

Unraveling the Mystery of Reviewer #3

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Reviewer Comments

- Reviewer #1: Rating = *Excellent*

This proposed work addresses a problem of national relevance for students.

- Reviewer #2: Rating = *Excellent*

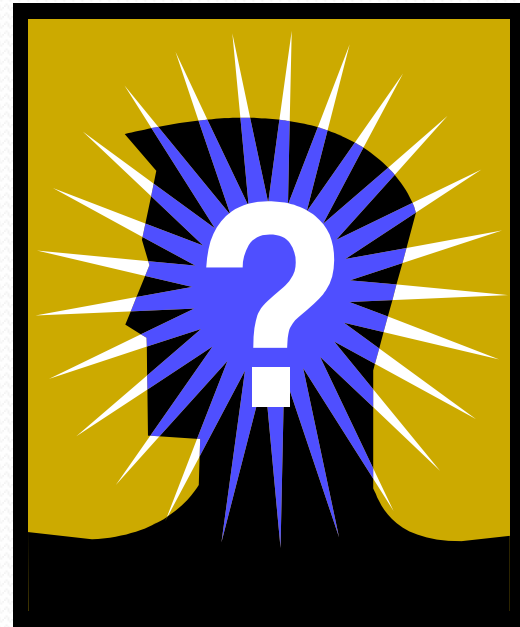
Potentially great merit in the development of methods for teaching fundamental entry level math for STEM.

- Reviewer #3: Rating = *Fair*

The intellectual merit of this proposal is rather low. The proposers understand that there is a problem, but they demonstrate no new insights into solutions.

Session Overview

- Who is reviewer #3?
- What is the nature of the hard-to-please grant reviewer?
- How can proposal revision scenarios be approached?



Analytic Framework



Introduction to iClicker



Poll Question #1



I am from a:

- A. Central office
- B. Department
- C. College/school/center

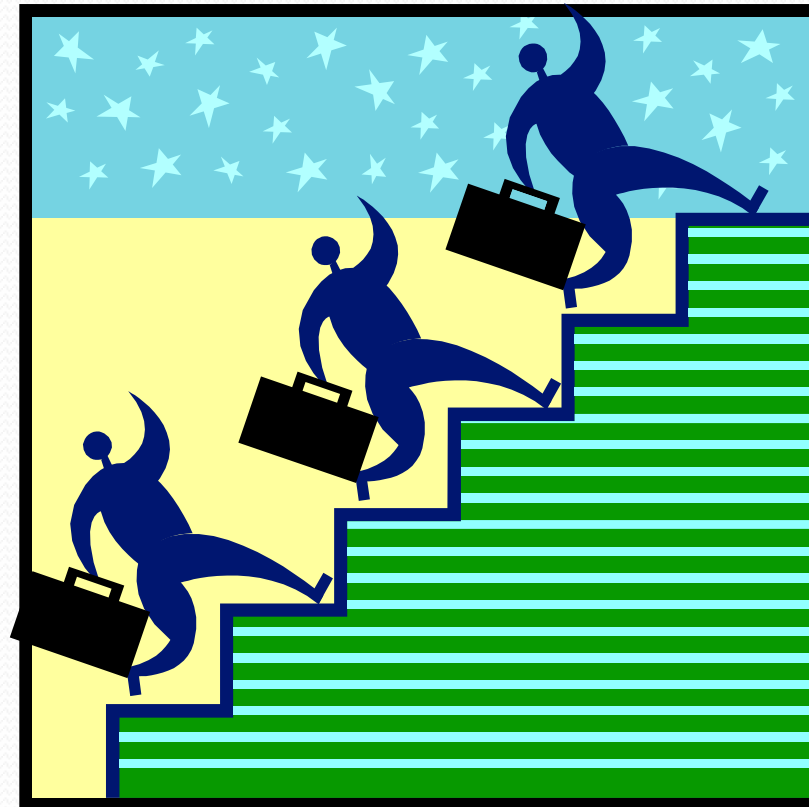
Poll Question #2



I have been in research administration for:

- A. < 1 year
- B. 1-5 years
- C. 6-10 years
- D. 10-15 years
- E. 15+ years

Establishing Baseline



Poll Question #3



I have served as lead grant writer/been part of an extramural grant writing team:

- A. Never
- B. 1 time
- C. 2-5 times
- D. 6-10 times
- E. 10+ times

Poll Question #4



I have served on an extramural grant project as PI/PD or co-PI/co-PD:

