



## KLE ACADEMY OF HIGHER EDUCATION AND RESEARCH

Reaccredited 'A+ Grade' by NAAC (3rd Cycle),  
Placed in 'Category A' by MoE, GoI  
'UGC Granted 12B Status'

Association of Indian Universities (AIU) – KAHER Academic and  
Administrative Development Centre (AADC), Belagavi



JNMC Campus, Nehru Nagar, Belagavi-590 010, Karnataka State, India

☐: 0831-2444444/2493779 Extn: 4061 / 4062 / 4063

FAX : 0831-2493777

Web: <http://www.kledeemeduniversity.edu.in>

E-mail: [aiukaheraadc@kledeemeduniversity.edu.in](mailto:aiukaheraadc@kledeemeduniversity.edu.in)

### Workshop Title:

**“The art of persuasive grant proposal writing: Strategies for  
winning projects in the technological era”**

**24<sup>th</sup> to 28<sup>th</sup> March 2025**

**(Online mode)**

### Brief Report on the Workshop

KLE Academy of Higher Education and Research (KAHER) has consistently been at the forefront of medical education and has actively contributed to the growth of higher education since its inception. One such initiative is establishing the Academic and Administrative Development Centre (AADC) at KAHER, in collaboration with the Association of Indian Universities (AIU). Both organizations share a common vision of becoming a dynamic service and advisory body in India, driving new initiatives and programs to enhance and globalize Indian higher education. Through this collaboration, KAHER's Academic and Administrative Development Centre (AIU-KAHER AADC), Belagavi, hosted the workshop titled “The art of persuasive grant proposal writing: Strategies for winning projects in the technological era” from 24th to 28th March 2025. A total of **66 delegates** had participated from different Institutions of the country.

A five-day training program was successfully conducted, engaging faculty members, researchers, and early-career scholars from various disciplines. The workshop aimed to equip participants with essential skills and knowledge to navigate the complex landscape of research funding. On Day 01, themed Foundation and Research Question, Dr. Sunita Y. Patil introduced the significance of grant writing in higher education institutions, followed by Dr. Punya Angadi's session on different types of grants and funding sources. Dr. Avinash Kavi conducted two insightful sessions on developing research ideas and an eight-step approach to designing research projects. The day concluded with Dr. Chinmay Shah's session on electronic literature search and review. Day 02, themed Grant Proposal Structure & Components, included sessions by Dr. Aneesh Basheer on crafting the title, problem statement, rationale, hypothesis, and objectives, followed by Dr. Animesh Jain's session on



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methodology, expected outcomes, and implications. On Day 03, focused on Budgeting and Ethical Consideration, Dr. Aneesh Basheer guided participants through planning budgets and resource allocation, while Dr. Sucheta Banerjee Kurundkar discussed ethical considerations in grant writing. Day 04, with the theme Funding Agencies and Persuasive Proposals, featured Dr. Supten N. Sarbadhikari on identifying suitable funding agencies, Dr. Gunjan Kumar on building collaborative networks, and Dr. Sudipto Roy who shared valuable insights from a fund provider's perspective on what makes a proposal successful. The final day, Day 05, highlighted the Role of Technology and AI in Grant Proposals. Dr. Harshal Sabane presented on using AI and digital tools to enhance proposals, and Dr. Madhavi Rao conducted a hands-on session on reviewing and refining final proposals for submission.

The program concluded with a valedictory function held at 4:00 PM at the AADC Centre, KAHER. The official gathering was graced by Mrs. Ranjana Parihar, Joint Secretary of AIU; Prof. (Dr.) Nitin M. Gangane, Hon'ble Vice-Chancellor of KAHER; and Dr. Sunita Y. Patil, Director of UDEHP and Nodal Officer of AIU-KAHER AADC. The virtual ceremony was attended by all members of the Advisory Committee of AIU-KAHER AADC, the resource faculty, and 66 workshop participants, marking a successful and collaborative conclusion to the five-day training program. The workshop offered participants a holistic understanding of the grant writing process and was well-received for its practical, expert-led sessions.

### Photographs



#### Introduction: Importance for Research Grants in HEIs

Dr. Sunita Y Patil. MD, DCP, MSc (Psychology)  
PGDHPE, ACME, FAIMER Fellow,  
Fellowship in Psychology (NHCA Singapore)  
Professor of Pathology, JNMC,  
Nodal Officer, AIU-KAHER AADC  
Director, UDEHP, KAHER, Belagavi



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Workshop on  
**The Art of Persuasive Grant Proposal Writing:**  
Strategies for winning projects in technological area

**8 Steps Approach  
to Design a Research Study**

Dr Avinash Kavi MD, DNB, MNAMS, F.DIAB,  
Associate Professor, Community Medicine  
Project Coordinator, Women's and Children's Health Research Unit  
J. N. Medical College, KLE AHER, Belagavi

