



الجامعة الإسلامية العالمية ماليزيا  
INTERNATIONAL ISLAMIC UNIVERSITY MALAYSIA  
يُونُسُ بْنُ سَيِّدِي الْبُلْبُلِيُّ أَنَا وَإِيَّائِي مَلِكِيَّةٌ

(Company No. 101067-P)

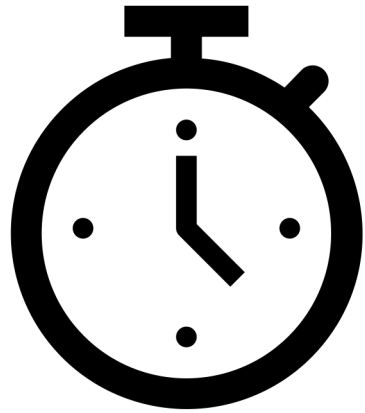
Garden of Knowledge and Virtue

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# Persuasive Language For Grant Proposal

PROF. *TPr.* DR. MARIANA MOHAMED OSMAN

# INTRODUCTION



*“But if you think that getting grants is easy, think again.”*

*Though there are funding programs across all sectors, the competition impedes you to get one.*

*As such, you may need a great proposal to justify your purpose before applying for one.*

- Most of the time, grants not easy to secure due to the following reasons:
  - Grant application is a complicated process.
  - You have to find the right funding source.
  - You have to write a grant proposal.
  - Writing a proposal takes time and effort.
  - Grantors will only select the best proposal suited their objectives (success rate is small)

With these facts, the challenge begins once you start writing your proposal.

You have to make sure that you'll get the interest of funders right away.

- Grants are considered free monies because it does not require you to pay it back, but you need is a good proposal, and submit it to a funding organization
- Here are some pointers to help you.



# SIX STEPS TO GET SPONSORED/ CONTRACT/FOUNDATION GRANTS

**1**

Know where  
to find  
opportunities

**2**

Be clear  
about your  
reason to  
applying

**3**

Know the  
type of  
support  
available

**4**

Know the  
specifics

**5**

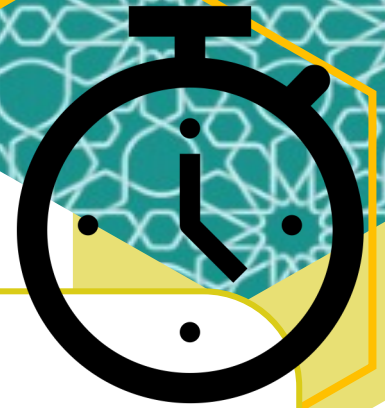
Follow the  
guidelines

**6**

Get expert  
advice or  
collaboration



# SIX STEPS TO GET FOUNDATION GRANTS



## 1) Know where to find opportunities : Start early

- Grant seeking is highly competitive and Difficult for the first timer
- Start locating as many grant-funding sources as possible. Try federal/ ministry/agencies or private community funders.
- Submission a well-written proposal is necessary
- Part of what makes grant writing so challenging is that typically every funder wants something different in the proposal.
- The essence of what a funder wants to see in a grant proposal is the same:
  - what your organization needs the funding for,
  - what difference it will make, and where the funder fits in.
- However, the narrative configurations, space limits, and the formats in which funders want this information can vary substantially.
- That's why you need to take special care when crafting each grant proposal.

***"Starting off is the hardest part,"***

# SIX STEPS TO GET FOUNDATION GRANTS

## 2) Be clear about your reasons for applying - Do Your Research

It is important to be clear on your reasons for seeking fund. Try to answer the following questions to set out a good purpose:

- What are your long-term program goals?
- How will you utilize the grant money? Be specific on how you will use the funding.
- What are your funding needs? Make sure to establish your needs.
- How will you achieve success with your proposed project?
- How competent are you to bring your proposed project into success?



# SIX STEPS TO GET FOUNDATION GRANTS

## 3) Know the types of support available.

You need to identify funders that can fund your project. Search the field. Know your funding sources, like:

- Government Agencies (federal, state, or local)
- Private businesses and corporations
- Foundations or Yayasan
- *"You're trying to tell a story about who you are as an applicant,*
- *what you envision in terms of your relationship with this grant institution and*
- *then show them how the fit is great and that you are ready to perform this project that you're proposing,"*



# Identify the right funding sources

- Try to find a diversified funding portfolio
- Find funding opportunities that will yield the most success in securing the money.
- Look for agencies and organizations that best match your research capabilities and areas of expertise.
- Then, review the types of grants each offers and the ones that best fit your project.
- Gear your research toward the interest of the funder
- Funder will offer grants based on areas of need.
- Gear your research toward where the money is without changing your research



# SIX STEPS TO GET FOUNDATION GRANTS



## 4) Know the specifics - Follow The Instruction

- Find out as much as you can about the rules of the grants you're after.
- Read and understand the rules and procedures of application. Take note of important details like:
  - Deadline of submission.
  - Application procedure.
  - Grant focus.

## 5) Follow the guidelines.

Make sure you meet the criteria and requirements of funders. Most of them reject proposals that go against their terms. You should comply with their preferred page length, font size, or supporting documentation or information.

