

accelerate  
your success  
funding strategy planning



The GrantEd Group

# GrantEd

# Workshop Program

# 2021/22

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# GrantEd workshop program

 <p>Responding to demand</p>	 <p>Accessing support and resources</p>	 <p>Developing effective people and teams</p>	 <p>Designing and conducting valued research</p>	 <p>Capturing, measuring, evaluating and communicating</p>	
<p>Module 1: <b>Identifying demand for your research outside of academia</b>, end users and what research impact means to them</p>	<p><b>Scheme specific and general grant writing workshops</b></p>		<p>Module1: <b>Telling your story</b> – identify and write about past “successful” track record elements</p>	<p>Module1: <b>Designing an innovative, high-quality project</b> – unpacking innovation and project quality in your discipline</p>	<p>Module 1: <b>Academic impact</b> – how to plan for it, measure it and evaluate its significance and reach</p>
<p>Module 2: <b>Carving out an academic research problem</b> of significance to your discipline</p>	<p><b>ARC:</b> Preparing your ROPE  <b>ARC:</b> Preparing your DECRA (no ROPE)  <b>ARC:</b> Preparing your Future Fellowship (no ROPE)  <b>ARC:</b> Preparing your Linkage (no ROPE)  <b>ARC:</b> Preparing your Discovery (no ROPE)  <b>Cat 2/3:</b> Planning to win and manage category 2 and 3 partnerships and funding</p> <p><b>NHMRC:</b> Preparing your track record section  <b>NHMRC:</b> Preparing your impact case study  <b>NHMRC:</b> Preparing your Investigator Grant  <b>NHMRC:</b> Preparing your Ideas Grant</p> <p><b>Tenders:</b> Tender writing fundamentals  <b>General:</b> Essential elements of a research proposal</p>		<p>Module 2: <b>Planning for the future</b> – identify research career goals and plan career activities required to achieve these</p>	<p>Module2: <b>Building feasibility into a research project</b> – team expertise, environment and facilities, budget, time</p>	<p>Module2: <b>Research impact outside of academia</b> – how to plan for it, measure it and evaluate its significance and reach</p>
<p>All modules run for three hours and can be delivered face to face or online.                  Modules can be delivered standalone or paired.</p>					

# Responding to demand

## Identifying demand for your research

**This three-hour workshop is an opportunity to identify demand for your research beyond academia. Who needs your research? What are its significant drivers? You will develop the skills to respond to government, funder and industry expectations of research for impact. These include:**

- > Identifying who your research will benefit
- > Understanding stakeholder consultation and feedback requirements
- > Pinpointing end-user needs
- > Building a pathway to impact into your research planning.

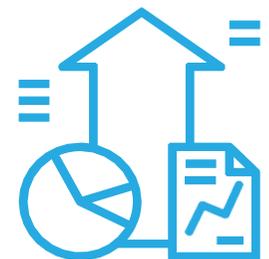
The content developed in this workshop will be useful for researchers applying for all categories of funding opportunities, ranging from blue sky discovery research to those interested in developing research partnerships with industry.

## Carving out an academic research problem

**This three-hour workshop outlines how to scope a significant and innovative problem that will have impact in your field. The session prompts participants to explore the following key questions:**

- > How will your research address an important problem in your discipline?
- > How will the research advance your discipline's knowledge base?
- > How will new concepts, methods or technologies be developed?

The content developed in this workshop will be useful for researchers applying for all categories of funding opportunities, ranging from blue sky discovery research to those interested in developing research partnerships with industry



# Developing effective people and teams

## Telling your story

**This three-hour session is an opportunity for you to identify and write about the key elements of a “successful” track record in relation to your funding and other professional contexts. Although research outputs (academic publications and NTROs) are important, increased value has also now been placed on your research leadership, significant research outcomes and associated research impact.**

For those planning to write a grant where your track record is assessed, this workshop will help you take stock of the track record you currently have. The content developed in this workshop will be useful for the ARC ROPE, NHMRC Track Record, CVs, awards nominations, your social media profile (e.g. LinkedIn), and other online platforms (e.g. university website.)

