The past two months have been an exciting time for research and research administration here at AU:

September 22nd - Sponsored Research Day. This day long event included a presentation by a senior program officer at the National Endowment for the Humanities (NEH) and two faculty panels focused on getting that first grant and larger collaborative projects. This was in addition to presentations by the university offices that facilitate and manage sponsored projects.

November 6 - At the request of Kathleen Larmett, Executive Director of the National Council of University Research Administrators (NCURA), OSP hosted a visit from members of the Vietnam Government and the Vietnam Embassy. Our colleagues from Vietnam were interested in learning best practices in grants administration, and for two hours they interacted with OSP staff and Dr. Jon Tubman on research administration issues of common interest. This was a significant learning experience for all participants. The event contained an additional international flavor by the participation of Dr. Aletta Debernardi, Director of Knowledge Partnering at Leiden University in Leiden, The Netherlands.
November 11 - The Office of the Vice Provost for Research & Dean of Graduate Studies/Office of Sponsored Programs hosted Export Control Day. David Brady, a prominent national expert in export controls who is Director of Export and Secure Research Compliance and Facility Security Officer (FSO) at Virginia Polytechnic Institute and State University, conducted four sessions on export compliance that spanned the research and academic dimensions of export controls. His presentation was eye-opening and raised awareness of the importance of export controls.

As we move forward into 2016, additional research and research administration - focused sessions will be held on campus. Stay tuned for these educational opportunities!

Best regards,

Jim Casey
OSP Director
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<th>College of Arts and Sciences</th>
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Award Negotiation: Why It Is So Important?

Stephen Petix, Post-Award Grants and Contracts Manager, OSP

So you just received notice that the proposal you diligently worked on six months ago got the green light form the sponsor. Congratulations, the organization or government agency you submitted to will be funding your project. This is indeed a victorious moment and calls for celebration. This will no doubt spark the excitement and drive to start your project. But wait – put the brakes on just for one second. Before an account for this award can be established, a careful review of the terms and conditions is required. The “award negotiation” is an important component of the grant/contract life cycle that is often misunderstood and can even cause delays to the setup process. That being said, this critical review is crucial to the success of any research organization. Let’s explore the ins and outs of this process.

Before we go through an overview of the award negotiation process, let us discuss why award negotiation is so important and how this benefits both the Institution and you as a Principal Investigator (PI). Here are some of the major areas of concern that the Office of Sponsored Programs (OSP) carefully examines in these documents:

- Reporting Requirements and Deliverable Deadlines
- Publication Restrictions
- Intellectual Property Rights/Ownership
- Federal Contracting Clauses – “the FAR”

Some of these concepts may seem esoteric, but in truth have serious implications for the PI directly. Publication restrictions is one of these areas. Imagine if you were not allowed to publish results from your research or even further, did not own the rights to your intellectual property. Clauses like these appear quite frequently in agreements that AU receives, but due to a thorough review and negotiation these clauses are removed before signing.

As an institution that receives federal funding AU is bound to comply with the Uniform Guidance (UG) and the Federal Acquisition Regulations (FAR) set forth by the federal government. An understanding of these two sources is essential to the University in terms of maintaining positive relationships with funders and as good stewards of external funding. This is one of the vital parts that OSP plays within AU. Let’s explore these regulations further.

**Uniform Guidance**

The Uniform Guidance (UG) are the rules set forth by the federal government on how to appropriately manage and account for federal funding (and located at 2 CFR 200). This guidance consolidated and replaced OMB Circulars A-110 (Administrative requirements), A-21 (Cost principles), and A-133 (Audit requirements) which were the sections that addressed sponsored research. Among the different federal agencies (NSF, NIH, DOE, etc.), there are varying interpretations regarding these regulations. OSP stays on top of all these changes to ensure compliance.

**Federal Acquisition Regulations**

The Federal Acquisition Regulations (FAR) is the body of requirements that govern the U.S. Government’s procurement activities. Plainly stated, the FAR is what AU follows for federal procurement contracts. Contracts often have stricter guidelines; that is why OSP has to be diligent during the award negotiation process to remove all FAR clauses that are not applicable to the University or that do not align with the project.

Private funding through foundations, corporations or institutions also have issues and challenges that arise in the award negotiation stage. Even though private funding does not fall under the regulations of the UG or the FAR, we do need to employ best practices in terms of proper stewardship of sponsor funding. Once the institution signs a grant award or contract, AU is bound to its terms and conditions.

