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MARTINE

Writing good proposal for funding

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Process and Procedure

Two major category of proposals can be distinguished;

1. Solicited proposals

2. Unsolicited proposals



Proposal development journey Unsolicited proposals

Applicant	 Writes an expression of interest (EOI) or letter of inquiry (LOI)
Donor	Reviews the EOI or LOI
	 Invites concept note if project is feasible





Proposal development journey Solicited proposals

Applicant	 Contacts potential collaborators to get their commitment
	 Submits concept note on behalf of team
Donor	Reviews the concept note
	 Invites full proposal if research is feasible, may provides seed grant
Applicant	 Gathers all institutional paper work
	 Several people review and ensure that guidelines are fully met
	• submits proposal

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Concept note (2 to 6 pages)/Full proposal (10 to 12 pages)

- 1. Title
- 2. Table of content
- 3. Executive summary
- 4. Introduction/background
 - Full literature review
 - Problem/opportunity and justification





- 5. Project description
 - Objectives
 - Methodology
 - Hypothesis/research question
- 6. Expected results and sharing of results
- 7. Sustainability
- 8. Monitoring and evaluation plan
- 9. Risks and assumptions





- Budget (ballpark figure/detailed)
- Timeline
- Organizational capacity information (Brief organizational information)
- Personnel
- Financial reputation
- Partners
- Annexes









