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Nota di contenuto	Contents; Preface; Acknowledgments; Introduction; Part I: Getting Started; Part II: The Writing Process; Part III: Preparing a Budget; Part IV: Models for Proposal Development; Part V: Submitting the Proposal; Part VI: Life After a Grant Submission; Part VII: Strategies for Managing a Grant Award; Appendix A: Common Questions and Their Answers; Appendix B: Selected Key Acronyms; Appendix C: Selected Web Sites; Appendix D: Sample Timeline, Budget Sheets, and Flow Charts; Appendix E: Guidelines for Evaluating Collaborative Teams; References; Index
Sommario/riassunto	This is the updated and revised third edition of the standard guide to grant writing for health and human service professionals in academic and practice settings. Since the publication of the 2nd edition in 2003, the grant world has witnessed dramatic changes, from constraints in budgets to significant transformations in the submission process. This new edition is still geared both to inexperienced grant writers and those who have had some success but would like to expand their

knowledge of grantsmanship. The book lays out an approach to thinking about grant writing and the necessary vocabular
