

# The Art & Science of Winning Research Proposals

2-Day Training Workshop Designed for Academia

April, 27-28, 2016

## Wednesday April 27, 2016

8:30 – 9:00 am

**Registration of Participants**

9: 00 – 9:15 am

**Introduction of Training**

9:15 – 10:45 am

**Topic:**

**Session I**

**Knowing Research**

Styles of Thinking

Research Onion Model

Research Process

**Resource Person:**

(Gulfam Baghoor)

10:45 – 11:00 am

**Tea Break**

11:00 – 12:45 pm

**Topic:**

**Session II**

**Knowing Proposal**

Proposal (Research VS Implementation)

Research Proposal (Academic VS Sponsored)

Research Proposal Complexity

**Resource Person:**

(Gulfam Baghoor)

12:45 – 01:30 pm

**Lunch and Prayer Break**

01:30 – 03:00 pm

**Topic:**

**Session III**

**Knowing Sponsor / Donor**

Research Proposal Process

RFPs / TORs / EOIs

Surveys (Baseline VS Endline),

Monitoring VS Evaluation

**Resource Person:**

(Gulfam Baghoor)

03:00 – 03:15pm

**Tea Break**

03:15 – 04:45 pm

**Topic:**

**Session IV**

**Writing Proposal**

Essentials of Good Research Proposals

Research Proposal Modules

Case Studies

**Resource Person:**

(Gulfam Baghoor)

04:45 pm – 06:00

**Evening Assignment**

Preparation of Group Project Presentation

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## Thursday April 28, 2016

**09:00 – 10:45 am**

**Topic:** **Session V**  
**Developing Financial Proposal**  
Components of Budget  
Budget Case Studies  
Practical Budget Making Exercises  
**Resource Person:** (Gulfam Baghoor)

**10:45 – 11:00 am**

**Tea Break**

**11:00 – 12:45 pm**

**Topic:** **Session VI**  
**Winning Research Proposal**  
Proposal Evaluation Process  
Art & Science of Winning Proposal  
A Way Forward  
**Resource Person:** (Gulfam Baghoor)

**12:45pm – 01:30 pm**

**Lunch and Prayer Break**

**01:30 – 02:45 pm**

**Topic:** **Session VII**  
**NRPU as Business Case**  
Important Aspects  
Structural Approach  
Winning Strategy  
**Resource Person:** (Gulfam Baghoor)

**02:45 – 03:00 pm**

**Tea Break**

**03:00 pm – 05:00 pm**

**Group Presentations**