Proposal Development Guide

'This guide will serve well as a handbook for undergraduate psychology students working on senior projects or theses. Clear, concise, and well organized, the book instructs the student from the beginning of the project to the final draft and offers advice both specific and general' - Choice Anxious about your final year Psychology Project? Having trouble getting started? Your Psychology Project clearly maps out all the requirements of a project in psychology. The definitive survival manual, it guides students through every aspect of a psychology project from conception of an idea, to writing up the final draft. It helps students think through the whole research process by bridging the relationship between the research question, the design, and the use of statistical and qualitative analyses. By using clear practical examples this book provides an invaluable insight into applying theory to practice and equips students with the knowledge, skills and abilty to carry out and write up their thesis project. Written in a clear and engaging manner Your Psychology Project is essential reading for all students undertaking a psychology research project.

Proposal Best Practices describes the most important practices that all proposal professionals should implement if they're serious about improving their win rates. These include proposal writing best practices, proposal process best practices, business development best practices, and sales messaging best practices. What sets this book apart from many other business books is it contains actionable advice, practical recommendations, and many examples. If you're serious about improving your win rate, Proposal Best Practices shows you how.

Successful research requires effective and thorough preparation. In this expanded and updated Second Edition of Developing Effective Research Proposals Keith Punch offers an indispensable guide to the issues involved in proposal development and in presenting a well-considered plan for the execution of research. Dealing with both qualitative and quantitative approaches to empirical research across the social sciences, the Second Edition comprehensively covers the topics and concerns relevant to the subject and is organized around three central themes: What is a research proposal, who reads proposals and why? How can we go about developing a proposal? and What might a finished proposal look like? New features of this edition include: -Expanded sections covering research strategy, research planning and academic writing -Examples of successful research proposals from across the social science disciplines -A more comprehensive discussion of ethics -A brand new glossary and chapter summaries The Second Edition will be welcomed by all those preparing or evaluating research proposals, and will be invaluable across all areas of social science, both basic and applied, and for students undertaking quantitative, qualitative and mixed-method studies.

A Basic Guide to Proposal Development

A Guide to the Scientific Career

A Practical Guide to Improve Your Win Rate When Responding to RFPs

A Guide for Scholarly Authors

Models of Proposal Planning & Writing

Proposal Development Guide

Proposal Development

Inviting, practical manual for nonprofits, educational and govt agencies--how to plan effective programs, contact appropriate funders, and write effective grant proposals to get funding

In a world of tightening budgets and increased competition for grant money, Developing a Winning Grant Proposal provides the guidelines, strategies, plans, and techniques to craft a fundable grant proposal. A user-friendly, engaging, and up-to-date guide, this book covers the entire process from the inception of a good idea, to the formulation of a strong proposal, to the next steps once a proposal is funded. Providing a basic overview and helpful tools for busy faculty and researchers, this is a must-have guide for anyone interested in the mechanisms that successful grant writers employ. Special Features Include: Appendices with a "Model of a Funded Proposal" and a "Basic Toolbox for Grant Seekers" Checklists for self-evaluating the efficacy of each portion of the grant proposal Coverage of complex issues in a concise and clear manner, perfect for grant writers facing tight time constraints.

Business Proposals play an extremely vital role in today's competitive Business-2-Business (B2B) sales, as it represents the supplier's offer and the value that they can provide to the buyer. Many sales organizations spend a lot of money on building strong Proposal Management practices. For individuals, it is a field that offers an extremely rewarding career. In the real world of Request for Proposals (RFPs) and their responses, one can see a lot of variations (based on Industry, organization type and other relevant factors). A one-size-fits-all scenario or format is never seen to exist. However, if fundamentals are understood well, then, addressing any variation of the RFP is not difficult. This book is a beginner's guide to understand Business Proposal Management, written in a simple way to help aspiring individuals. If YOU are new to the World of Proposals, and want to understand it, then this book is JUST RIGHT FOR YOU!

