

Grant Writing Workshops by Dr. Robert Porter **3/4 October 2010 at Zayed University**

This workshop covers the basic principles of good grant writing, starting with the phrasing of a compelling research theme to the actual construction of the proposal itself. Major differences between acceptable "academic prose" and persuasive grant writing are highlighted. Common pitfalls that can lead to early rejection of good ideas are reviewed, matched with practical strategies for better writing:

- *Ten killer mistakes in grant writing and how to avoid them*
- *Two critical steps that will double your chances for success*
- *How to win over the grant reviewer*
- *Simple keys to a more powerful writing style*
- *Visualization: Using illustrations to "sell" your project*

Robert Porter, Ph. D., has presented grant writing workshops at leading universities and medical schools internationally. Currently Director of Research Development at the University of Tennessee, Dr. Porter has thirty years' experience as a tenured professor, private consultant and research administrator. His proposals have won more than \$8 million in awards from government agencies and private foundations. A national leader in the growing field of research development, he has presented papers and workshops on grant writing at national conferences and has published prize-winning articles in the Journal of Research Administration and Research Management Review. Dr. Porter has previously taught at Virginia Tech, Swarthmore College, Susquehanna University and Eastern Washington University. He holds graduate degrees in Speech Communications from the University of Michigan.

Date/Time:

*Sunday, 3 October 2010, Abu Dhabi / Monday, 4 October 2010, Dubai:
12:00 noon get-together lunch, 1:00 – 4:00 pm Workshop*

- ➔ A limited number of places are made available to external participants (non-ZU employees). Please send a brief application for registration to research@zu.ac.ae
- ➔ Zayed University employees register through the Professional Development site on ZU intranet.