- *"It's the first test for the people who will be judging your grant,"*
- *"They need to know that you're very invested in it and that you're going to follow the instructions that they set forth diligently and not think you're beyond the rules."*

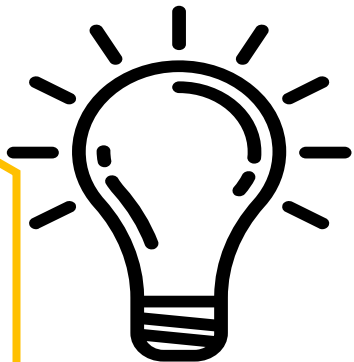




# SIX STEPS TO GET FOUNDATION GRANTS

## 6) Get expert advice. - Collaborate with other researchers to establish prior success:

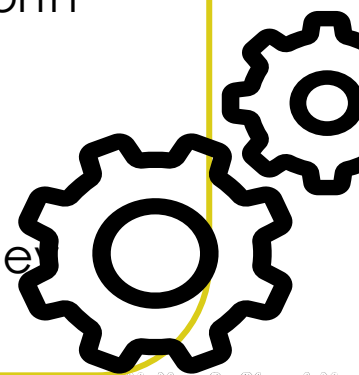
- Create your research team
- If you want to increase your chance for grants, you can ask the help of other researchers.
- They can help you save time and effort, as well as spare your quest from failure.
- Have your application reviewed by your advisor, mentor or other researcher who may have experience with the particular grant, and other graduate students,
- Discussing ideas with colleagues about your study may enhance your project.



**REACH OUT & GET PERSONAL**

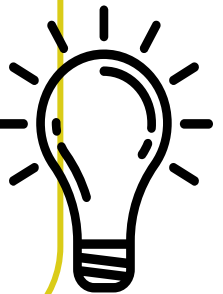
# COLLABORATION : GO OUTSIDE YOUR FIELD OF STUDY

- 1) Try to get feedback from scholars outside of your area of study
- 2) Researcher from other field should be able to understand your application just as well as someone familiar with your research area.
- 3) Have a strong partners help to enrich the research – giving the funder the confidence you know how to take a high-quality and scientific research.
- 4) Be sure to factor in this extra review time among co-researcher from the start.
- 5) If your mentor or co-researcher usually takes a week to get back to you, make sure you give him or her a few weeks to review your application,"
- 6) It's not only the writing part that you have to keep in mind, but also the back-and-forth between you and your advisor/mentor/ co-researcher , so that you can get your application as polished as possible.
- 7) Try to get professional or someone from the industry
- 8) If the funder do not think you can do the work or aren't qualified to do the work, they would not award you the fund.



# DON'T GIVE UP / NEVER STOP APPLYING

- 1) Persistence is key in grant writing,
- 2) The grant review process takes an average of six to eight months.
- 3) Time taken - Panel reviews, Not recommended or approval and release of funds.
- 4) Do not stop and wait for results from one funding source.
- 5) Be sure to consider all comments by panel of reviewers with an open mind.
- 6) They may help you strengthen your concept and next proposal.
- 7) Continuously writing grant requests to multiple sources is an efficient use of time and a way to keep your project viable.
- 8) And rejection is simply part of the process, - making it important to develop a thick skin early on.
- 9) "if rejected - used the feedback to strengthen the revised or new application.
- 10) "Getting practice with dealing with no and understanding that it's not personal and moving on from that builds your emotional resilience as a researcher ,"



# Sources of funds

## International funder

- Islamic Advisory Group - <https://www.iag-group.org/home/>
- <https://barakat.org/grants/> - (Supporting and promoting the study and preservation of Islamic art, heritage, architecture and culture for future generations)
- <https://www.inceif.org/i-connect.islamicfintech/application-for-fund/>
- Sumitomo grant - <http://www.sumitomo.or.jp/e/>
- Smart Economy Grants Program - <https://www.isdb.org/>
- UN Habitat grant - <https://unhabitat.org/urban-youth-fund>
- <https://unhabitat.org/node/144092>
- UNDP – united nation development programme - <https://open.undp.org/>
- <https://www.my.undp.org/content/malaysia/en/home/about-us/funding-and-delivery.html>
- <https://www.nottingham.edu.my/Research/documents/Research-Funding-Vol.-1-Issue-2-2018.pdf>

## National / local funder

- Yayasan hasanah - <https://yayasanhasanah.org/partner-with-us/>
- Yayasan inovasi Malaysia - <https://www.yim.my/en/grants/>
- [MSC Malaysia Research & Development Grant Scheme](#)
- [US Department of Health & Human Sciences](#)
- [Malaysia Toray Science Foundation](#)
- [International Foundation for Science](#)
- [Asian Development Bank](#)
- [Bank Negara Malaysia \(Central Bank of Malaysia\)](#)
- [Malaysia Biotechnology Corporation](#)
- [Echoing Green Fellowship](#)
- [National Institute of Occupational Safety & Health, Malaysia](#)
- [Malaysia Technology Development Corporation](#)
- [Ministry of Higher Education Malaysia](#)
- [Ministry of Science, Technology & Innovation, Malaysia](#)
- [Malaysian Investment Development Authority](#)
- [National Cancer Council Malaysia](#)
- [The Wenner-Gren Foundation](#)
- [Cradle Investment Programme](#)



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**THANK YOU!**



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بُونت رِسْتِي انبَار اِنْجِنِيَا مَلْدِسِيَا

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