A Guide for Faculty and Staff

A Step-by-Step Guide

A Practical Guide for Beginning Researchers

Win More, Work Smarter, and Get Home on Time.
Proposal Development Secrets
How to Write a Research Proposal and Succeed
The Only Grant-Writing Book You'll Ever Need

In the fifth edition of our essential Guide, author Jane C. Geever provides detailed instructions on preparing successful grant proposals. Incorporating the results of 40 interviews with grantmakers across the nation, the Guide reveals their priorities in reviewing submissions and provides insight into what makes a winning proposal. The Guide outlines the entire proposal-writing process: Pre-Proposal Planning Tips - This helps you decide when your nonprofit is ready to raise funds and determine how to best define your project. Components of the Proposal - Review actual cover letters, project descriptions, budgets, and examples of important follow-up communications with prospective donors. Guidance from Grantmakers - Interviews highlight new trends in grantmaking: preferred proposal formats, funder cultivation strategies, tips on re-submitting a rejected request, and on how to capture and sustain a grantmaker's interest. To illustrate key points, excerpts from successful grant proposals are inserted throughout the Guide. And a complete model proposal is included in the appendix. An updated bibliography features selected resources on proposal development, including web and print sources. A new chapter focuses on crafting an effective evaluation component, addressing the heightened interest in outcome-based assessment of funded projects. Book jacket.
ISO 21500, officially published in September 2012, is the first overarching guideline for project management that presents a common frame of reference and a process standard. This international standard firmly positions projects within the context of programs and project portfolios and is the basis for further development of the project management profession.This book explains the background, the value, the implementation and the application of ISO 21500 for each type of organization. It describes what you, as a customer, supplier, manager or member of project staff, can do or maybe should do with the guideline. The book supplies answers to the 100 most common asked questions about ISO 21500 with the focus on the value of the guideline for the project management practice.The target audience of this book includes:- Senior managers and project sponsors, so that they gain a better understanding of the principles and practice of project management and therefore provide appropriate support and guidance to their project managers, project management teams, and the project teams;- Project managers, project management teams, and project team members, so that they have a common base of comparison of their project standards and practices with those of others; - Developers of national or organizational standards, for use in developing project management standards, which are consistent at a core level with those of others.- Consultants, educators, coaches and trainers in the project management discipline. They can connect various generally known and bespoke project management methods, models and best practices to the ISO 21500 framework as a common frame of reference.
Finally! The Ultimate Bid and Proposal Compendium is the most comprehensive guide to winning bids, tenders and proposals. It's packed with lots of hands-on examples and best practice guidance. It is designed as a practical reference book for everyone involved in proposal development. It is for new hires as well as for experienced professionals.
The reference guide to winning bids, tenders and proposals
Research Proposals
Developing a Healthcare Research Proposal
Fourth Edition
Your Psychology Project
The Complete Manual of Proposal Development and Administration
The Foundation Center's Guide to Proposal Writing

A step-by-step guide to crafting a compelling scholarly book proposal—and seeing your book through to successful publication The scholarly book proposal may be academia's most mysterious genre. You have to write one to get published, but most scholars receive no training on how to do so—and you may have never even seen a proposal before you're expected to produce your own. The Book Proposal Book cuts through the mystery and guides prospective authors step by step through the process of crafting a compelling proposal and pitching it to university presses and other academic publishers. Laura Portwood-Stacer, an experienced developmental editor and publishing consultant for academic authors, shows how to select the right presses to target, identify audiences and competing titles, and write a project description that will grab the attention of editors—breaking the entire process into discrete, manageable tasks. The book features over fifty time-tested tips to make your proposal stand out; sample

prospectuses, a letter of inquiry, and a response to reader reports from real authors; optional worksheets and checklists; answers to dozens of the most common questions about the scholarly publishing process; and much, much more. Whether you're hoping to publish your first book or you're a seasoned author with an unfinished proposal languishing on your hard drive, The Book Proposal Book provides honest, empathetic, and invaluable advice on how to overcome common sticking points and get your book published. It also shows why, far from being merely a hurdle to clear, a well-conceived proposal can help lead to an outstanding book.

Come, let's become an erudite development professional. The essential qualifications for the same are – (a) be a subject matter expert, (b) ability to write proposals, and (c) ability to manage a development project. While subject matter specialization could be acquired through a college degree, the skilled knowledge for the second and third attributes is being tutored through this handbook. This handbook is an invaluable storehouse of knowledge for anybody in the NGO sector, the CSR world, donor agencies, concerned government officials, researchers, educational institutions, students, and aspirants who intend to embark upon the journey in the development sector. The guidebook coherently provides inputs to appreciate the spectrum of national and international development organizations. It walks you through the process of drafting a project proposal in a step-by-step manner. It also educates about the different stipulations of procurement by various national and international agencies. The manual educates the readers about multiple project analysis tools for proposal drafting and project management. The guidebook is a unique resource in providing prudence to manage a development project pragmatically. This handbook is the nectar of the first-hand experience acquired over decades of work. Lucid presentation of the contents with a plethora of real examples and case studies enables the reader to imbibe inputs effortlessly.

