

The Research Express

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Looking Ahead....

Cloud Express (CX) is a new electronic research administration solution to be implemented in late July/early August. Built on open source, community-developed Quali Coeus software, Cloud Express will provide Georgia Southern with electronic proposal development, proposal routing, awards tracking, and compliance management. To a large degree, this solution will replace paper-based processes while employing online workflows to improve efficiencies.

The Office for Research Services and Sponsored Programs (ORSSP), the Office of Research Integrity (ORI), the Office of Research Accounting and the Office of the Vice President for Information Technology have been training on, testing and configuring CX for the last few months, with target “go live” date of July 28th for the proposal development, award, subaward, and negotiation modules. The compliance modules (IRB, IACUC, and COI) will follow later in the year.

Stay tuned for updates!

What's in a Word?

Jun 26, 2014 | By Diane Barrett | [Enterprise Resource Planning](#), [Research Administration and Compliance](#)

Back when I was a budding research administrator, a faculty member from the Literature Department showed up in my boss’ office with a proposal to the National Endowment for the Humanities.

At the time, I was the first graduate assistant in the brand new Office of Sponsored Programs. My boss was hired as Director to start the office following his “success” with getting grants. He had just earned two National Endowment for the Humanities (NEH) awards. People, this was a long time ago.

He brought the proposal to me and said “it needed some help and would I like to give it a go?” He provided no instruction as to what he thought needed to be fixed. Since we only had one typewriter in the office (you could backspace and erase a word!), I’d have to hand-write it for the secretary to do. But, I was eager and pleased that he had asked.

As I read the proposal, I learned the faculty member was a poet and wanted to go to Japan to translate some Japanese haiku. She wanted to hire a translator because, as it turned out, she did not speak Japanese beyond a few words. I was, as they say where I come from, bumfuzzled. Why in the world would NEH or any other sponsor agree to send a faculty member to another country to translate in a language she did not speak?



She was very upfront about this. Like many humanities faculty, there is precious little funding and thus no experience writing proposals, nor help from a fellow faculty member.

Her proposal read something like:

“I don’t speak Japanese, so will hire an interpreter to translate.”

Absolutely true. But what if it is reworded slightly to:

“Because of the intricacies of the haiku, I want to hire an interpreter so as to not miss any nuances of the language.”

Still absolutely true. Which one would you be more inclined to fund?

There is power in language. When we speak to someone, whether it be on paper, in a text, or in person, we are often trying to persuade them in some way.

Think of it this way: If you are watching a concert wind band play (or an orchestra to a lesser extent), who is leading? Who is making sure the instruments and notes are working together?

The conductor, you say, but it isn’t entirely true. It’s the bass drummer. It only takes a slight variance to really screw up a band, regardless of the conductor. I won’t go into how I know this. But, a really good bass drummer is not really noticed, floating just under noticeable sound.

When communicating with others in an attempt to persuade, regardless of the medium, the idea is to direct the conversation without it being obvious how you are doing it. This is particularly true when writing a proposal.

There are two levels of persuasion, a conductor and a bass drummer, if you will. The words on the page are the conductor. How the words are arranged is the bass drummer’s job, working just below the surface to reinforce the conductor’s movement. When they are working in unison, magical things can happen.

I don’t remember if the faculty member took my suggested edits, nor do I remember if she was funded. If she had been, I am sure I would remember that, so I am 99% sure she wasn’t.

Words in our proposals can’t change the truth, and the truth was that, amidst all of the hundreds of proposals NEH receives for their very limited funds, it is unlikely that someone going to Japan to translate a language she didn’t speak probably did not rank highly enough.

As research administrators, particularly in smaller universities, it is part of our jobs to understand the power of words, and be ever alert for those times when a little bass drumming might go a long way.

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The National Institutes of Health (NIH) will be required the Research Performance Progress Report (RPPR) for all type 5 non-SNAP progress reports submitted on or after October 17, 2014.

See more at: <http://grants.nih.gov/grants/guide/notice-files/NOT-OD-14-092.html>

Financial and Business Services Division Earns Statewide Recognition

Georgia Southern University's Financial and Business Services Division has earned the Award of Distinction for Excellent Financial Reporting by the Georgia State Auditor for consistently performing well on audits and financial reporting. Congratulations!

https://my.georgiasouthern.edu/index.php?option=com_content&id=2154

New Faculty Orientation

Stop by the Office of Research Services table at the New Faculty Orientation on Friday, August 8th from 11:20AM-12PM in the Atrium of the Nessmith-Lane Building. Come meet the grant coordinators, the research accounting team, and the research integrity staff.

The Research Express is a monthly newsletter provided by the Office of Research Services and the Office of Research Integrity to provide the Faculty and Staff of Georgia Southern University with the most current sponsored research and compliance information. Please feel free to contact our office at 478-5465 or visit our websites at [ORSSP](#) and [Research Integrity](#). "Like" us on [Facebook](#).