

accelerate  
your success  
funding strategy planning



# Workshops and Seminars

2023/24

(Prices valid until 30 June 2024)



# Workshops and seminars

Drawing on years of professional expertise, GrantEd delivers a range of workshops delivering real impact across disciplines. Our strategic, practical approach enables participants to plan and write winning funding proposals, recognise and accelerate industry engagement opportunities, and open up research career pathways.

**We are pleased to be able to offer our sessions in person OR online.**

Our workshops are available in three formats

1. In person or online 3-hour modules for groups of up to 25
2. 1-to-1.5-hour seminars/webinars delivered live online, with optional Q&A
3. Pre-recorded seminars for anytime learning.

The range of workshops and seminars/webinars deliver the expert training, up to date, implementable, practical and strategic advice that our clients have come to expect from GrantEd.

Online flexibility means our help and expertise can be accessed by more researchers and can accommodate a range of budgets.

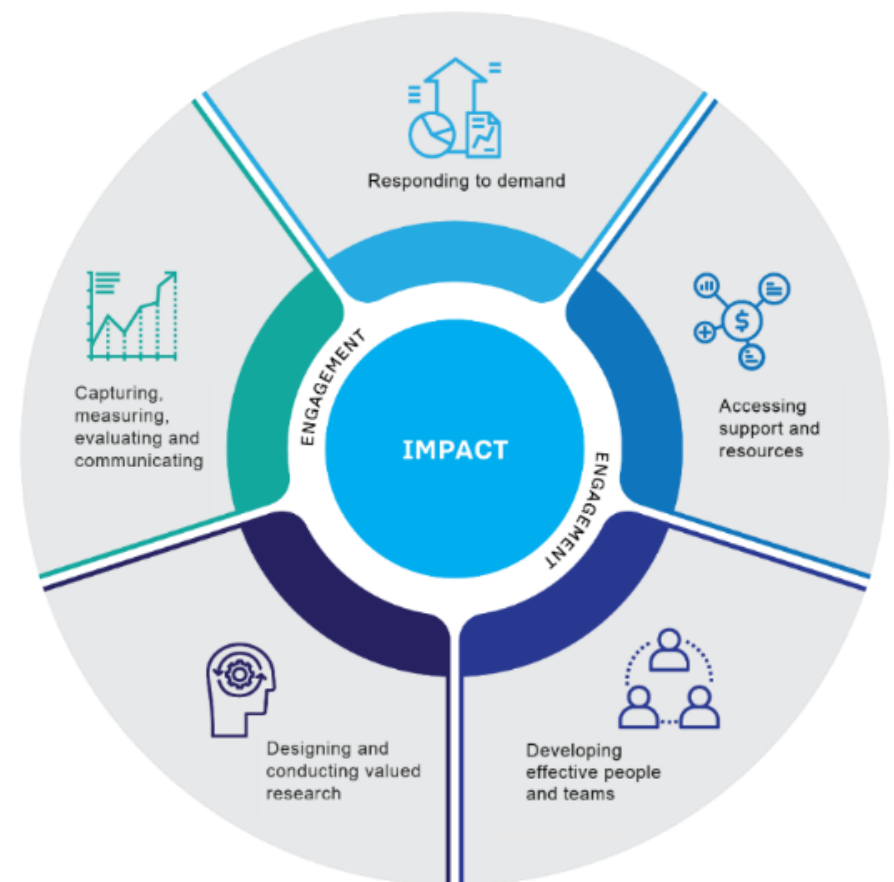
Our workshop content is derived from years of deep expertise in ARC, NHMRC, MRFF and commercial grant/tender development as well as career development coaching across a variety of sectors from both national and international perspectives. All our services are underpinned by our Research Impact Strategy Model™.

GrantEd provides:

- > An engaging format and activities based on the principles of adult learning
- > An understanding of the professional challenges you face
- > An unsurpassed professional development opportunity
- > Access to experts
- > Timely advice relevant to a complex professional and funding environment.

Participants will gain:

- > Accelerated funding and career success
- > Greater access to best-practice advice
- > More competitiveness in your research field
- > Higher levels of industry engagement.