As proper stewards of research funding it is important to represent the University in the best way possible. An instance of poor management of external funds could cause a sponsor to withhold or refuse payment, terminate a project or even mark the University as “high risk” that could jeopardize future funding. AU also has external audits that OSP facilitates every year that are reported back to the federal government. It is always better to be proactive than reactive when it comes to the award negotiation.

The Office of Sponsored Programs provides the expertise and diligence to keep up with this ever changing landscape of federal regulations through training, continuing education, attending conferences and through the vast experience in the OSP staff.

The Award Negotiation Process
The objectives of any award negotiation are the same regardless of the funding mechanism and sponsor type:

- To achieve a framework for the proposed work.
- To arrive at a mutually-acceptable agreement.
- To set a positive tone and working relationship.
- To negotiate a contract/agreement that is consistent with institutional policies and procedures.

Step 1
Once an award letter or agreement is received by AU the post-award Grants & Contracts Manager (GCM) carefully reads and reviews the entire agreement. It is in this first step that OSP will highlight any clauses of concern. The GCM will provide any suggested changes and include comments for the sponsor. If further clarification is needed regarding a specific clause or contract language the GCM may consult the OSP Director and/or the Office of General Counsel. Usually these clauses involve intellectual property or data rights issues. This first step is vital in protecting the University and the PI from requirements that are not aligned with our mission as an institution of higher education or may not be applicable to us as a 501(c)(3) tax-exempt nonprofit organization.

Step 2
After a thorough review and if issues arose the GCM will send the requested changes back to the sponsor for approval. It is in this step that delays can occur depending on how quickly the sponsor responds. Every organization or federal agency have their own specific protocols and processes for award negotiations and sometimes they can be lengthy. If the sponsor counters with edits to our changes, this back and forth that can also delay the process. Please note that if there are no modifications required or if the document is a unilateral agreement that does not require a countersignature by AU the agreement would move forward to the next step.

Step 3
Once all of the terms have been negotiated and agreed upon, the designated signatory for the University will then sign the agreement. Please note that the AU signatory policy states that all awards over $500,000 and all awards from foreign sponsors require the signature of the President of the University. The signed document will then be returned to the sponsor for countersignature. Once again, depending on the responsiveness of the sponsor it can take some time to receive the fully executed agreement. Once we do receive the fully executed agreement, the process is complete and the setup process can be initiated.
As illustrated, the award negotiation process is vital to the success and protection of any research university. AU and OSP are dedicated to maintaining a standard of excellence in our stewardship of external funding and are here as a resource for the greater academic community.

**Where can one find more information on Award Negotiation Guidelines and Principles?**

For more information about Award Negotiation Guidelines and Principles, here are some helpful resources:

American University Office of Sponsored Programs, [http://www.american.edu/provost/osp/News-and-Updates.cfm](http://www.american.edu/provost/osp/News-and-Updates.cfm)

Uniform Guidance: [http://www.ecfr.gov/cgi-bin/text-idx?tpl=/ecfrbrowse/Title02/2cfr200_main_02.tpl](http://www.ecfr.gov/cgi-bin/text-idx?tpl=/ecfrbrowse/Title02/2cfr200_main_02.tpl)


Maximizing Research Exposure and Measuring Impact
Rachel Borchardt, Associate Librarian

“Boost Your Citations by 73%” – this is the bold claim on academia.edu’s homepage. In today’s academic landscape, saturated with scholarship from researchers looking to increase their scholarly impact, the visibility and impact of research is more important than ever. Demonstrable research impact influences many decisions, from tenure, promotion and reappointment to the successful awarding of grants (as well as providing evidence of the grant’s impact). Some studies have found correlations between research visibility and higher citation counts, indicating that generally, reaching a larger audience may result in a larger scholarly impact. Fortunately, many tools are available to assist researchers wishing to help increase the visibility of their research, as well as measure their research impact. Below is a short overview to some of these tools. More information about these tools, including links and information about other faculty research topics is available at http://subjectguides.library.american.edu/faculty_research.

Maximizing Visibility

There are several approaches a researcher can take to increase the visibility of their scholarly outputs. This includes sharing of the article through scholarly and social networks, publishing open access scholarship, and communicating their research to a non-scholarly audience.

Scholarly and Social Networks: Research is frequently shared through a variety of online communication channels. This includes well-known sites like Twitter, LinkedIn and even Facebook. Increasingly, scholars are also using an academic version of scholarly networks to keep up with other researchers, discover articles, ask questions, and disseminate their own research. Four such networks are academia.edu, ResearchGate, Mendeley and SSRN. More information about each of these networks, including how to register and main features, are covered in the library’s research guide on Scholarly Networks and Social Media Channels.

