activities
  - Map to goals/objectives
- Teachers must be involved in research project for at least 6 weeks
- Must have orientation session at beginning of the program for the teachers to acquaint them with laboratory methods, safety procedures, analytical methods, etc.
- Address approach to research training being undertaken

#### Research Project

- Include overview statement of spectrum of research projects

#### Project 1

- Provide detailed descriptions of examples of research projects
  - Include who is doing what role
- Present plans that will ensure the development of RET participant-faculty interaction and communication
- How will you facilitate development of collegial relationships and interactions as teachers work closely in teams with university faculty and students?

#### Project 2

- Provide detailed descriptions of examples of research projects
  - Include who is doing what role
- Present plans that will ensure the development of RET participant-faculty interaction and communication
- How will you facilitate development of collegial relationships and interactions as teachers work closely in teams with university faculty and students?

#### Project Timetable

- Need Gantt-style chart such as this.
- Overview sentence

Program Initiative	Year one	Year Two	Year Three	Year Four	Year Five
CICAREST Administration					
Advisory Board Meeting					
DLRC Task and COC meeting					
Monitoring Academy					
Specialty Teacher Clinic					
Journal Club					
Departmental Transformation					
Faculty Forum					
Classroom Task @ PC					
All-Data Initiatives					
Transformational Task Force					
Faculty Working Committee					
Professional and Technical Review					
Building Networks					
Summer					
ROYAL Lecture					
Evaluation and Assessment					
STEM Career Assessment					
Space Resource Assessment					
Coaching Mentors					
Industry Mentors (paid and not paid)					
Additional Support					
Conferences and Workshops					
Faculty					
Network Analysis					
External Project Analysis					
Dissemination					
Webinars					
CEC Minutes to Academics					
Regional Assessment Meeting					
Publications					
Patent Presentation					

### 3. RESEARCH ENVIRONMENT [2.5 pages]

- Describe the experience and record of involvement with K-12/community college education and research of the PI
- Describe faculty who may serve as research mentors. Consider table such as:

Mentor Name	Dept./School	Expertise

- Describe institution
  - Include emphasis on cross-disciplinary partnership and past record of success in cross-disciplinary collaborations



# Know What Reviewers Need



• Tell a compelling story



• Answer “Why you?”



• Be responsive to agency



• Know what reviewers need



• Plan for

- Enable fast/quality review
- Use formatting as roadmap
- Think visually
- Write clear and concise

# Know Your Reviewer

**Be kind...you are not writing for yourself.**

---

- Use formatting as a roadmap
- Be generous with white space and clear graphics
- Write to broader expertise
- Readability....shorter sentences, active voice, proofread

# Know Your Reviewer

## Parallel formatting provides a roadmap to help your reviewer

**Goal 1: [title]**  
**Name (lead): Names**

- Provide overview of objectives so reviewers have a roadmap
  - Include how objectives integrate

**Objective 1.1 [Title] [text in line]**

- Technical gap to be addressed
- Preliminary data
- Tasks
- Risk mitigation

**Objective 1.2 [Title] [text in line]**

- Technical gap to be addressed
- Preliminary data
- Tasks
- Risk mitigation

**Objective 1.3 [Title] [text in line]**

- Technical gap to be addressed
- Preliminary data
- Tasks
- Risk mitigation

**Goal 2: [title]**  
**Name (lead): Names**

- Provide overview of objectives so reviewers have a roadmap
  - Include how objectives integrate

**Objective 2.1 [Title] [text in line]**

- Technical gap to be addressed
- Preliminary data
- Tasks
- Risk mitigation

**Objective 2.2 [Title] [text in line]**

- Technical gap to be addressed
- Preliminary data
- Tasks
- Risk mitigation

**Objective 2.3 [Title] [text in line]**

- Technical gap to be addressed
- Preliminary data
- Tasks
- Risk mitigation



# Know Your Reviewer

## Avoid dense text by adding white space

### Format 1

The NEES collaboration created a total of 15 advanced equipment sites for experimental work dedicated to the reduction of the earthquake threat (Figure 4). The current experimental reach of the equipment ranges from the marine to the geotechnical to the structural environments and can address almost any technical question that may arise on issues related to the safety of the built-environment in earthquakes. Development of this massive array of experimental capabilities demanded an intense and sustained effort. In retrospect, it would appear that the leaders of research groups involved in the creation of the 15 sites were totally absorbed, as they should have been, in the proper development of a magnificent experimental capability across the U.S. Unfortunately, there were three unplanned and unintended results: 1) a negative perception among a portion of the research community that equipment access was not equitable; 2) most, if not all, of the research work initiated has not yet been of a quality to transform the engineering community culture; and 3) the information technology infrastructure, which had initially inspired the NEES concept of a network of interconnected laboratories, has yet to reach its potential. The metaphor of a powerful fleet of battleships at anchor is not irrelevant to the current status. Our goal is to get the fleet moving in harmony.