An authoritative how-to guide that explains every aspect of science proposal writing This fully revised edition of the authoritative guide to science proposal writing is an essential tool for any researcher embarking on a grant or thesis application. In accessible steps, the authors detail every stage of proposal writing, from conceiving and designing a project to analyzing data, synthesizing results, estimating a budget, and addressing reviewer comments and resubmitting. This new edition is updated to address changes and developments over the past decade, including identifying opportunities and navigating the challenging proposal funding environment. The only how-to book of its kind, it includes exercises to help readers stay on track as they develop their grant proposals and is designed for those in the physical, life, environmental, biomedical, and social sciences, as well as engineering.

The Ultimate Bid and Proposal Compendium

Writing Successful Science Proposals

A Beginner's Guide for Business Proposal Management

Virtues, Communication, Research, and Academic Writing

Guide for Proposal Development, Autumn 1988

Unsolicited Guide Proposal

A Guide to Success

This bestseller keeps getting better! The author gives you step-by-step instructions and clear examples of how to write winning grant proposals.

Authors William Gerin, Christine Kapelewski, and Niki L. Page are here to help you secure NIH funding for your research! Writing the NIH Grant Proposal, Third Edition offers hands-on advice that simplifies, demystifies, and takes the fear out of writing a federal grant application. Acting as a virtual mentor, this book provides systematic guidance for every step of the NIH application process, including the administrative details, developing and managing collaborative relationships, budgeting, and building a research team. Helpful hints along the way provide tips from researchers who have received grants themselves. New to this Edition: Much more user-friendly in response to the updated NIH website Covers the new Application Submission System & Interface for Submission Tracking (ASSIST) online submission form for both single and multiple projects Revamped advice on substantive sections of the proposal to address lowered page allowance Coverage of the new scoring system and reviewer reporting system Coverage of the usage and submission of the new SF 424 forms

Despite its importance as an initial step in the development of major technical projects, the Request for Proposal (RFP) process rarely receives the professional attention it deserves. Used by government agencies and by private corporations to solicit proposals from contractors and vendors, the RFP document is the foundation for a successful project. A clearly written and properly organized RFP clarifies technical goals, communicates administrative and financial expectations, and sets the tone for good communication and a trusting and productive relationship between customer and contractor.

An Educator's Guide

Developing a Mixed Methods Proposal

Proposal Best Practices

Research Design and Proposal Writing in Spatial Science

A Guide for Proposal Development : a Plan for a Plan

ISO 21500 in Practice - A Management Guide

Writing the NIH Grant Proposal

A concise, easy-to-read source of essential tips and skills for writing research papers and career management In order to be truly successful in the biomedical professions, one must have excellent communication skills and networking abilities. Of equal importance is the possession of sufficient clinical knowledge, as well as a proficiency in conducting research and writing scientific papers. This unique and important book provides medical students and residents with the most commonly encountered topics in the academic and professional lifestyle, teaching them all of the practical nuances that are often only learned through experience. Written by a team of experienced professionals to help guide younger researchers, A Guide to the Scientific Career: Virtues, Communication, Research and Academic Writing features ten sections composed of seventy-four chapters that cover: qualities of research scientists; career satisfaction and its determinants; publishing in academic medicine; assessing a researcher's scientific productivity and scholarly impact; manners in academics; communication skills; essence of collaborative research; dealing with manipulative people; writing and scientific misconduct; ethical and legal aspects; plagiarism; research regulations, proposals, grants, and practice; publication and resources; tips on writing every type of paper and report; and much more. An easy-to-read source of essential tips and skills for scientific research Emphasizes good communication skills, sound clinical judgment, knowledge of research methodology, and good writing skills Offers comprehensive guidelines that

address every aspect of the medical student/resident academic and professional lifestyle Combines elements of a career-management guide and publication guide in one comprehensive reference source Includes selected personal stories by great researchers, fascinating writers, inspiring mentors, and extraordinary clinicians/scientists A Guide to the Scientific Career: Virtues, Communication, Research and Academic Writing is an excellent interdisciplinary text that will appeal to all medical students and scientists who seek to improve their writing and communication skills in order to make the most of their chosen career.

