

## FOCUS: Getting Funding for Your Research

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There are many hidden curricula in economics—lessons that are important for building a successful academic or research career that aren't formally taught in graduate school. One of these is how to raise funding to support your work. This is the topic of the current issue.

I started applying for external funding my first year as an assistant

professor. My position did not formally require this—I was clearly told that getting funding was not expected and would not directly help my tenure case. But of course, money can be very helpful in indirect ways: It pays for data and research assistants, travel to conferences to present your work, and summer salary and course buyouts that free up

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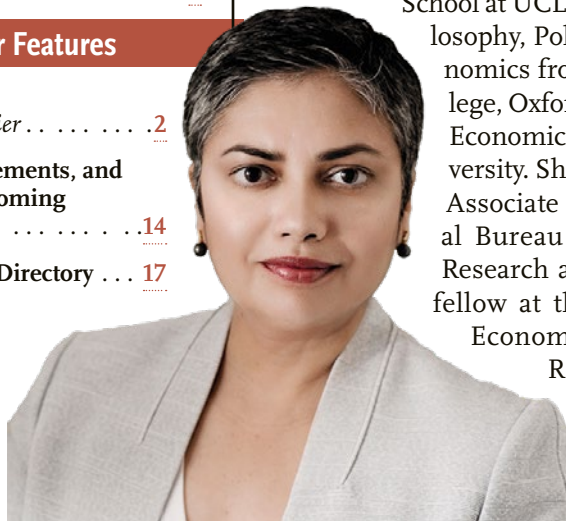
## Anusha Chari to Become the Next Chair of CSWEP

In January 2022, Dr. Anusha Chari will become the next Chair of the AEA Committee on the Status of Women in the Economics Profession. Anusha is a Professor of Economics and Finance at the University of North Carolina at Chapel Hill. She received a Ph.D. in International Finance from the Anderson

School at UCLA, a BA in Philosophy, Politics, and Economics from Balliol College, Oxford, and a BA in Economics at Delhi University. She is a Research Associate at the National Bureau of Economic Research and a research fellow at the Centre for Economic and Policy Research and the Kenan Institute of Private

Enterprise, and a non-resident senior fellow at the Brookings Institution. Since earning her Ph.D., Anusha has held faculty positions at the University of Chicago's Booth School of Business, the University of Michigan, and the Haas School of Business at Berkeley.

Professor Chari has authored numerous articles in international finance with a focus on emerging and developing economies. She was also a special advisor to the Indian Prime Minister's Economic Advisory Council and a member of an Advisory Group of Eminent Persons on G20 Issues. Anusha currently serves as the associate chair and director of mentoring at CSWEP. Anusha has contributed to many initiatives at CSWEP. In particular, Anusha organized our extremely popular "Fire-side Chats with Journal Editors" webinar series. We look forward to welcoming Anusha in her new role! ■



## From the Chair

### Judith A. Chevalier



Judith A. Chevalier, Chair  
William S. Beinecke  
Professor of Economics  
and Finance, School  
of Management, Yale  
University

I am writing my final “From the Chair” as CSWEP Board Chair, having assumed the role in 2019. My term as Chair has certainly turned out very differently than I had planned. While I am sad that my term has not involved as much

in-person interaction with CSWEP supporters as I anticipated, I am grateful that the Board and the many people who volunteer for CSWEP activities have

created opportunities for us to connect and support one another in other ways.

I am delighted to congratulate our 2021 Carolyn Shaw Bell Award Winner, Joyce P. Jacobsen. Dr. Jacobsen is the President of Hobart and William Smith Colleges and is the first woman to serve in that role. She is an important scholar of labor economics and the economics of gender. Her textbook, *The Economics of Gender* has become the standard in the field. In addition to her scholarship, Professor Jacobsen is an award-winning teacher, generous citizen of the profession, an exceptional advisor and mentor, and a respected and skillful academic leader.

On behalf of the CSWEP Board, I invite you to join us to celebrate Prof. Jacobsen. The award will be presented at the CSWEP Annual meeting and Awards Presentation which will take place on Zoom on Friday January 7 from

2:30–3:30PM EST. At this event, we will also share the 2021 *Annual Report on the Status of Women in the Economics Profession* and provide updates on CSWEP activities. All ASSA attendees are welcome to attend. We have planned this event to be brief but festive.

To continue the festivities, CSWEP will also host a social hour for all ASSA attendees on Friday January 7 from 6:00–7:30PM EST. The agenda for this social hour is simply to provide an informal opportunity to bring together our CSWEP community and engage in informal conversation. We hope readers of the *News* will join us.

In addition to the annual meeting, awards presentation, and social hour, there will be a fascinating set of CSWEP sessions at the virtual AEA meetings. CSWEP sponsors paper sessions at the AEA meetings every year and at several regional economics conferences with

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### FOCUS Introduction continued from page 1 ↑

your time. All of these enable you to do more research, faster. And that certainly does help with tenure and promotion.

I had a bit of luck with early grant applications but mostly received outright rejections that left me feeling defeated and confused. Like many recent PhDs, I thought applying for funding worked just like submitting articles to journals—you see a request for proposals (RFP), write up the best idea you have, send it off, and hope for the best. The best ideas would get funded, the rest would be rejected, and so any rejections must mean my ideas weren't good enough. These assumptions about the process were generally supported by my senior colleagues. In retrospect, we had it all wrong. Well, mostly wrong. Good ideas are necessary, but they're not sufficient.

After my third-year review I spent a sabbatical year at the Brookings Institution and promised myself I would figure this funding thing out while I had access to people who had to raise money as part of their job. In one of my first conversations with Beth Akers (one of the contributors to this issue), Beth said

something like, “You should never submit a cold proposal—always talk to the program officer first.” This simple advice blew my mind and changed my professional life. (I also remember being really frustrated that no one had told me this before—I'd wasted so much time on those cold proposals!)

Since then, I've learned a lot about the funding landscape and how to navigate it. I've successfully raised funding from many sources to support research projects, public engagement (such as writing policy briefs and hosting a podcast), and hosting conferences. But I know that I still make mistakes in this process. The private foundation world, in particular, is always evolving and can be quite opaque, despite the best efforts of those who work in it. It's not that the things we don't know are secrets, it's that we often don't have access to people who could answer our questions—and sometimes we don't even know what to ask.

My goal with this issue of the CSWEP newsletter is to shed light on the process of raising external funding—particularly from private foundations. These foundations aren't discussed as much in

academic circles as government funding agencies such as the National Science Foundation are—but they typically offer more (and more flexible) funding, make decisions faster, and have much simpler application processes, so are worth knowing about.

I sent questions to people in decision-making positions at a variety of private foundations that fund economists, as well as to economics scholars who have successfully raised external funding for their work. Both the funders and the scholars responded generously and enthusiastically, with so much thoughtful advice that I could not fit it all in this newsletter. The pieces that follow are abridged versions of their advice. You can find their full responses online at [cswep.org](https://www.cswep.org).

I'm extremely grateful to all of the contributors. I learned a lot from them, and hope you do as well. I also hope this issue motivates and empowers you to pursue funding for your work, especially if (like me) you've felt defeated by the process in the past. Good luck! ■

# Advice from Funders



**Oriana Bandiera**  
Gender, Growth, and Labor  
Markets in Low Income  
Countries Programme  
(G2LMLIC), <https://g2lml-lic.iza.org/>



**Tyler Cowen**  
Emergent Ventures (EV),  
<https://www.mercatus.org/emergent-ventures>



**Korin Davis**  
Washington Center for  
Equitable Growth (WCEG),  
<https://equitablegrowth.org/>



**Adam Gamoran**  
W.T. Grant Foundation  
(WTG), <https://wtgrant-foundation.org/>



**Stephen Glauser**  
Russell Sage Foundation  
(RSF), <https://www.russell-sage.org/>

**Pace Phillips**  
Innovations for Poverty  
Action (IPA), <https://www.poverty-action.org/>



**Mark Steinmeyer**  
Smith Richardson  
Foundation (SRF),  
<https://www.srf.org/>

Following is a compilation of interviews with funders—lightly edited for readability and abridged due to space constraints. Please see their full responses at [cswep.org](https://cswep.org).

## What is your role at your institution?

**Bandiera (G2LMLIC):** G2LMLIC is funded by UK aid and implemented by IZA. I am director of the program. In this capacity, I provide strategic oversight and intellectual leadership, plan the different activities with regard to research funding, policy outreach, and capacity building, oversee research content, oversee the different research and policy activities, and plan strategic collaborations with other institutes/programs.

