

Webinar 3

BASIC PRINCIPLES OF GRANTSMANSHIP

April 17, 2025 from 2 pm to 5 pm CET

Introduction

This third webinar is designed to equip participants with essential skills and knowledge in *grantsmanship*—the art of crafting winning grant proposals. Like any art form, *grantsmanship* is built on solid technical foundations: scientific methodology, scientific writing and communication, and marketing techniques.

The session will focus on the basic principles of grantsmanship, with particular emphasis on the following areas:

- ***Scientific Writing and Communication***: This includes best practices for writing compelling narratives, presenting data effectively, and ensuring your proposal aligns with the funder's guidelines and priorities.
- ***Mastering the Evaluation Process***: Explore what makes a grant application stand out to reviewers, identify common mistakes to sidestep, understand how each section of the proposal aligns with specific review criteria, and learn effective strategies for incorporating reviewer feedback to enhance your submission.
- ***Marketing Techniques***: This involves articulating the vision and potential impact of your proposed project, highlighting its innovative aspects, and demonstrating its relevance and benefits to stakeholders. Learn how to make your proposal stand out by showcasing the significance and urgency of your research.

Program and speakers

2.00pm - 2.05pm CET	<i>Welcome Message and Introduction</i> Prof. Claudio Lombardo, OEI Managing Director Dr. Carla Finocchiaro, OEI Grant Office
2.05pm - 2.45pm CET	<i>From Concept to Funding: Grant Planning for Junior Investigators</i> Dr. Juliet A. Ellis, Head of European Proposal Management, UCL, London, UK
2.45pm - 3.25pm CET	<i>Grantsmanship: Developing Impactful Grant Proposals and Mastering Reviewer Insights</i> Dr. Chiara Gabbi, OEI Academy Scientific Coordinator
3.25pm - 4.05pm CET	<i>Effective Strategies for Scientific Writing</i> Dr. Michelle Sauer, Co-owner, RnA Editing; Instructor, University of California at San Diego, USA
4.05pm - 4.45pm CET	<i>Persuasion in Proposals: How to Highlight and Market Your Research Impact</i> Prof. Francesco Pasqualini, Associate Professor, University of Pavia, Italy
4.45pm - 5.00pm CET	<i>Q&A and conclusions</i>

Learning objectives

- Get familiar with the art of *grantsmanship* and its technical pillars
- Learn how to clearly and effectively write and communicate in grant applications
- Gain insights into what reviewers look for in grant applications and learn how to navigate reviews to improve your chances of securing funding.
- Understand how to effectively convey the vision and potential impact of your proposed research project.

Speakers

Dr. Juliet A. Ellis, PhD is the head of the European Proposal Management at the University College London. She is a life and medical scientist (Ph.D., 1988, Bristol University, UK) and initially worked as a bench scientist in the field of biomedicine (Cambridge University then Kings College London, (KCL)), reaching senior lectureship level at KCL in 1999. She led a research group of 5 researchers and taught undergraduate and MSc science and medical students. In 2009, she transitioned to become a Research Facilitator at the Institute of Child Health, University College London. In 2014, she joined ERIO as an EC proposal manager, as part of the newly formed Proposal Support Services (PSS), set up for Horizon 2020 grants, and from 2021, she became Head of PSS.



Dr. Chiara Gabbi, MD, PhD is the Scientific Coordinator of the OEI-Academy. She is a physician-scientist specialized in internal medicine. Originally from Italy, she spent a large part of her career abroad: first at Karolinska Institutet where she obtained a Licentiate Degree and a PhD in Medical Science; then in USA where she was Research Assistant Professor at the University of Houston and Scholar at Harvard Medical School. Both her clinical and research interests have been focusing on metabolism, liver diseases, biliary tract cancers and personalized medicine. Beside her work as physician-scientist, she has been an educator and trainer of junior scientists. On the grantsmanship topic she authored a special article series for the European Journal of Internal Medicine together with Dr Sauer, and published a book in Italian “Fondamenti di grantsmanship”. Also, she coordinated international mentorship programs for the COST actions PRECISION-BTC and EURO-CHOLANGIO-NET dedicated to junior scientists in the field of cholangiocarcinoma. She served as reviewer and study sections member and president for funding agencies both in USA and Europe. She authored numerous publications and for her research she received international awards.



Dr. R. Michelle Sauer Gehring, PhD, completed her graduate education at Texas A&M University in microbiology and then completed a postdoctoral fellowship at Baylor College of Medicine in genetics. By 2011, she was an assistant professor with grants, publications, and clinical studies, but something was missing. She then set out to create a career that let her use her strengths in editing and medical communication. She attained her certification as an editor in life science (ELS) and has worked in research development and grantsmanship (writing and editing) for the University of Texas Health Science Center at Houston, the University of Houston, and Prairie View A&M University. In 2024, she served as President of the American Medical Writers Association, and she transitioned to a full-time freelance medical writer and editor. To date, she has worked on grants that have received over \$150 million dollars in funding from the US federal government. While her expertise is in applications to the National Institute of Health and the United States Department of Defense, she is dedicated to international collaborations.



Prof. Francesco Pasqualini, PhD, is an associate professor in industrial bioengineering at the University of Pavia (Italy). He trained in biomedical engineering in Italy before moving to Boston (2010) and Zurich (2016) to study cardiovascular tissue engineering in the laboratories of Prof. Kit Parker (Harvard Wyss Institute) and Prof. Simon Hoerstrup (Wyss Translational Center). Francesco's research focuses on developing in-silico and in-vitro stem cell models for drug discovery, disease modeling, and regenerative medicine applications. His lab studies heart development and structural heart disease with cardiac organoids funded by the European Research Council (ERC StG 2020 and FARE 2020), RNA therapies for cardiac arrhythmias (PNRR CN3), macrophage mechanobiology (PRIN 2022), and of extracellular matrix microenvironments (Horizon Europe KDT 2024).

