

AN INTRODUCTION TO PROPOSAL WRITING

THE CONCEPT PAPER

A concept paper, usually no more than two to four pages long, highlights the key features of a proposal. You can use it to inform colleagues about your intentions as well as to give a potential sponsor advance notice of the idea you wish to pursue.

Studies of the success rate of grant applications have shown that the major variable in getting proposals funded is contact with the program officer prior to submission of a proposal. The

Td(propoyaaCm(Scer,ls ion ospectu(St offeliminatoryon of a p, funt witerfect twllow-upr prl. The) Tj0 -1.ionhon