

# Collaborative Grantseeking: Painful or Precious?

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# Collaborations



**Painful**

*Precious*



# Your Past Experiences

## Ineffective Collaborations

1.

2.

3.

4.

5.

## Effective Collaborations

1.

2.

3.

4.

5.

# Why/Not Collaborate

## *Benefits*

- Bigger and better ideas
- Strengthened infrastructure
- Larger response capacity
- Additional research results
- Avoiding duplicated efforts

## *Barriers*

- Heavy workloads
- Absence of leadership
- Lack of trust
- Unwillingness to change
- Few tangible rewards

# National Endowment for the Humanities



- Libraries will be asked to enlist a lead project scholar with expertise in nineteenth-century American history or literature to help present and plan programs. Libraries and their lead project scholars will be required to collaborate with at least one of the following in planning their programs: a local public television station; a state humanities council; a public, college, or university library; a historical society; or a museum. A support letter is required from the major partner.

# National Institutes of Health



- Core Clinical Centers will be responsible for recruiting, assessing, and treating subjects on new BMT CTN clinical trials, participating in data analysis, interpreting the results, and disseminating research findings. The DCC will play a pivotal role in protocol development, data management and analysis, and statistical, regulatory and logistical support required by the BMT CTN. The DCC will be responsible for all aspects of the new BMT CTN studies, and will coordinate all activities of the BMT CTN program in collaboration with the Steering Committee.

# National Science Foundation



- The goal is to enhance undergraduate education and training at the intersection of the biological and mathematical sciences and to better prepare undergraduate biology or mathematics students to pursue graduate study and careers in fields that integrate the mathematical and biological sciences. Projects must involve students from both areas in collaborative research experiences and include joint mentorship by faculty in both fields.

# Centers for Disease Control



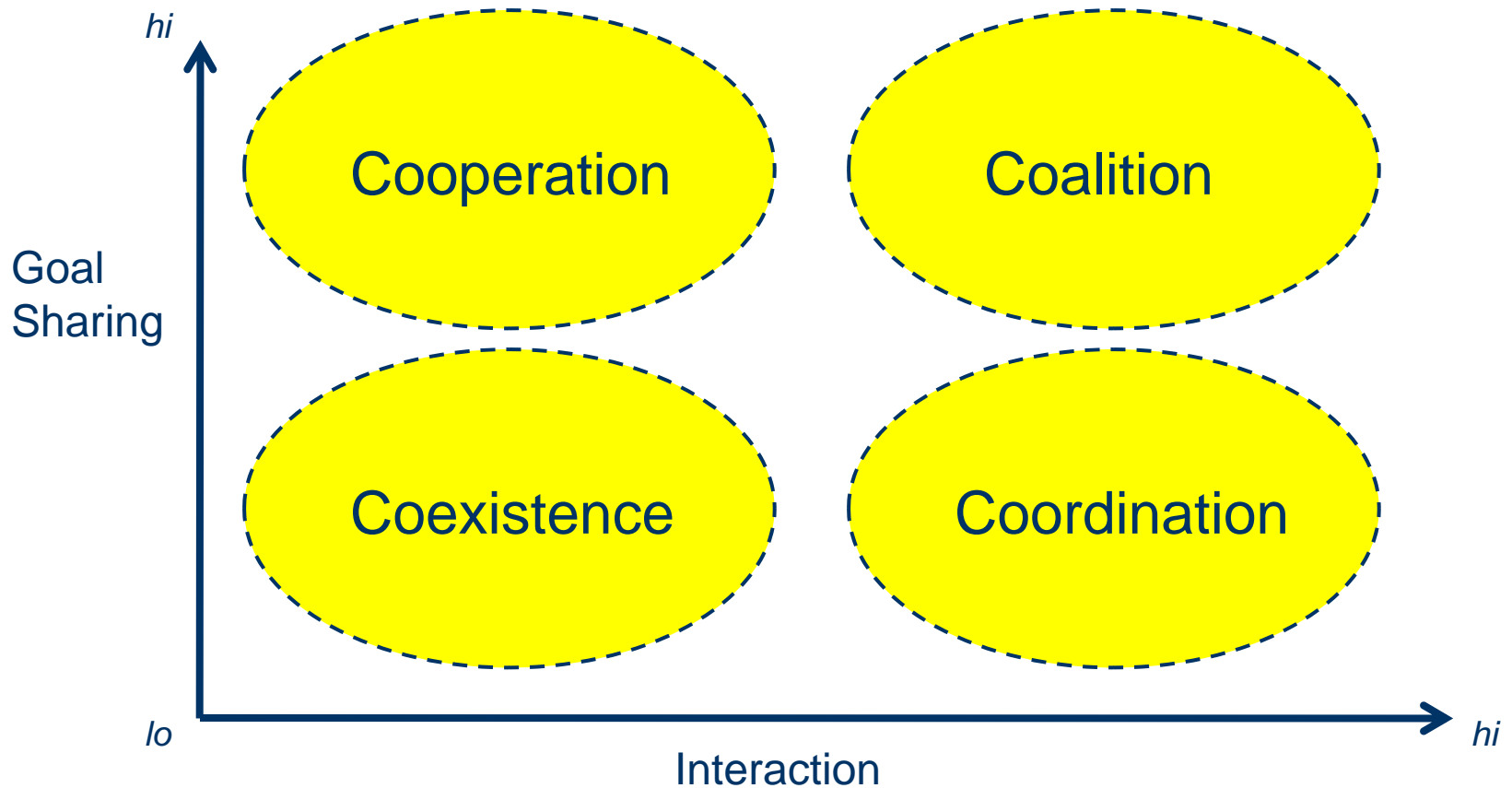
- The goal of the program is to develop and strengthen collaborative partnerships among: (1) American Indian/Alaska Native tribal programs and health facilities, (2) state and local health departments, and (3) other organizations working with cancer prevention and control in order to improve breast, cervical and colorectal screening awareness, access and outcomes for AI/AN populations. The use of innovative information technologies is explored in this program, including social networking and social media to reach AI/AN people.

