

**FACULTY
SUCCESS
SEMINARS**



**University
of Idaho**

*Please keep your microphone
muted until the Q&A session*

STRATEGIES FOR SUCCESSFUL RESUBMISSIONS

**RESEARCH AND FACULTY DEVELOPMENT
FACULTY SUCCESS SEMINAR SERIES**

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Executive Proposal Development Specialist

Office of Research and Faculty Development

Please note that this session is being recorded

OFFICE OF RESEARCH AND FACULTY DEVELOPMENT (RFD)



I Mission: To provide the resources and services to University of Idaho faculty that enhance their success and productivity in their field of scholarly efforts, with the ultimate goal of growing the U of I's research enterprise

- Alignment with U of I strategic plan
- Across all disciplines



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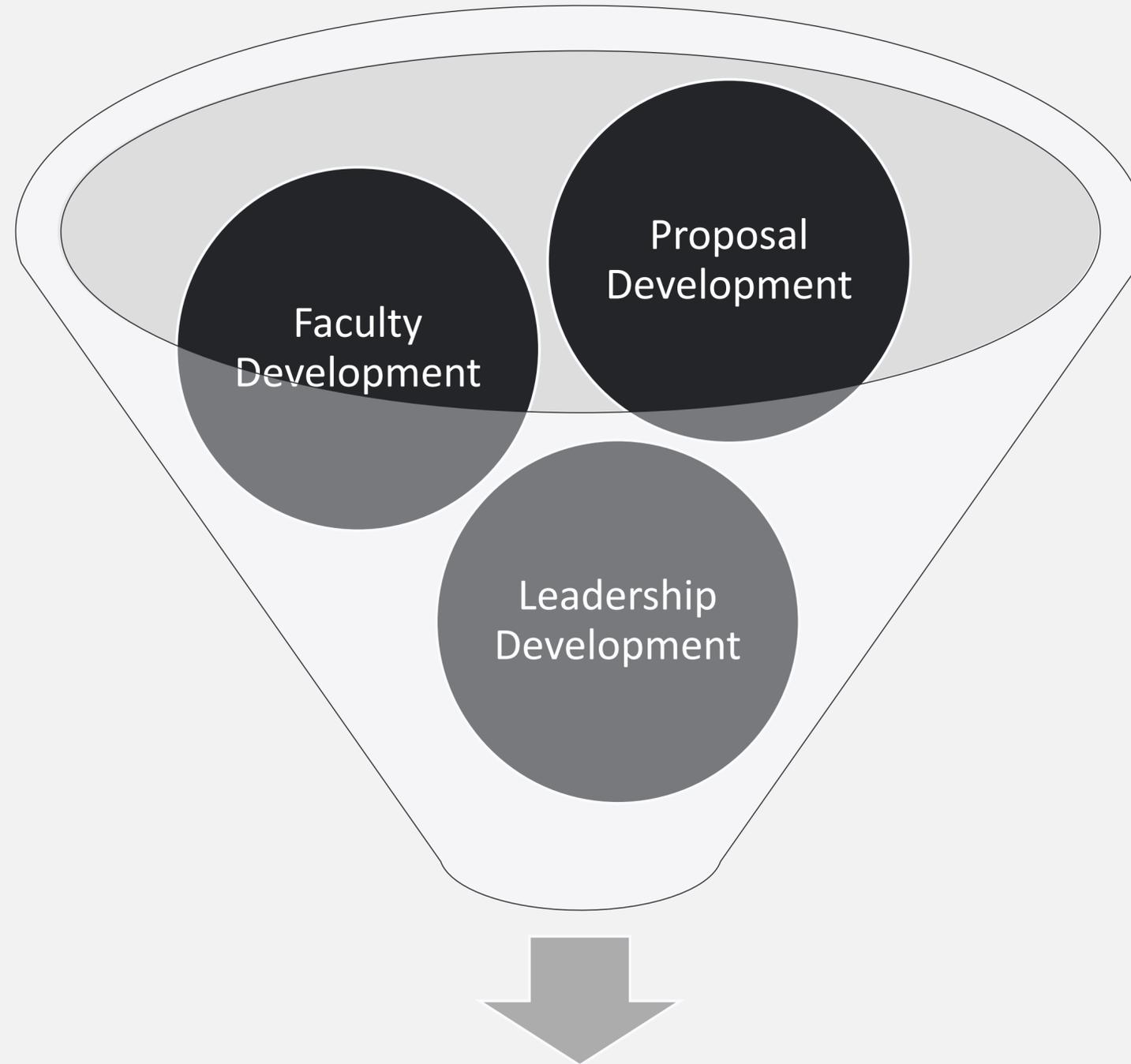
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WHAT DOES RFD DO?