Rapid advance in engineering knowledge and capability requires at least four ingredients: 1) a driving need; 2) a large community of well-educated professionals; 3) financial support; and 4) competing centers of research and development. As emphasized by the tragic disaster in **Wenchuan**, PRC, in May 2008, there continues to be a critical need for advances in earthquake-loss reduction. Considering the seismic histories of population centers such as San Francisco, Los Angeles, Katmandu, and Istanbul, there is no basis for expecting the earthquake threat to abate in the foreseeable future. In large measure because of the encouragement of the National Science Foundation since the early 1970's, the U.S. is blessed with an impressively large community of professionals well trained in earthquake engineering and related sciences. The first two ingredients are very much in place. As long as the U.S. continues to have a strong economic profile and maintains its proven ability to plan beyond the immediate future, financial support for research and development in earthquake issues will continue. Our mission, then, is for NEES to take the lead in providing the competing centers of research and development to achieve catalysis of the existing essential ingredients as described below.

The seminal idea for the NEES network was the creation of an experimental-research infrastructure with many visions and capabilities at different research centers connected with a single purpose through the opportunity provided by information technology. The objective of creating a successful equipment infrastructure has been achieved. A driving challenge now is to resuscitate what was intended to be the cortex of the system: the information technology (IT) that can enable the required catalysis of ideas. Our overall strategy is designed to: 1) inspire the NEES researcher to pursue a more ambitious research agenda; 2) entice the rest of the research community to compete for the opportunity to benefit from the sites; 3) encourage academic researchers to interact with the professional engineers in order to accelerate the implementation of new knowledge in practice; and 4) develop a NEES community that will include all individuals, institutes, agencies, corporations, professional societies, and non-governmental organizations (NGO) interested in protecting society from the harmful consequences of earthquakes.

A brief look at the history of civilizations will reveal that the nuclear ingredient in their development has been the "agora," or the market. Using the opportunities provided by information technology, we plan to develop the intellectual equivalent of the agora in order to get the "fleet at anchor" moving at an ever-increasing pace. We will employ operational excellence, innovative computational tools, outreach that advances knowledge, and an environment for the catalysis of ideas. Among the qualitative and quantitative performance metrics for measuring our success and developing a compelling basis for continued operation are: 1) the *satisfaction* of users (including both physical and analytical researchers); NEEShub users; and education, outreach and training targets; 2) a *greater diversification* of users, research sponsors, operations sponsors, outreach community, and the NEEShub community; 3) *increased research productivity* in earthquake engineering, including the increased use of NEES equipment by remote users; 4) *greater impact* on codes, technical committees, professional societies, and research directions; and, eventually, 5) *reduced losses* from earthquakes.

### Format 2

The NEES collaboration created a total of 15 advanced equipment sites for experimental work dedicated to the reduction of the earthquake threat (Figure 4). The current experimental reach of the equipment ranges from the marine to the geotechnical to the structural environments and can address almost any technical question that may arise on issues related to the safety of the built-environment in earthquakes. Development of this massive array of experimental capabilities demanded an intense and sustained effort. In retrospect, it would appear that the leaders of research groups involved in the creation of the 15 sites

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Rapid advance in engineering knowledge and capability requires at least four ingredients: 1) a driving need; 2) a large community of well-educated professionals; 3) financial support; and 4) competing centers of research and development. As emphasized by the tragic disaster in **Wenchuan**, PRC, in May 2008, there continues to be a critical need for advances in earthquake-loss reduction. Considering the seismic histories of population centers such as San Francisco, Los Angeles, Katmandu, and Istanbul, there is no basis for expecting the earthquake threat to abate in the foreseeable future. In large measure because of the encouragement of the National Science Foundation since the early 1970's, the U.S. is blessed with an impressively large community of professionals well trained in earthquake engineering and related sciences. The first two ingredients are very much in place. As long as the U.S. continues to have a strong economic profile and maintains its proven ability to plan beyond the immediate future, financial support for research and development in earthquake issues will continue. Our mission, then, is for NEES to take the lead in providing the competing centers of research and development to achieve catalysis of the existing essential ingredients as described below.

The seminal idea for the NEES network was the creation of an experimental-research infrastructure with many visions and capabilities at different research centers connected with a single purpose through the opportunity provided by information technology. The objective of creating a successful equipment infrastructure has been achieved. A driving challenge now is to resuscitate what was intended to be the cortex of the system: the information technology (IT) that can enable the required catalysis of ideas.