# Collaboration Defined

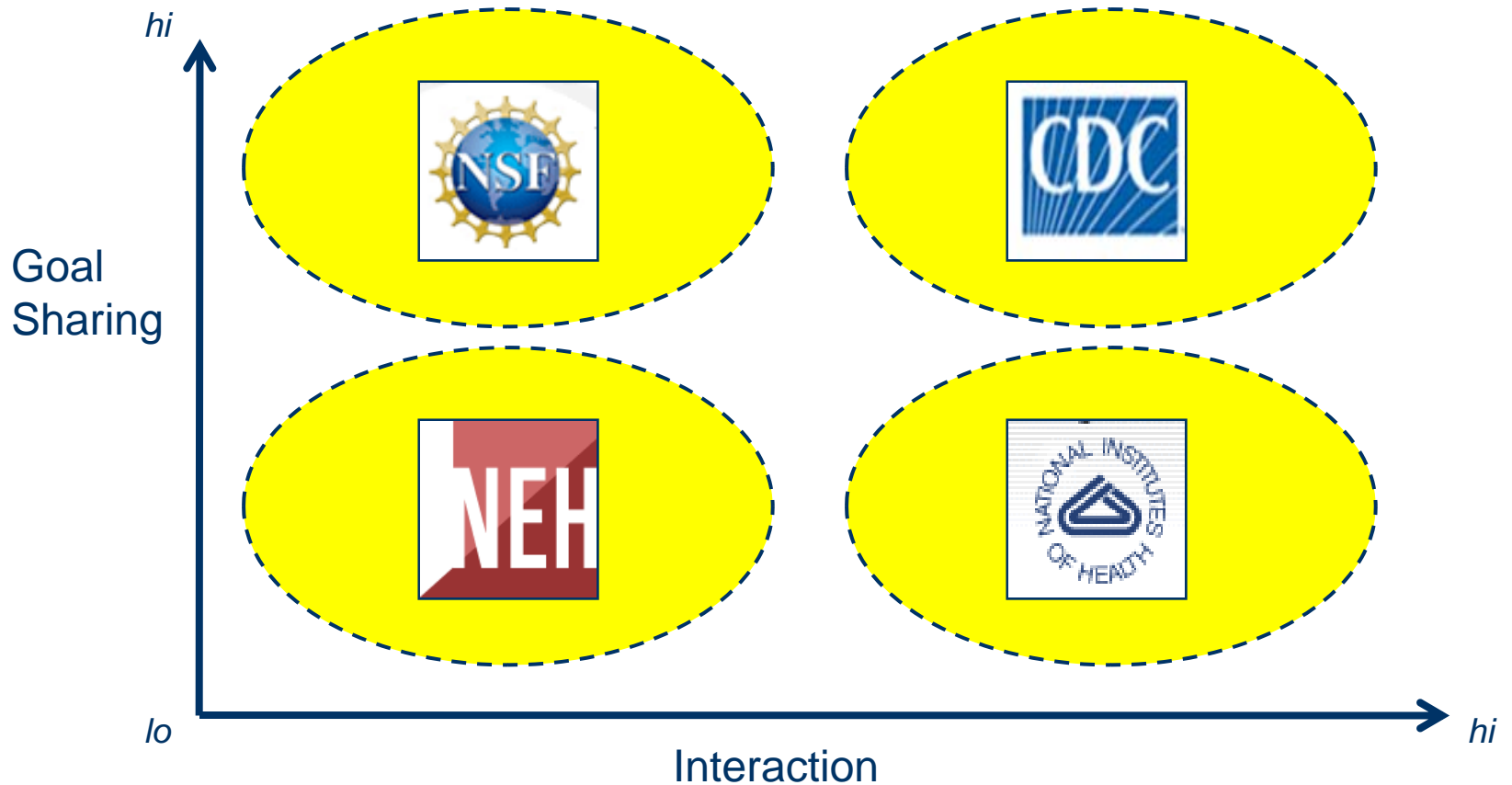
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*An interaction between two or more persons or organizations directed toward a common goal that is mutually beneficial.*

