

ABSTRACT

Grantsmanship in information development

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Grantsmanship involves strategies used to attract funding for a project. The study takes the position that grantsmanship is an important alternative form of funding that can assist libraries and other information units to continue as viable providers of information.

Using the structured interview method, the study examines these strategies of grantsmanship from the perspectives of experienced grant writers in the field of information, and of representatives of funding agencies. Document analysis is also used to examine final project proposals developed in different information units. The purpose is to identify the methodologies used by funding agencies and grant writers; to find out if there is convergence of factors from both groups; and, to see if these factors are further supported by the document analysis of the proposals.

The findings of the study indicate that various strategies are used by both groups, that some strategies are common to both groups, and that these methodologies are evidenced in the final project proposals analysed.