**Research Impact Strategy Model™**

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## Responding to Demand: Preparing your research for impact

Defining significant research needs and knowledge gaps and their relationship to impact			
Available as:			<p>The success of research grant proposals is becoming increasingly dependent on a strong relationship between significant need (within academia and also from government, industry or other policy makers/practitioners) and significant impact (the change that can occur because of your findings). This session will help researchers to better understand:</p> <ul style="list-style-type: none"> <li>&gt; the relationship between identifying how significantly their research addresses an important problem in their discipline and how significant their expected new knowledge and/or technologies will be to other researchers</li> <li>&gt; the importance in identifying and engaging with consumers/end-users of their research, regardless of discipline</li> <li>&gt; the importance of building a pathway to impact into their research planning</li> <li>&gt; how to capture, verify and write about impact from research.</li> </ul> <p>The content developed in this workshop will be useful for researchers applying for all categories of funding opportunities, ranging from blue sky discovery research to those interested in developing research partnerships with industry.</p>
3-hr workshop	1-1.5hr webinar	Pre-recorded module	
✓	✓	✓	

Defining significant research needs and impact outside academia			
Available as:			<p>This session is an opportunity for researchers to identify demand for their research beyond academia. Who needs the research? What are its significant drivers? Researchers will develop the skills to respond to government, funder and industry expectations of research for impact. These include:</p> <ul style="list-style-type: none"> <li>&gt; Identifying who their research will benefit</li> <li>&gt; Understanding stakeholder consultation and feedback requirements</li> <li>&gt; Pinpointing end-user/consumer needs</li> <li>&gt; Building a pathway to impact into their research planning.</li> </ul> <p>The content developed in this workshop will be useful for researchers applying for all categories of funding opportunities, ranging from blue sky discovery research to those interested in developing research partnerships with industry.</p>
3-hr workshop	1-1.5hr webinar	Pre-recorded module	
N/A	✓	✓	

## Responding to Demand: Preparing your research for impact

Available as:			<p><b>Defining significant knowledge gaps and resultant knowledge gain</b></p> <p>Just because there is a gap in knowledge doesn't necessarily make it significant. This session outlines how to scope a significant and innovative problem that will have impact in the field. The session prompts researchers to explore the following key questions:</p> <ul style="list-style-type: none"> <li>&gt; How will their research address an important problem in their discipline?</li> <li>&gt; How will the research significantly advance their discipline's knowledge base?</li> <li>&gt; How will new concepts, methods or technologies be developed?</li> </ul> <p><b>The content developed in this workshop will be useful for researchers applying for all categories of funding opportunities, ranging from blue sky discovery research to those interested in developing research partnerships with industry.</b></p>
3-hr workshop	1-1.5hr webinar	Pre-recorded module	
N/A	✓	✓	

Available as:			<p><b>Consumer and partner engagement and project co-design (HMR)</b></p> <p>Consumer engagement is a necessary component of most health and medical research projects (including NHMRC and MRFF). This session will help researchers to better understand:</p> <ul style="list-style-type: none"> <li>&gt; the importance of consumer and community involvement in their project planning, execution and translation</li> <li>&gt; the spectrum of consumer engagement processes and practices including co-design</li> <li>&gt; how to embed consumer and partnerships within their projects and grant applications</li> <li>&gt; what genuine co-investment by partner organisations looks like, including co-contribution of funds, and tangible and intangible in-kind contributions.</li> </ul>
3-hr workshop	1-1.5hr webinar	Pre-recorded module	
N/A	✓	✓	

# Accessing Support and Resources

Writing your ARC ROPE		
Available as:		
3-hr workshop	1-1.5hr webinar	Pre-recorded module
✓	✓	✓
<p><b>Even the most amazing project ideas won't fly without an outstanding researcher or team behind them. This session will explain how to craft a compelling ARC research opportunity and performance evidence (ROPE) section, including helping researchers develop an understanding of:</b></p> <ul style="list-style-type: none"> <li>&gt; what really captures the attention of assessors</li> <li>&gt; the difference between research opportunity (RO), and performance evidence (PE)</li> <li>&gt; what to include in the various sections</li> <li>&gt; how to write a compelling story about their past career opportunities, significant achievements and research impact</li> <li>&gt; how to link their accomplishments to the Project Description.</li> </ul> <p><b>This session can be delivered with a focus on fellowships (DE/FT/FL), project schemes (DP/IN) or Linkage Projects.</b></p>		

Writing your ARC Project Description		
Available as:		
3-hr workshop	1-1.5hr webinar	Pre-recorded module
✓	✓	✓
<p><b>A competitive ARC Project Description needs to convincingly describe the 'why, what, how, and who' of a project. This session will explain how to craft a compelling ARC Project Description, including helping researchers develop an understanding of:</b></p> <ul style="list-style-type: none"> <li>&gt; what really captures the attention of assessors</li> <li>&gt; how to nail the first page</li> <li>&gt; what needs to be covered where</li> <li>&gt; how to address the selection criteria</li> <li>&gt; the characteristics of a successful application</li> <li>&gt; how to constructively analyse their own application.</li> </ul> <p><b>This session can be delivered with a focus on fellowships (DE/FT/FL), project schemes (DP/IN) or Linkage Projects.</b></p>		