24 March 2025

**Electronic Literature Search  
and Review**

**Dr Chinmay Shah**

Professor, Department of Physiology, & Medical Superintendent  
Government Medical College, Bhavnagar,  
Bhavnagar, Gujarat, INDIA,  
[cishah79@yahoo.co.in](mailto:cishah79@yahoo.co.in)  
Editor, National Journal of Integrated Research in Medicine

Problem Solving for Better

**Crafting an  
Effective Title  
for a Grant  
Proposal**

IMPORTANCE AND  
TECHNIQUES FOR TITLE  
CREATION

KAHER ITSECTION

Dr Animesh Jain

**Ethical Considerations**

**Prof. (Dr.) Sucheta Banerjee Kurundkar**  
Director Research, KAHER  
NABH Assessor, NABL Assessor, SIDCER-FERCAP Surveyor, GLP Trainer (WHO), GCP Auditor  
Visiting Faculty, Bureau of Indian Standards  
Member, Technical Committee IVD & Medical Devices, Bureau of Indian Standards  
Honorary Research Fellow, University College London; Visiting Faculty, Oxford University Clinical Research Unit

QUALITY CHAMPION AWARD [Quality Council of India] 2022  
Disclaimer: My personal views are expressed in this talk

MARCH 26, 2025

**Understand the RFP and what the  
funder expects**

- ▶ Funders' goals vary
- ▶ Funding calls' goals vary
- ▶ What works for one funder does not necessarily work for others
- ▶ Proposal should address the RFP elements
- ▶ Caution: Do not 'overplease'; it becomes evident to the reviewers



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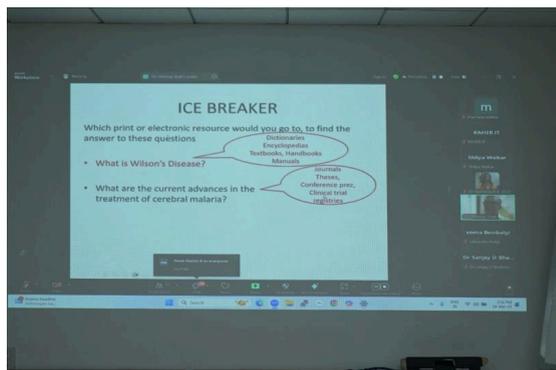
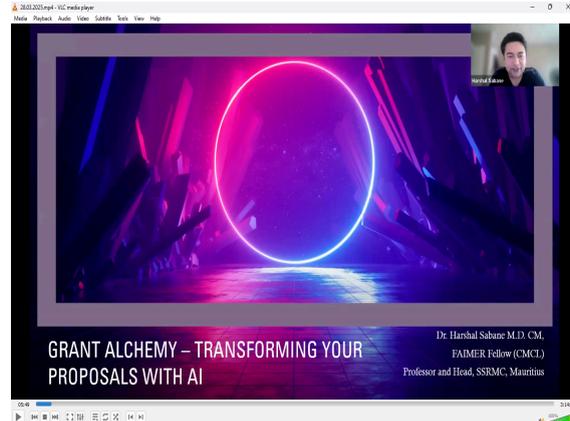


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## Feedback Assessment Report

Workshop Title: **“The art of persuasive grant proposal writing: Strategies for winning projects in the technological era”**

Facilitator(s): **Dr Sunita Y Patil (Nodal officer, AIU-KAHER AADC)**

**Dr Anupama M G (Program Coordinator)**

Number of Participants: **66**

Number of Feedback responses received: **57**

On the last day, the participants completed a feedback form evaluating various aspects of the workshop, including session value, program duration, clarity of presentations, and ease of using the virtual platform. Most participants provided highly positive feedback, with 95% appreciating the hands-on activities. Comments frequently praised the interactive format and insightful content.



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Overall satisfaction was high, with only minor technical suggestions noted. Participants commended the organization of the workshop, with many stating that no changes were needed. The overwhelmingly positive feedback reflects strong support for conducting similar workshops in the future.

Question	Strongly Agree (%)	Agree (%)	Neither Agree nor Disagree (%)	Disagree (%)	Strongly Disagree (%)
The workshop was helpful in career advancement in my profession	56.14	38.60	0.00	0.00	5.26
The time allotted for the entire program was sufficient.	52.63	38.60	3.51	1.75	3.51
The time maintenance was appropriate as per the schedule.	54.39	42.11	0.00	0.00	3.51
The session topics were presented in an organized manner.	63.16	31.58	0.00	0.00	5.26
The hands-on workshop helped me to develop knowledge and skills in the area of publication.	50.88	47.37	0.00	0.00	1.75
All the objectives of the workshop were fulfilled	52.63	43.86	0.00	0.00	3.51
The technological aspects including virtual meeting, ease of joining and Audio-Visual Aids were adequate and smooth.	56.14	38.60	1.75	0.00	3.51

Dr. Sunita Y. Patil  
Nodal Officer, AIU- KAHER AADC,  
Belagavi, Karnataka