## Planning for the future

**This three-hour session is an opportunity to identify your short, medium and long-term research career goals and plan for career activities required to achieve these goals.**

These will include necessary significant outcomes, leadership, engagement, outputs and impact. You will develop the foundation of a career development plan as part of this workshop. The benefits include an improved ability to identify where best to allocate your time and effort.



# Assessing support and resources

## ARC: Preparing your ROPE

Even the most amazing project ideas won't fly without an outstanding researcher or team behind them. This three-hour session will outline how to carefully craft an ARC research opportunity and performance evidence section to effectively convey brilliance on paper, including developing an understanding of:

- > what funders are asking for
- > the difference between: research opportunity (RO), and performance evidence (PE)
- > how to write a compelling story about your past career opportunities, and the resultant significant achievements and research impact
- > how to weave this "proof of your worth" into the main proposal

## ARC: Preparing your DECRA or Future Fellowship application (no ROPE)

This three-hour session will assist researchers to:

- > understand the calibre of researcher they are competing against and self-assess their readiness and competitiveness
- > understand the grant environment from the assessors' perspective
- > understand the different parts of a DECRA application and what is required of them
- > plan your research proposal including what to write and strategies to consider
- > ensure their proposal meets the selection criteria
- > identify characteristics of a successful application
- > constructively analyse their own application as well as peers'.



# Assessing support and resources

## ARC: Preparing your Linkage application (no ROPE)

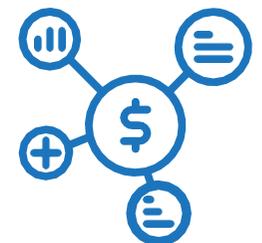
**This three-hour session will assist researchers to understand how to:**

- > support the initiation and/or development of long-term strategic research alliances
- > design competitive research projects to be conducted in collaboration with organisations outside the higher education sector
- > prepare a Linkage Project application that addresses industry need, market opportunity and meets the scheme objectives.

## ARC: Preparing your Discovery application (no ROPE)

**This three-hour session will assist researchers to understand how to prepare a Discovery application that:**

- > addresses a significant problem outside of academia
- > addresses a significant research problem for the discipline
- > is innovative and of high quality
- > is feasible
- > pulls together a team that underpins your project design

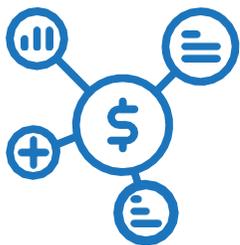


# Assessing support and resources

## NHMRC: Preparing your Investigator Grant

This three-hour workshop will develop researchers' knowledge and skills in planning and writing proposals for the NHMRC Investigator Grant scheme. In particular, this workshop will assist researchers to:

- > understand the calibre of researcher they are competing against and self-assess their readiness
- > write compelling, clear, succinct, and persuasive applications that best demonstrate:
- > their leadership, best five publications in the past 10 years and impact as a researcher
- > the expected knowledge gain of the research (quality and significance of their research proposal)



## NHMRC: Preparing your track record section

This three-hour workshop will develop researchers' knowledge and skills in planning and writing the track record section of an NHMRC Investigator or Synergy Grant, focusing on their leadership, best five publications in the past 10 years and impact case study.

- > We present our analysis of past winners of each Investigator level to help you benchmark yourself against the best health and medical researchers in Australia.
- > Publications - we impart our knowledge on the elements important to assessors when looking for quality in a publication list.
- > Impact - we cover the specific NHMRC understanding of Research Impact, and our suggestions on how to articulate (with verifiable evidence), covering:
  - the 'reach' and 'significance of impact resulting from a research program you contributed to
  - how your research program contributed to the impact, and
  - how you contributed to the research program.
- > Leadership - we cover the four Leadership questions in the Track Record, and what you should include in each.