## Accessing Support and Resources

### Writing your ARC Parts A and B – the essential elements

Available as:			<p>The A and B sections in an ARC application are short, but tricky to write and incredibly important. This session will explain how to write these fiddly bits, including helping researchers develop an understanding of:</p> <ul style="list-style-type: none"> <li>&gt; what content is needed in which section</li> <li>&gt; the purpose and importance of the various parts</li> <li>&gt; how to logically link these parts to the main Project Description</li> <li>&gt; what to emphasise and why.</li> </ul> <p>This session will include information and guidance about the Application Title, Application Summary, Objectives, National Interest Test Summary, Science and Research Priorities, and Field of Research.</p>
3-hr workshop	1-1.5hr webinar	Pre-recorded module	
N/A	✓	✓	

### Writing your ARC Rejoinder

Available as:			<p>Rejoinders are a crucial part of the ARC application assessment process. This session will explain how to tackle writing a rejoinder, including helping researchers develop an understanding of:</p> <ul style="list-style-type: none"> <li>&gt; how to interpret their assessor comments</li> <li>&gt; how to prioritise what to respond to</li> <li>&gt; the best approaches for dealing with criticism and requests for clarification</li> <li>&gt; clever ways to keep within the character count.</li> </ul> <p>This session will use a range of examples to demonstrate how to write a rejoinder.</p>
3-hr workshop	1-1.5hr webinar	Pre-recorded module	
N/A	✓	✓	

## Accessing Support and Resources

### Writing your NHMRC Ideas Grant

Available as:			<b>NHMRC Ideas Grants are hotly contested. This session will develop researchers' knowledge and skills in planning and writing proposals for the scheme, including helping them develop an understanding of:</b>
3-hr workshop	1-1.5hr webinar	Pre-recorded module	
✓	✓	✓	<ul style="list-style-type: none"> <li>&gt; the type of research most commonly proposed in successful applications</li> <li>&gt; the differences between innovation, creativity and significance and examples of how to approach each</li> <li>&gt; what a capable team of researchers usually consists of</li> <li>&gt; research quality elements required to succeed in their discipline.</li> </ul>

### Writing your NHMRC Investigator Grant

Available as:			<b>The most popular of all the NHMRC schemes, Investigator Grants are a complex beast to tame. This session will develop researchers' knowledge and skills in planning and writing proposals for the scheme, including helping them develop an understanding of:</b>
3-hr workshop	1-1.5hr webinar	Pre-recorded module	
✓	✓	✓	<ul style="list-style-type: none"> <li>&gt; the calibre of researcher they are competing against and self-assess their readiness</li> <li>&gt; how to showcase their leadership, top 10 publications in the past 10 years and research impact</li> <li>&gt; the optimal way to write a 5-page research proposal including:               <ul style="list-style-type: none"> <li>○ the research usually proposed in successful applications</li> <li>○ how to demonstrate significant knowledge gain</li> <li>○ balancing content detail in a 5-page format.</li> </ul> </li> </ul>



## Accessing Support and Resources

### Writing your NHMRC Investigator/Synergy Grant Track Record Sections

Available as:			<p><b>Past track record can make or break an NHMRC grant application. This session will develop researchers' knowledge and skills in planning and writing the track record section of an NHMRC Investigator or Synergy Grant, including helping them develop an understanding of:</b></p> <ul style="list-style-type: none"> <li>&gt; how to benchmark themselves against the best health and medical researchers in Australia</li> <li>&gt; the important elements assessors look for to determine quality in a publication list</li> <li>&gt; the NHMRC definition of research impact</li> <li>&gt; how to articulate and evidence research impact, covering:                             <ul style="list-style-type: none"> <li>o the 'reach' and 'significance of impact resulting from a research program they contributed to</li> <li>o how their research program contributed to the impact, and</li> <li>o how they contributed to the research program.</li> </ul> </li> <li>&gt; the types of successful leadership activities commensurate with EL v L fellows.</li> </ul>
3-hr workshop	1-1.5hr webinar	Pre-recorded module	
✓	✓	✓	

### Writing your NHMRC Investigator Grant Impact Case Study

Available as:			<p><b>The impact case study included in an NHMRC Investigator or Synergy grant is an important way to evidence past success. This session will assist researchers to develop an understanding of:</b></p> <ul style="list-style-type: none"> <li>&gt; the different ways their research could have achieved impact</li> <li>&gt; how to identify the key differences between                             <ul style="list-style-type: none"> <li>o The impact (knowledge, health, social or economic) their research has had (field 1)</li> <li>o The contribution their research has had to the impact (field 2)</li> <li>o The contribution they made to the research (field 3)</li> </ul> </li> <li>&gt; clever ways to demonstrate research impact in an Investigator or Synergy Grant.</li> </ul>
3-hr workshop	1-1.5hr webinar	Pre-recorded module	
N/A	✓	✓	