**Cowen (EV):** I'm the Director of Emergent Ventures.

**Davis (WCEG):** I'm the Director of Academic Programs at the Washington Center for Equitable Growth.

**Gamoran (WTG):** I am the president of the William T. Grant Foundation.

**Glauser (RSF):** I'm a program officer at the Russell Sage Foundation, the programs in my portfolio are those that are geared towards early career scholars—that is, our Summer Institutes, our Small Grants, and our Pipeline Grants Competition. However, given that we're relatively small, I also help shepherd Letters Of Inquiry (LOIs) and Proposals through our review process for our regular research grants in all of our program areas, as well as our Visiting Scholars program.

**Phillips (IPA):** I am the Director of Program Development at IPA. My primary role is to help get research projects started by bringing together all the components of a study including the researchers, the implementing partners, and the grant funding.

**Steinmeyer (SRF):** I am the senior program officer for the Domestic Public Policy Program (DPPP) at the Smith

Richardson Foundation. We are leanly staffed, so I am also the only program officer for the DPPP.

## What types of projects does your organization fund?

**Bandiera (G2LMLIC):** The program focuses on funding large- and small-scale research projects in the area of gender and labor markets in low-income countries. The projects are expected to produce high-quality academic papers as well as policy publications. Under this general topic, the program covers five research themes: Facts & Policy, Fertility & Labour Markets, Barriers to Gender Parity, The Future of Work, and Policies & Welfare.

**Cowen (EV):** Individuals with projects to change the world for the better, can be anything.

**Davis (WCEG):** WCEG seeks to deepen our understanding of how inequality affects economic growth and stability. To do so, we support research investigating the various channels through which economic inequality, in all its forms, may or may not impact economic growth and stability. We support research using many different types of evidence, relying on a variety of methodological approaches and cutting across academic disciplines. Our request for proposals is organized around four channels of growth: Macroeconomics and Inequality, Human Capital & Well-being, Market Structure, and The Labor Market. Preference is given to projects creating new data that can be made publicly available, to studies that center on race, and to interdisciplinary studies.

**Gamoran (WTG):** We support research to improve the lives of young people (ages 5–25 in the United States). Within that mission, we have two focus areas: research on programs, policies, and practices to reduce inequality in youth outcomes, and research to identify ways to improve the use of research evidence in policy and practice decisions that

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affect young people. Most of our funds go to original empirical studies (major research grants), fellowships (the William T. Grant Scholars award), and partnerships (Institutional Challenge Grant).

**Glauser (RSF):** RSF mostly funds basic social science research. Our main programs are Social, Political, and Economic Inequality, Race, Ethnicity, and Immigration, Future of Work, and Behavioral Science and Decision Making in Context. While we have Requests for Proposals (RFPs) for each of our program areas, they are not meant to be all-encompassing, but to give some idea of the types of research questions we are interested in. RSF is limited to funding projects that are within the mandate of our founding: “for the improvement of social and living conditions in the United States.”

**Phillips (IPA):** IPA is a research and evidence-based policy organization that works with academic researchers to secure grants from external donors and to carry out field studies. IPA often acts as a donor by housing research funds and issuing requests for proposals. These research grants are typically to fund field experiments and impact evaluations of development programs in low and medium income countries. We have recently held open RFPs for our Financial Inclusion, Consumer Protection, Peace & Recovery, Human Trafficking, Intimate Partner Violence, Small and Medium Enterprises, and Research Methods Programs.

**Steinmeyer (SRF):** We support work in two broad areas: (1) Enhancing Economic Opportunity and Social Mobility, and (2) Increasing Economic Growth. For (1), we support work on early childhood education, primary and secondary schooling, post-secondary education/training and labor market access, and income support programs. For (2), we support work on tax and fiscal policies, regulation, and a catch-all category called growth opportunities (international trade, innovation, and entrepreneurship). We support (1) policy

labs, (2) “idea books” that we hope will stimulate public debates on important issues, and (3) stand-alone empirical research projects.

*Does your organization offer smaller grants for early-stage projects?*

**Bandiera (G2LMLIC):** Yes, however the small grants target junior researchers and researchers from developing countries. As an exception, we opened the door for a small-grant special call on

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*Many academics wrongly assume that their proposal will be read like an academic paper, where the reader really cares about a particular topic and is willing to slog through some long-winded details with careful caveats. Donors' open RFPs often receive 50+ applications so “what the project will accomplish” and “why the project is great” really need to jump off the page.*

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Covid in 2019 where senior researchers could also apply for funding.

**Cowen (EV):** Absolutely, very much one of our priorities.

**Davis (WCEG):** We have two funding streams: Academic grants and Doctoral/Postdoctoral grants. Doctoral/Postdoctoral grants are \$15,000 over one year. While we do not have a specific funding stream for early-stage projects, we do consider applications for such work, including pilot projects, exploratory studies, and new data creation.

**Gamoran (WTG):** We make a small number of grants of less than \$50,000, about 10-12 per year.

**Glauser (RSF):** Generally, RSF does not support early-stage projects, instead preferring that there be pre-existing pilot data, a pre-tested survey instrument, etc. However, the Pipeline Grants Competition for underrepresented early

career scholars does consider projects at an earlier stage. We also occasionally have targeted RFPs to spur research in particular areas or datasets (recent examples include smaller grants looking at the [SEDA dataset](#) and the [Opportunity Insights data](#)). We have a long-standing small grants program in [Behavioral Economics](#), primarily for doctoral students, post-docs, and early career assistant professors, but we are currently working on plans to expand the small grants program to all of our program areas, and limit it to dissertation funding.

**Phillips (IPA):** Yes. IPA’s research funds often support travel, project development, and pilot grants for early stage projects. Whether we provide early-stage grants on a given topic really depends on the state of the evidence in that sector and what is determined to be most needed by the field.

**Steinmeyer (SRF):** We have made a handful of such grants over the past ten years. We do so when we recognize that more work has to be done before a large-scale project can be launched. For instance, undertaking the work to set up a randomized-controlled trial. These grants cannot exceed \$50,000.

*How do you find/identify projects of interest?*

**Bandiera (G2LMLIC):** We have open calls for proposals with a peer-review process. We had a total of 5 calls in addition to a special call on Covid.

**Cowen (EV):** There is an application process, plus general word of mouth. We deliberately do not advertise to avoid being inundated.

**Davis (WCEG):** We release an annual Request for Proposals in November of each year. Letters of Inquiry are due in early February. Full proposals are by invitation only.

**Gamoran (WTG):** The vast majority of our funding goes through our various competitions which have RFPs.

**Glauser (RSF):** All projects are investigator initiated, in response to the RFPs that we release for each of our program areas. Program staff may nudge

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investigators doing interesting work that we have come across in our readings/conferences/etc. to apply, but there is no separate application stream for such proposals.

**Phillips (IPA):** We typically issue open calls for proposals and advertise these widely. We then select the studies to fund through a competitive process.

**Steinmeyer (SRF):** Most funded proposals come about through networking. I try my best (pre-COVID) to attend conferences and meetings to learn about new research opportunities. I rely on listservs and Twitter to keep up on new work and junior-level researchers. We do not issue formal calls for proposal.

*If some/all proposals are by invitation, how do you learn about projects and scholars you might want to fund?*

**Cowen (EV):** Projects are recommended to me pretty much every day, usually by previous Emergent Ventures winners.

**Davis (WCEG):** Look for us at academic conferences, including regional economic conferences, the AEAs, and interdisciplinary conferences such as APPAM and LERA. We organize paper sessions and panels, participate in professional development workshops, and host receptions. Conferences are a key way we learn about scholars doing work at the intersection of inequality and growth. We work hard to publicize our RFPs via email campaigns, on social media, and by word of mouth. You can sign up to receive updates on our website.

**Gamoran (WTG):** A small number of awards are by invitation (about 12%). Generally these are awards that advance the goals of the foundation, e.g. a non-profit that organizes a convening of grantees, or a non-profit that organizes a Capitol Hill briefing. These fall under the category of “Communication and Capacity-building” grants. We have a small staff-directed program called Rapid Response Research grants; we identify non-profits or agencies who have a need for a synthesis of research on a pressing topic in their work, and

identify a researcher to partner with them.