## NHMRC: Preparing your impact case study

This workshop concentrates only on the impact case study aspect of the NHMRC track record criteria and will assist researchers to:

- > understand the NHMRC's definition of impact
  - > identify the key differences between knowledge, health, economic and social impact
  - > demonstrate research impact in an Investigator or Synergy Grant.
- > **NHMRC: Preparing your Ideas Grant**
- This three-hour workshop will develop researchers' knowledge and skills in planning and writing proposals for the NHMRC Ideas Grant scheme. In particular, this workshop will assist researchers to plan and their application for:
- > Research quality
  - > Innovation and creativity
  - > Significance
  - > Feasibility.

# Assessing support and resources

## Cat2/3: Planning to win and manage category 2 and 3 partnerships and funding

**This three-hour workshop will assist researchers to understand the fundamentals involved in attracting and winning non-category 1 funding (e.g. from consultancies, tenders and contracts), including helping them to:**

- > understand the differences between Category 1 funding and Category 2/3
- > develop an appreciation of partner expectations of research impact
- > realise the importance of relationship building prior to putting pen to paper
- > plan bid management including tools to utilise and strategies to consider
- > establish new connections
- > define and explain value and needs
- > understand the art of listening
- > identify the different forms of partnership
- > get to 'yes'
- > set up and manage an effective partnership project
- > manage when things go wrong.

## Tender writing fundamentals

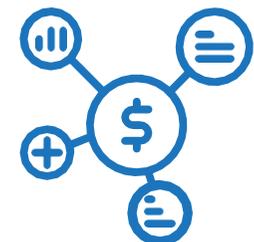
**This three-hour workshop will assist researchers to:**

- > develop an understanding of tenders and the important differences between tenders and grants
- > identify what purchasers (such as government) are really looking for
- > understand the relationships which need to be established to be "in the game"
- > develop a solution-focused, winning application.

## Essential elements of a research proposal

**Participants in this workshop will bring a project idea they would like to develop into a "grant library" of information they can use as a base for any funding application. In this three-hour workshop, participants will leave with a skeleton draft of information surrounding their project such as:**

- > the significant drivers and need for their research
- > how their research innovatively addresses an important problem in their discipline
- > how past outcomes of the applicant or applicant team make the new project feasible
- > the planned significant new knowledge, outcomes, products and/or services their project plans to deliver
- > engagements required prior to, during and after the project is executed to enable benefit and research impact



# Designing and conducting valued research

## Designing an innovative, high-quality project

In a highly competitive funding environment, the innovation of your project and quality way you plan to conduct it are crucial. This three-hour workshop focuses on assisting you to plan your project and critically analyse the extent to which it:

- > is genuinely innovative, in both its concept and planned approach, including providing evidence to convince assessors of your assertion
- > draws on and/or plans to develop an appropriate conceptual/theoretical framework, which logically underpins the planned project
- > is designed to draw on research methods considered robust and reproducible, and are best suited to achieving the expected outcomes of the project
- > articulates the explicit expected outcomes and how they cohesively work together to advance knowledge towards your aim (i.e. shows how your project is novel and addresses a gap in knowledge).
- > enhance your linkages with the international research community, and/or collectively enhances the international research in this discipline, and/or better places this Australian research internationally.

## Building feasibility into a project

Project feasibility relies on your project being designed with adequate resources and expertise to be successful on time and within budget. This workshop focuses on helping you develop a greater understanding of how to build feasibility into your research project by considering:

- > project design
- > team expertise
- > resources, facilities and collaborations
- > budget
- > time.



# Capturing, measuring, evaluating and communicating

## Academic impact – how to plan for it, measure it and evaluate its significance and reach

This three-hour workshop outlines how to build academic impact into all stages of research. In the first half of the workshop, participants will be guided through planning for impact from the start of your project; building strategic collaborations; and developing clear and realistic plans for research dissemination.

Tracking, demonstrating and reporting impact are crucial to ongoing academic success. The second half of the workshop focuses on choosing processes to measure the significance and reach of your research, and how to communicate your impact to institutions, peers and funding bodies.