# Accessing Support and Resources

Writing your MRFF E-MCR Grant			
Available as:			The MRFF E-MCR grant opportunity is the newest of the health and medical research grant opportunities. This session explores the three streams, helping researchers develop an understanding of:
3-hr workshop	1-1.5hr webinar	Pre-recorded module	
✔	✔	✔	<ul style="list-style-type: none"> <li>&gt; the general purpose and scope of the scheme (across the three streams)</li> <li>&gt; the objectives and intended outcomes</li> <li>&gt; how to develop a plan for interpreting and addressing the following (in relation to their project idea):                             <ul style="list-style-type: none"> <li>○ Section A - Project impact</li> <li>○ Section B - Project methodology</li> <li>○ Section D - Capacity, capability and resources to deliver the project</li> <li>○ Section E - Overall Value and Risk of the Project</li> <li>○ Section F – Measures of Success</li> </ul> </li> <li>&gt; how to address health research involving Aboriginal and Torres Strait Islander peoples in their application</li> <li>&gt; how to address consumer, community and partner involvement in their application.</li> </ul>

Addressing the most common MRFF selection criteria			
Available as:			A number of common elements pop up in most MRFF grants. This workshop concentrates on Section A: Project Impact, Section B: Project Methodology, Section D: Capacity, Capability and Resources, Section E: Overall Value and Risk, and Section F: Measures of Success, and will assist researchers to:
3-hr workshop	1-1.5hr webinar	Pre-recorded module	
✔	✔	✔	<ul style="list-style-type: none"> <li>&gt; understand the MRFF’s definition of impact, translational research, and consumer-engagement</li> <li>&gt; ensure each section is cohesive and responds to the assessment criteria</li> <li>&gt; demonstrate how to respond to MRFF’s Measures of Success</li> </ul>

# Accessing Support and Resources

## Planning your NHMRC Partnership Project

Available as:			<p><b>NHMRC Partnership Projects provide opportunities for researchers and policy makers to work together to define research questions, undertake research, interpret the findings and implement the findings into policy and practice. This session will help health and medical researchers develop an understanding of how to prepare a Partnership Project including:</b></p> <ul style="list-style-type: none"> <li>&gt; the importance of consumer and community involvement in your project planning, execution and translation</li> <li>&gt; what genuine co-investment by partner organisations looks like</li> <li>&gt; identifying attributes of a translation leader to drive translation of your findings into practice and/or policy</li> <li>&gt; examples of detailed, quality methodologies related to translational outcomes.</li> </ul>
3-hr workshop	1-1.5hr webinar	Pre-recorded module	
N/A	✓	✓	

## Essential elements of a research grant proposal

Available as:			<p><b>There are a bunch of common parts to a research grant proposal, no matter the funder. This session will demystify those parts, enabling researchers to develop a skeleton draft of a research grant proposal, and help them develop an understanding of how to write about:</b></p> <ul style="list-style-type: none"> <li>&gt; the significant drivers and need for their research</li> <li>&gt; how their research innovatively addresses an important problem in their discipline</li> <li>&gt; how past outcomes of the applicant or applicant team make the new project feasible</li> <li>&gt; the planned significant new knowledge, outcomes, products and/or services their project plans to deliver</li> <li>&gt; engagements required prior to, during and after the project is executed to enable benefit and research impact.</li> </ul> <p><b>Researchers will bring a project idea they are planning to develop into a grant application to the session.</b></p>
3-hr workshop	1-1.5hr webinar	Pre-recorded module	
✓	✓	✓	

## Accessing Support and Resources

Available as:			<p><b>This session will assist researchers to understand the fundamentals involved in developing relationships with industry (including government, commercial orgs and NGOs), and attracting and winning funding. Researchers will develop an understanding of:</b></p> <ul style="list-style-type: none"> <li>&gt; the differences between Category 1 funding and Category 2/3</li> <li>&gt; partner expectations of research impact</li> <li>&gt; the importance of relationship building prior to putting pen to paper</li> <li>&gt; how to establish new connections</li> <li>&gt; defining and explaining value and needs</li> <li>&gt; the art of listening</li> <li>&gt; how to manage the paperwork of funding</li> <li>&gt; developing a project plan</li> <li>&gt; how to manage when things get off track.</li> </ul> <p><b>Researchers will develop an engagement 'plan on a page' during this session.</b></p>
3-hr workshop	1-1.5hr webinar	Pre-recorded module	
✓	✓	✓	