**Glauser (RSF):** Not applicable as applications are investigator initiated, but that doesn’t mean we aren’t on the lookout for potential grantees/reviewers. We as a program staff have to stay up to date with the literature in many disciplines, so we read a broad array of journals and attend many different conferences/talks/webinars. When we find an investigator who is working on something of interest who is not currently a grantee, we often try to encourage an application, or solicit a review from them as a way to incorporate them into the RSF ecosystem.

**Phillips (IPA):** All IPA’s research funds are open to any researchers who would like to apply. However, the vast majority of IPA’s funding is targeted towards rigorous (primarily RCT) field studies, which can limit which types of researchers apply.

**Steinmeyer (SRF):** Our website includes a template for a concept paper. Researchers interested in applying can submit a proposal by email through the website or regular mail. We pride ourselves on reading all incoming concept papers and aim to respond to them within six weeks. If there is interest in a full proposal, applicants will get detailed guidance from the program officer on how to present the material.

*Do you send proposals out for review? If so, how do you choose reviewers?*

**Bandiera (G2LMLIC):** Yes. Reviewers are selected on the basis of relevant experience in the research topic. We make sure that the reviewers have not submitted applications in the round of funding they are applying to. Reviewers are also asked also to report any potential conflicts of interest.

**Cowen (EV):** Many but not all are sent out for review. I choose reviewers on the basis of their knowledge of a technical area that I might not be very familiar with.

**Davis (WCEG):** Both letters of inquiry and full proposals are sent out for

external peer review. External review committees consist of subject-matter and methodological experts ranging from early-career to established researchers. Committees are created with a commitment to diversity of race and ethnicity, gender, discipline, research background, area of study, and university affiliation.

**Gamoran (WTG):** Yes. We maintain a large data base of reviewers, generated by staff, who are Ph.D. social scientists.

**Glauser (RSF):** For projects that pass our internal review, we rely heavily on external peer review. Reviewers are predominantly active academic social scientists; many are former RSF grantees or fellows. We attempt to match each project with reviewers based on topic or methodology, and often send to interdisciplinary panels. This means that applicants should be aware of the literature on their topic that may be outside of their discipline—for example, avoid the “this is the first study to look at X” when it may just be the first time economics has looked at it. We also “blind-email” reviewers who are not necessarily in our rolodex of former grantees. We find this group in our general literature reviews, by attending conference sessions, etc. We also ask applicants for reviewer suggestions and look at a proposal’s citations to get names of potential reviewers.

**Phillips (IPA):** Each research fund has academic leads. Staff that administer the fund will work with the academic leads to determine who to invite to be part of the review committee based on their relevant experience. We try to establish diverse review panels that are composed of researchers and practitioners that are active in each particular sector.

**Steinmeyer (SRF):** Full proposals are reviewed by three outside experts. Typically, the reviewers have a mix of backgrounds. For example, they might include one person with deep knowledge of a subject area, one with methodological expertise, and one with a public policy perspective.

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*Who decides whether to fund a particular proposal?*

**Bandiera (G2LMLIC):** The decision is made in light of the referee reports. We get 2-3 referee reports for each project. Referees are asked to give a clear recommendation on whether to grant funding to the research project or no.

**Cowen (EV):** I do, as project director.

**Davis (WCEG):** Decisions are based on the assessments from internal and external reviewers. All Equitable Growth grants are reviewed and approved by our **Steering Committee**.

**Gamoran (WTG):** Proposals above \$50,000 must be approved by our Board of Trustees, after being recommended by our Senior Program Team. An exception is that the president is authorized to award a President's Special Initiative grant each year, up to a higher limit that is approved in advance.

**Glauser (RSF):** For projects \$50k and below, our President, **Sheldon Danziger**, makes the funding decisions, aided primarily by the external reviewers and internal program staff. For projects above \$50k, our Board of Trustees makes the funding decisions, with one added step—after external review, an Advisory Committee for each program area recommends which projects should be presented to the board for approval. The standing advisory boards for each program area are interdisciplinary, have specialists in quantitative, qualitative, and mixed methods, and are leading researchers in their fields. Similarly, our **Board of Trustees** is also an interdisciplinary group of primarily academic social scientists and active researchers.

**Phillips (IPA):** The review committee makes recommendations of which projects to fund. The review committee selections are almost always the projects that receive funding except if there are extenuating operational, contractual, or donor constraints.

**Steinmeyer (SRF):** The staff (program officer and director of programs) will decide whether or not to include a proposal on the slate of projects under

consideration at one of the foundation's regular (three times a year) board meetings. The board reads the proposal, the reviewer comments, and a response from the applicant to the reviewer comments. The board makes the final determination on funding.

*If someone does not receive funding based on an initial proposal, what feedback do they receive, if any? Can they submit a revised proposal?*

**Bandiera (G2LMLIC):** No feedback is given. There is no formal policy discouraging people from re-applying.

**Cowen (EV):** No feedback is offered to the nos, too many proposals to deal with. Revised or entirely different proposals are always welcome.

**Davis (WCEG):** We send detailed reviewer feedback to applicants who submit a full proposal but do not receive funding. Unfortunately we do not have capacity to provide feedback on letters of inquiry that are not invited to submit a full proposal. Due to limited capacity (of both funding and staffing) we do not currently have a revise and resubmit process.

**Gamoran (WTG):** Major research grants: Letters of inquiry that are declined generally receive minimal feedback due to their high volume. Full proposals are externally reviewed and receive written feedback.

About half the proposals for William T. Grant Scholars and Institutional Challenge Grants do not make it to selection committee review, and these receive a small amount of feedback, generally one page. Proposals discussed by the selection committee receive written feedback. Scholars finalists receive written feedback from selection committee members and external reviewers.

**Glauser (RSF):** If the project is filtered out by our internal review ('desk reject') the proposal will not receive feedback. Most of these are either too preliminary or not a fit for the current foundation priorities. If your application does not receive feedback, you can reach out to us at [programs@rsage.org](mailto:programs@rsage.org) and try to

find out more information about why, and we'll attempt to get back to you in a reasonable amount of time. All projects that are externally reviewed received anonymized feedback from reviewers. Projects not moving forward are allowed to submit a revision based on the reviewer comments. We also occasionally encourage resubmissions if we think a project has a good chance of moving forward in a future round.

**Phillips (IPA):** This really varies fund by fund. However, it is quite common that the program staff will work with research teams to improve their project plan, and proposal, so that it will be more competitive for future rounds. Unlike typical donors, IPA is a research organization so we often are more hands on with supporting researchers in planning a study as well as carrying it out.

**Steinmeyer (SRF):** If a grant is not approved by the board, the staff will try to offer feedback to applicants. On occasion, the board will decline to support a project but ask the staff to work with the applicant to see if changes can be made. These might include adding new research questions, increasing sample sizes, or finding additional data sets to use.

*Can scholars reach out to you to discuss ideas before submitting a proposal? Is this something you recommend/encourage?*

**Bandiera (G2LMLIC):** We do not have a policy against this. Usually researchers approach us with questions related to geographic location of their project and if it meets the geographical requirement of implementation in a LIC or alternatively to provide an explanation for why the setting could be relevant to developing countries.

**Cowen (EV):** It is preferred that they first apply, as the application process is fairly quick and simple.

**Davis (WCEG):** Yes, absolutely. We are happy to provide feedback on whether a project is a good fit and/or to provide guidance on the application process. Please email [grants@equitablegrowth.org](mailto:grants@equitablegrowth.org) with such requests.

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**Gamoran (WTG):** Yes. We do not pre-review proposals or LOIs but we are happy to discuss ideas. We visit universities and attend numerous conferences (in non-pandemic times). We are also available by email.

**Glauser (RSF):** Yes! We encourage you reaching out with an abstract or quick description of your work. As long as it is well ahead of a deadline (we get inundated as the due date approaches), we can schedule a call to discuss your work and its fit with the foundation. The general email [programs@rsage.org](mailto:programs@rsage.org) is the best way to do this, but you can also reach out via any method (emailing me directly, finding me or my colleagues on twitter, in person at a conference, etc.)

**Phillips (IPA):** Yes, almost all of our research funds would encourage project teams to reach out to discuss their proposal and project plans. Depending on the fund, and how much demand there is for initial consultation, IPA staff will have varying willingness to engage with researchers at an early stage.

**Steinmeyer (SRF):** Yes, as noted above, we prefer an initial inquiry to be in the form of a concept paper (less than 5 pages). If a project seems like a promising candidate for a grant, staff will work with the applicant on a full proposal. Also, I accept unsolicited emails from researchers asking about the foundation's priorities.

