

# The Pharmaceutical Society of South Africa Young Pharmacists' Group

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## PROFESSIONAL INNOVATION PROJECT 2022/2023

### GRANT APPLICATION – TIPS FOR SUCCESS

**There are some general rules for success when you are writing a proposal for a grant. When developing your proposal, think of it not only as a research methodology which shows you have a clear and well-reasoned approach to investigating the problem but also as a:**

- **Business plan**, showing your proposal represents a sound investment which will lead to a valuable and innovative research outcome; and a
- **Project plan**, showing you can manage the delivery of a worthwhile project, on time, on budget and within resources.

**Ways to increase your prospects of success include:**

- Pay close attention and comply with all the guidelines and requirements;
- **Excite!** convey enthusiasm, innovation and insight;
- **Influence:** think what will most influence those who will assess your proposal;
- **Establish credibility:** clearly explain your methodology and convincingly argue why it is the most effective approach;
- **Build confidence:** demonstrate track record, competence and connections; explain why you are best placed to deliver;
- **Differentiate:** show how your proposal is novel, unique, necessary, and timely or has greater scope for a good outcome.

### 1. TITLE & SUMMARY

**The title of the project is vital. Ideally, it will:**

- be short, crisp and eye-catching;
- use clear, straightforward English;
- capture the essence of the problem; and
- indicate how your research may explore or solve it.
- The summary is the first make-or-break test you'll face. It influences the reader favourably or unfavourably to the rest of your proposal: it highlights the significance of the issue or problem.
- Indicate the research is original or unique in its field; and
- explain how it will address the problem.

**These three aspects need to be reflected in your title and summary:**

- aims;
- significance and innovation; and
- outcomes.

- Always revise the title and summary after completing the full application!

## **2. AIMS**

**List your aims clearly. Explain:**

- how your project advances knowledge in its field;
- the broad intent of the research;
- what you intend to do; and
- the expected outcome.

## **3. SIGNIFICANCE**

**Explain the impact of your research on “pharmaceutical world”:**

- explain how the research is original or innovative; and
- answer the questions “why are you doing it?” and “so what?”

## **4. OUTCOMES**

**State what you expect the research to yield. Outcomes could be:**

- a new technology;
- a new system or methodology; and
- an outcome of value to industry or society (specify the value).

## **5. GUIDELINES AND TIMELINES**

**Read application guidelines with care. Prepare a checklist and address them all. Take note of weightings, or point scores, given to different application parts. Give special attention to the parts with the highest score.**

- Make sure that your research plan stacks up with the declared aim of the research – i.e., that you can deliver the promised outcome; and
- Explain how the research plan will work, using timelines and flowcharts. If possible, set deadlines.

## **6. WRITING STYLE**

**How well you write will influence the success of your project. A strong, clearly written, well-reasoned proposal is more likely to be funded than one which is complex, contorted and jargon-riddled.**

- use good, plain English and check your grammar;
- use crisp, vigorous language that gives your proposal a feeling of dynamism;
- keep sentences short: one idea to a sentence;
- use short paragraphs;
- avoid complex sentence structures that confuse or bore;
- design the proposal to be read by a fast, busy reader who wants to grasp the main points easily;
- lay it out clearly: avoid huge slabs of text;
- impress the reader with clear thought and reasoning;
- avoid: adjectives, adverbs, acronyms and tautologies; and
- obtain feedback from a colleague.

## **7. IF YOU GET A KNOCK-BACK**

**Don't become discouraged. Even the best researchers aren't successful every time. Read the reviewer's reports, then put them away and ponder the general criticisms for a few days.**

**List each reviewer's points, most important first;**

- talk to experienced colleagues about ways to improve your future prospects of
- success;

- ask for examples of successful proposals; and
- keep the reviewer's comments to help you improve future proposals.

**Best of Luck!!**