Request for ProposalA Guide to Effective RFP DevelopmentAddison-Wesley Professional

The investigation of the interactions between human and physical systems poses unique conceptual, methodological, and practical challenges. This book establishes a spatial science framework for policymakers, social scientists, and environmental researchers as they explore and analyze complex problems. The authors provide guidance for scientists, writers, and students across a broad range of fields on how to tackle discipline-specific issues of space, place, and scale as they propose and conduct research in the spatial sciences. This practical textbook and overview blends plenty of concrete examples of spatial research and case studies to familiarize readers with the research process, demystifying and illustrating how it is actually done. The appendix contains both completed and in-progress proposals for MA and PhD theses and dissertations, as well as successful research grants. By emphasizing research as a learning and experiential process, while providing students with the encouragement and skills needed for success in proposal writing, "Research Design and Proposal Writing in Spatial Science" can serve as a textbook for research-design or project-based courses at the upper-division undergraduate and graduate level.

A Guide to Funding Resources

Program Guide: Model Neighborhoods in Demonstration Cities

A Guide to Effective RFP Development

A Guide to Proposal Development and Project Management

The Native Economic Development Program

Developing a Winning Grant Proposal

Shipley Associates Proposal Guide

This book was written in response to the needs of faculty and graduate students for a meaningful guide that starts where they begin a research project - with their very best ideas - and progresses in an orderly fashion to: "Develop their starting ideas to the fullest "Find sources of support that intersect most appropriately with their core interests "Write a proposal that builds systematically on their ideas and interests and makes a beginning contribution to knowledge "Conduct the project with innovative guidelines on project management that help the PI and the project team participate in and experience the excitement of bringing a research project to life

' The Grant Writer''s Handbook: How to Write a Research Proposal and Succeed provides useful and practical advice on all aspects of proposal writing, including developing proposal ideas, drafting the proposal, dealing with referees, and budgeting. The authors base their advice on many years of experience writing and reviewing proposals in many different countries at various levels of scientific maturity. The book describes the numerous kinds of awards available from funding agencies, in particular large collaborative grants involving a number of investigators, and addresses the practical impact of a grant, which is often required of proposals. In addition, information is provided about selection of reviewers and the mechanics of organizing a research grant competition to give the proposal writer the necessary background information. The book includes key comments from a number of experts and is essential reading for anyone writing a research grant proposal. The Grant Writer''s Handbook''s companion website, featuring regularly updated resources and helpful links, can be found at www.ifm.eng.cam.ac.uk/research/grant-writers-handbook/. Contents:IntroductionThe Research IdeaThe Review ProcessDrafting the ProposalRe-Drafting the ProposalPartnershipsImpactReferencing, Plagiarism and Intellectual PropertyThe BudgetAddressing Reviewers CommentsSpecial Grant CompetitionsManaging the AwardOrganizing a Research Proposal CompetitionGeneral Advice/Guidance on Grant Writing: Links Readership: Graduate students and researchers looking to obtain and manage research grants. Key Features:Provides practical advice on writing a research grant proposal and includes many key comments from experienced researchers and reviewersAuthors have extensive experience in a number of countries with reviewing proposals from local scientistsBook covers all aspects of writing and managing a grant with examples drawn from a variety of countriesKeywords:Research Grant;Proposal;Funding;Reviews;Reviewers;Grant Competition;Budgets "Comprehensive and practical are the words that come to mind. It is easy to read with a good ''pace'' of information per paragraph. Lots of insider insights ... well done ... It is a very good book." Professor Frank Gannon Queensland Institute of Molecular Research (QIMR) Berghofer, Australia "This book is very useful not only for young scientists but also established or experienced scientists; also for funding agency staff, science politicians, university officers, even reviewers ... his may be a bible for fund writing. It is really a marvelous book." Professor Yukihiro Osaki Kwansei Gakuin University, Japan & winner of the 2014 Bomem-Michelson Award "The book is truly unique; perfect for a novice researcher who has to find his way through a maze to finally achieve funding for his laboratory, and perfect for the experienced researcher who gets involved in a large collaboration." Professor Charles Glashausser Rutgers University "Especially insightful, chapter 7 will be particularly helpful to writers of large, collaborative grants that require proof of socio-economic impact. Crawley and O''Sullivan include a list of resources in the Appendix to direct the reader to many sources of useful information. This list and the helpful advice in the book should help any reader write a better grant application." Dr Virginia A Unkefer Manager, Academic Writing Services King Abdullah University of Science and Technology '