*What are the most common mistakes you see scholars making in their proposals?*

**Bandiera (G2LMLIC):** Authors tend to underestimate the value of clarity and brevity. Ethical considerations are of extreme importance as one of the essential criteria for choosing the projects to fund. Reviewers are asked to report any ethical concerns they may have on the proposal and not to continue the evaluation process if these concerns are of major nature. This aspect receives low attention from several research teams despite its importance.

**Cowen (EV):** Timidness perhaps? Unwillingness to try something strange or unusual?

**Davis (WCEG):** The most common mistake at the LOI stage is dedicating too much space to motivating the research question and providing too few details about how the research will actually be conducted. Sufficient detail must be included about the research design and data to convince the funder that the project is well conceived and likely to be successful. Including preliminary findings or responding to potential concerns are both good tactics. At the full proposal stage, a common problem fre-

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*The most common mistake at the [Letter of Intent] stage is dedicating too much space to motivating the research question and providing too few details about how the research will actually be conducted.*

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quently goes back to the choice to apply in the first place: the project needs to be far enough along to convince reviewers that it will be successful and make a contribution, but not so far along that the need for funds is not justified.

**Gamoran (WTG):** Not reading the application guide, or not taking seriously our discussion of the focus areas of our grantmaking.

**Glauser (RSF):** We often see applicants dedicating too much of the initial LOI to things that don't help us evaluate the project. With only a few pages to describe your project, the opportunity cost for such wasted space is high. We don't need to see a couple paragraphs of investigator qualifications, we're seeing your CV. We don't need in-depth budget details at the LOI stage, just an amount, and maybe some examples of some of the budget lines. Similarly, though it is a "letter" of inquiry, LOIs need not be formatted as a formal letter. With the limited space available, give us as much

information as possible on things like explaining why your data/methodology are appropriate for answering the research question(s) you pose.

**Phillips (IPA):** The most frequent mistake I see scholars make is some version of "burying the lede" by either structuring the proposal like an academic paper or a general lack of clarity about why the research study matters. Many academics wrongly assume that their proposal will be read like an academic paper, where the reader really cares about a particular topic and is willing to slog through some long-winded details with careful caveats. Donors' open RFPs often receive 50+ applications so "what the project will accomplish" and "why the project is great" really need to jump off the page.

**Steinmeyer (SRF):** Different foundations have different expectations. For SRF, there are two mistakes that I encounter frequently; both are related to the foundation's idiosyncrasies. First, applicants present their research without drawing connections to the real-world concerns of policymakers. SRF's mission is to inform public policy. That means all proposals are judged based on policy relevance. We often decline to fund well-designed research studies because they have limited relevance to policy. Second, applicants should explain their methods. Those discussions should be detailed but also not overly technical.

*If you could give potential applicants one piece of advice that might not be obvious on your website, what would it be?*

**Davis (WCEG):** If you have questions about whether your project is a good fit, about the application process, the best way to describe your project, or anything else, reach out. Funders understand that many applicants don't have experience seeking funding and that it's not something they teach you in graduate school. No one is going to count it against you if you have questions, even questions that it seems like you should know the answer to. It's in our interest to receive strong applications.

## Advice from Funders

**Glauser (RSF):** (1) Reach out to program staff to discuss your project before submitting. (2) Submit prior to the deadline! There is no downside. I suspect that many people procrastinate due to a feeling that they can improve the submission up until the last second. If you think of an edit/change you want to make after submission, just email us and we can update it. (3) Don't stress about shoe-horning your project into one of our program areas if it sits at the intersection of a couple of them—apply to the program that you feel your project best fits in, and if we disagree, we'll simply move it over.

**Phillips (IPA):** The most simple piece of advice I can give is to thoroughly read the request for proposal documents and decide if your proposed project meets all the criteria. Far too often researchers do not scrutinize the RFP and realistically assess if their project is aligned with the donor priorities. This can lead to a lot of wasted time developing proposals that have no chance of winning or proposals that don't highlight the aspects of a project that a donor would be most interested in funding.

**Steinmeyer (SRF):** Be bold. While we will occasionally support a replication study, we tend to look for opportunities to support policy analysis/program evaluation that would break new ground. Finding innovative policies or programs worthy of evaluation is time consuming, but also critical for advancing policy knowledge.

*In economics, organizations like CSWEP have been working to reduce harassment and discrimination in the profession. Does your organization have any safeguards in place to avoid funding individuals who engage in misconduct?*

**Bandiera (G2LMLIC):** Any institution receiving funds through the program is required to adhere to the IZA code of conduct, which covers responsible research, personal conduct and other topics: <https://www.iza.org/en/code-of-conduct>

**Cowen (EV):** We are very keen to choose winners whose behavior will reflect well

on our program and be in accord with our ethics. We do not, however, have access to systematic data about the behavior of our applicants in the outside world.

**Davis (WCEG):** We do not tolerate any type of discrimination, harassment, or offensive behavior, i.e., misconduct. All allegations will be quickly and discretely investigated. To the extent possible, the confidentiality of victims and that of any witnesses will be protected against unnecessary disclosure. All proven violations of Equitable Growth's policies against discrimination, harassment, and offensive behavior, i.e., misconduct, will result in early termination of the award and the withholding of funds.

**Gamoran (WTG):** We do not require applicants to disclose investigations. Please note that we make grants to non-profit organizations, such as universities and research firms, not to individuals.

**Glauser (RSF):** Since we do not give the grants to the individual researcher, but instead to the institution which disperses it to the researcher, we rely on the anti-harassment/discrimination policies of the institutions we fund. We require the institution to ensure that anyone doing work on the grant follows their policies and acts in accordance with professional norms and ethics. If a researcher is found to be in breach of their institution's policy, the grantee institution would then be in breach of the grant agreement, and the grant could be terminated and funds would be refunded to the foundation. We don't currently have a requirement to disclose ongoing or past investigations, and we don't currently have a policy about what happens if a victim reports harassment, as we depend on the policies of the grantee institution.

**Phillips (IPA):** IPA has put in place policies to reduce and address harassment and discrimination within our organization. In addition, we have staff devoted to increasing diversity and inclusion among our principal investigators and research teams, including expanding

## Join the CSWEP Liaison Network!

Three cheers for the 150+ economists who have agreed to serve as CSWEP Liaisons! We are already seeing the positive effects of your hard work with increased demand for CSWEP paper sessions, fellowships and other opportunities. Thank you! Dissemination of information—including notice of mentoring events, new editions of the CSWEP News and reporting requests for our Annual Survey and Questionnaire—is an important charge of CSWEP. For this key task, we need your help. Visit [CSWEP.org](https://www.cswep.org) to see the list of current liaisons and departments for whom we'd like to identify a liaison. We are also seeking liaisons from outside the academy. To indicate your willingness to serve, send an e-mail with your contact information to [info@cswep.org](mailto:info@cswep.org).

the number of researchers we work with from low and middle income countries. We are in the process of developing additional policies for how to screen, monitor and address misconduct by grantees who IPA funds.

**Steinmeyer (SRF):** SRF has been following the developments in economics and other disciplines closely. We have not set up an internal process to review allegations of misconduct by grant applicants. We simply lack the capacity internally to do so. If a victim reported a case of misconduct to the foundation directly, we would include that information in our decision-making process. However, we would have to rely on professional organizations and host institutions to review and adjudicate those cases.



## Advice from Scholars



**Beth Akers**  
American Enterprise  
Institute



**Sara Heller**  
University of Michigan



**Laura Wherry**  
NYU Wagner Graduate  
School of Public Service

**Anjali Adukia**  
University of Chicago Harris  
School of Public Policy



**Laura Gee**  
Tufts University



**Manisha Shah**  
UCLA Luskin School of  
Public Affairs



Following is a compilation of interviews with scholars who have successfully raised external funding—lightly edited for readability and abridged due to space constraints. Please see their full responses at [cswep.org](https://www.cswep.org).