- A. Never
- B. 1 time
- C. 2-5 times
- D. 6-10 times
- E. 10+ times

Poll Question #5



I have served as an extramural grant reviewer:

- A. Never
- B. 1 time
- C. 2-5 times
- D. 6-10 times
- E. 10+ times

Analytic Framework



Poll Question #6



I think grant reviews are:

- A. Fair and objective
- B. Biased and random
- C. Don't know

Poll Question #7



I think grant reviews favor:

- A. Safe, predictable studies
- B. Innovative, cutting-edge research
- C. Don't know

Analytic Framework



Poll Question #8



When scoring proposals independently, I think grant reviewers:

- A. Follow the published evaluation criteria
- B. Follow their own internalized evaluation criteria
- C. Don't know

Poll Question #9



When scoring proposals independently, I think grant reviewers give the most consideration to the:

- A. Project's approach
- B. Project's significance
- C. Project's innovation
- D. Investigator's credentials
- E. Quality of the research environment

Poll Question #10



When discussing proposals as a panel, I think grant reviewers can:

- A. Act independently and objectively
- B. Be unduly influenced by a strong-willed reviewer
- C. Don't know

Analytic Framework



Poll Question #11



After discussing proposals as a panel, I think grant reviewers are more likely to adjust their initial scores:

- A. Upward
- B. Downward
- C. Don't know

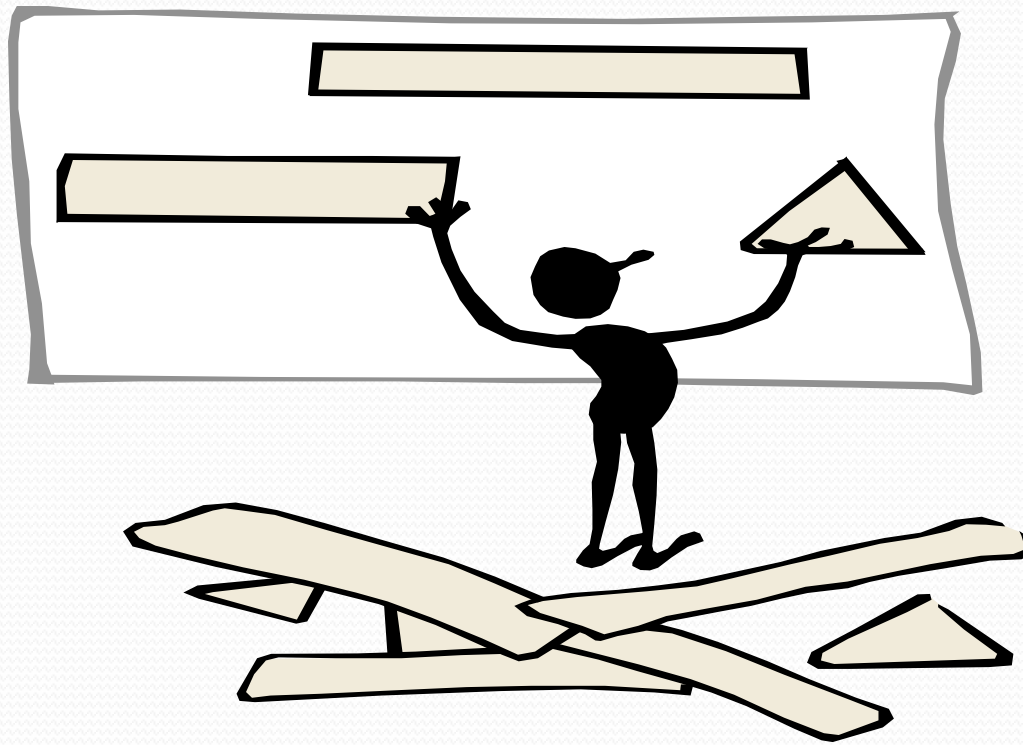


Poll Question #12

I think if a stack of grant proposals was re-scored by a new group of reviewers, original funding decisions would be reversed in _____ % of the cases:

- A. 0%
- B. 10-15%
- C. 25-30%
- D. 50-55%
- E. 75-80%

Revision Scenarios



Less Effective

- Strike back

It is so typical of the status quo, that when their sacred cow is gored, they circle the wagons in defense....



- Run away



- Stand still



More Effective

- Control what you can control
- Go big or go home
- Appeal to multiple audiences
- Engage the program officer



Questions, Comments, Remarks



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