Available as:			<p><b>Researchers are increasingly throwing their hats in the ring to win contract research and other projects through tenders, proposals and bids. Using case studies and examples, this session will help researchers develop an understanding of:</b></p> <ul style="list-style-type: none"> <li>&gt; tenders and the important differences between tenders and grants</li> <li>&gt; how to identify what purchasers (such as government) are really looking for</li> <li>&gt; the relationships that need to be established to be competitive</li> <li>&gt; which parts of a tender response could be pre-prepared</li> <li>&gt; how to develop a solution-focused, winning tender response.</li> </ul>
3-hr workshop	1-1.5hr webinar	Pre-recorded module	
✓	✓	✓	

## Developing effective people and teams

### Telling your story: writing persuasively about your career

Available as:			<p><b>A compelling story about a researcher’s professional journey and accomplishments can be crucial for grant and promotion applications, and for engaging with industry, as well as for other purposes. This session is an opportunity for researchers to identify and write about the key elements of their track record, including how to describe:</b></p> <ul style="list-style-type: none"> <li>&gt; the impact their research has or might have</li> <li>&gt; the urgent needs or significant problems their research addresses and where the drivers come from</li> <li>&gt; the significance of their academic outputs</li> <li>&gt; important industry collaborations and relationships</li> <li>&gt; how they have learned and are learning from the best in their field</li> <li>&gt; their leadership and mentoring</li> </ul> <p><b>The content developed in this workshop will be useful for the ARC ROPE, NHMRC and MRFF Track Record, CVs, awards nominations, social media profiles, and other online platforms.</b></p>
3-hr workshop	1-1.5hr webinar	Pre-recorded module	
✔	N/A	N/A	

### Your research career: developing a plan for the future

Available as:			<p><b>A goal without a plan is just a wish. This session is an opportunity for researchers to identify their research career goals and to clearly define the specific activities required to achieve these goals. The session will include:</b></p> <ul style="list-style-type: none"> <li>&gt; developing a clear narrative about why and what their research focus is and what the expected outcomes and impact of their research is expected to be</li> <li>&gt; formulating a plan for funding their research projects</li> <li>&gt; devising an approach for bringing effective teams together and developing important collaborations</li> <li>&gt; identifying activities to develop leadership and mentoring skills</li> <li>&gt; how to develop a publication strategy</li> <li>&gt; developing an understanding of the different activities required for translation leaders, academic leaders and commercialisation leaders</li> <li>&gt; defining what makes a ‘successful’ researcher.</li> </ul> <p><b>Researchers will develop the foundation of a career development plan as part of this workshop.</b></p> <p><b>This workshop can be tailored for health and medical researchers.</b></p>
3-hr workshop	1-1.5hr webinar	Pre-recorded module	
✔	N/A	N/A	

## Developing effective people and teams

### How to write about career disruptions and relative to opportunity

Available as:			Life circumstances vary for all researchers. To ensure fair assessment of a grant applicant's track record, most funding bodies provide opportunity to claim career disruption relative to opportunity where it has impacted their career achievements and/or research output and translation. Using examples from different funding bodies and schemes, this session will focus on:
3-hr workshop	1-1.5hr webinar	Pre-recorded module	
N/A	✓	✓	<ul style="list-style-type: none"> <li>&gt; the differences between career disruptions and relative to opportunity across different funding bodies</li> <li>&gt; the types of career disruptions considered significant by funding bodies</li> <li>&gt; language most commonly used to discuss significant career disruptions and relative to opportunity</li> <li>&gt; positively positioning diverse careers such as allied health practitioners, non-traditional or divergent academic pathways, and those for whom community engagement is prioritised over traditional outputs.</li> </ul> <p><b>This workshop is targeted at clinical and health and medical researchers.</b></p>

# Designing and conducting valued research

Available as:			<b>In a highly competitive funding environment, the innovation of a research project and the quality of the planned approach are crucial. This session focuses on assisting researchers to plan their project and critically analyse the extent to which it:</b>
3-hr workshop	1-1.5hr webinar	Pre-recorded module	
N/A	✓	✓	<ul style="list-style-type: none"> <li>&gt; is genuinely innovative, in both its concept and planned approach, including providing evidence to convince assessors of their assertion</li> <li>&gt; draws on and/or plans to develop an appropriate conceptual/theoretical framework, which logically underpins the planned project</li> <li>&gt; is designed to draw on research methods considered robust and reproducible, and are best suited to achieving the expected outcomes of the project</li> <li>&gt; articulates the explicit expected outcomes and how they cohesively work together to advance knowledge towards their aim (i.e. shows how the project is novel and addresses a gap in knowledge)</li> <li>&gt; enhance their linkages with the international research community, and/or collectively enhances the international research in this discipline, and/or better places this Australian research internationally.</li> </ul>

