

**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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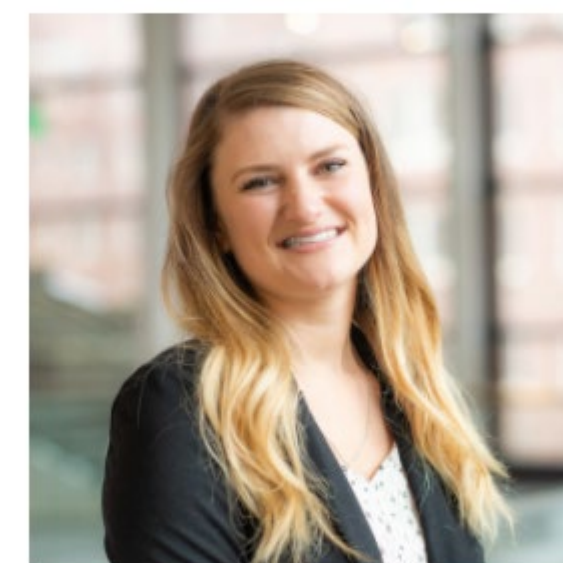


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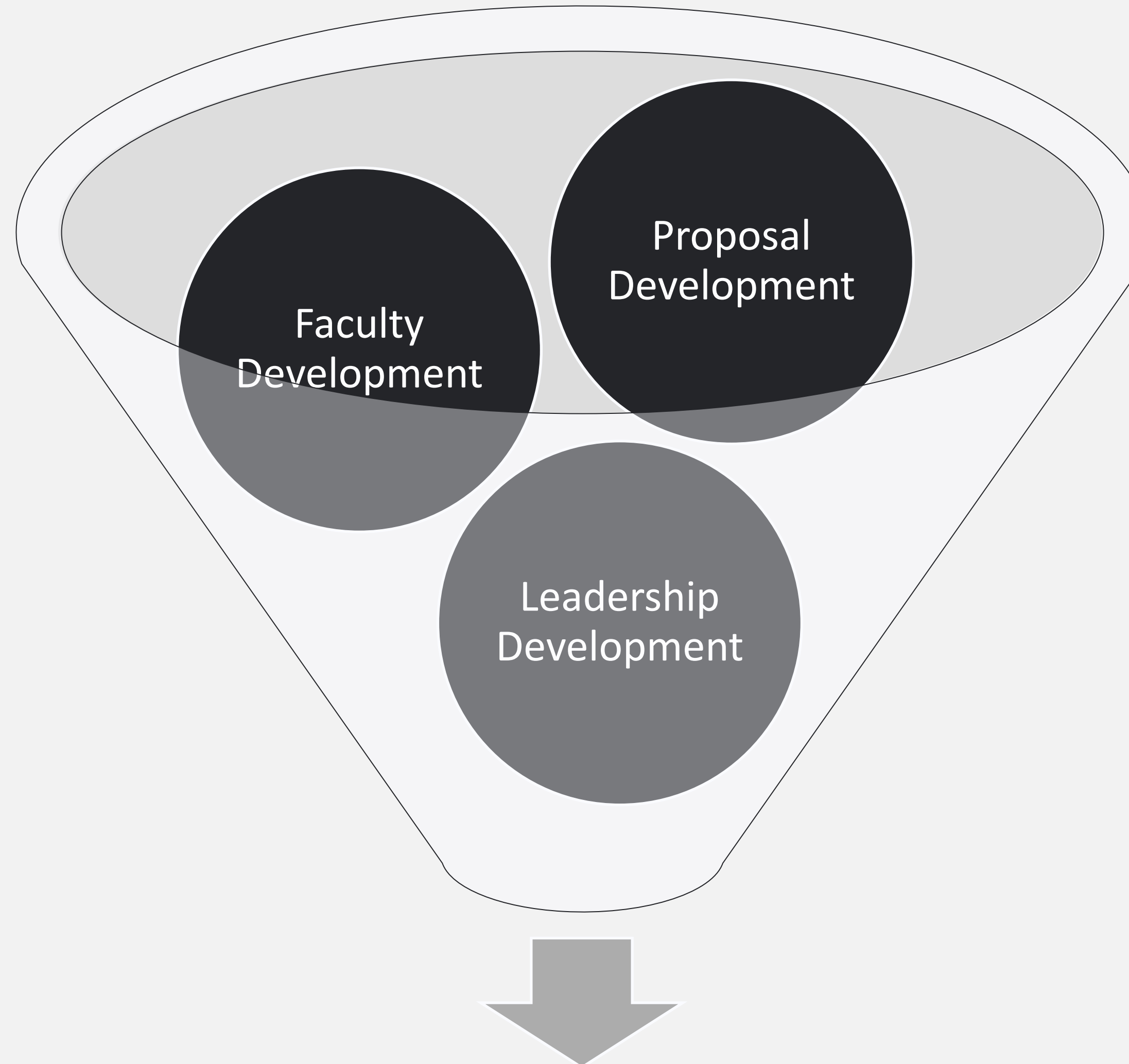
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WHAT DOES RFD DO?



