

Winning Teams and Winning Grants

Embassy Suites Atlanta Airport

Atlanta, GA

November 27-28, 2012

Agenda Overview

DAY ONE – Tuesday; Nov 27

6:30 am Complimentary Breakfast – Hotel Atrium

7:50 am Welcome - Introductions and Objectives for Workshop

Hosts: *Eric Young and Ron Brown*

Presenters: *Arlen Leholm – NCRA Executive Director*

Robin Shepard – NCCEA Executive Director

Mike Harrington- WAAESD Executive Director

Resource experts: A University of Georgia faculty member who has been successful in securing major funding and a private sector individual who has worked closely with university faculty on sponsored research funding will also participate.

8:30 am Why Teams and the Art of Collaboration

Arlen Leholm – NCRA Executive Director

- *Focus and Execution*
- *Real team characteristics*
- *Building Blocks for teams*

9:30 am Break

10:00 am The Role of Emotional Intelligence (EQ) –

Arlen Leholm – NCRA Executive Director

- Learn key concepts in Emotional Intelligence (EQ)
- Understand the business case for EQ
- Observe EQ in action
- Discuss EQ skill techniques
- Set EQ development goals

12:30 pm Group Lunch – Hotel Atrium

1:30 pm Start Developing Your Team ACTION Strategies

Robin Shepard – NCCEA Executive Director

2:30 pm Break

2:45 pm A Framework for Collaboration

Arlen Leholm – NCRA Executive Director

Robin Shepard – NCCEA Executive Director

- What the collaboration is trying to accomplish
- Best implementation practices
- Developing your team Logic Model
- Best rules of engagement
- Project Management Best Practices

4:30 pm Case Situation Analysis and Group Reports

Arlen Leholm - NCR A Executive Director

5:00 pm Adjourn for the day

Individual consultations available during the evening

5:30 pm Complimentary Reception - Hotel Atrium

Dinner on your own, hotel shuttle to local restaurants available

DAY TWO - Wednesday

6:30 am Complimentary Breakfast - Hotel Atrium

8:00 am Focusing on Key Elements of Proposals

Mike Harrington - WAAESD Executive Director

- The Peer Review Process
- Writing SMART Objectives
- Project Summaries or Abstracts
- Budgets
- Supporting Documentation

8:45 am Opportunities for Integrated Team Proposals (Research, Education and Extension)

Robin Shepard - NCCEA Executive Director

- Roles for our mission areas (Research, Education and Extension)
- How to clarify roles
- Elements of success within those roles
- Elements of an effective outreach plan

9:30 am Revising Logic Models and Joint Work Products

Arlen Leholm - NCR Executive Director

Robin Shepard - NCCEA Executive Director

- Using the Logic Model
- Joint goals
- Joint work products
- Benchmarks and evaluation
- Logic Model group discussion

10:15 am Break

10:30 am

Developing Your Team ACTION Strategies

Teams will work as their own group to develop a preliminary action plan that will focus on steps they will use in becoming high performing and self-directing in the weeks following this workshop.

Members of the training team will work directly with each team.

- Clarifying the purpose of your team.
- Setting measurable objectives
- Identifying joint work products
- Defining success
- Overcoming barriers
- Addressing logistical needs of the team
- Funding and resourcing the team
- Next steps

12:00 pm

Group Lunch – Hotel Atrium

12:30 pm

Show Me the Money!

Mike Harrington – WAAESD Executive Director

- Accessing Information on Funding Sources and Planning
- Understanding and Working with Foundations
- Using Grants.gov
- Community of Science – COS
- Matching your idea to those of the Agency or Foundation
- Assessing Institutional Support

1:15 pm

Developing a Personal Strategic Plan and the Ethics of Grant Writing

Mike Harrington – WAAESD Executive Director

- Myths Debunked
- Campaigning your Idea
- Responsible Conduct of Research

Common Short Comings in Grant Applications

Mike Harrington – WAAESD Executive Director

- The Take Home Message
- The Holy Grail!

2:00 pm

Debriefing and Team Diagnostics

Arlen Leholm – NCRA Executive Director

Robin Shepard- NCCEA Executive Director

- Addressing the challenges ahead
- Taking the next steps

2:30 pm

Closing Comments and Evaluation

2:45 pm

Adjourn