Available as:			<b>Project feasibility relies on a research project being designed with adequate resources and expertise to be successful on time and within budget. This session focuses on helping researchers develop a greater understanding of how to build feasibility into their research project by considering:</b>
3-hr workshop	1-1.5hr webinar	Pre-recorded module	
N/A	✓	✓	<ul style="list-style-type: none"> <li>&gt; the importance (or not) of pilot data or feasibility studies</li> <li>&gt; the delicate balance between innovation and risk (and which risks you need to mitigate)</li> <li>&gt; team composition (CIA, co-CIs, AIs, PIs) required to ensure successful completion of your project</li> <li>&gt; elements underpinning cost-effectiveness and value for money</li> <li>&gt; strategic alignment with local, national and international organisations, networks, collaborators and partners.</li> </ul>

## Designing and conducting valued research

### Developing a robust proposal (significant, high quality, innovative and feasible)

Available as:			<p>This workshop will walk research grant applicants through the four essential elements of a robust proposal: significance, quality, innovation and feasibility. We aim for each attendee of this workshop to walk away with answers to these questions for their own research projects:</p> <ul style="list-style-type: none"> <li>&gt; Who needs your research, within and outside of academia?</li> <li>&gt; What appropriate methodologies, methods, design elements or concepts do you need to ensure a high-quality project?</li> <li>&gt; What novel and innovate elements are built into your research plan and how have you balanced this with risk?</li> <li>&gt; What involvement do you need from other organisations, policy makers, practitioners, networks or researchers to ensure your research is significant and feasible?</li> </ul>
3-hr workshop	1-1.5hr webinar	Pre-recorded module	
✓	N/A	N/A	



## Workshop fees, terms and conditions

- Fees:
  - **Three-hour workshops:** \$3,500 +GST with up to a maximum of 25 participants. Additional participants will be charged at \$100 +GST per person.
  - **One-hour seminars/webinars (minimal Q&A):** \$1,300 +GST (up to 50 for seminar/webinar) and \$1,900+GST (for 50+ seminar/webinar)
  - **One hour and a half seminars/webinars (30 min Q&A):** \$1,900 +GST (up to 50 for seminar/webinar) and \$2,550+GST (for 50+ seminar/webinar)
  - **Pre-recorded seminar:** \$1,300 +GST (up to 25 access licences) and \$1,900+GST (for 25+ access licences) – access will be available for a maximum of 12 months from date of purchase.
  - The attendee cap does not include research office staff, who are most welcome to attend.
- Three-hour workshops are held between 9:30am and 12:30pm including a 15-minute break for morning tea at 10:45am, or 1:30pm and 4:30pm including a 15-minute break for afternoon tea at 3pm.
- For all workshops and seminars delivered face to face, travel expenses will be charged as additional costs for clients outside of metropolitan Melbourne. We prefer to arrange our own return economy airfares and accommodation (where required) and recharge at cost. Alternatively, please liaise with our administration manager to organise and pay through your preferred suppliers. Ground transport and other incidentals will be charged at a flat rate of \$200 per day.
- When interstate travel costs can be shared between organisations, this will be apportioned out accordingly on your invoice.
- A quote will be sent to your organisation to which a purchase order must be raised in a timely fashion, prior to facilitation of any workshop.
- Workshop materials and recordings remain the intellectual property of The GrantEd Group and may not be copied or shared without the express written permission of The GrantEd Group.
- An invoice for each workshop will be raised and due for payment within 28 days of the end of the invoice month following the workshop.
- Your organisation will be responsible for supplying appropriate case studies (when needed).
- For face-to-face workshops, your organisation will be responsible for providing:
  - an adequate training room set up in workshop style
  - AV data projector
  - butcher's paper and markers
  - whiteboard and white board markers
  - catering for participants (morning tea or afternoon tea).
- For online workshops/seminars:
  - We will organise a zoom meeting and invitation to be sent to participants
  - The workshop will be recorded and made available to registered participants only via our online learning management system, Thinkific. The recording will be made available for a maximum of 12 months.

During periods of the year when our team is committed to supporting individual researchers with their grant development, our availability to facilitate workshops may be limited.

## About The GrantEd Group

Having collaborated on significant tertiary, not for profit and commercial development and funding projects for several years, Kirsten Bartlett and Lyn Airey joined forces in 2014 to form The GrantEd Group. The GrantEd Group accelerates your success by sharing a proven methodology for funding, strategy and planning. The GrantEd Group helps develop research, engagement and people for impact. We're an Australian company with a head office in Melbourne and staff scattered around Australia.

