



RESEARCH MANAGEMENT TRAINING

Call Response Management Issues

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PATHWAY TO SUCCESS

Proposal Evaluation Criteria-1

- Significance
 - Does it address an important problem?
 - If Aims are achieved how will the problem be solved?
- Innovation
 - Are there novel concepts/approaches being brought on board?
- Approach
 - Is the overall strategy, methodology, analysis well reasoned and sound?

Proposal Evaluation Criteria-2

- Assembled Research teams
 - Are Investigators qualified?
 - Do they provide adequate time commitments?
- Research Environment
 - Is it well resourced in terms of research infrastructure
 - Adequate Institutional support
 - Unique features- study population, collaborative agreements etc
- Feasibility
 - Preliminary data

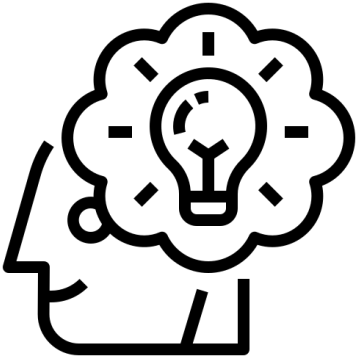
GRANTSMANSHIP



Credit: Haca Studio

- Success based on generating good ideas aligned to specific call!
- However, there are several other aspects involved in the process, that if not well managed could derail or fail it.
- Here we go through NIH (used as example) call pillars that if not well managed could fail the exercise. So they must be tasked

Key Pillars-1



- **Research Topic**

- An innovative grant idea goes a long way

Approach Strategy-

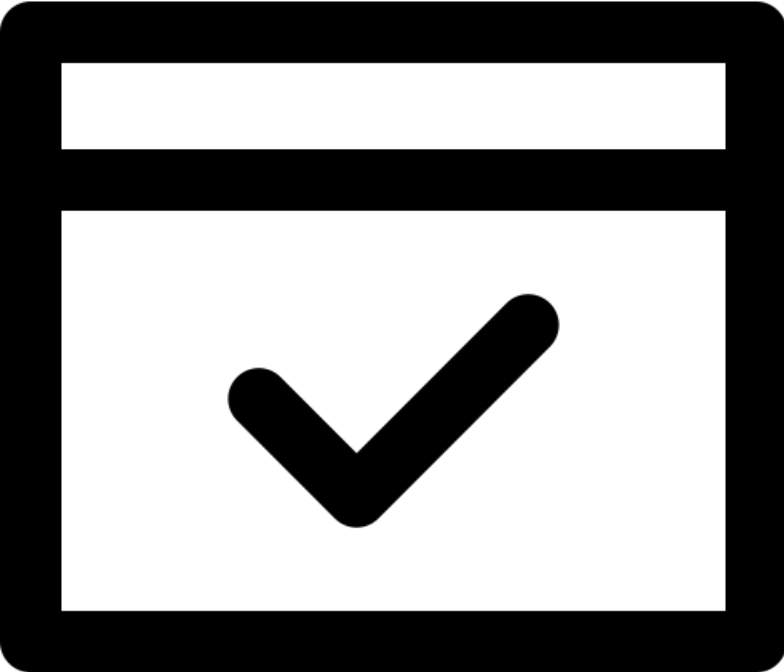
Conceptualize it in terms of:

- Alignment with funding call (***Call program officer***)
- Scope
- budget
- Collaborators
- etc



Credit: Haca Studio

Key Pillars-1



- **Compatible Grant Calls**
 - Fit the organization's mission and priorities
 - Match the organization's capacity
 - Seek sustainable solutions/ or knowledge to address important national/ regional or global challenges

Approach Strategy- Careful search and selective pick of calls (Aided by):

- Research Support Office (RSO)
- Professional research networks
- Mailing lists
- Grant funding agency websites

Key Pillars-3



Credit: Flat Icons

- **Investigator Attributes:**
 - Expertise about the research area, (**CVs** go along way)
 - Positive relationships and partnerships (**Letters of collaboration**),
 - Knowledge of and access to organizational assets
 - Equipment, personnel, space to run the study
 - Access to those who make organizational decisions

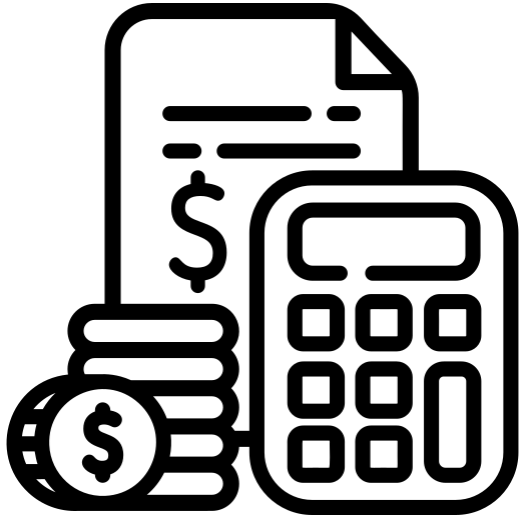
Key Pillars-4



Credit: Freepik

- **Collaborators:** To be carefully recruited based on
 - Study objectives
 - Study activities
 - Technical expertise
 - Competing interests
 - Budget
- Collaborate but be sure to always protect your interests

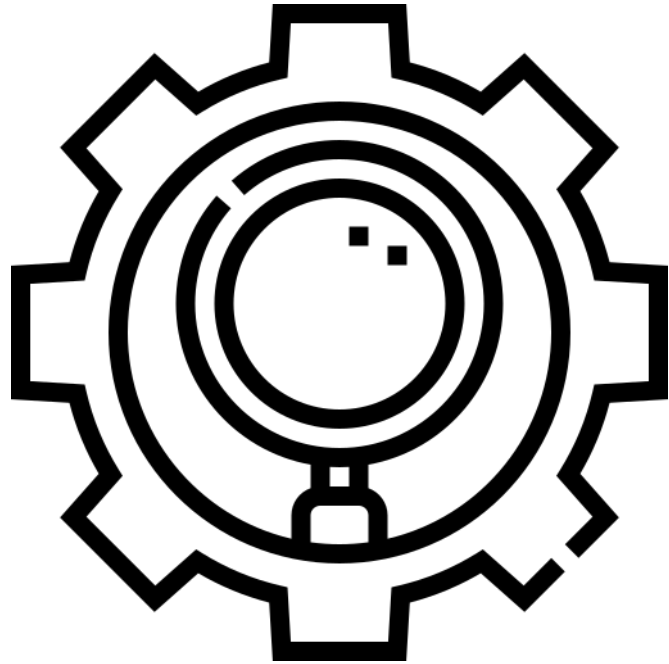
Key Pillars-5



Credit: Freepik

- **Budget:**
 - Must match requirements
 - Including Finance & Administration costs
 - Service the collaboration
 - Good practice to follow template

Key Pillars-6



Credit: Freepik

- **Research Environment:**
 - Organizational planning,
 - Organization's management,
 - Organization's Financial management
 - Organization's relationships within the community
 - Protection of human subjects (ethics);
Vertebrates, and Biohazards

Key Pillars-7



Credit: Vector Art

- **Timely Submission:**
 - Start early (Give enough time)
 - Be prepared to drop strugglers
 - Aim to submit with at least 2- 3 days to the submission deadline
 - NB: many applications fall at this stage

Conclusion

- Going to require high level of organization
- Going to require planning
- Collaborator responsiveness- but you need to give them ample lead time
- Daunting task but just get on with it