

# PROPOSALS THAT WORK

A Guide for Planning Dissertations  
and Grant Proposals

**5<sup>th</sup>**  
EDITION

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**SAGE Publications**

Thousand Oaks ■ London ■ New Delhi

# Contents

<b>Preface to the Fifth Edition</b>	<b>xi</b>
About the Nature of This Book	xi
About the Changes in This New Edition	xii
Suggestions for Using the Book	xiv
<b>Acknowledgments</b>	<b>xvii</b>
<b>Part I: Writing the Proposal</b>	
<b>1. The Function of the Proposal</b>	<b>3</b>
Function	3
Communication	3
Plan	4
Contract	4
Regulations Governing Proposals	4
General Considerations	6
General Format	7
Specific Tasks	7
Introducing the Study	8
Stating the Purpose	9
Providing a Rationale	10
Formulating Questions or Hypotheses	11
Delimitations and Limitations	16
Providing Definitions	17
Discussing the Background of the Problem	17
Explaining Procedures	19
Providing Supplementary Material	20
Completing the Tasks: The Proposal and the Report	22
<b>2. Doing the Right Thing: “The Habit of Truth”</b>	<b>25</b>
Ethics and the Research Process	27
The Protection of Human Subjects	28

An Ethical Benchmark	29
The Self-Interest of Respect	30
The Danger of Seeming Innocent	30
A Protocol for Informed Consent	31
The Reactive Effects of Honesty	32
Omission of Information	32
Cooperation by Coercion	33
Reciprocity	33
The Ethics of Writing	34
Plagiarism	34
Providing All the Facts	34
Manufacturing the Facts	35
Ethics in Publication	36
Personal and Professional Relationships	38
Relationships With Faculty Mentors	38
Discovery and Obligation	40
<b>3. Developing the Thesis or Dissertation Proposal:</b>	
<b>Some Common Problems</b>	<b>41</b>
Before the Proposal: First Things First	42
Making Your Decision: Do You Really Want to Do It?	42
Choosing Your Turf: Advisors and Areas	44
Finding Your Question: What Don't We Know That Matters?	44
The Sequence of Proposing: From Selecting a Topic to Forming a Committee	50
A Plan of Action: What Follows What?	50
Originality and Replication: What Is a Contribution to Knowledge?	58
Getting Started: Producing the First Draft	60
Selecting Your Thesis or Dissertation Committee	61
<b>4. Content of the Proposal: Important Considerations</b>	<b>63</b>
Reviewing the Literature: Finding It First	63
Reviewing the Literature: Writing the Right Stuff	68
Spadework: The Proper Use of Pilot Studies	73
Murphy's Law: Anticipating the Unexpected	79
Anticipating the Analysis: Do It Now	80
The Statistical Well: Drinking the Greatest Draught	82
On Finding a Friendly Computer	83
The Care and Nurture of Consultants	84
The Scientific State of Mind: Proof, Truth, and Rationalized Choices	87

<b>5. Preparation of Proposals for Qualitative Research:</b>	
<b>Different Assumptions</b>	<b>91</b>
The Only Constant Is Change	91
Disagreements and Diversity	93
A Brief Description of Qualitative Research	96
Preparing a Proposal for Qualitative Research	102
New Territory: Proposals for Focus Group Research	106
New Territory: Proposals for Mixed Method Research	108
Resources for Qualitative Research	110
The Decision to Go Qualitative	119
<b>6. Style and Form in Writing the Proposal</b>	<b>125</b>
Praising, Exhorting, and Polemicizing: Don't	125
Quotations: How to Pick Fruit From the Knowledge Tree	126
Clarity and Precision: Speaking in System Language	127
Editing: The Care and Nurture of a Document	130
In Search of a Title: First Impressions and the Route to Retrieval	131
Components Appropriate for Inclusion in the Title	132
Components Inappropriate for Inclusion in the Title	133
Mechanics of Titling	134
<b>7. The Oral Presentation</b>	<b>135</b>
Preparing Content	138
Preparing Materials	140
A Special Note About the Use of PowerPoint	145
Construction	146
Proper Use	146
The General Rules	147
Practice and Revision	147
Preparing the Environment	149
Oral Presentation	149
Managing Interaction	151
The Aftermath	152
<b>Part II: Money for Research</b>	<b>153</b>
<b>8. Money for Research: How to Ask for Help</b>	<b>155</b>
Money Is Available to Support Research	157
Locating the Money Tree	159
General Strategies	159
Using Institutional Retrieval Systems	162
Finding Federal and State Dollars	163
Tapping Into Non-Governmental Sources	164

Considering Commercial Search Services	165
The Bottom Line	165
Business Possibilities	166
Resources Earmarked for Student Research	167
Working With the Money Source	170
Home Institutional Resources	170
Federal and State Agencies: Progressing Through the Maze	171
Foundations	174
Partnerships With Business	176
Business and Corporate Foundations	177
The Grant Application—The Big Picture	177
The Application and the Proposal	178
The Cornerstone: The Research Question	180
Quality: The Proposed Research and the Research Proposal	180
The Investigator and the Environment	181
Dealing With Rejection	183
Planning and Preparation: Taking the Long View	186
Special Tips (and Encouragement) for Students	187
Why You Should Seek Funding	188
<b>9. Preparation of the Grant Proposal</b>	<b>193</b>
Using Planning Models and Flowcharts	193
The Application	196
The Budget	196
Staff and Consultant Needs	198
Supplies and Equipment	198
Travel Costs	200
Indirect Costs	200
Research Support	201
Biographical Sketch: Presenting Yourself	203
Letters of Endorsement and Confirmation	204
The Research Plan	205
Abstracts	206
Specific Aims and Hypotheses	209
Background	210
Significance of the Proposed Research	210
Procedures and Methods	211
Research Design	211
Participants	212
Tests and Measurements	213

Procedures	213
Analyses	214
The Time Frame	214
Dissemination of Results	218
Appendices	218
Summary	219
<b>Part III: Specimen Proposals</b>	<b>221</b>
<b>Proposal 1. Experimental Study—<i>Strength Training in Older Women: Does Self-Efficacy Mediate Improvements in Physical Function?</i></b>	<b>223</b>
<b>Proposal 2. Qualitative Study—<i>Teachers Who Make a Difference: Voices of Mexican American Students</i></b>	<b>253</b>
<b>Proposal 3. Online Electronic Survey Study—<i>The Nutrition Care Process of Front-Line Pediatric HIV Providers</i></b>	<b>283</b>
<b>Proposal 4. Funded Grant—<i>How Higher Education in Prison Affects Student-Inmates' Social Capital and Conceptions of Self</i></b>	<b>311</b>
<b>Appendix: Annotated Bibliography of Supplementary References</b>	<b>323</b>
<b>References</b>	<b>341</b>
<b>Index</b>	<b>349</b>
<b>About the Authors</b>	<b>353</b>