Open Access: Open access, or OA, is the publication process that makes research freely available to the public. While this often means that the researcher must pay a fee to make their research openly accessible, it nonetheless remains one of the best options for ensuring the visibility of research, particularly for researchers with limited resources to access subscribed journal content. A brief overview of OA is available through the library’s Scholarly Communication and Open Access guide.

Communicating Research: While not traditionally included in impact measurements, another potential area of impact is public impact. This can take many forms, from an op-ed in a newspaper on a research topic, an interview in a news source, keeping a professional blog related to research, creation and publication of videos related to research through venues like YouTube, or even citation of a publication in Wikipedia. These types of communication serve to introduce your research not only to members of the public, but also to other researchers who may not have specific expertise in your subject area. AU’s University Communications and Marketing can often help with these communication efforts.
Measuring Research Impact

The subject of impact, or more specifically, the best way to measure and demonstrate impact, has been hotly debated in various corners of academia. Historically, citation counts have been the primary indicator of scholarly impact, as well as publishing in prestigious journals, as measured by the Journal Impact Factor.

Today, we not only have more ways to measure journal quality, but we can also measure indicators such as downloads, views, and shares that can help better understand the attention, engagement and impact scholarly works are receiving.

The library provides a Scholarly Research Impact Metrics guide to help faculty locate and use metrics, in addition to offering individual consultations for anyone seeking a more personalized introduction to using various tools to measure their own research impact. For more information about any of these topics, or to schedule your own individual consultation, please contact Rachel Borchardt, Associate Librarian, by emailing borchard@american.edu or via phone at 202-885-3657.

A good bibliography of many of these studies is available here: https://ubir.buffalo.edu/xmlui/handle/10477/25214
http://subjectguides.library.american.edu/networks
http://subjectguides.library.american.edu/c.php?g=175351
http://www.american.edu/ucm/
http://subjectguides.library.american.edu/metrics

### General Funding Search Training:

Our refresher sessions are designed to provide an overview of all search funding tool databases at our PIs disposal (that OSP manages). The three databases are: Grant Forward, Foundation Directory Online, and Pivot COS.

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### Unit-Specific Funding Search Training:

In order to provide convenient and personalized service for PIs (that have keyword clouds) this overview session allows participants an overview that uses research terms relevant to PIs. The PIs provide their own keywords.

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The Role of Culture in Successful International Transactions

By Daniela Branco and James Casey

Wisconsin attorneys practicing in the international realm, particularly those new to international work, need to be culturally competent in order to experience success in this practice area. Our experience in the international realm has illustrated to us the need to maintain a high level of cultural awareness, and the lack of this awareness leads to stressful and sometimes unsuccessful business negotiations. Business people are more akin to engage in cross-cultural training and lawyers should follow their example. In this article we provide some tips on how to face the challenges of cross-cultural communication in an international transaction.

Challenges in Cross Cultural Negotiations

In the contemporary world, more often than not, business negotiations take place in diverse cultural landscapes. A negotiator may learn about the laws and politics of a different country, about dress code, greetings and other social etiquettes, but understanding the underlying behavior can be more complicated. In contrast to material aspects of culture, the nonmaterial aspects are more difficult to assess. Different cultures have a distinct set of values, perceptions and philosophies that come into play at the negotiation table. Even more seasoned negotiators may find themselves unprepared to address and incorporate cross-cultural awareness into their strategies. Promising deals fall through when negotiators fail to understand that contrasting values can cause conflict during negotiations. There are numerous cultural aspects which cause international negotiators the most problems, but for this article we will address ones that we have found more prominent in our work.

Orientation to Time

Societies have contrasting relationships with time. In our experience, monochronic cultures (generally the United States, Germany, for instance) place a high value on timeliness and schedules while polychronic cultures (generally Brazil, Spain, for example) have a more fluid orientation to time.

