

the funder's talk," by writing in terms that reflect a true understanding of their philosophy, their mission, and the "match" that will occur if your project is funded. The Office of Sponsored Programs can provide the background materials to support this effort.

Many faculty appear hesitant to discuss their project with the program officer prior to submission of proposals. This can be "deadly," particularly with government agencies. Program officers can be your most valuable resource. They are employed to help applicants develop competitive proposals. They know the "true" agenda of the agency and can direct you accordingly. If you ignore this resource, it may be a costly mistake. Statistics indicate your chances for approval are greatly enhanced by the number of "meaningful" conversations with the program officer.

The proposal becomes a marketing tool in which you "sell" your idea, your organization, and your expertise; your ability to solve a problem better than anyone else. The sales document must be well-developed, comprehensive,

*I believe that I can instill a small part of myself within each student I encounter and in some small way make my contribution to society.*

*— Carol Holtz*

and factual; the writing, clear, concise, and thoughtful, delivering exactly what the funder asks for, no more, no less.

As with all things, proposal development takes time, a scarce commodity on the KSC campus. Ideally, once you have a project in mind, and a funder identified, you will submit to a reasonable deadline date. A "Rushed" proposal is seldom fundable, although there are exceptions. Some people do their best work under pressure. Most don't.

To eliminate up to 50 percent of the time involved when actually writing the proposal, experts in the field suggest that data relevant to the grant be collected in a loose leaf binder. This process should begin with the inception of the idea.

The notebook should be divid-

ed into sections outlined in the agency guidelines, i.e., justification for the project, objectives, methodology, key personnel, etc., with paper behind each tab to write as ideas occur to you. Also, gather supporting data, with sources cited, so precious time is not lost hunting for materials as the deadline draws near. All information will be at your fingertips.

Unfortunately, this formula contains no magic, no secret ingredient, but rather, a set of simple factors that, in my experience, appear to work. Success, Steinere contends, "is as much dependent on creativity, innovativeness, intuition, style, personality, capability and good judgement, as it is on science." I would add that education to the process is truly the key to success and provides the competitive edge necessary for winning. We are here to open the door.

**To be competitive, a proposal must "sing" in the sense that it exudes an enthusiasm, a confidence, and a clarity that catches the ear (eye) of the reviewer and peaks his interest.**

## *The Internet and the Professor: A Mini-Guide*

### **SOME INTERNET SITES FOR YOU AND YOUR STUDENTS**

#### **The Electronic Newstand**

Here you can read selected articles from journals ranging from *The New Republic*, the *New Yorker* and *Discover* to *ComputerWorld*, *Field and Stream* and *Sloan Management Review*.

gopher: enews.com

**The Thomas Web Server.** This site provides the full text of all versions of House and Senate bills. It is searchable by keywords or by bill number. The site includes background information on how laws are made.

#### **John December's List.**

As part of his academic interests, John December, Professor of Computer Science at Rensselaer Poly-

technical Institute collects, organizes, and presents information describing the Internet and computer-mediated communication. This information includes resources and studies about technology, applications, culture, discussion forums, and bibliographies. His areas of interest include the technical, social, rhetorical, cognitive, and psychological aspects of networked communication.

You can view a summary of this list and get instructions for accessing it by using ftp.

Ftp: //ftp.rpi.edu/pub/communications/internet-tools

Resources by Subject Area at Rice Univ. (See 2.3 earlier.)

An easily accessible gateway to many resources, gophers, and listservs in the subject areas, this area organizes information for quick looks or for electronic browsing.

Resources by Subject and Vanderbilt Guides and Bibliographies

The reference department at Vanderbilt has on the gopher eighty guides and bibliographies, from abortion to welfare, listing major references, with bibliographic summaries and Library of Congress call numbers. This is an excellent first stop for students doing research in literature, social sciences, education, and education. It not only contains the most common term paper topics but also clearly explains how to use FTP, Uncover, Newsgroups, Veronica, ERIC, and Archie. Access this area by clicking in sequence "Gophers Servers of the World," "North America," "USA," "Tennessee" "VUInfo (Vanderbilt University)," "Library Resources and Services," and "Guides

*(See INTERNET, page12)*

## SUMMER STIPENDS AWARDED 1995-96

### APPLICANT

**Catherine Beise**  
Asso. Professor CSIS  
**Dawn Rodrigues**, Professor, English

**Joshua Du**  
Asst. Professor, Mathematics

**Marjorie Economopoulos**  
Asst. Professor, Math. Ed., SME

**Laura Hechtel**  
Asst. Professor, Biology/Physics  
**Pam Rhyne**, Professor, Biology/Physics

**Jerald Hendrix**  
Professor, Biology

**Patricia Reggio**  
Professor, Chemistry

**Helen Ridley**  
Professor, Political Science

**Gary Roberts**  
Asso. Professor, Management

### PROJECT TITLE

Cross-Disciplinary Development & Implementation of Internet-based Instructional Materials

General View & Application of Elementary Functions

Technology Applications for Teachers

Computer Based Course in Human Anatomy

Interactive Computer Software for Microbiology

"Intermolecular Forces: An Electronic Slide Presentation"

A Shift from "Instructor Focused" to "Student Focused" Teaching

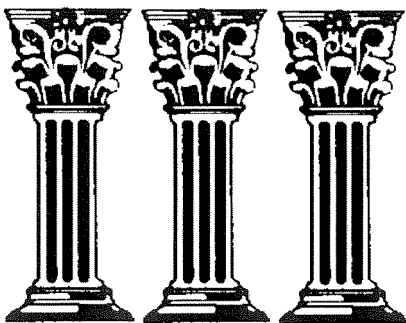
A Practical Guide for Using the Internet at KSC: Multimedia Tutorials for Faculty & Students

(*INTERNET continued from page 1*)

and Bibliographies."

Solinet (Southeastern Library Network)

Here you can find links to the major resource and research desks at universities across the world as well as miscellaneous information such as Amtrak schedules, exact local time worldwide, daily foreign currency rates, and entries into university gophers which allow public access to Usenet discussion groups. Click in order "Gophers Servers of the World," "North America," "USA," "Georgia" and then "SOLINET (Southeastern Library Network)."



# REACHING THROUGH TEACHING

Contributions from KSC faculty are solicited. Please submit articles to CETL on a 5.25" or 3.5" disk in WordPerfect. Preferred length of articles is 900 words. Deadline for the next issue is October 15.

Giving guidance and vision to CETL is a Faculty Development Committee including the following members:

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Jo Allen Bradham, Ph. D.	• Professor of English
Randy Elmore, Ed. D.	• Associate Professor of Education
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Margaret Kosowski, Ph. D.	• Associate Professor of Nursing
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Tom Scott, Ph. D.	• Professor of History
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