#### Strategic Plan

Our overall strategy is designed to: 1) inspire the NEES researcher to pursue a more ambitious research agenda; 2) entice the rest of the research community to compete for the opportunity to benefit from the sites; 3) encourage academic researchers to interact with the professional engineers in order to accelerate the implementation of new knowledge in practice; and 4) develop a NEES community that will include all individuals, institutes, agencies, corporations, professional societies, and non-governmental organizations (NGO) interested in protecting society from the harmful consequences of earthquakes.



# Know Your Reviewer

**Sloppy writing = sloppy science**

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# Know Your Reviewer

**Mechanics matter. Sloppy writing = sloppy science**

Elemental mapping of animal tissues has been investigated, and results have been documented.

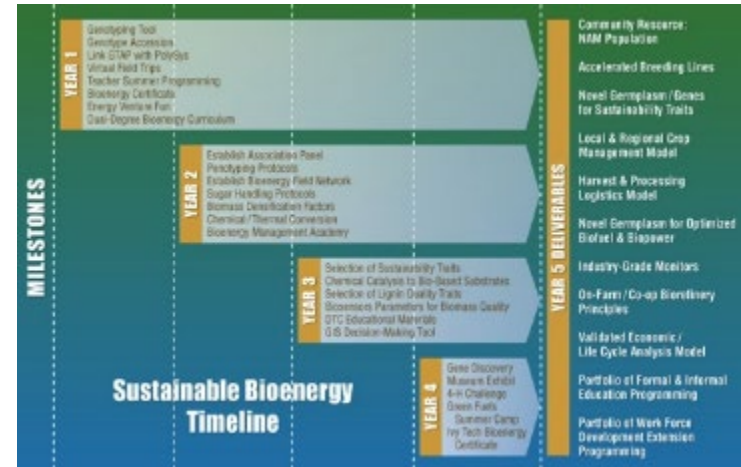
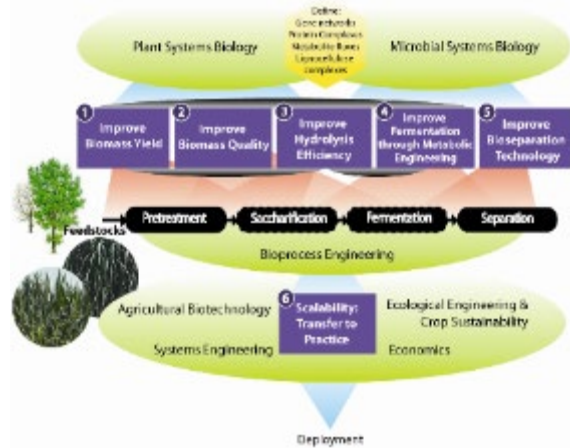
changed to:

We investigated elemental mapping of animal tissues and documented results.



# Know Your Reviewer

Use high-quality, easy-to-read graphics for conceptual and organizational info







# Know What Reviewers Need

**Use even simple visuals to summarize narrative when possible.**

<i>Research Schedule</i>	Year 1				Year 2				Year 3				Year 4			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>Aim 1: Develop a large animal acquired hydrocephalus model</b>																
Task 1.1: IACUC approval	■															
Task 1.2: Finalize kaolin injection protocol	■															
Task 1.3: Finalize MRI protocol	■	■														
Task 1.4: In vivo evaluation of acquired hydrocephalus model		■	■	■												
<b>Aim 2: Quantify the lifetime of self-clearing catheter in vivo</b>																
Task 2.1: Fabrication of dual-pore self-clearing catheter	■	■	■	■	■											
Task 2.2: Quantify impact of MRI on self-clearing catheter					■	■	■	■	■							
Task 2.3: Publication on MRI Interaction									■	■						
Task 2.4: Quantify self-clearing catheter performance and failure rate						■	■	■	■	■	■	■				
Task 2.5: Publication on self-clearing catheter in vivo performance											■	■				
<b>Aim 3: Quantify the effect of microactuation duty cycle</b>																
Task 3.1: Quantify the impact of prophylactic actuation									■	■	■	■	■	■	■	■
Task 3.2: Quantify the impact of rescue actuation											■	■	■	■	■	■
Task 3.3: Publication on the impact of prophylactic vs. rescue actuation															■	■



# Plan for Internal Review



• Tell a compelling story



• Answer “Why you?”