Negotiators from monochronic societies are more task oriented and generally regard people with a more loose approach to time as undisciplined and rude. Because timeliness is not a priority for most negotiators from a polychronic culture, they tend to be slow with communication, will not reply to e-mails as fast as their counterparts expect and are not worried about their punctuality for video-conferences and meetings. Negotiators from a monochronic culture may misinterpret these attitudes as lack of interest, laziness or simply as plain rudeness. They may become pushier and more insistent to get the tasks completed and this abrasive behavior accentuates the pre-existing friction. This differing orientation to time has been a constant challenge when the first author mediates the interactions between American clients and their Brazilian counterparts. Keep in mind, though, that generalizations should not be relied upon and your technical skill must be balanced by the ability to be flexible.
Purpose of the Negotiation

According to Richard Gesteland, the focus of the negotiation is the great divide between business cultures all over the world.* Some business cultures are more deal focused while others are more oriented towards relationship building during the negotiation process. Conflict arises because relationship-focused negotiators tend to regard deal-focused negotiators as blunt and aggressive and may in fact be put off by such behavior. The deal-focused negotiator, on the other hand, tends to misinterpret the focus on relationship building as a business maneuver and dishonesty. Latin Americans are famous for focusing their business relationship on people instead of on the deal. Brazilians are no exception to this rule. The first author has seen Brazilian negotiators react negatively to the more direct, legalistic and contract-binding approach of Americans (who are more inclined to be deal-focused).

Communication Style

The ability to communicate effectively is an exceptionally important variable in cross-cultural negotiations. Some cultures communicate more directly and prefer simplicity and scarcity of words. There is an emphasis on the speaker. Other cultures favor a more indirect communication style, using a more circular or spiral logic, indirect verbal negotiation and subtle nonverbal nuances. The emphasis is placed on the listener. Conflict arises when the negotiator with a more direct communication style gets frustrated with the non-linear communication of their counterpart, who in turn may be shocked by the impersonal and frank style of the former. Another problem that may come up from different communication styles is that negotiators from cultures with more direct communication may fail to understand what is really implied because they need to pay attention not only to the language but also other nuances of communication.

Cultural Competence

Cultural competence is a set of behaviors, attitudes, and policies that come together in a continuum that would enable the attorney-negotiator to function effectively in international interactions. It incorporates the importance of culture, the assessment of cross-cultural relations, the need to be aware of the dynamics resulting from cultural differences, the expansion of cultural knowledge, and the adaptation of behavior and strategies.

Building cultural competence is an effective tool to navigate the challenges of multicultural international negotiations. While we will not be able to master the skills to be knowledgeable about all cultures we may encounter, we can develop cultural competence. Comparative value analysis can provide important clues that can help international negotiators, and is a good starting point in building cultural competence. Yet, the most efficient method to acquire culture competence for international negotiations is through individual cross-cultural training with simulation exercises and an in-depth look at the contrasting points of view of different cultures.

Tips for Being Culturally Sensitive in International Negotiations

1. Do not minimize the role of culture.

When engaging in an international negotiation we are fast to gather and study all types of materials we will be using in order to succeed, but we often neglect to understand the cultural aspects. Our own experience shows that more weight should be put into cultural awareness as the level of a negotiator’s cultural competence will have a direct effect on how well the negotiation flows and the transactional outcome.

2. Do not generalize.

Although social theories on different types of culture are reliable guidance and help reduce confusion and unpredictability, they are generalizations and not all negotiators conform to cultural stereotypes. The international negotiator needs to be prepared to be flexible in specific circumstances.

3. Do not fall into the ethnocentric trap.

We all tend to be ethnocentric. What we forget is that the person we are negotiating with is from another culture and may also be ethnocentric. It is crucial to understand that cultures are different but not inherently better or worse than any other. This is particularly true if you are interested in building a long term collaboration rather than just a short term or “one off” transaction.

Conclusion

Culture plays a significant role in the negotiation and execution of international agreements. Wisconsin attorneys and other negotiators working in the international realm must be culturally competent in addition to having requisite transactional and technical expertise. As with other aspects of international transactions, being flexible for the situation at hand is a key ingredient for success.

Daniela Branco has significant experience on both sides of international transactions, as an attorney in Brazil, and most recently as a business consultant for American companies doing business in Brazil and as a country specialist for Aperian Global and Berlitz. Her LL.M. is from the University of Wisconsin Law School. She may be reached at daniela.branco@bbogroup.org.

James Casey is President-elect of the Nonresident Lawyers Division for the State Bar of Wisconsin and has 21 years of international transactional experience working with universities, private companies, foreign governments, and nongovernmental organizations. He is a lecturer in the Rush University M.S. in Research Administration Program and is currently teaching a course in international research administration. Casey is a 1988 graduate of the University of Dayton School of Law, where he was a staff member on the Dayton Law Review.
References


Funding Opportunities Organized by School/Department

Note: Please note that these offerings are a sampling of what is available via our search funding tools and serve as examples for you to consider. If you have not attended a “search funding tool” training session, we encourage you to do so. Performing an individualized search, tailored to your unit or specific research interests will provide the most exhaustive means of locating resources. Please contact Afelder@american.edu with any questions related to our search funding tools.