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
- Sept. 15** M.J. Murdock Charitable Trust's Partners in Science Program
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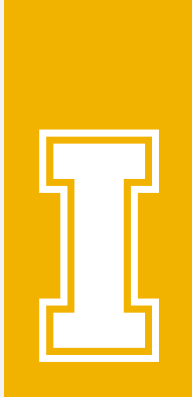
**WE GUIDE THE DEVELOPMENT
OF COMPETITIVE EXTERNAL
GRANT PROPOSALS**

ZOOM ID
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**Office of Research and
Faculty Development**

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LEADERSHIP DEVELOPMENT OFFERINGS



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

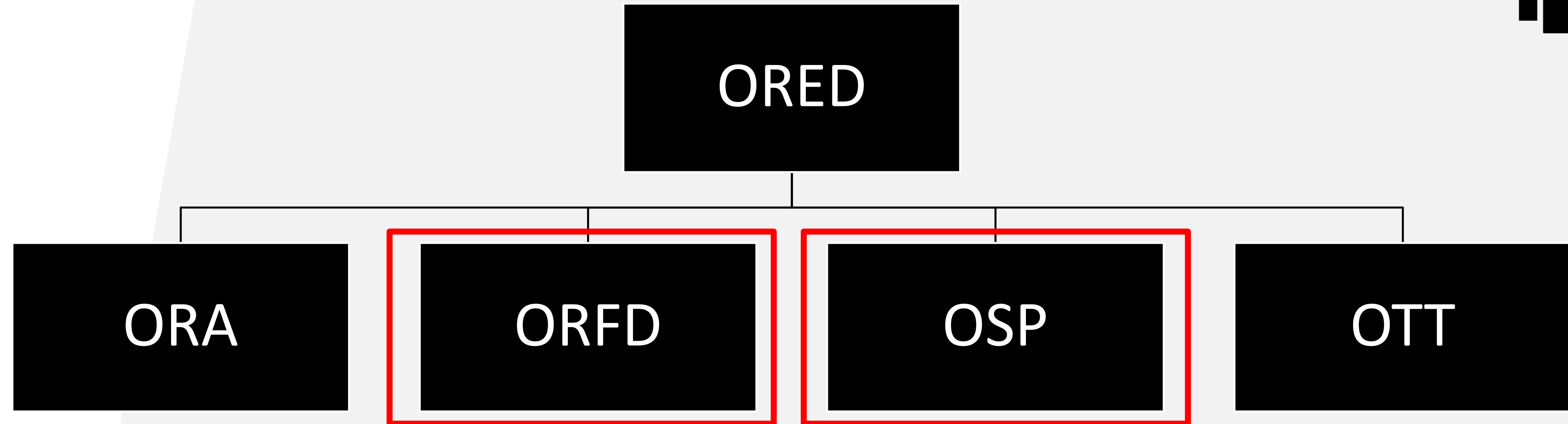
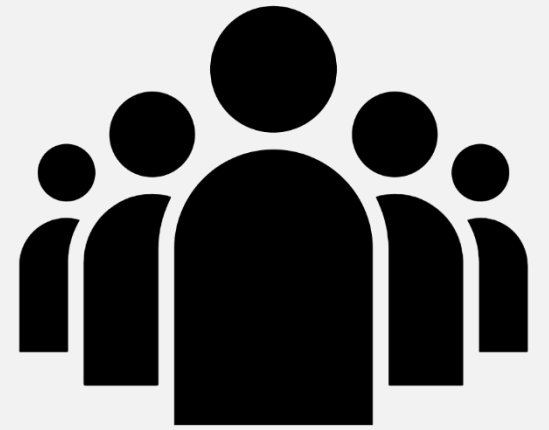
- Enhancing *grant readiness* of early-career faculty members

