

GrantSAT  
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# GrantSAT

## Grant Proposal Self-Assessment Tool

Outreach in Action.

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## Grant Proposal Self-Assessment Tool

### Introduction

Welcome to the Grant Proposal Self-Assessment Tool (GrantSAT). The U.S. Department of Energy Carlsbad Area Office (CAO) and the Westinghouse Electric Company (WEC) created GrantSAT to achieve the following:

- Assist U.S. educational institutions and non-profit organizations in writing winning grant proposals
- Provide U.S. educational consultants and businesses with a tool to use commercially

During the transfer of over 4,000 grantwriting course packages (*Writing Winning Grant Proposals I and II*) to U.S. organizations and citizens, CAO and WEC received dozens of requests from recipients for diagnostic tools to assist them in evaluating their grant proposals prior to submission. With GrantSAT, CAO and WEC seek to address these needs.

GrantSAT employs a systematic approach to grant proposal assessment and improvement. For years, large corporations have been successfully employing systematic approaches in the development of commercial proposals and award applications. In developing GrantSAT, a WEC grantwriting expert analyzed over 300 grant-related documents, including the following:

- Requests for proposals (RFPs) and guidelines—government, corporate, and foundation
- Proposals—winning and losing proposals involving a cross-section of grant giving and seeking organizations
- Evaluator guides—used by some organizations to award grants
- Grantwriting courses
- Grantwriting literature

Using the analysis results, the author identified 100 core characteristics of a winning grant proposal. Then, the author created and tested an assessment model. Based on test results, the author modified the assessment model, eliminating and combining items to create the 75-item instrument found on the following pages. The CAO and WEC hope that you find GrantSAT to be a useful tool in writing winning grant proposals.