Takes the reader to a new level in proposal writing "The authors have captured the gestalt of grant writing in a lucid fashion. In short, I think students would appreciate the clarity and insights this book offers." —Robert J. Hard, University of Texas at San Antonio "As a research scientist who is frequently involved in proposal development myself, it is clear to me that the authors have travelled the grant writer's path before." —John V. Stone, Michigan State University This resource provides a step-by-step approach to turning a research idea into a proposal worthy of funding, demystifying the process as a result. The authors present a proven approach to the development of research ideas alongside a systematic treatment of proposals section-by-section and project management function-by-function. Highly accessible, this book gives examples for each aspect of the proposal development and works through

sketches of ideas to fully developed proposal sections. Key Features Contains idea development linked to specific proposal sections: Supports creativity that can be captured effectively and systematically one step at a time. Uses sketches to facilitate idea development and make enhancement and revisions easy: Allows for ease in trying out alternative formulations and revising preliminary approaches. Provides international research proposals: Key to understanding resources for proposing international research collaborations. Shows how to manage a funded project: Guides researchers and research staff in effectively implementing a funded project. This book is appropriate for all graduate students across the health, social, and behavioral sciences who need guidance on writing successful, compelling funding proposals.

Writing Grant Proposals That Win
Grant Proposal Development
Developing Effective Research Proposals
Request for Proposal

Title I of the Demonstration Cities and Metropolitan Development Act of L966
The Art of Funding and Implementing Ideas

This third edition of the classic "how-to" guide incorporates recent changes in policies and procedures of the NIH, with particular emphasis on the role of the Internet in the research proposal process. Completely revised and updated, it reveals the secrets of success used by seasoned investigators, and directs the reader through the maze of NIH bureaucracies. In addition to providing a detailed overview of the entire review process, the book also includes hundreds of tips on how to enhance proposals, excerpts from real proposals, and extensive Internet references. This book is essential to all scientists involved in the grant writing process. Key Features: * Considers the reviewer's perspective * Detailed presentation of the review process * All sections of the R01 proposal are reviewed * Hundreds of tips to enhance proposals * Includes the many recent changes in NIH policies * Includes many excerpts from real proposals * Provides extensive Internet references Benefits: * Increased competitiveness * Better priority scores * Less chance of triage * Increased award rates * Uses the system to advantage * Reveals strategies used by the "old pros"

* Get the grant you deserve for your organization or project * Tailor your proposal for the type of grant you're applying for * Learn how to plan ahead to ensure your proposal is successful * The A to Z of securing grant funding! This is not another how-to-write-a-grant-proposal book. Unlike existing books, Getting Grants argues that no matter what type of organization, there is a direct relationship between the organization's internal proposal development process and how successful the organization is at securing grant funding. Existing books focus solely on writing grant applications. Getting Grants deals with every step of the process: * How and where to find sources of funding * The pre-proposal planning and development stage * The components of a grant proposal * The role of the grant writer and/or grants office in an organization * The role of the project director in the grants process * How to tailor the proposal and the budget to the funder (with tips gleaned from the author's decade of experience) * How to nurture relationships with grant partner organizations -- and more! Nonprofit organizations, public and private K-12 schools, faith-based organizations, hospitals, government agencies, and universities and colleges all compete for grants as a key element in their fundraising. The process of getting grants presented in this book applies to all these organizations, regardless of size. Getting Grants can serve as a tutorial on grant writing for first-timers and as a comprehensive reference guide for experienced professionals seeking to enhance their organization's processes. It is a step-by-step guide to grant seeking and will serve as the comprehensive manual on the subject of grantsmanship. Getting Grants includes a CD-ROM with forms, job descriptions, rules for a grants office, and useful excerpts from successfully funded proposals.