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- > draws on and/or plans to develop an appropriate conceptual/theoretical framework, which logically underpins the planned project
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- > enhance your linkages with the international research community, and/or collectively enhances the international research in this discipline, and/or better places this Australian research internationally.

## Research impact outside of academia – how to plan for it, measure it and evaluate its significance and reach

Increasingly frequent expectation of funding bodies, academic employers, and industry partners. This three-hour workshop addresses this important part of the research process, prompting participants to build impact into their plans from the start. Topics covered include:

- > identifying stakeholders and end-users of your research
- > planning research to respond to end-user needs
- > building in processes for evaluating and measuring the significance and reach of your project
- > communicating benefit and impact to end-users, partners, funders and other stakeholders.

This workshop will benefit researchers who plan to or already work with industry partners, and those wanting to broaden their funding options to include ARC Linkage and Cat 2-4 opportunities.



# Workshop terms and conditions

- A maximum of 25 participants. Additional participants will be charged an extra fee. The cap of 25 does not include research office staff, who are most welcome to attend.
- Workshops are held between 9:30am and 12:30pm including a 15-minute break for morning tea at 10:45am, or 1:30pm and 4:30pm including a 15-minute break for afternoon tea at 3pm.
- For all modules delivered face to face, travel expenses will be charged as additional costs for clients outside of metropolitan Melbourne.
- When interstate travel costs can be shared between organisations, this will be apportioned out accordingly on your invoice.
- A quote will be sent to your organisation to which a purchase order must be raised in a timely fashion, prior to facilitation of any workshop.
- Workshop materials and recordings remain the intellectual property of The GrantEd Group and may not be copied or shared without the express written permission of The GrantEd Group.
- An invoice for each workshop will be raised and due for payment within 28 days of the end of the invoice month following the workshop.
- Your organisation will be responsible for supplying appropriate case studies (when needed).
- For face-to-face workshops, your organisation will be responsible for providing:
  - an adequate training room set up in workshop style
  - AV data projector
  - butcher's paper and markers
  - whiteboard and white board markers
  - catering for participants (morning tea or afternoon tea).
- For online workshops:
  - We will organise a zoom meeting and invitation to be sent to participants
  - The workshop will be recorded and made available to registered participants only via our online learning management system, Thinkific
- During peak grant submissions season (Oct-Mar), our availability to facilitate workshops may be limited due to our commitment to strategic grant reviews.



# About The GrantEd Group

Having collaborated on significant tertiary, not for profit and commercial development and funding projects for several years, Kirsten Bartlett and Lyn Airey joined forces in 2014 to form The GrantEd Group. The GrantEd Group accelerates your success by sharing a proven methodology for funding, strategy and planning.

The GrantEd Group helps develop research, engagement and people for impact.

We're an Australian company with a head office in Melbourne and staff scattered around Australia.

## Our Services



### Grants, Tenders & Proposals

We provide strategic, practical support to develop, manage and submit successful grants, tenders and proposals. We focus on making sure you address the scope of needs and evaluation criteria and communicate your value proposition and solution clearly.



### GrantEd Guides

We provide step-by-step advice about how to write winning applications for the most common ARC and NHMRC grant schemes, including ARC DECRA and NHMRC Investigator grants. Our guides help you interpret the questions and selection criteria, taking the guesswork out of writing these important research grant applications.



### Workshops

We provide strategic, practical workshops designed to enable individuals and teams to develop their professional skills. These include writing funding proposals and tenders, research planning, building partnerships to secure funding, and more.



### Self-Paced Online Video Modules

We've packaged up content from our strategic and practical workshops and made them available in self-paced videos, so more of you can access support to meet today's complex and challenging funding environments.



### On Track Programs

Research career and research/project development should be tailored and delivered 1:1 to be effective, because everyone's circumstances, priorities, research, and funding environments differ. This is why GrantEd's *On Track* research career and research project development coaching programs offer a range of ways to help you plan for and enable a significant, impactful and fulfilling academic career and design razor-sharp research projects.