### *What external organizations have funded your work?*

**Adukia:** The William T. Grant Foundation, National Academy of Education/Spencer Foundation, and Institute of Education Sciences

**Akers:** The Lumina Foundation, Bill and Melinda Gates Foundation, Arnold Foundation, and the Smith Richardson Foundation, among others

**Gee:** Facebook Research and the WE Upjohn Institute for Employment Research

**Heller:** J-PAL, the Laura and John Arnold Foundation, the JP Morgan Chase Foundation, NIH, NIJ, OJJDP, the McCormick Foundation, the MacArthur Foundation, and the US Department of Labor

**Shah:** Federal agencies like the NSF and NIH as well as foundations like Gates and Hewlett, and other organizations like JPAL

**Wherry:** The National Institute on Aging and the Robert Wood Johnson Foundation

### *Why do you apply for external funding? What do you use the money for?*

**Adukia:** I apply for funding when I have research projects that could not otherwise happen. Some funding sources are within my university, and others are outside of it. The external funding sources often not only bring monetary resources but they are also often accompanied by other non-pecuniary benefits such as spaces to share your work and ideas (in addition to learning from others) and increased networks of people who become trusted colleagues.

**Akers:** At a non-profit think tank, any external funding you bring in goes to

cover the cost of running the organization. That includes my time (salary and benefits) as well as the resources I use, including staff time.

**Gee:** First, and perhaps obviously, I apply when I think a project will be better from money being spent on it in the form of things like subject payments for a lab experiment, research assistants, or purchasing a proprietary dataset. Second, I apply to get feedback on a project before it has even begun. The people judging my grant application are often also the audience for the eventual papers I write, so knowing what they didn't find compelling early in the process is incredibly useful. Third, I apply as a commitment device to move a project forward in a timely manner.

**Heller:** I run field experiments. I need funding to support all parts of that process: project managers and field staff, travel (for planning meetings with partners, site visits, data collection, and presentations), research assistants, data purchases or the time of the analysts at data providers who match their data to our study samples, and sometimes the intervention itself.

**Shah:** I am a development economist so many of my funding requests are related to data collection and field experiments. However, I have also applied for funding to purchase data, hire research assistants, and occasionally to pay for summer salary and/or course buyouts.

**Wherry:** I previously worked in a soft-money environment in which applying for external funding was an important part of my job. I was in a research faculty position that gave me a lot of protected time to focus on research projects, but I was also expected to secure external grants to cover my time on these projects. In some ways this is similar to my current position, where external funding helps to protect my time for research by allowing me to buy out of teaching. In both settings, external funding has also provided me with the

## Advice from Scholars

resources needed to purchase data and pay for research assistance.

*When you were first beginning to apply for funding, how did you discover organizations that might be interested in your work?*

**Adukia:** I looked at the CVs of scholars whose work I respected and who did work similar to mine. I joined associations that were relevant to the work I was interested in and read their newsletters and other announcements through social media. Sometimes at conferences, funding organizations will have tables set up, which is also an opportunity to talk with someone from the agency and learn more.

**Akers:** I was fortunate to benefit from an existing network of funders that had relationships with my employer at the time (Brookings Institution). While working towards my Ph.D., I also relied a bit on my personal network from my short tenure on the Council of Economic Advisors.

**Gee:** When I first began applying for funding I asked others in my field where they had applied before, and in particular people earlier in their careers. I also set up a meeting with the grants and foundations people at my institution to ask for ideas about places I could approach about funding my work.

**Heller:** When I was a Ph.D. student, I helped my advisers work on grant proposals. This helped me learn how the process worked, including how they thought about the fit between a particular project and a funding organization or specific funding call. I learned through them which of the local philanthropic organizations might be interested in the kind of work I do, which was a useful complement to keeping an eye out for RFPs at federal agencies or other funders that release national RFPs. I also forged some relationships with people working in research organizations who used to be program officers at foundations. They had a lot of inside information about the research taste of different philanthropic organizations.

**Shah:** I definitely relied on the advice of more senior people in terms of which organizations to target for funding, as different organizations tend to fund different things. In the same way you might ask a senior colleague about which journal to target for a paper, you should start doing the same for grant proposals.

**Wherry:** I signed up for various mailing lists with funding opportunities through my university's grants office. At conferences, I kept my eye out for informational sessions with funders, which are often available at field-specific conferences. I also looked at which funders were supporting researchers with similar research agendas. Twitter is also a great place to find out about various calls for proposals from funders.

*What were the biggest mistakes you made in your early applications?*

**Adukia:** (1) I would often write them as I would write an academic paper. I did not articulate "if this is successful, this is what would happen." (2) I did not know that you are often supposed to speak with a program officer before going through the application process. I was so concerned with imposing or taking up their time that I would miss out on an expected part of the process!

**Akers:** (1) Not learning about the foundation first before reaching out to foundation staff. You should read their strategic plans, look at their funding databases, read staff bios, and check out the acknowledgement section of papers/resources that they like. (2) Not understanding that standing out is key for funding. Staffers in philanthropy are often busy with many people asking for their time, attention, and feedback. People that research and make friendly connections first stand out, which helps funders cut through the noise.

**Gee:** One of my biggest mistakes in my early applications was not asking for more input from the organization who was providing funding before applying. I didn't realize that you could (and should) reach out to the program officer

or person who is listed as a contact with a 1-2 page summary of your project to see if it is a good fit. That person will often give you important feedback that will make you either realize the project is a bad fit, and you shouldn't waste your time (or theirs) with a full application, or they will help you understand how to describe your project in a more compelling way.

**Heller:** (1) I think it took me a while to learn how to write a clear and well-justified proposal. I didn't understand the importance of addressing exactly what the RFP asked for, down to using the exact section headers mentioned in an RFP if they were given, and to spell out in concrete detail exactly how my project addressed the goals the funder said they were prioritizing. You want someone who is quickly skimming a lot of proposals at once to be able to easily spot what you're doing, why it's important, and how it fits what they said they were looking for.

(2) I also underestimated how specific and concrete I needed to be. A proposal really can't take a "trust me" kind of approach, like you might do with an advisor or colleague who already knows that you have the ability to fill in any gaps. It needs to demonstrate in clear and direct language precisely what your plan for every central piece of your project is, as well as provide support that you can actually accomplish it. Funders don't want to invest in a good idea that falls apart later. Provide as much concrete proof of concept as you can: letters of support from project partners proving they really are on board, data-sharing agreements showing you have access to the data you say you have, preliminary analyses showing that your idea will work in practice, and so forth.

**Shah:** There are so many mistakes I have made in my early applications, and I still make some! A few that come to mind: (1) Not asking current and past grantees to look at their successfully funded grant proposals to get an idea of what a "successful proposal" looks



## Advice from Scholars

like. (2) Not asking colleagues to review proposals and give me feedback prior to submission—this also means you actually have to write the proposal early! (3) Not getting in touch with program officers to check if my proposal is a good fit. (4) Not applying in a team--don't be afraid to apply in a team. I have not been terribly successful at solo NIH grants but have been funded by them many times as part of a larger team. You also learn a lot from others when you apply in a team, especially as the more junior person on a team. (5) Not investing in relationships with program officers, especially at foundations. These relationships can matter a lot for future funding opportunities

**Wherry:** The biggest mistake was not asking for help or input from others with experience getting grants. Many researchers are happy to share their successful grant proposals if you ask them.

*Are there other ways in which your process for applying for funding and writing proposals has changed over time?*

**Adukia:** I am more likely to ask others for help.

**Akers:** I make sure that my deliverables speak to the foundation's audience (policymakers, general media, etc).

**Gee:** In my early career I was told that I didn't need funding to obtain tenure at my institution, so I only applied for funding when the project really needed external funding. I obtained a good amount of internal funding for projects. As I've progressed in my career I am now more comfortable taking on longer term projects, which also require more funding, and as such I'm applying for more grants than I did earlier on.

**Heller:** I think success begets success, because prior awards demonstrate you can actually accomplish what you set out to do. So I started with a number of smaller pilots or projects where I only needed funding to support administrative data matching and analysis. Only once I had successfully implemented a few projects did I feel ready to ask for additional support like funding for

full-time staff, qualitative data collection, and other elements that are worthwhile for larger-scale projects.

**Shah:** Applying for funding gets easier over time, as you become a better grant writer and gain a better understanding of what constitutes a successful proposal. However, even now, I still get a lot of rejection—rejection is a normal part of this process. Don't be afraid to read the reviews, revise the proposal, and then resubmit again to the same funder or a different one.

**Wherry:** When I work on a grant proposal, I think of it as writing the first part of any paper. It's really a great opportunity to craft an introduction and motivate the work and its contribution. Ideally, most of the text in the proposal can be repurposed in the eventual manuscript coming out of the project.