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

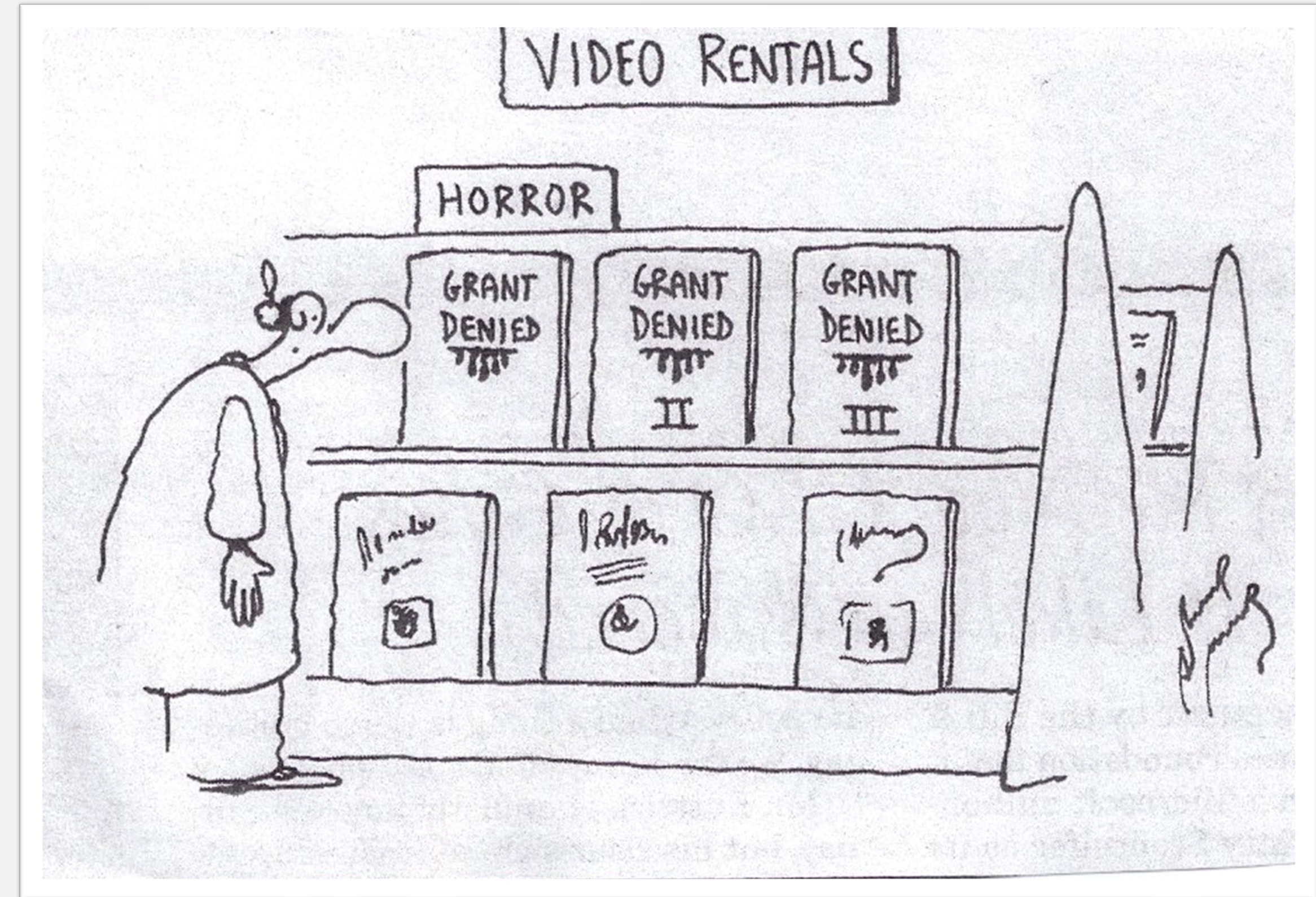
- ~75-90% of proposals are declined
- Avg # of proposals per applicant before funding = 3.6¹

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

1. [Table 214](#). NIH Research Project Grants (RPGs) and R01-Equivalent Grants. New Competing Applications, Awards, Success Rates, and Total Funding by Submission Number. Fiscal Years 2011-2020.