• Be responsive



• Know what you want



• Plan for internal review

- Leave time for team editing
- Plan review date at start
- Formal or informal

# Internal Review

## New eyes on your draft before submission

General 10-week project timeline:

	1	2	3	4	5	6	7	8	9	10
<b>Analysis and Planning</b>										
Distribute documents noted in RFP										
Identify previously successful proposals										
Identify PI										
Notify Pre-Award Center for assigned specialist										
<b>Problem Overview</b>										
<ul style="list-style-type: none"> <li>• <i>What is the problem</i></li> <li>• <i>What has already been done to address problem</i></li> <li>• <i>What gaps remain</i></li> <li>• <i>How we propose to address gaps</i></li> </ul>										
<b>Vision</b>										
<b>Goals</b>										
Identify proposal win themes/discriminators										
<b>Program Officer Input</b>										
Contact PO	initial									
Team debrief on meeting										
Refine initial analysis/planning										
<b>Proposed Outline</b>										
<b>Discuss/refine outline structure</b>										
More detailed outline, if needed										
Identify graphics needed										
<b>Partnerships</b>										
Recruit collaborative partners										
Produce "talking points" brochure or website										
Recruit industry affiliates										
Recruit advisory board members										
Collect letters of commitment										
<b>Management and Personnel</b>										
<b>Identify basic management structure</b>										
Collect biosketches										
<b>Proposal Writing and Editing</b>										
Assign writing										
Write section components										
Compile 1 <sup>st</sup> draft										
Project team 1 <sup>st</sup> edit										
Any outside review input/edit										
Editing iterations										
Write summary or abstract										

Red Text: Important to have agreement (and explicit text for problem overview) prior to proposal writing

# Internal Review

**Because sometimes what is obvious to you is not obvious to others**







**GETTING  
STARTED**



**STORYLINE  
STRATEGY**



**REQUEST A  
GRANT WRITER**



**BOILERPLATE  
TEXT**



**DATA MANAGEMENT  
PLANS**



**BIOMEDICAL RESEARCH  
DEVELOPMENT**



**SELF-HELP  
TOOLS**



**BROADER  
IMPACTS**



**AGENCY  
RESOURCES**

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## OFFICE OF RESEARCH AND PARTNERSHIPS

The [Office of the Executive Vice President for Research and Partnerships \(EVRBP\)](#) supports faculty in all aspects of research, including funding access, proposal development, research integrity, corporate and foundation relations, and interdisciplinary infrastructure. Suresh Garimella, Ph.D. is the current executive vice president for research and partnerships.

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Macromolecular Crystallography

C Nicklaus Steussy, Tim Schmidt, Purdue University Office of Research and Partnerships



# Data Management Plans



## DMP Development Resources

- [Purdue Libraries Data Management Guidelines](#)
- [Purdue-Affiliated dmptool.org](#) for data management plans templates, sample documents, and funder guidance.
- [Purdue's Research Repository \(PURR\)](#) contains step-by-step instructions for completing the data management plan requirements and citable boilerplate text that can be inserted into your DMP.
- [Data Storage Options at Purdue](#) explains different data storage options available to the Purdue community

## Sample DMPs from funded Purdue projects

[NSF Division of Engineering Education and Centers \(CISTAR 2017\)](#)

[NASA Space Technologies Research Institutes \(Dyke 2019\)](#)

[NSF Division of Behavioral and Cognitive Sciences \(Ma 2017\)](#)

[NSF Division of Research on Learning \(Ryu 2018\)](#)

# Broader Impacts and Education Plans



## What are Broader Impacts?



Broader impacts are the potential to benefit society and contribute to the achievement of specific, desired societal outcomes. They may be accomplished through:

1. the research itself
2. activities directly related to research projects
3. activities supported by and complementary to the project

A broader impact **statement** describes benefits and outcomes—not logistics.



"Cords" of research, education and outreach, and diversity-related activities integrate through your project to deliver **broader impacts**. For instance:

- Fuller Participation of Women, Persons with Disabilities, and Underrepresented Minorities in STEM
- Improved STEM Education and Educator Development
- Increased Public Scientific Literacy
- Improved Well-Being of Individuals
- Development of a Diverse, Globally Competitive Workforce
- Increased Partnerships among Academia, Industry, Government, and Non-Profits
- Improved National Security
- Increased U.S. Economic Competitiveness
- Informed Public Policy
- Enhanced Research and Education Infrastructure

(Coming Soon!)

Example Broader Impact Statements from Funded NSF Proposals

Steps to Develop an Education and Workforce Development Plan

Tip for Broadening Participation and Diversity, Equity, and Inclusion Plans

Other Broader Impact Resources

Request a Broader Impact Consultation



**Questions?**