*What surprised you the most about how the funding process works?*

**Adukia:** It can be very arbitrary, subject to the tastes and interests of the reviewers. Every agency is different, but in many cases you are supposed to work with the program officer ahead of time. They want to make sure that it's a good fit on both sides, and they can provide valuable feedback about the proposal ahead of time that can help improve not only the chances of it being accepted but often the project itself.

**Akers:** That asking for a smaller amount of money doesn't make it more likely to get funded. In fact, sometimes that works against you. Small amounts of grant money are best when applying for sponsorship of events, which can be a nice 'get to know you' funding opportunity.

**Gee:** I was surprised by how often I get rejected.

**Heller:** IDCs! It was quite the shock as a young scholar to learn about indirect costs, which are effectively a kind of tax that universities levy on grant funding that allows them to keep the university running. Especially for federal grants, the IDC rate can be quite high.

**Shah:** I think early in my career I would see an RFP, apply, and then get a rejection. I didn't really understand all of the prep work that goes into applying for a grant (like asking for access to successfully funded grants, getting feedback from senior colleagues, iterating over the proposal many times, etc.).

**Wherry:** The process is extremely unpredictable and also very slow. There are so many variables in terms of who will be reviewing the grant and the funding priorities that it is difficult to predict the likely outcome. And, with federal grants, you may need to first apply more than a year in advance of when you'll actually need the funding!

*What advice would you give to scholars who are struggling to find funding for their work?*

**Adukia:** (1) Start early. It is useful to get another set of eyes on your work, especially to ensure that you are being clear. Many universities have a grant office with professionals who can help with different aspects of the grant. (2) Look broadly for opportunities. Different agencies have different scopes; some are focused on funding within a discipline, others when a topic area, others within geographic regions, and more. Projects typically have multiple dimensions, and those different dimensions can help point you to multiple kinds of funding organizations. (3) Make sure you appreciate the immense help of any administrators who aid you. There is a lot of work that is done behind the scenes, and the indirect funds help to pay for it. But also, the people who make it happen are typically doing an underappreciated job. Say thank you again and again and again.

**Akers:** (1) Learn about the multitude of discussions taking place in the policy universe so that you can speak fluently about how your work will contribute. Twitter is a great tool for this. (2) Propose something with a group that has an existing relationship with the funder. (3) Form relationships outside your field to propose a cross-disciplinary

## Advice from Scholars

project. Funders love to help cut new ground and cross-disciplinary work is all too rare. (4) When applying, get a copy edit from someone outside your field to ensure that there's no jargon. (5) Get connected (through a mutual friend/colleague) with program officers so you know what their priorities are. If you're still in a Ph.D. program, I highly recommend seeking out internships with Lumina, SHEEO, and other think tanks, which can set you up to make connections and see how the grant process actually works. (6) Remember that funders aren't just looking for you to describe the problem; they're looking for

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*Don't be afraid of program officers; they are there to help you.*

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solutions and new information to enable those solutions.

**Gee:** I'd honestly evaluate how much you need external funding to meet your goals for the work and for your career trajectory. Then I'd aim at getting the amount of funding that just allows you to obtain those goals. Work with others who have been successful in obtaining funding and learning from them (this is something I wish I'd done more of). Ask for feedback from colleagues, your institution's grants/foundations office and grant writing office, and from the people at the funding agency.

**Heller:** Don't be afraid of program officers; they are there to help you. Program officers are not like academic referees, where it's inappropriate to reach out directly to see what they think. You might consider writing a really sharp one-pager on your idea, then asking the program officer if she thinks the project is a good fit for their call. That can save you a lot of time writing a proposal for something that is just not what they are looking for. And you sometimes get advice about how pitch the project, what

budget elements to ask for, or what the funder is likely to be worried about that you can use to strengthen your proposal. For those at academic institutions, reach out to your institutional research/budget office early. There are a ton of rules about how you can and can't budget, and all sorts of costs you might not know about at first. At most places, you aren't allowed to submit anything yourself anyway. So don't think you can put together a whole application by yourself; work with your research office to make sure everything is in compliance with your institution's rules.

**Shah:** It is really difficult to get funded early on in your career, *especially* if you are not based at a top department/university. My advice is don't give up—keep on applying—and be OK with rejection. Applying for grants is a skill set like any other. The more you do it, the more you learn, the better you get. Don't feel embarrassed about getting in touch with senior people who raise a lot of money and ask them to see their successfully funded grants. I am almost always happy to share my grant proposals with junior folks curious to learn about the funding process. Also, if a more senior person is working on a topic you are interested in, tell her/him you want to work with her/him and apply for future funding together. I have learned so much from my collaborations with senior people both in terms of grant writing and paper writing!

**Wherry:** Get as much feedback as you can from the review process and then plan to revise your proposals to either resubmit to the same funding organization if that is possible, or try and send them somewhere else. You might also consider different funding mechanisms with the same funder.

## What is CSWEP?

CSWEP (the Committee on the Status of Women in the Economics Profession) is a standing committee of the American Economic Association charged with serving professional women economists in academia, government agencies and elsewhere by promoting their careers and monitoring their progress.

CSWEP activities endeavor to raise the awareness among men and women of the challenges that are unique to women's careers and can be addressed with a wide variety of actions, from inclusive searches to formal and informal mentoring activities. CSWEP freely disseminates information on how the profession works as well as advice to junior economists. We intend this information to be of value to all economists, male or female, minority or not.

### Annually, CSWEP

- Organizes mentoring workshops, paper presentations sessions at the annual AEA Meetings, and professional development sessions at the annual meetings of the four regional economics associations (the Eastern, Mid-Western, Southern and Western);
- Conducts a survey and compiles a report on the gender composition of faculty and students in academic economics departments in the United States;
- Publishes four editions of the *CSWEP News*, containing a feature section written by senior economists that highlights career advice or other topics of interest to the economics profession; and
- Awards the Carolyn Shaw Bell Award, given to a person for their outstanding work to promote the careers of women economists as well as the Elaine Bennett Research Prize, given biennially to a young woman economist for fundamental contributions to academic economics.

Our business meeting is held during the annual AEA Meetings and is open to all economists. It is a time for us to confer awards and celebrate recipients, present the Annual Report on Women in the Economics Profession and to hear your input on CSWEP's activities. The CSWEP Board meets three times yearly and we encourage you to attend our business meeting or contact a Board Member directly to convey your ideas for furthering CSWEP's mission.

Visit [cswep.org](http://cswep.org) for more information.

the goal of promoting the work of junior and women economists and of promoting scholarship on gender. We have received extraordinarily strong submissions for our sessions. This year we have four CSWEP-sponsored sessions on the economics of gender, including one session on gender and the economics profession. The other sessions with gender themes include a session on the widespread effects of gender in economic life, a session on fertility, family planning, and women's well-being, and a session on parenthood, intergenerational transfers, and female hardship. We have two sessions on public economics—a session on the effects of programs to address inequality and a session on studies of retirement policy. We also will host a session on career shocks, mobility, and labor market outcomes. We are grateful for the hard work of the organizing committee who reviewed the submissions and organized the sessions: Terry-Ann Craigie, Eva DeFrancisco, Delia Furtado, Austan Goolsbee, Jonathan Guryan, Marta Murray-Close, Jesse Rothstein, and Katherine Silz-Carson.

For the last decade, CSWEP has been hosting mentoring breakfasts at the ASSA meetings, with sessions for both junior economists and for mid-career women. This year, these events are being organized by Kasey Buckles, Anusha Chari, and Petra Moser. As was true last year, the time windows provided by the AEA for special events is not at a time normally associated with breakfast, but we are nonetheless pleased to be able to continue this important tradition. The Mentoring “Breakfast” for Junior Economists will take place on Saturday January 8 from 2:30–3:30 PM EST. Our “Breakfast” for Midcareer Economists is scheduled for Sunday, January 9 from 2:30–3:30 PM EST. We were very pleased by the enthusiastic response from both mentors and potential mentees.

Immediately following the meetings, the 2022 CeMENT Mentoring workshop for Faculty in Doctoral Programs and the CeMENT Mentoring workshop

for Faculty in Non-Doctoral Programs will begin. Martha Bailey leads the program for Faculty in Doctoral Programs and Jessica Holmes leads the program for Faculty in Non-Doctoral Programs. Last year, following the virtual program, we surveyed participants and they rated both programs very highly; indeed survey feedback about the program was very similar to normal “in person” CeMENT workshops. Our two directors continue to make improvements to the program. While we look forward to hosting these programs in person next year, we are pleased to give a new cohort of mentees a CeMENT experience. We are extremely grateful to the mentors who have volunteered for this program.

