

Writing Winning Business Proposals



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including World Wide Web resources Also new is a discussion of effective writing techniques **Successful Grant Writing**
Kevin J. Lyons PhD, Laura N. Gitlin PhD, 2008-05-05 This fully updated and revised edition of a classic guide to grant writing for health and human service professionals reflects the two major changes in the field new NIH application processes and an increased emphasis on interprofessional and team approaches to science New case examples reflect grant writing strategies for a great variety of health and human service professions and the text includes an enhanced focus on online methods for organizing grant submissions A new section on special considerations for submitting grants addresses specific types of research including community based participatory research mixed methods behavioral intervention research and dissertation and mentorship proposals The new chapter on common writing challenges and solutions provides examples of strong and weak statements and highlights the importance of writing with precision Additionally this new edition provides an expanded section on post award requirements and links to NIH videos about grant writing Written for individuals in both academic and practice settings the guide addresses step by step the fundamental principles for effectively securing funding It is the only book to provide grant writing information that encompasses many disciplines and to focus on building a research career with grant writing as a step by step process It provides detailed time tested strategies for building an investigative team highlights the challenges of collaboration and describes how to determine the expertise needed for a team and the roles of co investigators The book addresses the needs of both novice and more experienced researchers New to the Fourth Edition Reflects recent changes to the field including an emphasis on interprofessional approaches to science and new NIH application processes Offers additional case examples relevant to social work nursing psychology rehabilitation and occupational physical and speech therapies Provides links to NIH websites containing videos on grant writing Includes chapter opener objectives Expands section on post award requirements Focuses on electronic mechanisms for organizing grant submissions

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