# Types of Collaboration



# Types of Collaboration



# Leadership Defined

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*The ability to influence, motivate, and enable others to contribute toward the effectiveness and success of the organizations of which they are members.*

# Leadership Characteristics

## Goal Sharing

- Adaptability, flexibility of approach
- Accept responsibility
- Capacity to manage, decide, set priorities
- Courage, resolution, steadiness
- Intelligence and judgment-in-action
- Need to achieve
- Task competence

## Interaction

- Ascendancy, dominance, assertiveness
- Capacity to motivate
- Confidence
- Display trust
- Physical vitality and stamina
- Skill in dealing with people
- Understanding of constituents and their needs

# Collaboration: A Hot Button Theme

## Problem

- Collaborative needs assessment?
- Duplication of efforts?

## Goals

- Commonalities of mission, vision, values?
- Shared guiding principles?

## Methods

- Written MOUs?
- Collaborative decision-making?

## Evaluation

- Assess the project and the collaboration?
- Use internal or external evaluators? Both?

## Dissemination

- Develop a collaborative communication plan?
- Use extended networks?

## Budget and Budget Narrative

- Show basis of calculations?
- Evidence of cost-sharing?

## Appendixes

- Include letters of support and commitment?
- Lists of board officials?
- Maps of service areas?
- Collaborative organization charts?
- Resumes demonstrate collaborative experience?

# Positive Reviewer Comments

- The collaboration aims to have inclusive participation through an advisory group to ensure an economically and culturally-mixed population base.
- A clear description of the distinct roles and responsibilities of each collaborator is provided. The collaboration plan clearly describes how they will measure both project and collaboration effectiveness.
- The collaboration is committed to key partnership principles and they are currently working together on a successful project. The multiple areas of specialization will both enhance the leadership potential and skills of the experienced partners while using that expertise to train new team members.

# Negative Reviewer Comments

- There is no history of these partners working together and little evidence exists that they have worked together in the preparation of this grant application.
- There is no spirit of collaboration in this proposed relationship. The budget is largely reflective of this imbalance as the community partner receives little funding.
- The Partnership Organization Chart illustrates the partners as being co-equals but the Time and Task Chart does not reflect that same equality.



“We collaborate. I’m an expert, but not an authority, and Dr. Belbis is an authority, but not an expert.”

# Questions, Comments, Smart Remarks?!



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