### Bright Stars

Bright Stars is an initiative designed showcasing the stories of a selection of Australia's outstanding women researchers from Australia, across all disciplines, in order to encourage other women to keep striving for senior appointments and to inspire young Australian women and girls to pursue a career in research.

We've helped secure more than \$900M in funding since 2014 and delivered services to over 100 research, government, recruitment, media, legal, not for profit, and transport and logistics clients.



the  
**GrantEd**  
Group

A Laureate proposal reviewed by us has twice the chance of being funded.



the  
**GrantEd**  
Group

A GrantEd review increases the chances of a DECRA being funded by 53%



the  
**GrantEd**  
Group

A GrantEd review increases the chances of a Future Fellowship being funded by 48%.



# Our Core Values

## INTEGRITY

Doing the right thing even when no-one is watching. Delivering what and when was agreed, in a responsive way. Seeing things through to the end.



## INTELLIGENCE

Demonstrating cognitive agility. Showing the capacity to problem solve and impart our specialised knowledge in proactive ways that can be applied by our clients.



## FUN

Making the work we do fun through authentic personalities and personable staff, because laughter makes you feel good.



## QUALITY

Maintaining a commitment to high-quality outputs and continuous improvement. Listening and adapting behaviours and activities.



## RESPECT

Acknowledging everyone comes with different experiences and perspectives. We understand the work our clients do is confidential, and important and valuable to them. We treat them and their ideas with utmost respect.



## VALUE

We can and do make a difference to individuals, their career, their research and their organisations. We accelerate success.

## LEADERSHIP

We have the courage to lead and enable change in the sector. Clients can trust our advice is up to date and evidence based.



# The GrantEd Service Delivery Team

**Managing Director: Dr Lyn Airey.** Lyn spent 13 years as a medical research scientist in Australia and the UK before branching out into project, contract, grant, and tender management. She is a skilled and knowledgeable facilitator, running workshops on all aspects of writing within a competitive funding environment. Through strategic grant and tender review, Lyn has helped thousands of researchers polish their grant applications with many wins under her belt.

**Managing Director: Kirsten Bartlett.** Kirsten has worked in strategic development roles in the research, non-profit, professional and financial services sectors over the past 25 years. She is an astute business leader, best known for her ability to understand complex topics quickly and her strategic approach to planning major initiatives and projects. She has outstanding writing and presenting skills, as well as strong experience in business development coaching, career coaching and diversity advocacy.

**Operations Manager: Dr Corey Laverty.** Following a PhD in genetics and diploma in economics, Corey has spent over ten years in top European and Australian universities and research institutes, developing and managing research projects and partnerships, international networks, and conferences, while honing the craft of grant writing. With a focus on clear communication and strategic packaging of proposals, Corey will bring a critical and analytical eye to your work – and help get that great idea funded.

**Senior Grant Advisor: Dr Benedicta Rousseau.** With +20 years' experience as a social sciences researcher, Benedicta has worked at universities in New Zealand, Australia and the United Kingdom, where she also completed her PhD at the University of Cambridge. She has specialised in applied research and engagement through consultancy work. for a range of organisations including The World Bank and DFAT. Alongside academic research and publication she has spent several years living in Vanuatu, worked as a

lecturer on a cruise ship through Melanesia, and sold cheese on an English market stall.

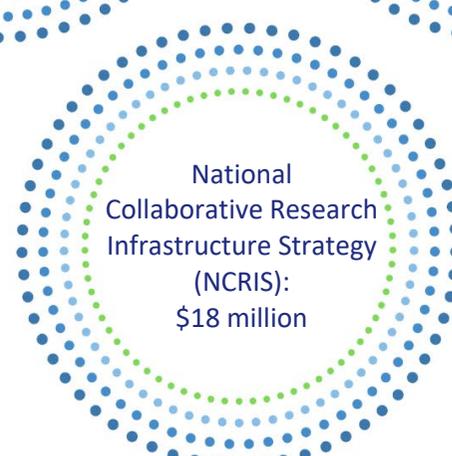
**Senior Grant Advisor: Kate MacKenzie.** With 15 years' experience working across all levels of government in NZ, the UK and Australia, Kate has a solid background in funding program development and evaluation, funding allocation, and contract management. She has a keen eye for detail, and love of logic and takes the enigma out of producing succinct and focused proposals. Kate has several years' experience reviewing and shaping Australian Research Council grant submissions, with her natural curiosity and writing skills having honed submissions from all fields of research.

