



# Strategies for Writing and Winning Research Grants

Workshop length: 2 Days

Objectives: To plan for and target the most appropriate funding source with the strongest research proposal.

Target audience: Research support staff

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## Why train with us?

Research Impact Academy is a leading provider of impact training programs, coaching, and consulting.

## Workshop Facilitator - Dr Tamika Heiden

As Principal of the Research Impact Academy, Tamika has dedicated herself to the art and science of research impact, built a program of learning experiences to support researchers and developed partnerships with international experts and a world-leading paediatric hospital, all in the interest of ensuring that research can change the world!

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## TOPICS COVERED

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### Introduction to Impact

Interactive two - day workshop to focus on specific skill building and the development of strategies to strengthen researcher success across the domains of research funding, research teams, and positioning abilities for collaborations.

#### 1. Professional goals identification (ACTIVITY)

This element of the workshop will allow for identification of baseline plans of the participants. Throughout the workshop sessions content will build on these areas and provide strategies and measurement activities across multiple areas of:

- Leadership & reputation
- Engagement - collaborations and partnerships (internal and external)
- Research income

#### 2. Strategic plan for your career progression

- Developing your career vision and mission
  - Big picture thinking and how you can use your vision to leverage opportunities in building your career
- ACTIVITY - With a partner share your big "why", is it clear and compelling

#### 3. Research Translation and Impact

- What do we mean by research translation and research impact?
- Future requirements and changes to funding related to research impact.
- Impact and track record

#### 4. Leadership & Reputation

- Strategies to build your research profile
- Using social media to position yourself
  - Overview of how academics are using social media for success
  - The proven social media channels for academics & stories of success
- Developing successful research teams
  - Strategies to increase research outputs and leverage research opportunities
- Measuring the impact of your leadership activities
- ACTIVITY - Matching leadership strategies and to your previously defined goals.



Pre & Post  
workshop  
evaluation



Workbook full of  
valuable  
resources



Follow-up  
coaching session



Plan of action  
for the next 90  
days

*"I was fortunate to attend Tamika Heiden's 2 day masterclass for Securing Successful Research Funding and Grants Applications in February 2018. It was quickly obvious that Tamika is passionate about impact for research, and for people to achieve and be successful. She presented the information clearly and with experience. She was able to communicate relevance to all people in the room regardless of their experience and reason for attending. I left the masterclass feeling very well equipped to take the steps needed to improve my future applications. If you have the opportunity to attend Tamika's masterclass, you should go as I am sure you will get a lot from it both professionally and personally."*

Dr Helen Petsky, Senior Lecturer and Post-Doctoral Fellow, Griffith University

## 5. Engagement

- Collaboration & Partnership
  - Strategies for identifying & building networks, connecting with non-academic partners and developing successful collaborations
  - Assessment of collaborations and partnerships
- Identification of your key strengths for working with existing collaborations and teams
  - Becoming a valuable collaborator
  - Finding opportunities for collaboration to build your experience
- Strategies to facilitate:
  - Network building
  - Relationship management
  - Industry ready and relevant research programs
  - Global reach and significance of collaborations and funding resources
- Measuring the impact of your engagement activities
- ACTIVITY - Matching engagement strategies and to your goals.

## 6. Research income

- Leveraging Category 2-4 grants to build your research portfolio
  - Criteria for CAT 2-4 funding
  - Who is reviewing them and what they are looking for
  - Grant writing and pitching considerations to increase opportunities

## 7. Considerations for successful grant applications

- Considerations for positioning and pitching within funding applications
  - Articulating project relevance
  - Developing grants to address the needs and wants of the funding organisations
- Understanding how to approach broader impacts and translation in grant writing
  - Mapping your grant support strategies with your future endeavours
  - Considering innovation, translation and impact according to the funders requirements
  - How to articulate your partnerships and impact outcomes in your grant applications
  - Specificity of writing for grant success

## 8. The next 90 days

- Mapping your goals and strategies to specific activities (mini projects)
- Map out your initial actions for the next 90 days - your 90 day plan.

## **LEARNING OUTCOMES**

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At the conclusion of the workshop, participants will have a deeper understanding of how to plan for and structure their research projects and proposal to best meet the focus of the research funder. Participants will leave this session with a plan to improve their networks, collaborative efforts and planning processes for future research projects and grant applications. Importantly, participants will have a clear pathway for their research and broader career goals that will help them to save time, build better working relationships and be successful in building their research program and career.

*"Tamika facilitated a great workshop which provided the participants with a lot of food for thought. Researchers are often stuck in their research and grant writing bubble but Tamika's workshop challenged how they thought about their work, interactions with industry and approach to writing grants. Feedback from the participants was very positive and I am sure they all walked away with many valuable pieces of advice and practical applications."*

Dr Nikki Sims-Chilton, Office of the Queensland Chief Scientist