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:

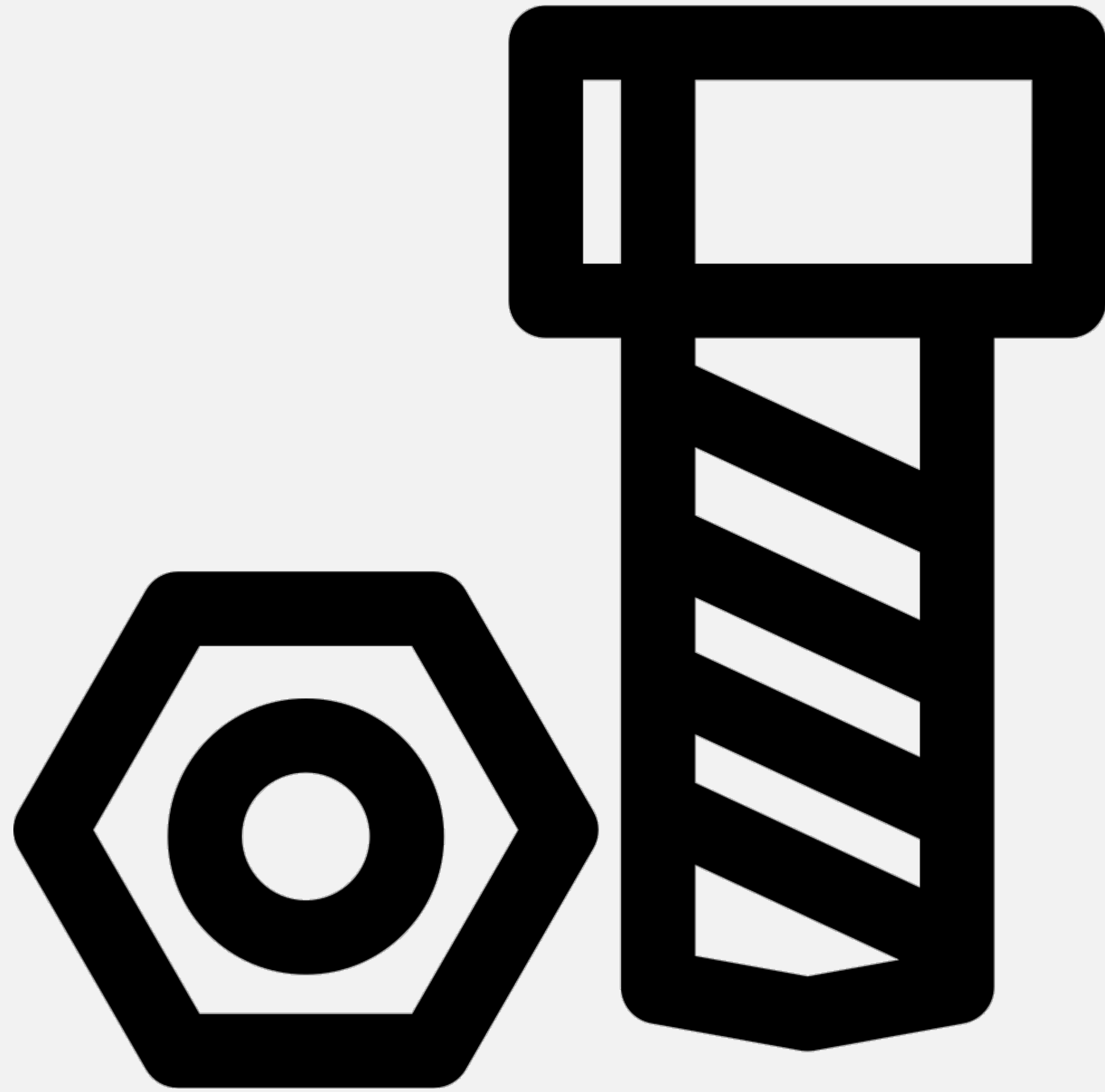
- I Were reviewers right? Can you see their point?
- I Where did reviewers agree? Any outlier comments?
- I Where did reviewers get it wrong? Why?
- I Did reviewers misinterpret text or figures?
- I Is more detail necessary?
- I Identify the core problem(s)
- I Can reviewer concerns be fixed? How?
-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