## Our Services



### Grants, Tenders, Proposals, Prizes and Awards

We provide strategic, practical support to develop, manage and submit successful grants, tenders, proposals, prizes and awards. We focus on making sure you address the scope of needs and evaluation criteria and communicate your value proposition and solution clearly.



### GrantEd Guides

We provide step-by-step advice about how to write winning applications for the most common ARC and NHMRC grant schemes, including ARC DECRA and NHMRC Investigator Grants. Our guides help you interpret the questions and selection criteria, taking the guesswork out of writing these important research grant applications.



### Workshops

We provide strategic, practical workshops designed to enable individuals and teams to develop their professional skills. These include writing funding proposals and tenders, research planning, building partnerships to secure funding, and more.



### Self-Paced Online Video Modules

We've packaged up content from our strategic and practical workshops and made them available in self-paced videos, so more of you can access support to meet today's complex and challenging funding environments.



### On Track Programs

Research career and research/project development should be tailored and delivered 1:1 to be effective, because everyone's circumstances, priorities, research and funding environments differ. This is why GrantEd's *On Track* research career and research project development coaching programs offer a range of ways to help you plan for and enable a significant, impactful and fulfilling academic career and design razor-sharp research projects.



### Bright Stars

Bright Stars is an initiative designed showcasing the stories of a selection of Australia's outstanding women researchers from Australia, across all disciplines, in order to encourage other women to keep striving for senior appointments and to inspire young Australian women and girls to pursue a career in research.

# Our Core Values

## INTEGRITY

Doing the right thing even when no-one is watching. Delivering what and when was agreed, in a responsive way. Seeing things through to the end.



## INTELLIGENCE

Demonstrating cognitive agility. Showing the capacity to problem solve and impart our specialised knowledge in proactive ways that can be applied by our clients.



## FUN

Making the work we do fun through authentic personalities and personable staff, because laughter makes you feel good.



## QUALITY

Maintaining a commitment to high-quality outputs and continuous improvement. Listening and adapting behaviours and activities.



## RESPECT

Acknowledging everyone comes with different experiences and perspectives. We understand the work our clients do is confidential, and important and valuable to them. We treat them and their ideas with utmost respect.



## VALUE

We can and do make a difference to individuals, their career, their research and their organisations. We accelerate success.

## LEADERSHIP

We have the courage to lead and enable change in the sector. Clients can trust our advice is up to date and evidence based.



## The GrantEd Service Delivery Team

**Managing Director: Dr Lyn Airey.** Lyn spent 13 years as a medical research scientist in Australia and the UK before branching out into project, contract, grant, and tender management. She is a skilled and knowledgeable facilitator, running workshops on all aspects of writing within a competitive funding environment. Through strategic grant and tender review, Lyn has helped thousands of researchers polish their grant applications with many wins under her belt.

**Managing Director: Kirsten Bartlett.** Kirsten has worked in strategic development roles in the research, non-profit, professional and financial services sectors for over 30 years. An astute business leader, she is best known for her ability to understand complex topics quickly and her strategic approach to planning major initiatives and projects. She has outstanding writing and presenting skills and strong experience in business development coaching, career coaching and diversity advocacy.

**Senior Grant Advisor: Dr Catherine Dandie.** With more than 20 years' experience in science and environmental research, Catherine has worked in government and university research institutions in Australia, Canada and Ireland. She has also gained more than ten years' experience in pre-submission scientific manuscript editing, leading to an eye for detail and comprehensive language skills. Catherine will use the grit and determination that she needed to finish the Philadelphia Marathon along with her exceptional writing and editing skills to help you get your grant application over the line.

**Senior Grant Advisor: Dr Benedicta Rousseau.** With +20 years' experience as a social sciences researcher, Benedicta has worked at universities in New Zealand, Australia, and the United Kingdom, where she also completed her PhD at the University of Cambridge. She has specialised in applied research and engagement through consultancy work for a range of organisations including The World Bank and DFAT. Alongside academic research and publication she has spent several years living in Vanuatu and worked as a lecturer on a cruise ship through Melanesia. problems. All while she's not wrangling cattle and three small kids in idyllic coastal central Qld.

**Senior Grant Advisor: Dr Sharon Brennan-Olsen.** Having lived and breathed academia as a respected health and medical researcher for over a decade, Sharon has not only successfully been awarded funding from the NHRMC and MRFF for her own research, but she has also provided countless hours of support to others applying for a variety of grants and tenders. This support has included one-on-one and group training sessions, feedback on oral pitches and written documents, editing impact statements, guidance

regarding Deeds, and all sections of requests for tenders and quotes. Sharon is known for her quiet equanimity and astute advice. And her love of caravanning.