**Grant Advisor: Dr Catherine Dandie.** With more than 20 years' experience in science and environmental research, Catherine has worked in Government and university research institutions in Australia, Canada and Ireland. She has also gained more than ten years' experience in pre-submission scientific manuscript editing, leading to an eye for detail and comprehensive language skills. Catherine will use the grit and determination that she needed to finish the Philadelphia Marathon along with her exceptional writing and editing skills to help you get your grant application over the line.

**Grant Advisor: Dr Liz Schier.** With over 13 years' experience as a Philosopher of Psychology Liz has held research and teaching positions in philosophy and psychology departments across Australia, including 10 years as the main coder on the Australian Neurolaw Database. She is a jack of all trades. Having done research on everything from the metaphysics of chemistry to visual consciousness and neuroethics Liz can provide a clear and simple explanation for complex ideas across the research spectrum. She is a master of arguments and conceptual landscaping and brings these skills to demystifying the tasks of explaining and justifying the importance of your project.



## Significant wins for our clients



## Why our clients love us



“The assistance you provided was both practical, and saved me considerable time, and also strategic. I feel that your assistance definitely helped me in achieving a successful outcome with my fellowship.”

**Professor Andrew Dzurak**

School of Electrical Engineering & Telecommunications  
University of New South Wales

“You have been so amazing. I think my application would not be as good as it is if it wasn't for you.”

**Dr Melissa Bloomer**

Associate Professor  
School of Nursing and Midwifery  
Deakin University

“The review by your team significantly improved the content and structure of my application, and for that I am extremely grateful.”

**Dr Ashwini Chand**

Head of Head of Cancer Therapeutics  
Development Group at the Olivia  
Newton-John Cancer Research Institute,  
La Trobe University

“Thank you for all that you did to support our ARC Centre of Excellence Proposal which ultimately was successful. Your contributions to the EOI and full proposal were invaluable. Its quite an incredible process, nothing can be left to chance. Your experience with previous bids, and independent perspective helped a great deal.”

**Laureate Professor Kevin Galvin**

FTSE, FIEAust, CPEng, PhD, DICr  
University of Newcastle

“This was actually BETTER than the face-to-face last year - just seemed more targeted so well done on doing it via zoom.

**ROPE Workshop participant**

Monash University

“This is the first NHMRC guide I have read that makes perfect sense and truly guides the process. I am actually enjoying working on the top 5 publication section knowing exactly what is needed, thanks a million”

**Applicant**

“Sometimes you named things that had been lurking in our thinking but had not explicitly named, and other times it was a new insight that was really helpful for sharpening our focus and keeping the writing at the big picture level.”

**Amanda Berry**

Associate Dean Research  
Faculty of Education  
Monash University

“The feedback I received on my grant application to the Linkage program in late 2017 was the most helpful and thought-provoking advice on an application I have ever received. It encouraged me to think more strategically about the positioning of my project description, challenged me to avoid complacency and provided clear signals on how to be successful

**Professor Andrew Beer**

UniSA Business School

“I've scanned your very thorough comments. Superb work. Perfectly correct. It is just perfect that you not only feel free to rewrite my words but also suggest what I can do so that I can see what to do.

**Applicant**

UniMelb Arts

## Our clients include:



Black Dog  
Institute



Australian  
National  
University



Flinders  
UNIVERSITY



EDITH COWAN  
UNIVERSITY



THE UNIVERSITY OF  
MELBOURNE



University of  
South Australia



UNSW  
SYDNEY





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