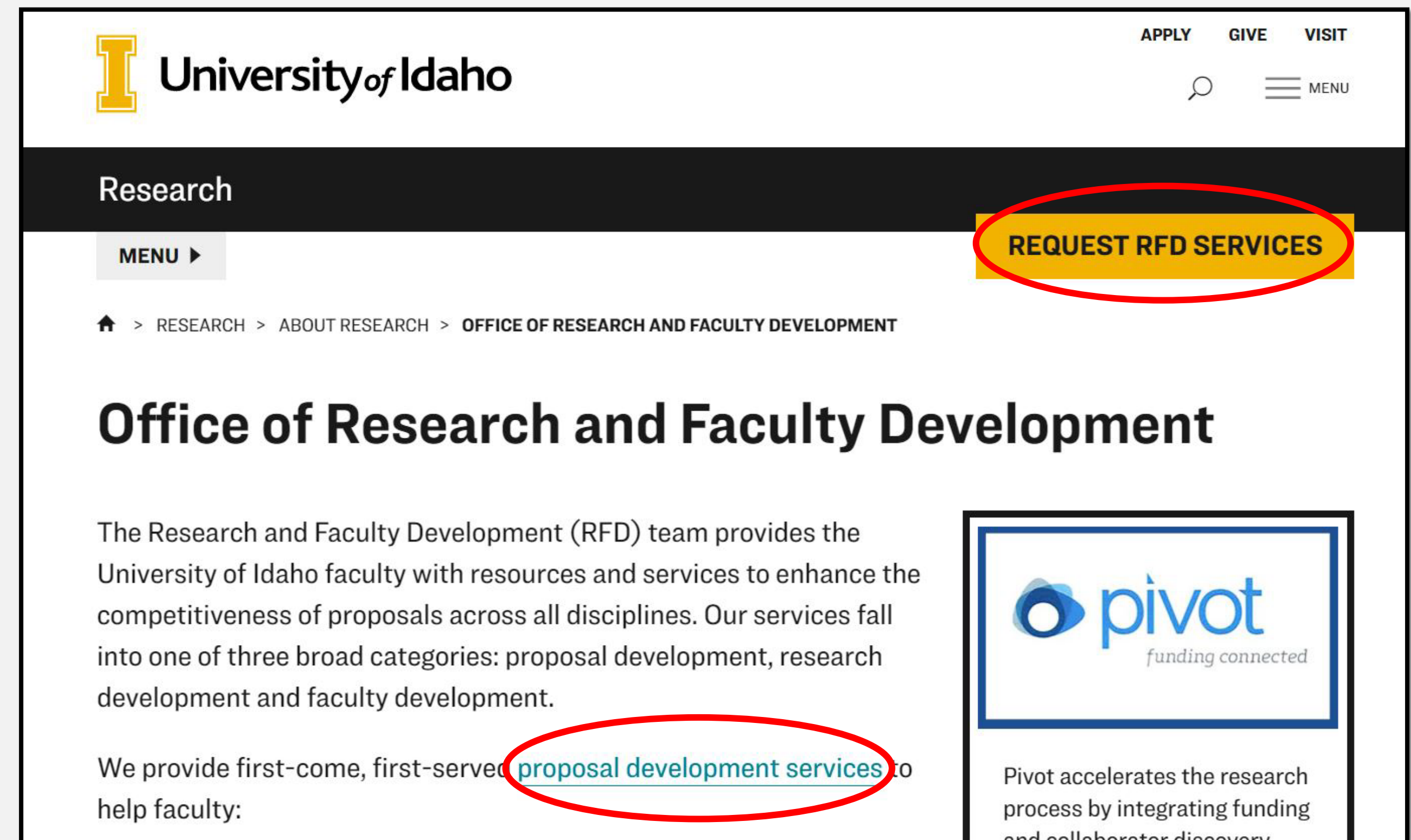
- Resources for Early Career Faculty
- Faculty Success Seminars

I Request proposal development assistance

- [Level 3: Resubmission Strategizing](#)

I Apply for resubmission support

- [Operation: Resubmission Support](#)



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



How to apply

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

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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**Office of Research and
Faculty Development**

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

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