Successful, funded research leaders

PROPOSAL DEVELOPMENT SERVICES



Level 0

- Brainstorming
- Strategic planning for submissions

Level 1

- Search for funding opportunities
- Training to use Pivot

Level 2

- Preparing to contact Program Officers
- Assessing “fit” of a proposed idea

Level 3

- Strategize for a resubmission
- Analyze reviews, develop responses

Level 4/5

- Ensuring proposal documents are clear, concise, cohesive, and responsive to the solicitation

Level 6

- Support for large, complex proposals
- Center grants, infrastructure, etc.



REQUEST RFD SERVICES

All services are optional and are granted on a first come, first served basis

FACULTY DEVELOPMENT OFFERINGS



FACULTY SUCCESS SEMINARS



I Program Officers and U of I experts

I Recordings and presentations available [here](#)

FALL 2021

- Sept. 8** Find Funding with Pivot, a Database of Grant Opportunities and More
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WE GUIDE THE DEVELOPMENT OF COMPETITIVE EXTERNAL GRANT PROPOSALS

ZOOM ID
uidaho.zoom.us/j/81586190096

Office of Research and Faculty Development

Email: ored-rfdteam@uidaho.edu
Website: uidaho.edu/orfd

LEADERSHIP DEVELOPMENT OFFERINGS



I Proposal Development Academy: *What You Need to Know Before You Write*

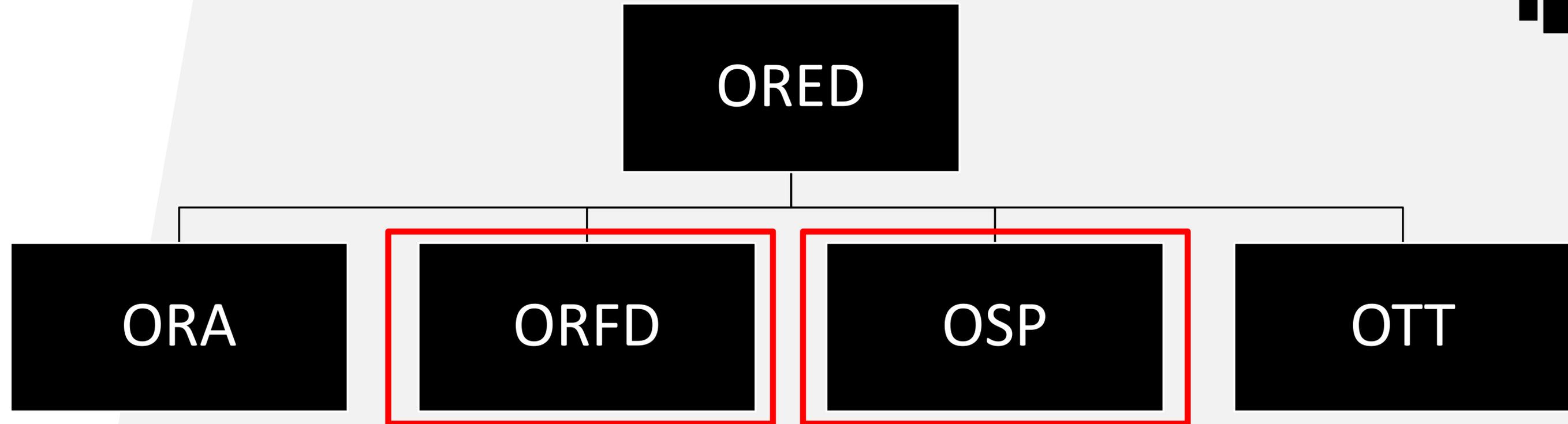
- Enhancing *grant readiness* of early-career faculty members

