



## Grant Seeking in an Electronic Age (Part of the Allyn & Bacon Series in Technical Communication)

By Mihelonis, Victoria; Betsinger, Signe T.; Kampf, Constance E.

Longman, 2003. Book Condition: New. Brand New, Unread Copy in Perfect Condition. A+ Customer Service! Summary: Each chapter begins with Overview and Learner Outcomes, and concludes with Summary, and Writing Assignments. Preface. Introduction. I. DESCRIBING THE PROBLEM IN CONTEXT. 1. Strategic Planning and Audience Analysis. What makes your organization unique? Strategic planning as a tool for audience analysis 2. Writing the Need Statement. What is a proposal? Describing problems. Writing the need statement. Sample need statement. Writing your need statement. 3. Researching Your Need Statement on the Web. Where is statistical data on the Web? Basic search strategies. Sample Web searches for statistical data. II. IDENTIFYING SPONSORS AND FINDING A MATCH. 4. Finding Funding Sources Using Library Resources. What are the different types of sponsors? Locating and identifying potential sponsors. Conducting your own search for sponsors. How to interpret an RFP/RFA or program announcement. A note on ethics. 5. Finding Funding Sources on the Web. How do you search for funding sources online? Online government websites. Online foundation Web sites. Useful databases. E-mail listservs. Resources summary. III. GETTING BUY-IN. 6. Writing the Letter of Intent and Pre-Proposal. Where do you find additional information about sponsors? Making initial contact with sponsors....

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