While the ASSA meetings are virtual this year, we are pleased that some in-person CSWEP activities have occurred and are being planned. At the Southern Economics Association meeting in November, our Southern representative Jen Doleac organized a robust set of paper sessions, in-person social gatherings, and a graduate student mentoring workshop. Our DC Rep Stephanie Aaronson has planned an in-person reception for DC-area CSWEP supporters on December 9. Our Midwestern representative, Shahina Amin, has planned activities for the 2022 Midwestern Economics Association Meetings to be held in Minnesota in March and our Eastern representative, Terry-Ann Craigie, is organizing events for the 2022 Eastern Economics Association meetings in Jamaica in May.

When I step down in January, I am very pleased that Anusha Chari of the University of North Carolina at Chapel Hill will replace me as Board Chair. She has done an amazing job as Associate Chair of Mentoring and she organized our extremely popular “Fireside Chats with Journal Editors” series. Petra Moser, Jon Guryan, and Karen Pence will finish their successful terms as at-large members while Catalina Amuedo-Dorantes will finish her successful term as Western Representative. Kasey Buckles, currently an at-large board member, will become Associate Chair for

Mentoring. We are thrilled to welcome several new board members. Francisca Antman will serve as our Western Representative. Ina Ganguli, Marionette Holmes, Anna Paulson, and Rohan Williamson will join the board as at-large members. Our Board members, both those who are departing and those who are continuing on, have been extremely hardworking. CSWEP board members always work hard, so I particularly want to acknowledge their flexibility—largely reinventing some of CSWEP's activities during the pandemic. The AEA staff have also been tremendously supportive and flexible as well, particularly our Committee Coordinator, Rebekah Loftis.

I am very pleased to present the Focus Section in this issue of CSWEP *News*. Our Southern Representative, Jen Doleac, hosted a series of panels at the Southern Economics Association meetings last year on the topic of obtaining research funding. In this Focus Section, she conducts two sets of interviews: one with funders and the other with economists who have been successful in getting funding. As noted in her excellent introduction, obtaining funding is an important element of the “hidden curriculum.” Website instructions of how to apply are not explicit in explaining the role of program officers. Often, it is not easy to tell if a proposed project would at all fit in the purview of the funder's interests. The interviews presented here are extraordinary in providing a window into this process and how it varies across funder organizations. I have been in the profession for many years and am a trustee of a foundation that funds research grants in economics. Nonetheless, I learned a lot from this Focus section! I am grateful for the efforts and candidness of those who participated in this Focus section. Please share it with junior scholars who may not subscribe to the *News* and remind them to subscribe to our newsletter and announcements by emailing [info@cswep.org](mailto:info@cswep.org).

I look forward to seeing you all, albeit virtually, at the AEA meetings in January. ■

# Calls, Announcements, and Sessions at Upcoming Meetings

## Call for Mentors and Mentees for the Adopt a Paper Mentoring Program

**DEADLINE: 15 December 2021**

*Adopt a Paper* is a mentoring program aimed at providing feedback to junior scholars in the field of economics. Most early career scholars find it difficult to receive comments on their research outputs post-graduation, prior to submission for journal publication. Lack of feedback is exacerbated by limited access to prestigious conferences and workshops, and paucity of seminar invitations. The Adopt a Paper program aims to *expand* and *diversify* access to high-quality feedback. Junior scholars in tenure-track positions in research intensive colleges and universities submit a working paper to the program, and, if selected, receive comments from a senior scholar in their field, who volunteers to provide constructive feedback on the paper as well as publication advice. Mentors and mentees of all genders are welcome. We especially encourage mentee applications from women and underrepresented minorities. If you are a senior scholar, please consider providing this service to the profession. The deadline to sign up as a mentor or apply as a mentee is **December 15, 2021**. To participate, please visit [this link](https://www.adoptapaper.org/apply) [www.adoptapaper.org/apply]. After applying, junior scholars will have to send their paper to [adoptapaper@gmail.com](mailto:adoptapaper@gmail.com) by **January 15, 2022**. The program is run by Elira Kuka (George Washington University) and Danila Serra (Texas A&M University), with the help of the Adopt a Paper Program Manager, Daniel Gomez (Texas A&M University). For more information, visit [this link](https://www.adoptapaper.org) [www.adoptapaper.org] or email [this address](mailto:adoptapaper@gmail.com) [adoptapaper@gmail.com].

In the first round of the program, 123 randomly selected papers were matched to senior scholars. The program is open to scholars in all fields of economics. For information on round 1 of the program, visit [this link](https://www.adoptapaper.org/past-rounds.html) [https://www.adoptapaper.org/past-rounds.html].

You can find information on eligibility criteria and FAQs on the program web-

site: <https://www.adoptapaper.org/>

## Call for Papers, CSWEP Sessions at the 97th Western Economic Association

### Conference

**29 June–3 July 2022**

*Hilton Portland Downtown and The Duniway, Portland, Oregon*

**DEADLINE: 15 January 2022**

CSWEP will be sponsoring sessions at the 2022 Western Economic Association International (WEAI) conference.

Several *sessions* will be organized by Catalina Amuedo-Dorantes (CSWEP Western representative). One or two sessions will be on the broad topic of international migration, immigrants, and immigration policy –especially in relation to COVID-19 and the pandemic. Abstracts on those areas are particularly solicited, but also in other areas for additional sessions. Proposals for complete sessions (organizer, chair, presenters, and discussants) or round tables on specific topics of interest are highly encouraged. Please email abstracts (1-2 pages, include names of all authors, as well as all their affiliations, addresses, email contacts, paper title) by January 15, 2022, to:

Rebekah L. Loftis  
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Note that this submission is separate from any submission sent in response to the WEAI's general call for papers. For more information on the WEAI meetings, please visit [this link](https://www.weai.org/conferences/) [https://www.weai.org/conferences/]. CSWEP is unable to provide travel assistance to meeting participants. Please make other arrangements for covering travel and meeting costs.

## Helping Faculty Help Students Get into Ph.D. Programs in Economics

**Friday, 28 January 2022,  
1:00 PM EST**

With the goal of increasing and diversifying the pool of applications to economics Ph.D. programs, the Committee on the Status of Women in the Economics Profession (CSWEP), the Committee on the Status of Minority Groups in the Economics Profession (CSMGEP), the Committee on the Status of LGBTQ+ Individuals in the Economics Profession (CSQIEP), and the Committee on Economic Education (CEE) are co-sponsoring a panel to present information to help faculty help their students get into Ph.D. programs in economics. The panel will consist of panelist presentations, Q & A with the audience, and breakout sessions with each panelist. Panelists are John List (University of Chicago), James Peoples (University of Wisconsin, Milwaukee), Nancy Rose (Massachusetts Institute of Technology), Sandie Hlatshwayo (International Monetary Fund), and Dick Startz (University of California, Santa Barbara). Advance registration is required. Participants can use [this link](#) to register.

## Call for Applications, American Economic Association Summer Economic Fellows Program

**DEADLINE: 1 February 2022**

Sponsored by the American Economic Association and originally funded by a National Science Foundation grant, the Summer Economics Fellows Program is designed to increase the participation and advancement of women and underrepresented minorities in economics. Fellows spend a summer in residence at a sponsoring research organization or public agency, such as a statistical agency or a Federal Reserve Bank. Summer economics fellowships are available to senior graduate students and junior faculty. Fellows are to be chosen by the program with the agreement of the sponsoring institution in line with the goal of ad-

## Calls, Announcements, Sessions

vancing the participation of women and underrepresented minorities in the economics profession, the fit of a candidate with the activities of the research group at the sponsoring institution, and the value of the proposed research to advancing the sponsoring institution's own goals.

The application portal will open on **December 1, 2021**. Applications are due at **5 pm ET on February 1, 2022**. Stay tuned for the Summer Fellows Application portal link to be announced. Send a note to [info@cswep.org](mailto:info@cswep.org) to receive these upcoming announcements.

Sponsors will receive applications by February 15, 2022. Sponsors are asked to make initial offers by March 25, 2022 and to hold initial offers open until April 2, 2022. Final notifications are anticipated by May 1, 2022.

For more information, visit [our website](#) or, contact Dan Newlon, Coordinator AEA Summer Economics Fellows Program at [dan.newlon@aeapubs.org](mailto:dan.newlon@aeapubs.org).