Topics
Developing a 5-year Research Funding Plan
Crafting A Research Funding Profile; Overview of Pivot
Uncovering Sponsors' Grant and Funding Data; Know your funder
Enhancing Your Grant Readiness: Contacting Program Officers; Institutional Resources
Dissecting Proposal Solicitations for Effective Proposal Writing
The Anatomy and Architecture of a Successful Proposal
Enhancing Your Grant Readiness: Collaborations, Colleagues, and Connections
Beyond the Narrative: Strategies for Supplementary Documents

- 9-week cohort program in Spring semesters
- Dean nomination to participate



OFFICE OF RESEARCH AND ECONOMIC DEVELOPMENT (ORED)



ORA: Office of Research Assurances

OSP: Office of Sponsored Programs

OTT: Office of Technology Transfer

OBJECTIVES



IN THIS SESSION, WE WILL DISCUSS:

- I** Proposal rejection and resubmission realities
- I** Some common reasons proposals fail
- I** Things you can do strengthen resubmissions
- I** RFD resubmission resources, services, and support
- I** Discussion and Q&A

Your proposal was declined

What does it mean?

I Most proposals are rejected

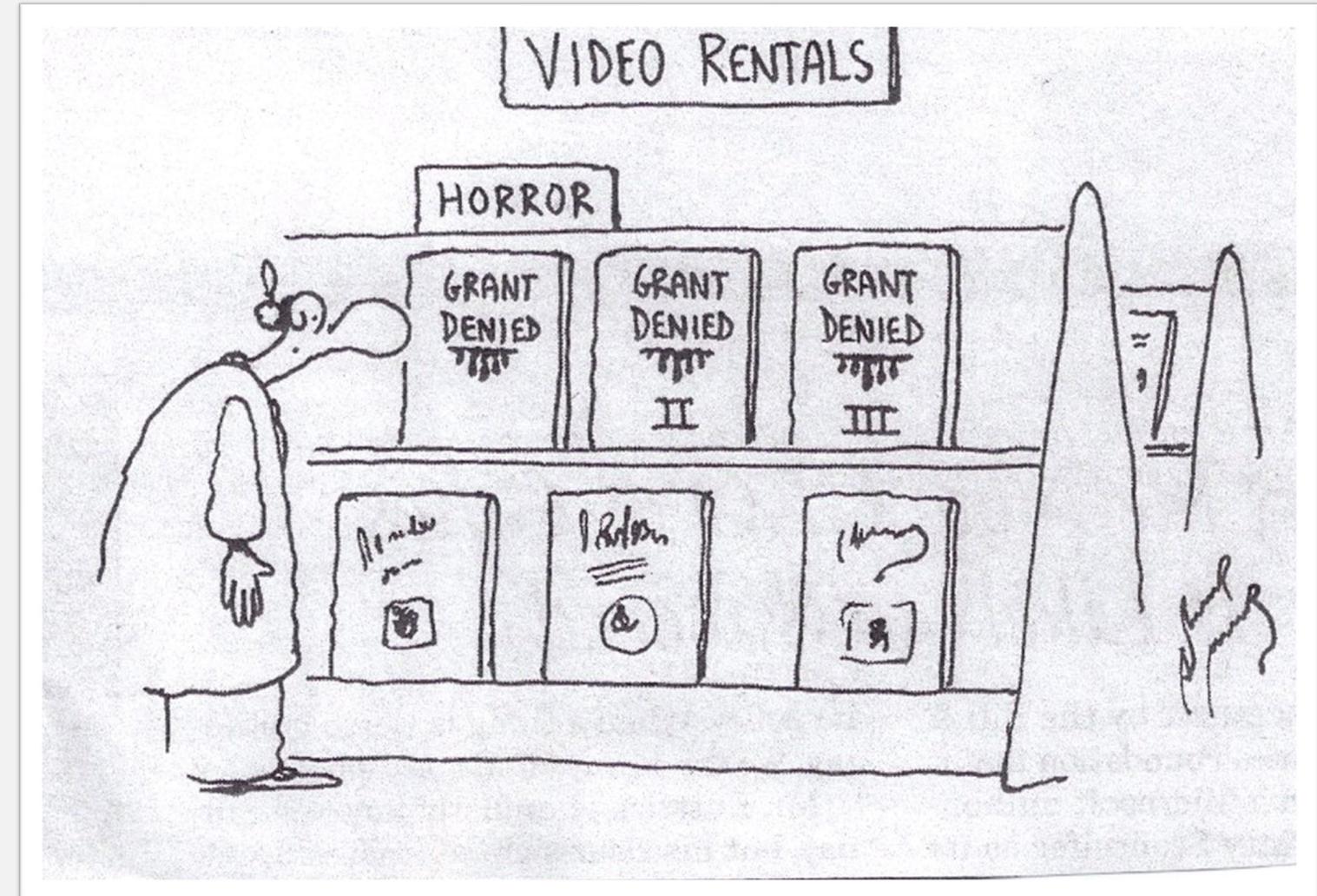
- ~75-90% of proposals are declined
- Avg # of proposals per applicant before funding = 3.6^1

