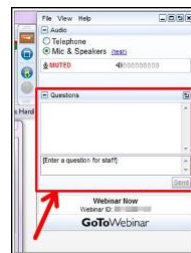


Have Questions?



Type them into questions box!

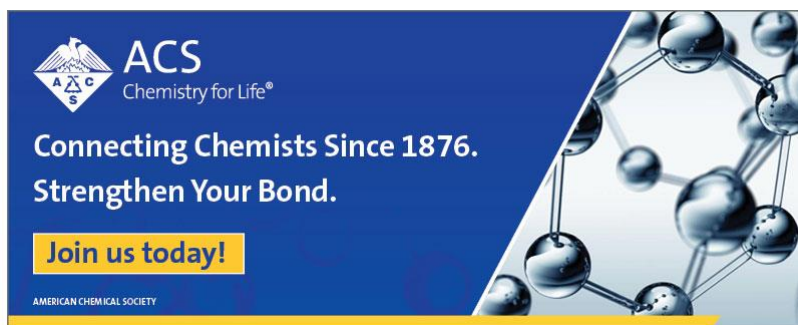
**“Why am I muted?”**

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**HollyAnn Nye Rogers, M.N.M.**  
Director of Grants Development  
Wake Technical Community College

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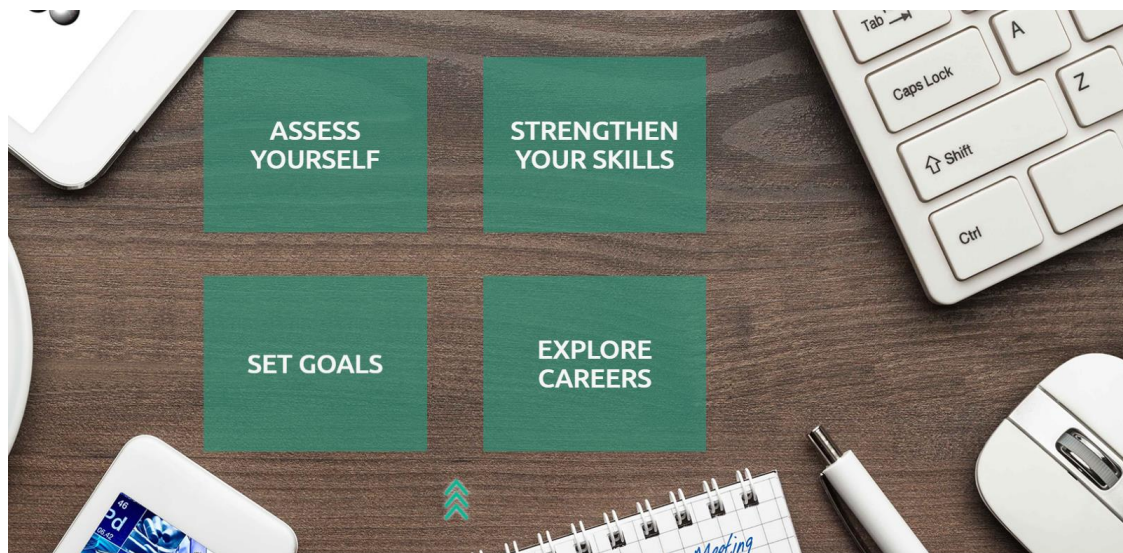
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- Write grant proposals
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## Peer-Review Training for Scientific Researchers



**ACS Reviewer Lab™** is a free peer-review training course. Designed by ACS Editors, leading scientific researchers, and ACS Publications staff, this course provides real-life guidance on how to navigate tricky ethical situations, identify core criteria for evaluating manuscripts, and write a first-rate review. All you need to get started is an ACS ID.

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#### 1. INTRODUCTION TO PEER REVIEW

What is peer review? Learn the basics of peer review and the critical role it plays in scientific publication.



#### 2. ETHICS IN PEER REVIEW

Learn how to deal with difficult ethical issues, potential conflicts of interest, and personal biases in the peer review process.



#### 3. PREPARING FOR REVIEW

Every journal is unique, and the scientific literature is constantly evolving. Preparation before evaluating a manuscript will result in a more thorough review.



