Strategies for Success (3)

When writing your proposal remember:

- get straight to the point- don’t waste time or words
- don’t rush writing the proposal- take your time and get it right
- be don’t request more money than you really need
- be candid about asking for money
- never submit the same application twice
- never lie

Marketing is important. Look professional, involve key community figures when you can, and be sure your organization will appeal to the funder.

Management skills and experience will show the funder that you have the potential for success!
Strategies for Success (4)

Having clear performance standards should not be underestimated. Outline measurement indicators and determine result areas. A strong proposal proves that it is likely to achieve its goals.

Cooperation is a good idea. Many funders like applications involving more than one organization. Be sure that the grantees have both a formal and informal relationship before submitting your cooperative proposal.

Know your budget! It should: be presented separately from the application, be realistic, reflect your needs, and all the figures should be correct. Keeping a record of how your costs were determined is also important.

- **CAS**: Be careful of commitments in budget re-negotiations.
Strategies for Success (5)

Stay on schedule. Give yourself enough time to prepare the application properly and still meet the deadlines. If you don’t have time to do it right, don’t apply at all.

Keep all of your standard information (resumes, community statistics) in a file that can be constantly updated. This will save you time and allow you to concentrate on the specifics of preparing your proposal.

Some writing hints:
- Follow the funder’s preferred format, if there is one
- Avoid jargon
- Open every section with a strong, clear sentence
- Try to make your proposal interesting to read
Strategies for Success (6)

If you don’t succeed with your proposal, try to learn from the experience. Never argue with the officials or grant reviewers. Instead, ask them where you may have gone wrong, and whether they think you should try submitting again. Review your proposal carefully and try to identify areas that could be improved.
Performance Evaluation

Examples:

- Evaluate design alternatives
- Compare two or more computers, programs, algorithms
  - Speed, memory, usability
- Determine optimum value of a parameter (tuning, optimization)
- Locate bottlenecks
- Characterize load
- Prediction of performance on future loads
- Determine number and size of components required
Examples

Which is the best sorting algorithm?

What factors effect data structure visualizations?

Code-tune a program

Which interface design is better?
Evaluation Issues

System
  • Hardware, software, network

Technique
  • Measurement, simulation, analytical modeling

Metrics
  • Response time, transactions per second

Workload

Statistical techniques

Experimental design
  • Maximize information, minimize number of experiments
Common Mistakes

• No goals
  – Each model is special purpose
  – Performance problems are vague when first presented
• Biased goals
• Unsystematic approach
• Analysis without understanding
  – People want guidance, not models
• Incorrect performance metrics
  – Want correct metrics, not easy ones
• Unrepresentative workload
• Wrong evaluation technique
  – Easy to become married to one approach
• Overlooking important parameters
• Ignoring significant factors
  – Parameters that are varied in the study are called factors.
  – There’s no use comparing what can’t be changed
• Inappropriate experimental design
• Inappropriate level of detail