## CSWEP Sessions at the Allied Social Science Association 2021 Virtual Annual Meeting

**7–9 January 2022**

NOTE: All times are Eastern Standard Time.

### Gender and the Economics Profession

**Friday, 7 January 2022,  
12:15–2:15 PM**

Chair: Donna Ginther (University of Kansas)

#### *Invisible hurdles: gender and institutional bias in the publication process in economics*

Fulya Ersoy (Loyola Marymount University), Jennifer Pate (Loyola Marymount University)

Discussant: Donna Ginther (University of Kansas)

#### *Gender differences in economics course-taking and majoring: findings from an RCT*

Daniel Halm (World Bank), Elizabeth Powers (University of Illinois at Urbana-Champaign), Rebecca Thornton (University of Illinois at Urbana-Champaign)

Discussant: Josh Goodman (Boston University)

#### *Who are the more dismal economists? Gender and language in academic economics research*

Lea Kosnik (University of Missouri–St. Louis)

Discussant: Marlene Kofi (University of Toronto)

#### *Diversity and scholarship in economics*

Coleen Flaherty Manchester (University of Minnesota), Melanie Wasserman (University of California, Los Angeles)

Discussant: Erin Hengel (University of Liverpool)

### CSWEP Business Meeting and Awards Ceremony Presentation

**Friday, 7 January 2022,  
2:30 PM–3:30 PM**

#### Effects of Programs to Address Inequality

**Friday, 7 January 2022,  
3:45 PM–5:45 PM**

Chair: Julie Berry Cullen (University of California, San Diego)

#### *Broadband internet access and educational success: evidence from a broadband subsidy program for low-income students*

Sarah Eichman (Ludwig Maximilian University of Munich), Helena Roy (Stanford University)

Discussant: Jonathan Guryan (Northwestern University)

#### *Prenatal transfers and infant health: evidence from Spain*

Libertad Gonzales (University Pompeu Fabra and Barcelona Graduate School of Economics), Sofia K. Trommerlova (University Pompeu Fabra)

Discussant: Anna Aizer (Brown University)

#### *Access to Head Start and maternal labor supply: experimental and quasi-experimental evidence*

Jocelyn Wikle (Brigham Young University) and Riley Wilson (Brigham Young University)

Discussant: M. Daniele Paserman (Boston University)

#### *Real effects of private investment tax credits on local entrepreneurship and innovation: evidence from opportunity zones*

Jiajie Xu (Boston College)

Discussant: Marlene Kofi (University of Toronto)

### CSWEP Social Hour

**Friday, 7 January 2022,  
6:00 PM–7:30 PM**

### Recent Studies on Retirement Policy

**Saturday, 8 January 2022,  
10:00 AM–12:00 PM**

Chair: Signe-Mary McKernan (Urban Institute)

#### *Optimal default retirement savings: theory and evidence from OregonSaves*

Mingli Zhong (National Bureau of Economic Research)

Discussant: Courtney Coile (Wellesley College)

#### *Abandoned retirement savings*

Lucas Goodman (United States Treasury), Anita Mukherjee (University of Wisconsin, Madison), Shanthi Ramnath (Federal Reserve Bank of Chicago)

Discussant: Annamaria Lusardi (George Washington University)

#### *The impact of withdrawal penalties on retirement savings*

Ellen Stuart (University of Michigan), Victoria Bryant (Internal Revenue Service)

Discussant: Leora Friedberg (University of Virginia)

#### *Investigating the introduction of fintech advancement aimed to reduced limited attention regarding inactive savings accounts—data, survey, and field experiment*

Maya Haran Rosen (Hebrew University of Jerusalem), Orly Sade (Hebrew University of Jerusalem)

Discussant: Mingli Zhong (National Bureau of Economic Research)

### The Widespread Effects of Gender in Economic Life: Education, Health, and Entrepreneurship

## Calls, Announcements, Sessions

**Saturday, 8 January 2022,  
12:15 PM–2:15 PM**

Chair: Seema Jayachandran  
(Northwestern University)

*Teacher gendered feedback, students' math performance and enrollment outcomes: a text mining approach*

Pauline Chausset (Paris School of Economics) and Monnet Marion (French National Institute of Demographic Studies)

Discussant: Anjali Adukia (University of Chicago)

*The gender earnings gap in competitive online environment: evidence from a food ordering platform*

Carol Lu (Stanford University), Xinyao Qiu (Stanford University)

Discussant: Barbara Biasi (Yale University)

*Mis(sed) diagnosis: physician decision making and ADHD*

Kelli Marquardt (University of Arizona)

Discussant: Maya Rossin-Slater (Stanford University)

*Cash transfers, liquidity constraints, and women's psychosocial well-being: evidence from an ultra-poor setting*

Modeste Daye (University of Namur), Eeshani Kandpal (World Bank), Pascale Schnitzer (World Bank)

Discussant: Jenny Aker (Tufts University)

**CSWEP Mentoring “Breakfast” for Junior Economists (pre-registration required)**

**Saturday, 8 January 2022,  
2:30 PM–3:30 PM**

**Fertility, Family Planning, and Women's Economic Well-Being**

**Saturday, 8 January 2022,  
3:45 PM–5:45 PM**

Chair: Martha Bailey (University of California, Los Angeles)

*Targeted regulations of abortion providers: impacts on women's education and future economic welfare*

Kelly Jones (American University), Mayra Pineda Torres (Texas A & M University)

Discussant: Kate Bahn (Washington Center for Equitable Growth)

*Out of labor and into the labor force? The role of abortion access, social stigma, and financial constraints*

Tom Zohar (Stanford University), Nina Brooks (University of Minnesota)

Discussant: Caitlin Myers (Middlebury College)

*Women's access to family planning: experimental evidence on the role of peers and vouchers*

S Anukriti (World Bank), Catalina Herrera-Almanza (University of Illinois, Urbana-Champaign), Mahesh Karra (Boston University)

Discussant: Tanya Baker (Middlebury College)

*Gender disparities in career advancement across the transition to parenthood: evidence from the Marine Corps*

Jennifer Heissel (Naval Postgraduate School), Olivia Healy (Northwestern University)

Discussant: Elizabeth Cascio (Dartmouth College)

**Intergenerational Transfers, Parenthood, and Female Hardship**

**Sunday, 9 January 2022,  
12:15 PM–2:15 PM**

Chair: Jennifer Doleac (Texas A & M University)

*Do richer parents cushion the fall? Disparate impacts of job loss by parental income and implications for intergenerational mobility*

Emily Nix (University of Southern California)

Discussant: Petra Persson (Stanford University)

*Does the child penalty strike twice?*

Sarah Sandler (University of Copenhagen and University College London)

Discussant: Patricia Cortes (Boston University)

*Maternal stress, compositional change, and infant health after a state sentencing reform*

Siobhan M. O'Keefe (Davidson College)

Discussant: Jennifer Doleac (Texas A & M University)

*The impact of unconditional police reporting on domestic violence*

Ester Arenas-Arroyo (Vienna University of Economics and Business)

Discussant: Melissa Spencer (University of Richmond)

**CSWEP Mentoring “Breakfast” for Mid-Career Economists (pre-registration required)**

**Sunday, 9 January 2022,  
2:30 PM–3:30 PM**

**Career Shocks, Mobility, and Labor Market Outcomes**

**Sunday, 9 January 2022,  
2:30 PM–4:30 PM**

Chair: Abigail Wozniak (Opportunity and Inclusive Growth Institute, Federal Reserve Bank of Minneapolis)

*Firm investment, labor supply, and the design of social insurance: evidence from accommodations for workplace injuries*

Naoki Aizawa (University of Wisconsin, Madison), Corina Mommaerts (University of Wisconsin, Madison), Stephanie Rannane (RAND Corporation)

Discussant: Mark Duggan (Stanford University)

*Firm market power, worker mobility, and wages in the U.S. labor market*

Sadhika Bagga (University of Texas, Austin)

Discussant: Ioana Marinescu (University of Pennsylvania)

*Dual-earner migration, earnings, and unemployment insurance*

Joanna Venator (University of Wisconsin, Madison)

Discussant: Abigail Wozniak (Opportunity and Inclusive Growth Institute, Federal Reserve Bank of Minneapolis)

*The career costs of children's health shocks*

Anne-Lise Breivik (Norwegian Tax Administration), Ana Costa Ramon (University of Zurich)

Discussant: Maya Rossin-Slater (Stanford University)



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