#### 4. ASSESSING SIGNIFICANCE AND TECHNICAL QUALITY

Evaluating scientific soundness and potential impact is a key function of the reviewer. Learn how to effectively gauge impact and rate technical quality.



#### 5. ASSESSING PRESENTATION AND READINESS FOR PUBLICATION

Presentation is key. Use these tools to evaluate manuscript presentation and identify potential issues related to safety and data.



#### 6. WRITING YOUR REVIEW

What makes a good review? Learn how to write a quality review and convey your ideas with clarity.

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### Funding Opportunities

ACS offers funding to support the advancement of the chemical sciences through research, education, and community projects.



## For Research

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#### Fundamental Petroleum Research

ACS Petroleum Research Fund  
Grants for faculty at non-profit institutions pursuing fundamental research directly related to petroleum or fossil fuels.

#### Green Chemistry

ACS GCI Pharmaceutical Roundtable  
Grants for institutions of higher education to spur impactful green chemistry research.



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Irving S. Sigal Postdoctoral Fellowship  
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Teva Pharmaceuticals Marc A. Goshko Memorial Grant Program  
Grant for academic researchers in the fields of organic and medicinal chemistry.

[www.acs.org/content/acs/en/funding-and-awards](http://www.acs.org/content/acs/en/funding-and-awards)

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## Upcoming ACS Webinars

[www.acs.org/acswebinars](http://www.acs.org/acswebinars)



Thursday, September 13, 2018

### ***Bioprivileged Molecules: How We Can Create Value From Biomass***

*Co-produced with the ACS Green Chemistry Institute*

Experts



Brent Shanks  
CBIRC at Iowa State  
University



Peter Keeling  
CBIRC at Iowa State  
University



Joe Fortunak  
Howard University



Thursday, September 27, 2018

### ***Who Will Win the #ChemNobel? Predicting the 2018 Nobel Laureate(s) in Chemistry***

*Co-produced with Chemical & Engineering News*

Experts



Carmen Drahl  
C&EN



Lauren Wolf  
C&EN

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## ***The Proposal Writing Process: Practical Tips***



**Nancy Jensen**  
Program Manager, Office of Research  
Grants, American Chemical Society



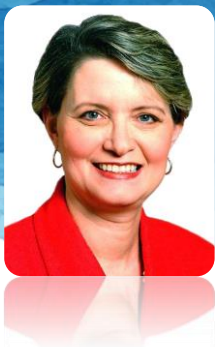
**Joerg Schlatterer**  
Manager, Graduate and Postdoctoral  
Scholars Office, American Chemical Society

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# The Proposal Writing Process: Practical Tips

**Nancy J. Jensen, Ph.D., J.D.**

Program Manager, Office of Research Grants and ACS Petroleum Research Fund  
American Chemical Society

## Creating a Positive Impact – The Proposal



- A Great Research Idea
- Effective Presentation of the Idea

## Creating a Positive Impact – Professionalism



### Develop a Positive Professional Reputation

- Personal Integrity
- Responsible
- Capable
- Respectful of Others
- Positive Member of the Professional Community



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## Creating a Positive Impact – Good First Impression



1st paragraph of Proposal Narrative is Key



Careful presentation of proposal critical



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## Outline of Topics

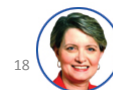
- Selecting a Research Topic
- Developing the Presentation
- Common Errors
- Proposal Evaluation
- PRF as an Example
- Being a Reviewer and other Final Thoughts



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## Outline of Topics

- Selecting a Research Topic**
- Developing the Presentation
- Common Errors
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## Evaluating a Research Topic

### Your Research Must Be:

- Methodical, repeatable and verifiable
- Not done before
- Significant
- Reasonable probability of success
- Amenable to a viable research plan



*\* Must have facilities to accomplish research and determine that the proposed research can comply with **SAFETY** and other legal requirements.*



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## Know Your Field

- *What is **current state-of-the-art**?*
- *What are the **key research issues**?*
- *What are the **major unsolved challenges**?*
- *What are the **sources for funding**?*
- *What are the **top ten researchers** in the field doing now?*



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## Build on Your Strengths



- Differentiate this proposal from Ph.D. thesis and other sponsored work
- Perform thorough up-to-date literature search and exploratory research before writing the proposal
- Establish and keep your contacts



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## Reality Check: Heilmeier's Catechism



George H. Heilmeier

- How is it done today, and what are the limits of the current practice?
- What's new in your approach and why do you think it will be successful?
- Who cares?
- If you are successful, what difference will it make?
- What are the risks and payoffs?
- How much will it cost?
- How long will it take?
- What are the midterm and final "exams" to check for success?