College of Arts and Sciences

National Science Foundation - Archaeology and Archaeometry
The goal of the Archaeology Program is to fund research which furthers anthropologically relevant archaeological knowledge. In accordance with the National Science Foundation’s mission such research has the potential to provide fundamental scientific insight. While within the broad range of archaeology; the focus is on projects judged to be significant from an anthropological perspective, the Program sets no priorities based on time period, geographic region or specific research topic. The Program administers four competitions each of which is described below. It also supports projects submitted under NSF-wide competition guidelines. These include CAREER, EAGER, RAPID and Research Experiences for Undergraduates Supplement requests.

Deadline: December 20, 2015

Joshua Venture - Dual Investment Program
The 2014-2016 Dual Investment Program will support Fellows and ventures whose work aligns with one of the following areas of focus: Women's Issues - Ventures must focus on supporting the leadership, innovation, and... more » feminist principles of Jewish women to strengthen Jewish life as a whole. This opportunity is open to ventures across North America. New York Jewish Day School - Ventures must seek to launch or grow groundbreaking initiatives within day schools in New York City, Long Island, or Westchester. Chicago - Ventures must seek to enrich Jewish life in Greater Chicago or Cook County.

Deadline: TBD

Delmas Foundation, Gladys Krieble - Humanities Program
The foundation awards grants to further the humanities along a broad front, supporting projects that address the original tenets of the studia humanitatis: a humanistic education is rooted in the great traditions of the... more » past; the formation of human beings according to cultural, moral, and aesthetic ideals derived from that past; and the ongoing debate over how these ideals may best be conceived and realized. Programs in the following areas are eligible: History, Archaeology, Literature, Languages, both classical and modern, Philosophy, etc. The foundation welcomes projects that cross the boundaries between humanistic disciplines and explore the connection between the humanities and other areas of scholarship. The prime criterion remains that of Gladys and Jean Paul Delmas: a commitment to excellence, whether proven or promised, at every level of the humanistic spectrum.

Deadline: Continuous
Funding Opportunities Organized by School/Department

Note: Please note that these offerings are a sampling of what is available via our search funding tools and serve as examples for you to consider. If you have not attended a “search funding tool” training session, we encourage you to do so. Performing an individualized search, tailored to your unit or specific research interests will provide the most exhaustive means of locating resources. Please contact Afelder@american.edu with any questions related to our search funding tools.

Kogod School of Business

Equipment Leasing and Finance Foundation - The Software (and Equipment) Leasing and Finance Industry Grant

The Equipment Leasing & Finance Foundation awards research grants to industry consultants and academics in all fields of scholarship to study topics of interest to the equipment finance industry.

Deadline: Continuous

Russell Sage Foundation - Small Grants Program in Behavioral Economics

The Russell Sage Behavioral Economics Roundtable supports a small grants research program to support high quality research in behavioral economics and to encourage young investigators to enter this developing field. The program is administered under the auspices of the Behavioral Economics Roundtable, a group of researchers in behavioral economics formed by the Russell Sage Foundation to encourage interdisciplinary research in behavioral economics. There are no limitations on the disciplinary background of the principal investigator, and the proposed research may address any topic in behavioral economics. However, projects must contribute to the Foundation's mission to improve the social and living conditions in the U.S. Appropriate projects will demonstrate explicit use of psychological concepts in the motivation of the research design and the preparation of the results.

Deadline: Continuous

Institute Of Management Accountants - Institute of Management Accountants Research Program

The Foundation encourages submission of innovative research proposals in the area of accounting and finance by both academics and practitioners.

Deadline: Continuous

School of Communication

National Endowment for the Humanities - Digital Projects for the Public

Digital Projects for the Public grants support projects that significantly contribute to the public's engagement with the humanities. Digital platforms-such as websites, mobile applications and tours, interactive touch screens and kiosks, games, and virtual environments-can reach diverse audiences and bring the humanities to life for the American people. The program offers three levels of support for digital projects: grants for Discovery projects (early-stage planning work), Prototyping projects (proof-of-concept development work), and Production projects (end-stage production and distribution work). While projects can take many forms, shapes, and sizes, your request should be for an exclusively digital project or for a digital component of a larger project.