**Senior Grant Advisor: Dr Tamar Sztal.** Having completed her PhD in Genetics from The University of Melbourne, Tamar spent the next 13 years as a medical scientist at Monash University. She has led major research projects within the health sector involving large national and international teams and has been awarded fellowships and grants from ARC, NHMRC and numerous charity organisations worth over \$2M. There is no doubt Tamar knows exactly what goes into a winning grant. Her commitment to advancing the research success of Australian scientists is second only to her passion for helping others navigate their way through the grant process.

**Senior Grant Advisor: Dr Liz Schier.** With over 13 years' experience as a Philosopher of Psychology Liz has held research and teaching positions in philosophy and psychology departments across Australia, including 10 years as the main coder on the Australian Neurolaw Database. Having done research on everything from the metaphysics of chemistry to visual consciousness and neuroethics Liz can provide clear and simple explanations for complex ideas.

**Grant Advisor: Dr Kym Patison.** Kym is a PhD qualified research scientist, with extensive experience in the education, social sciences, technology and agricultural research sectors spanning over 15 years. Kym has been a key team member of 16 successful research proposals from a range of government and industry funding bodies, valuing over \$2.3M. Kym is passionate about assisting others to develop high quality research submissions, polishing their ideas into compelling stories that the ARC wants to fund, and learning about a range of different topics and entrepreneurial approaches to combat real-world problems.

**Grant and Tender Advisor: Sebastian Steensen.** Sebastian's experience managing multi-million-dollar government tenders, grants and contracts has provided him with a keen eye for understanding the complexities and criteria that need to be addressed for successful bids and applications. With 15 years' experience in management systems managing and auditing, human resources, business liaison manager, tender consulting, and training across multiple industries he brings an analytical and strategic approach to tender and grant writing. As well as his professional engagements he's been an English teacher in China, visual artist for over 25 years, and a chess geek for about as long too.



## Significant wins for our clients



## Why our clients love us



“The assistance you provided was both practical, and saved me considerable time, and also strategic. I feel that your assistance definitely helped me in achieving a successful outcome with my fellowship.”

**Professor Andrew Dzurak**

School of Electrical Engineering & Telecommunications  
University of New South Wales

“You have been so amazing. I think my application would not be as good as it is if it wasn't for you.”

**Dr Melissa Bloomer**

Associate Professor  
School of Nursing and Midwifery  
Deakin University

“The review by your team significantly improved the content and structure of my application, and for that I am extremely grateful.”

**Dr Ashwini Chand**

Head of Head of Cancer Therapeutics  
Development Group at the Olivia  
Newton-John Cancer Research Institute,  
La Trobe University

“Thank you for all that you did to support our ARC Centre of Excellence Proposal which ultimately was successful. Your contributions to the EOI and full proposal were invaluable. It's quite an incredible process, nothing can be left to chance. Your experience with previous bids, and independent perspective helped a great deal.”

**Laureate Professor Kevin Galvin**

FTSE, FIEAust, CPEng, PhD, DICr  
University of Newcastle

“This was actually BETTER than the face-to-face last year - just seemed more targeted so well done on doing it via zoom.”

**ROPE Workshop participant**

Monash University

“This is the first NHMRC guide I have read that makes perfect sense and truly guides the process. I am actually enjoying working on the top 5 publication section knowing exactly what is needed, thanks a million”

**Applicant**

“Sometimes you named things that had been lurking in our thinking but had not explicitly named, and other times it was a new insight that was really helpful for sharpening our focus and keeping the writing at the big picture level.”

**Amanda Berry**

Associate Dean Research  
Faculty of Education  
Monash University

“The feedback I received on my grant application to the Linkage program in late 2017 was the most helpful and thought-provoking advice on an application I have ever received. It encouraged me to think more strategically about the positioning of my project description, challenged me to avoid complacency and provided clear signals on how to be successful

**Professor Andrew Beer**

UniSA Business School

“I've scanned your very thorough comments. Superb work. Perfectly correct. It is just perfect that you not only feel free to rewrite my words but also suggest what I can do so that I can see what to do.

**Applicant**

**UniMelb Arts**

## Our clients include:



Black Dog  
Institute



Australian  
National  
University



BOND  
UNIVERSITY



MONASH  
University



Flinders  
UNIVERSITY



EDITH COWAN  
UNIVERSITY



Curtin  
University



THE UNIVERSITY OF  
MELBOURNE



UNIVERSITY  
OF SOUTHERN  
QUEENSLAND



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