Conclusions

• Make time to write
• Communication takes practice
• Good communication improves quality of life
• Graduate and Research Enterprise Writing (GREW) Fellowship
Self
• Academic Mental Mapping
• Innovation Styles
• Writing Strategies

Others
• Communication Strategies
• Persuasion
• Understanding Needs/Wants
• Greed/Fear
Self – Mental Mapping

• Mission statement – not an elevator speech, one sentence that defines my overall research arc within my academic career
• Funding opportunities – deadlines, status, annual grant opportunities, future projects
• Research in progress
• Publications
• Future Ideas – projects to initiate, methods to learn, professional development (fellowships), new directions
Self – Innovation Style

**COLLABORATE – DO THINGS THAT LAST**
- Communities of practice
- Culture and competency development
- Knowledge management
- Search and reapply

**CREATE – DO NEW THINGS**
- Future scenarios
- Diversified radical experiments
- New research speculation
- Build don’t acquire

**CONTROL – DO THINGS RIGHT**
- Order and structure
- Methodical quality control
- End-to-end systems
- Persistence

**COMPETE – DO THINGS NOW**
- Acquisitions
- Rapid action problem solving
- Bottom line focused
- Profit and speed
- High-pressure, quantifiable results
Self – Writing Motivation

• Divide your writing session in half:
  – Freewriting
  – Analyze, organize, and fill in the best parts that you’ve written
  – Exercise
    • Write for 10 minutes
    • If you can’t think of what to write, then write your name over and over
    • Don’t stop
    • After 10 minutes, review what you have written and circle the most valuable information
    • Start a new 10-minute writing session focused on the most valuable outcome of the first session

• Prompts
  – What questions do I want to answer in my research?
  – What trends am I seeing in my data coding or analysis?
  – What do I want to accomplish next?
  – I am stuck on this section. Why?
Writing Tools to Review

• Mental Mapping
  – MindMeister (Web Application, Free)
  – XMind (Windows/Mac/Linux, Free)
  – FreeMind (Java, Free)

• Timed Writing
  – The Pomodoro Technique (http://www.pomodorotechnique.com/) if you like tomatoes.
  – Written? Kitten! (http://writtenkitten.net/) if you love adorable baby cats.
  – Write or Die (http://writeordie.com/) for the iPad if you respond better to punishment than rewards.
THE GRANT CYCLE

HOW IT'S SUPPOSED TO WORK:

WRITE GRANT → GET $ → DO RESEARCH → PUBLISH RESULTS

(Repeat)

HOW IT REALLY WORKS:

DO RESEARCH → GET RESULTS BUT DON'T PUBLISH THEM YET. CALL THEM "PRELIMINARY RESULTS" → WRITE GRANT TO DO WHAT YOU ALREADY DID → GET $ → USE $ TO PAY FOR AN UNRELATED NEW PROJECT

OK, NOW YOU CAN PUBLISH RESULTS
What the Reviewers are Actually Doing while Reviewing your Proposal
A’s Intention:
Private; known only to A

A’s Action:
Public; observable by anyone

IMPACT on B:
Private; known only to B

Message ENCODED by A

Message DECODED by B

*Must be inferred by B

*Must be inferred by A

Diagram based on “interpersonal Gap theory” developed by John L. Wallen
The Listening Cycle

1. Attend
2. Acknowledge
3. Summarize
4. Invite
5. Ask
Questions?