Deadline: June 8, 2016
Note: Please note that these offerings are a sampling of what is available via our search funding tools and serve as examples for you to consider. If you have not attended a “search funding tool” training session, we encourage you to do so. Performing an individualized search, tailored to your unit or specific research interests will provide the most exhaustive means of locating resources. Please contact Afelder@american.edu with any questions related to our search funding tools.

School of Communication

International Communication Association - Applied Research Award

The Applied Research Award honors a scholar or group of scholars who has or have produced a systematic and outstanding body of research that addresses a significant communication problem of relevance to a public... more » representing one or more groups of stakeholders relevant to a division(s) or interest group(s) of ICA. Individual or collaborative applied research programs which include community engagement, group and organizational interventions, or advocacy and/or political policy work at the local, national, international and/or global levels are all appropriate candidates for this award. The nomination should provide evidence of how communication research is applied not only from conventional publications but also from such materials as technical reports, news media coverage, and testimonials from those making use of the research or those it has affected. The researcher(s) may have implemented the studies or collaborative interdisciplinary work (which may combine the efforts of researchers and/or practitioners) in association with or independent from a government or established institution, possibly to refine or to criticize current policy or communication practice.

Deadline: January 31, 2016

National Film Preservation Foundation (NFPE) - Basic Preservation Grants

The National Film Preservation Foundation invites applications for the summer round of its Basic Preservation Grants. These grants are awarded to nonprofit and public institutions for laboratory work to preserve... more » culturally and historically significant film materials. The grants target orphan films (1) made in the United States or by American citizens abroad and (2) not protected by commercial interests. Materials originally created for television or video are not eligible, including works produced with funds from broadcast or cable television entities. The grant must be used to pay for new laboratory work involving the creation of new film preservation elements (which may include sound tracks); two new public access copies, one of which must be a film print. The grant does not fund HD transfers. Closed captioning for sound films destined for Web or television exhibition.

Deadline: January 23, 2016

School of International Services

Department of State U.S. Mission to Saudi Arabia - Saudi American Educational and Cultural Initiative Grant

The Public Affairs Section of the U.S. Embassy to the Kingdom of Saudi Arabia is now accepting proposals for a new grant called the Saudi-American Educational and Cultural Initiative Grants (SAECIG) and is for Saudi and U.S. non-governmental and community organizations, universities, entrepreneurs, cultural organizations or qualified individuals who propose to work together to develop or expand educational, professional and cultural exchange activities and promote dialogue and partnership between the people of the United States and the Kingdom of Saudi Arabia. The new grant will support innovative forms of collaboration to expand the diversity of activities in the U.S.-Saudi partnership and develop the next generation of leaders, especially among youth, young professionals and women.

Deadline: Continuous
Funding Opportunities Organized by School/Department

Note: Please note that these offerings are a sampling of what is available via our search funding tools and serve as examples for you to consider. If you have not attended a “search funding tool” training session, we encourage you to do so. Performing an individualized search, tailored to your unit or specific research interests will provide the most exhaustive means of locating resources. Please contact Afelder@american.edu with any questions related to our search funding tools.

Agency for International Development - USAID/El Salvador Regional and Bilateral Activities

The U.S. Agency for International Development (USAID) in El Salvador solicits innovative ideas from U.S. and non-U.S. organizations who demonstrate the ability to implement approaches in the Economic Growth and Democracy program areas, further described in the APS and which are divided into the following geographic locations: The bilateral program area covers activities which are to be implemented in El Salvador, and The regional program areas covers activities which are to be implemented in Central America, defined as member countries of the Central American Integration System (SICA), or Belize, Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras, Nicaragua, and Panama. However, this geographical area may be further limited for implementation as specified in the narrative of the APS.

Deadline: April 23, 2016

Digital Media and Learning Competition - Conservation and Sustainable Development Grant

Geographic and Programmatic Priorities Our geographical focus will be on three regions: the Great Lakes of East Central Africa, the Greater Mekong and its headwaters, and the watersheds of the Andes. Each is a place of high biodiversity, important freshwater service, and carbon-storage value. The Great Lakes and the Mekong were selected because success there would benefit the largest numbers of vulnerable people and because of the high level of threat to the ecosystem. The Watersheds of the Andes were selected because of their remarkable biodiversity values and because low population densities have left the habitat relatively unscathed. Our coastal-marine grantmaking focuses on restoring and protecting coastal and marine biodiversity by reducing the threat of unsustainable nearshore fishing. Grantmaking will support expanding the application and uptake of effective local fisheries management approaches in four high-biodiversity regions, including Indonesia, The Western Indian Ocean, Melanesia, and the Caribbean.