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## Sources of Information on Successful Topics



**For Petroleum Research Fund** (see Annual Reports):

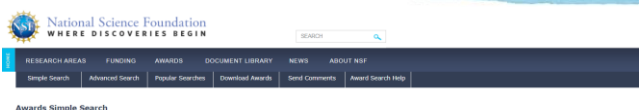
<https://www.acs.org/content/acs/en/funding-and-awards/grants/prf.html>



**For Research Corporation for Scientific Advancement**  
(see Awards Database): <http://rescorp.org/awards-database>



## Sources of Information on Successful Topics



**For NSF** (search for funded projects):  
<https://www.nsf.gov/awardsearch>

**NSF Award Search Guide:**  
<https://www.nsf.gov/awards/award-search-guide.jsp>

### Publications

#### NSF Merit Review Reports

These annual reports to the National Science Board include data on proposals and awards and other pertinent information, as well as descriptions of special activities that NSF has undertaken in support of the merit review process. Longitudinal data are given to provide a long-term perspective. The current funding rate is a significant decrease from the FY 2000 funding rate of 33 percent, but the current rate has been approximately unchanged over the last five years.

The Foundation continues to exceed its "time to decision" goal of informing at least 70 percent of Principal Investigators (PIs) of funding decisions within six months of receipt of the proposal. The National Science Board conducted a review of the NSF merit review process and concluded that the NSF merit review process is fair and effective. It "remains an international gold standard" for review of science and engineering research proposals.

The latest publication of the report is the Merit Review FY 2016.

**For NSF also see NSF Merit Review Report to the National Science Board (NSB):**  
<https://www.nsf.gov/nsb/publications/pubmeritreview.jsp>



## Sources of Information on Successful Topics

The screenshot displays the NIH RePORTER website interface. At the top, there is a search bar and navigation links for HOME, ABOUT REPORT, FAQs, GLOSSARY, and CONTACT US. Below this is a menu with categories: QUICK LINKS, RESEARCH, ORGANIZATIONS, WORKFORCE, FUNDING, REPORTS, and LINKS & DATA. The main content area features the NIH RePORTER logo and a navigation bar with options like QUERY, BROWSE NIH, MATCH-MAKER, and SEARCH PUBLICATIONS. A prominent yellow banner reads "NEW PROGRAM OFFICIALS ON RESEARCH PROJECTS". The "QUERY" section includes a "SUMMIT QUERY" and "CLEAR QUERY" button, a "Fiscal Year (FY)" dropdown set to "Current FY is 2016", and a "Active Projects" dropdown. The "RESEARCHER AND ORGANIZATION" section contains fields for Principal Investigator (PI) (Last Name, First Name), Organization, Department Type, and Organization Type, along with dropdowns for City, State, Country, Congressional District, and DUNS Number. A "TEXT SEARCH" section at the bottom allows for searching by Logic (Add, Or, Advanced) and includes checkboxes for "Search in" (Projects, Publications, News, Project Abstracts) and "Limit Project search to" (Project Title, Project Dates, End Year) with a dropdown for the year (2017, 2016).

### For National Institutes of Health

(see Research Portfolio Online Reporting Tool - RePORTER):

<https://projectreporter.nih.gov/reporter.cfm>



## If in Doubt, Contact the Program Officer

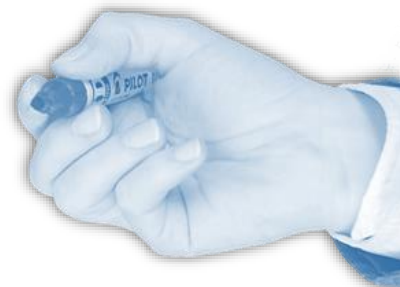
Preferably, **before** you spend the time writing an uncompetitive or non-compliant proposal.