NSF fund rate for PIs FY17-FY19²

Avg. # research proposals submitted to obtain an award = **2.3**

I Very few applications are funded on the first submission

I Rejection is a normal part of the grantseeking process



1. AtKisson Training Group, LLC. 2021. Planning and Writing Successful Grant Proposals. Workshop presentation to the University of Idaho.

2. National Science Board/National Science Foundation. 2020. [Merit Review Process: Fiscal Year 2019 Digest](#). December 2020.

Why Resubmit?



Rejection often leads to positive results

I Resubmissions have higher success rates

NIH RPGs & R01 Equivalent Grants (FY20) ¹	Success Rate
First Submission (A0)	15.1%
First Resubmission (A1)	31.9%

I Resubmission provides an opportunity to

- Understand reviewers' perspectives
- Develop an intentional strategy to be successful
- Improve your work and likelihood of success

I Planning for rejection is a crucial part of the granting process

Common Reasons Proposals Fail



- I** Administrative errors
- I** Misalignment with the program or sponsor
- I** Inadequate Resources or Team
- I** Issues with Intellectual Merit/Significance
- I** Project Design is unfocused, lacks detail
- I** Budget concerns
- I** Problems with Presentation

What to do if you are not funded

- I** Give yourself time to process the rejection, but...
- I** Resist the urge to react or defend
- I** Developing a plan can help you bounce back from rejection

Dear Sir, I have just read your rejection letter and I must say it is not up to the standard



What to do if you are not funded

Start with the comments from reviewers

- I Read the review, then put it away for a few days
- I Highlight every positive comment
- I Seek constructive feedback from experienced colleagues
- I Talk to your program officer
- I Create a document that groups reviewer comments by theme
- I Decide on a strategy
 - Decide whether to resubmit or submit it somewhere else.
 - Decide what you think you can and should fix and develop a plan.
 - Get help from the RFD team.



Tips for Contacting Your Program Officer



Start with the comments from reviewers

I Purpose

- Gauge whether proposal should be resubmitted
- Uncover helpful information on what you can and should fix
- Resist the urge to defend!

I Don't cold call the program officer

I Send an email to request a meeting

I Listen carefully to their suggestions/recommendations

I Take copious notes

Tips for Contacting Your Program Officer



Questions to ask – some examples:

- I** Was the project relevant to the program and their portfolio?
- I** Was a particular problem emphasized in discussion?
- I** Was there a particular issue that sunk the proposal?
- I** What's the probability of doing better based on review comments?
- I** Ask them to clarify cryptic or conflicting comments
- I** Anything to add that wasn't in the written reviews?
- I** Do they even want to see a resubmission?*
- *Written confirmation is required for Operation: Resubmission Support



Deciding whether to resubmit

Analyzing Reviewer Comments - questions to consider:

- I Were reviewers right? Can you see their point?
- I Where did reviewers agree? Any outlier comments?
- I Where did reviewers get it wrong? Why?
- I Did reviewers misinterpret text or figures?
- I Is more detail necessary?
- I Identify the core problem(s)
- I Can reviewer concerns be fixed? How?
- I Overall tone of the review (+ or -) ? Any fatal flaws?