Deadline: Continuous
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**National Endowment for the Humanities - Digital Projects for the Public**

Digital Projects for the Public grants support projects that significantly contribute to the public's engagement with the humanities. Digital platforms—such as websites, mobile applications and tours, interactive touch screens and kiosks, games, and virtual environments—can reach diverse audiences and bring the humanities to life for the American people. The program offers three levels of support for digital projects: grants for Discovery projects (early-stage planning work), Prototyping projects (proof-of-concept development work), and Production projects (end-stage production and distribution work). While projects can take many forms, shapes, and sizes, your request should be for an exclusively digital project or for a digital component of a larger project.

**Deadline: June 8, 2016**

**International Communication Association - Applied Research Award**

The Applied Research Award honors a scholar or group of scholars who has or have produced a systematic and outstanding body of research that addresses a significant communication problem of relevance to a public... more » representing one or more groups of stakeholders relevant to a division(s) or interest group(s) of ICA. Individual or collaborative applied research programs which include community engagement, group and organizational interventions, or advocacy and/or political policy work at the local, national, international and/or global levels are all appropriate candidates for this award. The nomination should provide evidence of how communication research is applied not only from conventional publications but also from such materials as technical reports, news media coverage, and testimonials from those making use of the research or those it has affected. The researcher(s) may have implemented the studies or collaborative interdisciplinary work (which may combine the efforts of researchers and/or practitioners) in association with or independent from a government or established institution, possibly to refine or to criticize current policy or communication practice.

**Deadline: January 31, 2016**

**National Film Preservation Foundation (NFPF) - Basic Preservation Grants**

The National Film Preservation Foundation invites applications for the summer round of its Basic Preservation Grants. These grants are awarded to nonprofit and public institutions for laboratory work to preserve... more » culturally and historically significant film materials. The grants target orphan films (1) made in the United States or by American citizens abroad and (2) not protected by commercial interests. Materials originally created for television or video are not eligible, including works produced with funds from broadcast or cable television entities. The grant must be used to pay for new laboratory work involving the creation of new film preservation elements (which may include sound tracks); two new public access copies, one of which must be a film print. The grant does not fund HD transfers. Closed captioning for sound films destined for Web or television exhibition.

**Deadline: January 23, 2016**
Funding Opportunities Organized by School/Department

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School of International Service

Department of State U.S. Mission to Saudi Arabia - Saudi American Educational and Cultural Initiative Grant

The Public Affairs Section of the U.S. Embassy to the Kingdom of Saudi Arabia is now accepting proposals for a new grant called the Saudi-American Educational and Cultural Initiative Grants (SAECIG) and is for Saudi and U.S. non-governmental and community organizations, universities, entrepreneurs, cultural organizations or qualified individuals who propose to work together to develop or expand educational, professional and cultural exchange activities and promote dialogue and partnership between the people of the United States and the Kingdom of Saudi Arabia. The new grant will support innovative forms of collaboration to expand the diversity of activities in the U.S.-Saudi partnership and develop the next generation of leaders, especially among youth, young professionals and women.

Deadline: Continuous

Agency for International Development - USAID/El Salvador Regional and Bilateral Activities

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Deadline: April 23, 2016

Digital Media and Learning Competition - Conservation and Sustainable Development Grant

Geographic and Programmatic Priorities Our geographical focus will be on three regions: the Great Lakes of East Central Africa, the Greater Mekong and its headwaters, and the watersheds of the Andes. Each is a place of high biodiversity, important freshwater service, and carbon-storage value. The Great Lakes and the Mekong were selected because success there would benefit the largest numbers of vulnerable people and because of the high level of threat to the ecosystem. The Watersheds of the Andes were selected because of their remarkable biodiversity values and because low population densities have left the habitat relatively unscathed. Our coastal-marine grantmaking focuses on restoring and protecting coastal and marine biodiversity by reducing the threat of unsustainable nearshore fishing. Grantmaking will support expanding the application and uptake of effective local fisheries management approaches in four high-biodiversity regions, including Indonesia, The Western Indian Ocean, Melanesia, and the Caribbean.

Deadline: Continuous
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School of Public Affairs

Robert Wood Johnson Foundation - Changes in Health Care Financing and Organization (HCFO)

This program will provide funds to support policy analysis, research, evaluation and demonstration projects that provide policy leaders timely information on healthcare policy and financing issues. Funding will support projects that: Examine significant issues and interventions related to healthcare financing and organization and their effects on healthcare costs, quality and access. Explore or test major new ways to finance and organize healthcare that have the potential to improve access to more affordable and higher quality health services.