- Always be **polite, respectful, and honest** when communicating with a program officer



## Outline of Topics

- ✓ Selecting a Research Topic
- ✓ **Developing the Presentation**
- Common Errors
- Proposal Evaluation
- PRF as An Example
- Being a Reviewer and Final Thoughts



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## Exemplary General Outline of a Proposal

- I. **Abstract:** Written in slightly more general terms, readable by non-experts.
- II. **Background and Significance:** Demonstrate that you know the field thoroughly.
- III. **Specific Aims:** 1-2 sentences on each point that you intend to investigate.
- IV. **Experimental Plan:** State work to be done, how it will be done and expected outcomes.
- V. **Resources:** Identify available and resources required to complete your research.



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## Clear Presentation

- **State:**
  - the problem or hypothesis
  - why the issue is significant
  - what you are going to do
- **Explain how you will carry out the proposed work**
- **Address relevant potential challenges and alternatives**



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## Clear Presentation

### Demonstrate Managerial Skills



- Set forth a clear pragmatic research plan
- Show wise use of resources – **people, money, and facilities**
- Be well organized



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## Audience Challenge Question

ANSWER THE QUESTION ON BLUE SCREEN IN ONE MOMENT

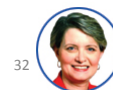
Clear and Impactful Writing: Which of the following do you think is the **best way** to convey the **newness of your idea** to reviewers?

- **A)** The proposed research has never been done before and will revolutionize organic synthesis
- **B)** The proposed research provides a new method for functionalization of heterocyclic compounds in a one-pot synthesis using an iron catalyst
- **C)** The proposed research provides a novel approach to functionalization of heterocyclic rings
- **D)** All of the above
- **E)** None of the above

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## Tips for Stating Key Components

- Make clear in the **first paragraph** exactly what your proposal is about.
- The statement of your **research objective** should lead you directly to your **methodology**.



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## Audience Challenge Question

ANSWER THE QUESTION ON BLUE SCREEN IN ONE MOMENT

Clear and Impactful Writing: Which of the following do you think is the **best way** to convey the **over-arching general nature** of your research?

- **A)** The proposed research is directed to the synthesis of analogs of dimethyl chicken wire a natural product known to have antimicrobial properties
- **B)** The proposed research includes building a library of compounds and testing them for antibiotic activity and cancer prevention properties
- **C)** The proposed research is directed to the synthesis of fluorinated analogs of dimethyl chicken wire, a natural product known to have antimicrobial properties. The analogs are projected to have better bioavailability and accordingly higher potency than the natural product
- **D)** All of the above
- **E)** None of the above

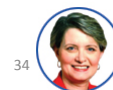
33

## Exemplary Hypothesis

- *The proposed research will test the hypothesis that a new xyz catalyst will oxidize compounds having AB functionalization.*

OR

- *We hypothesize that.....*



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## Exemplary Objectives

- *The first objective of the research is to construct the new catalyst xyz from metal x and ligands y and z.*
- *The second objective is to use the new xyz catalyst to oxidize compounds having AB functionalization including AB substituted aromatic compounds and AB substituted cyclohexene compounds.*



### Audience Challenge Question

ANSWER THE QUESTION ON BLUE SCREEN IN ONE MOMENT



Clear and Impactful Writing: **Which of the following do you think is the best way to start the proposal section on experimental plan?**

- **A)** In this project, we will study the functionalization of hydrocarbons and aromatic compounds and test their physical properties, bioactivity and shelf stability by a variety of methods.
- **B)** In this project, we will study the functionalization of  $sp^3$  carbon atoms of aliphatic alkanes, cyclic alkanes and alkenes.
- **C)** In this project, we will initially focus on the functionalization of  $sp^3$  carbon atoms in hexane molecules with an iron catalyst.
- **D)** All of the above
- **E)** None of the above

