



# Human Dynamics of Research Funding

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# 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?

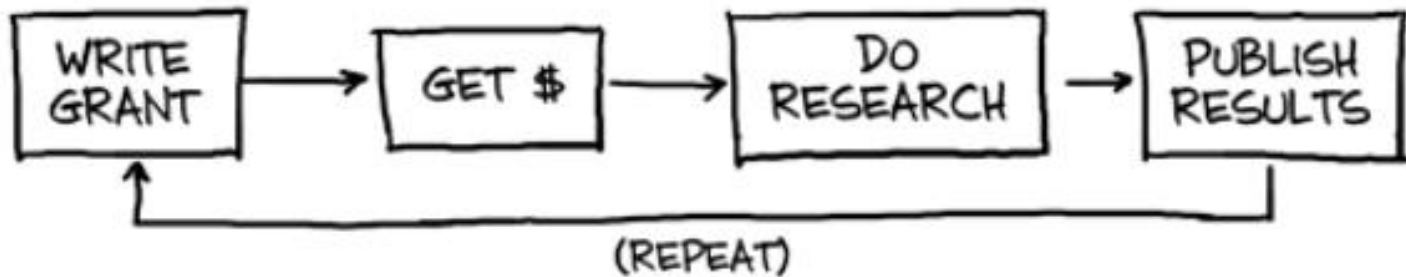


# Writing Tools to Review

- 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:



HOW IT REALLY WORKS:





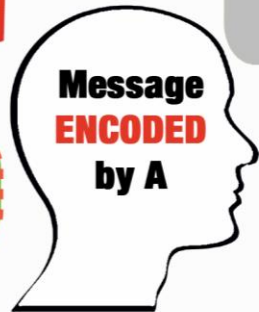
# What the Reviewers are Actually Doing while Reviewing your Proposal



**A's Intention:**

Private; known only to A

**\*Must be inferred by B**



**A's Action:**

Public; observable by anyone



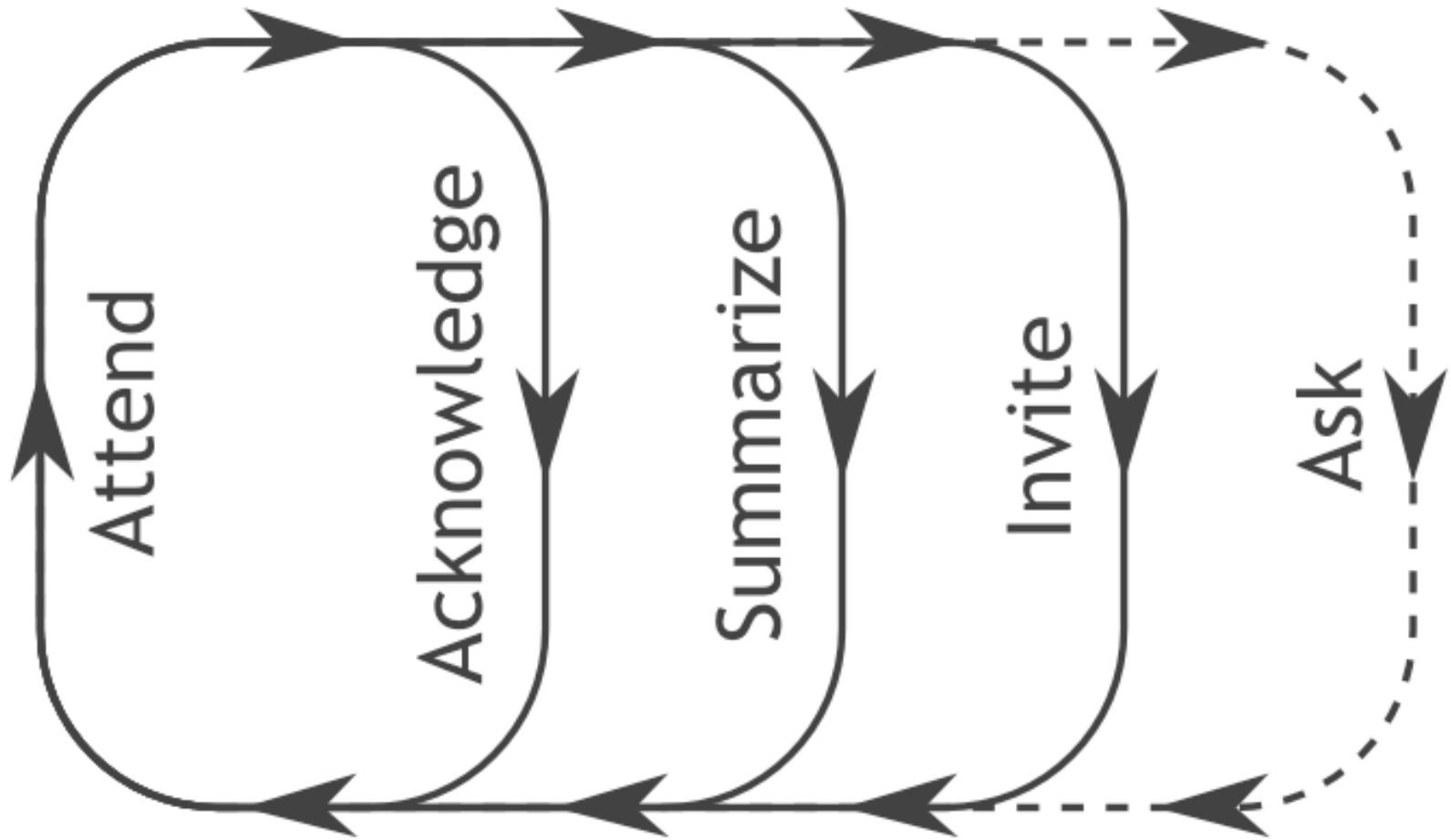
**IMPACT on B:**

Private; known only to B

**\*Must be inferred by A**



Diagram based on "interpersonal Gap theory" developed by John L. Wallen



# The Listening Cycle



# Questions?