Deadline: Continuous

United States Department of Justice - Building and Enhancing Criminal Justice Researcher-Practitioner Partnerships

The U.S. Department of Justice (DOJ), Office of Justice Programs (OJP), National Institute of Justice (NIJ) is seeking applications for funding for criminal justice research and evaluation that includes a researcher-practitioner partnership component. This program furthers the Department's mission by sponsoring research to provide objective, independent, evidence-based knowledge and tools to meet the challenges of crime and justice, particularly at the State and local levels. NIJ is interested in funding multiple criminal justice research projects involving researcher-practitioner partnerships as well as capturing detailed descriptions of these collaborations. Other NIJ solicitations often encourage researcher-practitioner partnerships; however, this solicitation is directly aimed at supporting criminal justice research and evaluation activities that include a researcher-practitioner partnership component. Within the context of the proposed research or evaluation project, the partnerships can be new or ongoing. Results from these projects should lead to better criminal justice policy, practice, and research, including for the participating practitioner.

Deadline: April 20, 2016

United States Department of Justice (DOJ) - Research on "Sentinel Events" and Criminal Justice System Errors

The U.S. Department of Justice (DOJ), Office of Justice Programs (OJP), National Institute of Justice (NIJ) is seeking applications for funding for research on sentinel events in the criminal justice system. This... more » program furthers the Department's mission by sponsoring research to provide objective, independent knowledge and tools to meet the challenges of crime and justice, particularly at the State and local levels. For this solicitation, NIJ invites research applications that add to our understanding of how the concept of sentinel events can be used to improve the functioning of justice systems. Funding under this solicitation will support multiple awards for either basic research or for applied studies (including evaluations). Though NIJ acknowledges that some projects involving field research may be more costly, NIJ anticipates that many relevant basic research projects could be supported at more modest funding levels.

Deadline: March 17, 2016
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**Washington College of Law**

**Digital Media and Learning Competition - Human Rights & International Justice Grant**

The Human Rights and International Justice Program seeks to strengthen human rights protections, advance government accountability, and improve the reach and quality of justice. Our grantmaking aims to defend freedom of expression and enhance. The Human Rights and International Justice Program seeks to strengthen human rights protections, advance government accountability, and improve the reach and quality of justice. Our grantmaking aims to defend freedom of expression and enhance criminal justice globally, with a special focus on Mexico, Nigeria, and Russia. The MacArthur Foundation has a long history as a leading human rights funder, beginning with the new Foundation’s very first grant in 1978. Since then MacArthur has supported more than 600 organizations that have been fundamental in providing the infrastructure for the human rights movement. There has been a distinctive emphasis on international justice.

**Deadline: Continuous**

**Open Society Foundations - Latin America Program Grant**

The Latin America Program of the Open Society Foundations focuses its funding on four issue areas: Accountability and Transparency, Policy Debate, and Dialogue Human Rights, Citizen Security

**Deadline: Continuous**

**Bureau of International Labor Affairs - Improving Labor Law Enforcement in the Kingdom of Lesotho**

This is a Notice of Intent (NOI) and is not a request for funding applications. Subject to the availability of funds, the U.S. Department of Labor (USDOL), Bureau of International Labor Affairs, will award one cooperative agreement for a technical assistance project to build the capacity and improve the effectiveness of the labor inspectorate in the Kingdom of Lesotho. USDOL anticipates publishing the Funding Opportunity Announcement (FOA) on or about September 9, 2015 (this date is subject to change). This Notice of Intent (NOI) is not a request for funding applications. This NOI does not include an FOA or any attachments. It only constitutes a notice of USDOL’s intent to publish an FOA at a later date. Interested applicants are encouraged to monitor www.grants.gov for the FOA, as this is the method by which it will be made available to the public. No email or paper copies will be provided.

**Deadline: Continuous**
Do you have an “OSP Spotlight on Research” interview suggestion?
Do you need to scheduled a “One on One” refresher session for one of our search funding tool databases? Grant Forward, Pivot COS or The Foundation Directory Online (Professional version)?

If you need assistance with any of the above items, please contact OSP’s Communications Manager, Ms. Akidah Felder via e-mail Afelder@american.edu

What to expect in next month’s OSP Monthly:
• Funding Opportunities
• Sponsored Research -A Year In Pictures
• Upcoming Training Opportunities
• Upcoming GAR Dates: February 19th & April 15th