## Competitive Proposals

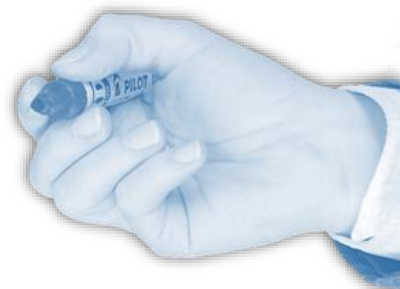
- Keep **narrative focused** on the project.
- Use **tables, charts, and figures** effectively.
- Mention **agency** secondary interests (as appropriate)
- Present **preliminary results** (if expected)



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## Outline of Topics

- ✓ Selecting a Research Topic
- ✓ Developing the Presentation
- ✓ **Common Errors**
- Proposal Evaluation
- PRF as an Example
- Being a Reviewer and Final Thoughts



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## Avoid Plagiarism



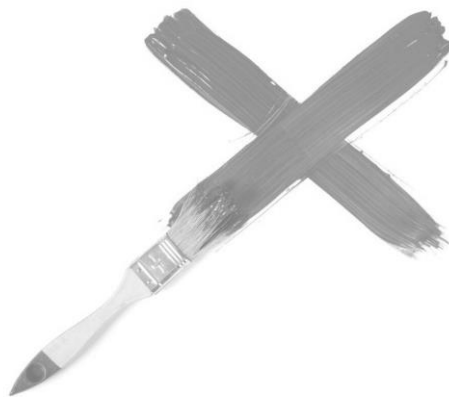
- Cut and paste copying from published work
- Copying from your own published work
- ✓ Properly note and credit copied passages



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## Common Errors in Proposals

- Does not fit agency's mission.
- Violates one or more agency guidelines.
- Beyond capabilities of investigator, students, or institution (don't propose too much).
- Lack of proofing: grammar, spelling, formulas, numbering, math errors.



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## More Common Errors



- Missing pages, figures, tables, or signatures.
- Unfocused, poorly organized.
- Low personnel budget – not enough people.
- Low impact – No publishable results even if funding is obtained.



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## Reviews of Uncompetitive Proposals



*“The PI has failed to refer to important studies published in the past 2-3 years.”*



*“Much important information on experimental procedures, and equipment for measurements is omitted. I can’t really tell what is going to be done and how.”*



*“This proposal is a simple extension of the PI’s Ph.D. thesis.”*



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## Reviews of Uncompetitive Proposals



*“The PI seems to feel only one outcome of these studies is possible and fails to consider others. If that were true, the studies would be unnecessary.”*



*“This work can certainly be carried out, but it does not address any topic of broad current interest. I would probably not read a paper describing the results.”*



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## Proposal may be returned without review if you:

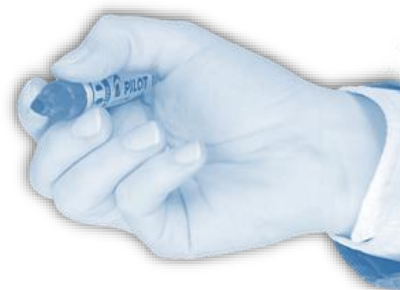
- Send a proposal outside the agencies scope of funding and/or guidelines
- Don't follow **all** the instructions in the RFP.
- Have unauthorized attachments or conditions



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## Outline of Topics

- ✓ Selecting a Research Topic
- ✓ Developing the Presentation
- ✓ Common Errors
- ✓ **Proposal Evaluation**
- PRF as an Example
- Becoming a Reviewer and Final Thoughts



## Reviewers Want to Know

- 1) What is it about (**research objective**)?
- 2) How will you do it (**technical approach and methodology**)?
- 3) Can you do it (**you and your facilities**), and is it worth doing?
- 4) Are there any secondary objectives that are relevant to the agency?  
(e.g., **education of students, broader impacts**)



## Reviewer Evaluation Process

- Address the **agency's criteria** set out in the reviewer guidelines
- Evaluate the **significance and novelty** of the proposed work
- Evaluate the **approach** including methods and resources available
- Evaluate **Grantsmanship** – clear presentation, readable, well organized and free of typos
- Evaluate potential safety concerns
- Evaluate the educational aspects and/or any other secondary agency interests



## Reviewer Evaluation Process - continued

- Is the proposed research “do-able”?
- Has the PI realistically address potential challenges?
- Are preliminary results clearly presented and their relevance to the proposed work identified?
- Has the PI appropriately considered the relevant literature and state of the art in the field?