Other Considerations for Resubmissions



Administrative and agency specific considerations

- I** Know & follow your sponsor's guidelines and restrictions
 - Some agencies allow/require reviewer response, others don't
 - If you aren't sure whether to include response to reviewers, ask your Program Officer

- I** Deciding to respond to prior review
 - Funding opportunity still active?
 - Adequate time to address identified weaknesses?
 - Other considerations, e.g., change in position, other grant awards

- I** *RFD team has expertise across agencies



Strategies to Strengthen Resubmissions



- I** Decide whether to resubmit or submit it somewhere else
- I** Decide what you think you can and should fix and develop a plan
- I** Develop action items to address weaknesses
 - Synthesis of reviewer comments organized by theme
 - Program officer feedback
 - RFD suggestions to increase competitiveness
- I** Take advantage of ORED and RFD resubmission resources, services, and support
- I** Don't delay – get an early start

RFD RESUBMISSION SUPPORT



Get to know RFD resources, services, & internal support programs

I Access proposal & leadership development resources

- Resources for Early Career Faculty
- Faculty Success Seminars

I Request proposal development assistance

- [Level 3: Resubmission Strategizing](#)

I Apply for resubmission support

- [Operation: Resubmission Support](#)

University of Idaho

APPLY GIVE VISIT

RESEARCH

MENU

REQUEST RFD SERVICES

RESEARCH > ABOUT RESEARCH > OFFICE OF RESEARCH AND FACULTY DEVELOPMENT

Office of Research and Faculty Development

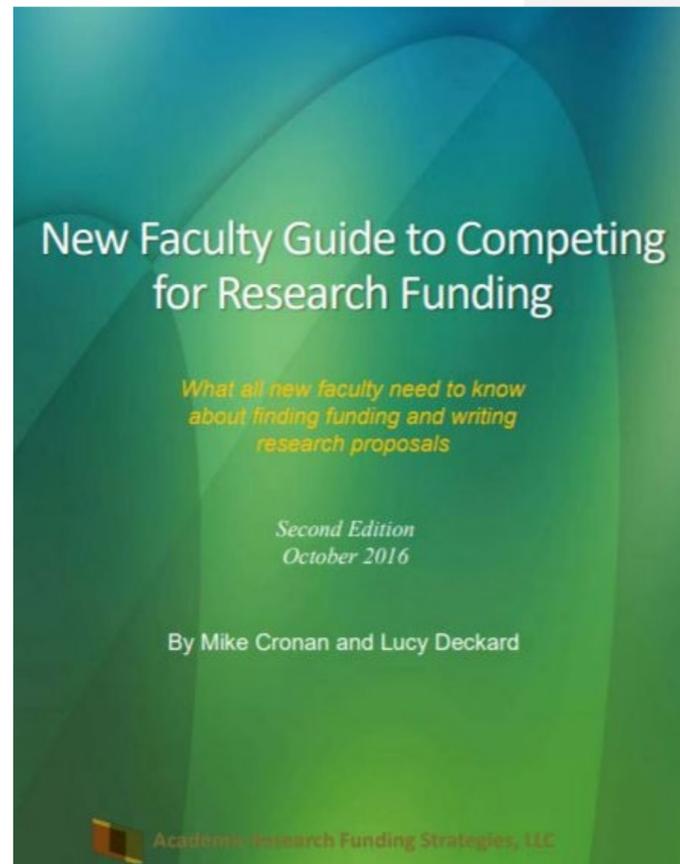
The Research and Faculty Development (RFD) team provides the University of Idaho faculty with resources and services to enhance the competitiveness of proposals across all disciplines. Our services fall into one of three broad categories: proposal development, research development and faculty development.

