

GRANT DEVELOPMENT DECISION MATRIX

Principal Project Manager:
Project Focus:

Factors	Weighted Decision Criteria											Score
	Negative				Neutral			Positive				
	0	1	2	3	4	5	6	7	8	9	10	
1. Fit with College mission, strategic plan, research findings	Does not align with mission and plan				Marginally matches the College mission and plan			Helps fulfill the College mission and plan				
2. Background (expertise of College in this area)	Weak in area or totally new area for College				Average experience in this area			Strong experience in this area				
3. College Project Team (in-house and new hires)	Poor in-house team with few qualified new hires available				Good in-house team, with good new hires available			Superb in-house team				
4. Return on investment (financial potential or benefit to students)	Poor short-term, poor long-term, likely to cost College or doesn't benefit students				Questionable short- or long-term benefits			Excellent short- and long-term benefits for College and students				
5. Partners (external collaborators/subcontractors)	Partners not contacted or established – weak connections				Partners will not have an effect			Partners will enhance the effort				
6. Advance information on RFP (adequate for response)	Did not expect RFP, guidelines not clear				Up-to-date with RFP, no major negatives			Good information, ready to respond				
7. Capability to respond to RFP	Do not have staff time to adequately respond				Stresses staff time, but are able to respond			Have staff time to develop highly competitive proposal				
8. Competitive assessment (competition and funding possibilities)	Competition very strong, odds are under 10%				Open competition, odds are 10 – 50%			Weak competition, odds exceed 50%				
9. Funding agency (contacts, history, rapport)	College is unknown to this agency and staff				College is known to agency and staff			College has well-developed working relationships				
10. College resources (space, personnel, matching funds, evaluation)	Significant investment of college resources				Marginal investment of college resources			Minimal investment of college resources				