



The Grants Coaching Handbook: Successful Techniques for Creating and Conducting Grants Coaching Programs

David G. Bauer

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If you want to help your grant seekers achieve up to 50% success rates and move your grants program to new heights in an ever competitive market do not *teach* them grant/proposal development. Do not *mentor* them. *Coach* them to success.

Whether you are a research administrator, a current grants consultant, or a professional wanting to build a grants consulting business, grants coaching is the key.

This book will teach you how to couple proactive grant strategies with a consistent and reinforced plan that will guide your coachees through the proposal development process. It will provide you with everything you need to develop, implement, and evaluate a grants coaching program. Once you become involved in grants coaching you will never again rely solely on grants seminars to increase grants success because you will be amazed by the results achieved by your individualized grants coaching program.

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