Finally, a book about proposal development that won't put you to sleep! A must read for anyone in the business of selling or marketing professional services. If you are looking for real insights into the proposal business, if you want to work smarter and not harder, and if you care deeply about the outcome of the proposals you produce, this is the book for you. Proposal Development Secrets is full of ground-level advice from the proposal trenches and valuable insights that might just make proposal development a little less taxing and a lot more rewarding. It focuses on the cold hard realities of the proposal business and provides you with some strategies to help you get home to the people and things that you love. In Proposal Development Secrets, Matt Handal, author of Marketing To The Mind, shares his unique insights with you. Topics include: The proposal evaluation practices clients don t want you to know How to craft compelling proposals your clients will read The right and wrong way to ask questions about an RFP Technology that will make writing proposals easier and faster The formulas for writing and choosing the most relevant experience How to get your proposal accepted after you missed the deadline And much, much more

The Essential Guide
Getting Grants
Handbook on Proposal Drafting and Project Management in Development Sector
An Interactive Student Guide
The Book Proposal Book
Program Planning and Proposal Writing
Third Edition

Developing a Mixed Methods Proposal by Jessica T. DeCuir-Gunby and Paul A. Schutz is a practical, hands-on guide helps beginning researchers create a mixed methods research proposal for their dissertations, grants, or general research studies. The book intertwines descriptions of the components of a research proposal (introduction, literature review, research methods, etc.) with discussions of the essential elements and steps of mixed methods

research. Examples from a real-world, interdisciplinary, mixed methods research study demonstrate concepts in action throughout the book, and an entire sample proposal appears at the end of the book, giving readers insight into every step up to completion. Readers who complete the exercises in each chapter will have an individualized, detailed template for their own mixed methods research proposal. Developing a Mixed Methods Proposal is Volume 5 in the SAGE Mixed Methods Research Series.

Are you new to research and daunted by the idea of constructingyour own research proposal? Then this is the book youneed! This book and accompanying web resource will answer all yourquestions about healthcare research by introducing you to theconcepts, theories and practicalities surrounding it. The aim ofboth the book and the web resource is to help you to write a goodhealthcare research proposal – which is the starting pointfor any would-be student researcher. The book takes a look at the theory of research, the core of thetopic, but also provides practical help and advice along the way.It takes the reader through the stages of the research process fromdeveloping the question to communicating the findings, demystifyingthe process on the way. The web resource works alongside the book,supplementing and expanding on the chapters, giving you the abilityto prepare your very own research proposal. Explains key concepts in a clear, easy to understand way Includes activities and scenarios for you to work throughwhich will also increase your understanding of research andresearch proposals Easily navigable web resource (ahref="http://www.researchproposalsforhealthprofessionals.com/"www.researchproposalsforhealthprofessionals.com/a) Both book and website are arranged in the same order in whichyou would develop and write a research proposal Website includes downloadable research proposal template tocomplete step-by-step as you work through the book and webresource

Illustrates an integrated process of planning and writing persuasive grant proposals.

Proposal Guide for Business Development Professionals
Grant Proposal Guide
Grantsmanship -
Telecommunications and Distance Education
'The Grant Writer''s Handbook'

This practical, hands-on guide helps beginning researchers create a mixed methods research proposal for their dissertations, grants, or general research studies. The book intertwines descriptions of the components of a research proposal (introduction, literature review, research methods, etc.) with discussions of the essential elements and steps of mixed methods research. Examples from a real-world, interdisciplinary, mixed methods research study demonstrate concepts in action throughout the book, and an entire sample proposal appears at the end of the book, giving readers insight into every step up to completion. Readers who complete the exercises in each chapter will have an individualized, detailed template for their own mixed methods research proposal. Developing a Mixed Methods Proposal is Volume 5 in the SAGE Mixed Methods Research Series. To learn more about each text in the series, please visit www.sagepub.com/mmrs. From top experts in the field, the definitive guide to grant-writing Written by two expert authors who have won millions of dollars in government and foundation grants, this is the essential book on securing grants. It provides comprehensive, step-by-step guide for grant writers, including vital up-to-the minute interviews with grant-makers, policy makers, and nonprofit leaders. This book is a must-read for anyone seeking grants in today's difficult economic climate. The Only Grant-Writing Book You'll Ever Need includes: Concrete suggestions for developing each section of a proposal Hands-on exercises that let you practice what you learn A glossary of terms Conversations with grant-makers on why they award grants...and why they don't Insights into how grant-awarding is affected by shifts in the economy