We provide first-come, first-served [proposal development services](#) to help faculty:

pivot
funding connected

Pivot accelerates the research process by integrating funding and collaborator discovery.

Proposal Development & Leadership Resources



I Resources for Early Career Faculty

- [New Faculty Guide to Competing for Research Funding](#)
Mike Cronan and Lucy Deckard, © 2016 Academic Research Funding Strategies, LLC

I Leadership Training for Early Career Faculty

- Proposal Development Academy: *What You Need to Know Before You Write*

I Faculty Success Seminars

- Tips for Successful Proposal Writing for All Disciplines ([Recording](#) | [Presentation](#))
- Assessing Your Grant Readiness ([Recording](#) | [Presentation](#))



Proposal Development Assistance

Level 3 Resubmission Strategizing Services



I Purpose: Review and discuss comments from panel reviewers on a submitted proposal, in preparation for developing a resubmission.

I How we can help:

REQUEST RFD SERVICES

- Review and discuss comments from panel reviewers
- Synthesize panel reviews, highlighting strengths and weaknesses
- Create a document that groups reviewer comments by theme
- Provide suggestions to increase competitiveness of resubmissions
- Help PIs prepare for meetings with program officers
- Help strategize Operation: Resubmission Support requests

Operation: Resubmission Support



- I Purpose:** ORED Internal funding program to support U of I faculty members looking to resubmit competitive federal grant proposals that received favorable reviews but were not funded
- I Available funds:** ~\$200K available in FY22
- I Deadline:** Rolling deadline
 - Program will close once funds are expended in FY22
- I Requirements**
 - Awardees must submit a Level 3 RFD service request and work with the RFD team to develop the resubmission proposal

Operation: Resubmission Support



I What the program funds

To address specific actionable issues raised during proposal review of a grant proposal to enhance the competitiveness of a resubmission.

Not a set limit – ask for what you need

Examples:

- Funds to generate preliminary data
 - *student salary support, supplies, travel, facilities fees, instrumentation time*
- Contracted Services
 - *external proposal reviews, graphic design*
- Travel
 - *project team meetings*

I What the program does not fund: faculty salary support

Operation: Resubmission Support



I How to apply

- Discuss your reviews and plans to address comments with Carly Cummings (ccummings@uidaho.edu)
- Submit applications through [InfoReady Review](#)

I Required application materials

- Reviews from sponsor
- Documentation of correspondence with Program Officer about resubmission
- Your response to the reviews, how you plan to address weaknesses
- Budget and budget justification for items to address weakness(es)
- Biographical sketch of the PI
- Timeline for resubmission

TAKEAWAYS



I Rejection is a normal part of the grantseeking process and resubmission is an opportunity to improve your work.

I Perseverance is key

- Make resubmission part of your regular practice
- Learn from every proposal rejection
- Always plan to resubmit



I Take advantage of RFD resubmission resources and services

- [Operation: Resubmission Support](#)
- [Level 3 Resubmission Strategizing Services](#)
- [Proposal Development Resources](#)

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Email: ored-rfdteam@uidaho.edu

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THANK YOU FOR COMING!



QUESTIONS?



Potential Remedies for Rejection



I Administrative

- Carefully review & follow sponsor/program guidelines

I Misalignment with sponsor goals/mission

- Know your funder
- Seek program officer feedback

I Resources

- Identify/add expertise, facilities, equipment, resources, budget, partners

I Intellectual Merit

- Emphasize innovation of the concept and approach, include comprehensive literature review, highlight prior research

Potential Remedies to Common Errors



I Project Design

- Demonstrate feasibility through preliminary data, pilot studies, publication record, access to resources, partners and collaborators

I Budget

- Know your funder, e.g., allowable costs, award range and ceiling
- Match and justify the budget to project scope/activities

I Presentation

- Improve the reader's experience – use white space, graphics, organization, format, signposting, non-technical language