## Proposal Decision Criteria

- ✓ Significance
- ✓ Approach
- ✓ Innovation
- ✓ Investigator capability
- ✓ Research Environment
- ✓ Grantsmanship



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## Outline of Topics

- ✓ Selecting a Research Topic
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## History of ACS Petroleum Research Fund

- Founded 1944 in a Federal court order related to anti-Trust activities of seven oil companies. The PRF trust comprises **stocks and investments generating income** to ACS PRF for **research grants**.
- Currently the trust and grant program are administered by ACS but subject to the jurisdiction of a Federal Court.
- Current grants are **“seed money”** grants emphasizing **novel research** directions and allowing **new investigators to launch careers** and **established researchers to develop worthwhile but risky ideas** (proof-of-concept data).

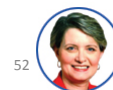


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## Seed Money Grants






- Proposed work must be **significantly different** that previous work
- **Preliminary results not necessary** and if available modest in amount



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## Research Must be Petroleum Relevant

### AND

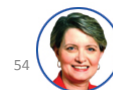
-  The relationship to the **“petroleum field”** should be obvious, not a stretch of one’s reasoning.
-  Proposed research must be in one of the specified disciplines
-  Proposed research is not in one of the explicitly excluded research types



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## PRF Grant Types

- **New Directions (ND) Research Grants**  
Faculty in Ph.D.-granting departments
- **Doctoral New Investigator (DNI) Grants (US only)**  
New faculty within first three years of appointment
- **Undergraduate Research (UR) Grants**  
Faculty in non-Ph.D.-granting departments
- **Undergraduate New Investigator (UNI) Grants (US Only)**  
New faculty within first three years of appointment



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# PRF Proposal Processing

- 1) Proposal submitted on Internet Grant Application Manager (IGAM) Web server
- 2) Proposal transferred from IGAM Web server to ACS PRF proposal database
- 3) Proposal evaluated by Program Manager for relevance to ACS PRF (both “fundamental and petroleum-relevant” research)
- 4) Proposals within scope of PRF funding sent to reviewers (each reviewer does only 1 review per grant cycle)
- 5) Written reviews and proposals forwarded to PRF Scientific Committees for funding decision
- 6) Scientific Committees’ decisions reviewed by ACS Board of Directors
- 7) PIs notified



# Outline of Topics

- ✓ Selecting a Research Topic
- ✓ Developing the Presentation
- ✓ Common Errors
- ✓ Proposal Evaluation
- ✓ PRF as an Example
- ✓ **Becoming a Reviewer and Final Thoughts**



# One Way to Learn About Grant Proposals

- No better way to see how the system works.
- Not a major time commitment.
- Program Officers send out hundreds of review requests each year; dedicated reviewers are always needed.
- If you think the system is unfair, try being a part of it!

*Be a Reviewer!*



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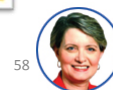
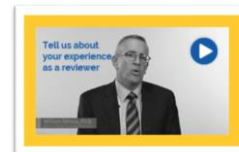
# Learn How: FREE Web-based Publication Review Training

Peer-review training for scientific researchers

ACS Reviewer Lab™ is a free peer-review training course. Designed by ACS Editors, leading scientific researchers, and ACS Publications staff, this course provides real-life guidance on how to navigate tricky ethical situations, identify core criteria for evaluating manuscripts, and write a first-rate review. All you need to get started is an ACS ID.

[START HERE](#)

<https://www.acsreviewerlab.org>



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# ACS Office of Research Grants: Additional Resources



**Nancy J. Jensen:**  
[n\\_jensen@acs.org](mailto:n_jensen@acs.org)  
Phone 202-872-6186



**ACS Petroleum Research Fund**  
[www.acsprf.org](http://www.acsprf.org)  
Inquiries: [prfinfo@acs.org](mailto:prfinfo@acs.org)



## Additional Contact Information

- **Assistant Director Dean Dunn:** [d\\_dunn@acs.org](mailto:d_dunn@acs.org)



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Polymer Science and Chemical and Petroleum Engineering



- **Askar Fahr:** [a\\_fahr@acs.org](mailto:a_fahr@acs.org)  
Physical Organic Chemistry and Physical Chemistry/Chemical Physics



- **Burt Lee:** [b\\_lee@acs.org](mailto:b_lee@acs.org)  
Surface and Materials Science

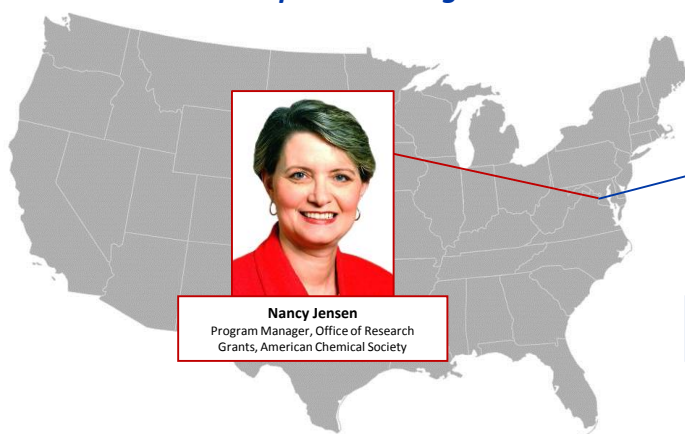


- **Fritz Theyer:** [f\\_theyer@acs.org](mailto:f_theyer@acs.org)  
Geochemistry, Geology, geophysics

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## The Proposal Writing Process: Practical Tips



**Nancy Jensen**  
Program Manager, Office of Research Grants, American Chemical Society



**Joerg Schlatterer**  
Manager, Graduate and Postdoctoral Scholars Office, American Chemical Society

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#### 1. INTRODUCTION TO PEER REVIEW

What is peer review? Learn the basics of peer review and the critical role it plays in scientific publication.



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#### 5. ASSESSING PRESENTATION AND READINESS FOR PUBLICATION

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#### 6. WRITING YOUR REVIEW

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*Co-produced with the ACS Green Chemistry Institute*



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CBIRC at Iowa State  
University



Peter Keeling  
CBIRC at Iowa State  
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Joe Fortunak  
Howard University



Experts

**Thursday, September 27, 2018**

***Who Will Win the #ChemNobel? Predicting the 2018 Nobel Laureate(s) in Chemistry***

*Co-produced with Chemical & Engineering News*



Carmen Drahl  
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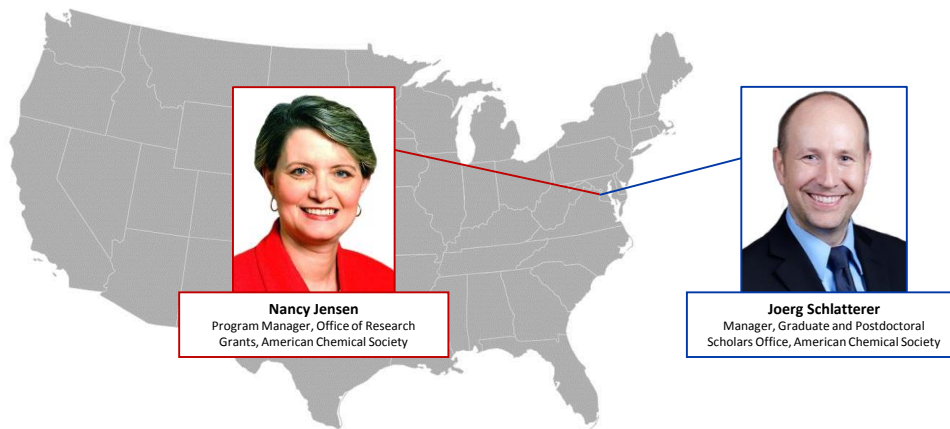


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