



Introduction

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Opportunities

Conclusion

Sentencing Seminar 2018

Selling Impact & Getting Impact: A Great Strategy to Secure Funding

Jose Pina-Sánchez

Disclaimer

- Emma asked me to give this talk
 - It is not like I volunteered

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- Emma asked me to give this talk
 - It is not like I volunteered
- Just last June I stopped being an early career researcher
 - Plenty of researchers in the room more knowledgeable regarding impact and funding

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- Emma asked me to give this talk
 - It is not like I volunteered
- Just last June I stopped being an early career researcher
 - Plenty of researchers in the room more knowledgeable regarding impact and funding
- I'll cover recent experiences where I have been partially successful
 - At obtaining both funding and impact working on the area of sentencing
 - I will try to make the point that *impact* and *funding* go hand in hand

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- *Impact is the demonstrable contribution that excellent social and economic research makes to society and the economy, and its benefits to individuals, organisations and/or nations. (ESRC)*

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- *Impact is the demonstrable contribution that excellent social and economic research makes to society and the economy, and its benefits to individuals, organisations and/or nations. (ESRC)*
- The value of impact:
 - Makes research more meaningful
 - REF: Impact can help promote your institution and yourself
 - Will increase the chances of getting funding

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- The challenge is in producing impact that is *demonstrable*
 - It needs to be tangible, it needs to be documented

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- The challenge is in producing impact that is *demonstrable*
 - It needs to be tangible, it needs to be documented
- The great opportunity offered by the guidelines to achieve impact
 - Research-based
 - An iterative process
 - Consultations (which get published)
 - Commissioned research (impactful by definition)



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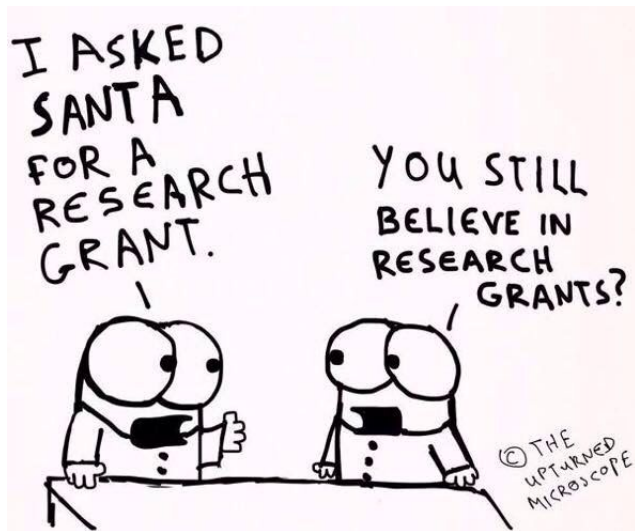
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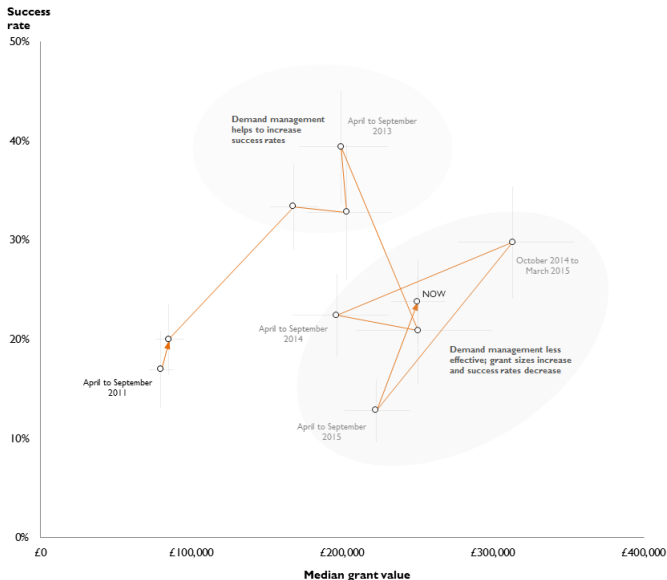
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ESRC may have moved into a new environment of larger grant requests,
increased proposal volume and lower success rates

The Relationship between Impact and Funding

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- The ESRC funding schemes require specific sections on impact
 - Impact Summary
 - Pathways to Impact

The Relationship between Impact and Funding

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- The ESRC funding schemes require specific sections on impact
 - Impact Summary
 - Pathways to Impact
- Pumping up the impact increases the chances of being funded
 - Research Councils focus massively on ‘value for money’



My Experience

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My Experience

- ESRC Secondary Data Analysis Initiative

- Putting in value the Crown Court Sentencing Survey
- Polishing the format
- Adjusting for the problem of missing data using multiple imputation
- Disseminate the dataset (uploading it to the UK Data Service, presentations, etc.)
- Using that data to explore a number of sentencing questions:
 - What is the net effect of gender on sentence severity?
 - To what extent does sentence severity reflect crime seriousness, i.e., to what extent is the principle of proportionality present in sentencing?

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- National Centre Research Methods (Early Career Strand)
 - Investigating how to model different disposal types simultaneously
 - The generation of a new scale of severity
 - The development of a new Bayesian framework to model severity data
 - An application looking at the impact of the guidelines on severity



Getting Funding

- Similarities

- Both grants had a strong impact component
- Both of them were endorsed by the Sentencing Council

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- Similarities

- Both grants had a strong impact component
- Both of them were endorsed by the Sentencing Council

- Differences

- The reviewers of our SDAI mentioned that the involvement of the Council was not clear from the generic letter of endorsement
- The second proposal got a much more specific letter explaining how the project dealt with a research priority of the Council

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Getting Funding

- Similarities

- Both grants had a strong impact component
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- Differences

- The reviewers of our SDAI mentioned that the involvement of the Council was not clear from the generic letter of endorsement
- The second proposal got a much more specific letter explaining how the project dealt with a research priority of the Council
- We showed how the Council was actively involved:
 - Participated in the design of the proposal
 - Participated in quarterly meetings
 - Provided feedback to drafts before being published
 - Provided the data for the analysis

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- For the next REF I will try to demonstrate the following impact:
 - The Council is employing some of the models we have suggested to assess changes in consistency
 - Is adopting the scale of severity that we have developed
 - Accepted to share their dataset in their original format
 - Getting the Scottish Sentencing Council, and possibly some other Councils or Commissions to consider adopting these tools

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 - Is adopting the scale of severity that we have developed
 - Accepted to share their dataset in their original format
 - Getting the Scottish Sentencing Council, and possibly some other Councils or Commissions to consider adopting these tools
- When it comes to demonstrate any of the above the role of the Council will be key
 - A good letter specifying how the research has been used can work wonders
 - Much like for the case of a good endorsement letter for a research proposal

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Other Funding Opportunities Where Impact Is Key

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- ESRC standard grants
 - Strong emphasis on policy
 - ‘Influencing Behaviour and Informing Interventions’ used to be a Strategic Priority
- The Nuffield Foundation
 - ‘Justice’ being one of their three strands
- Research commissioned by the Council
 - A ‘slam dunk’ opportunity to achieve impact
 - Perhaps the Council could create their own funding stream



Conclusion

- Competition for *funding* is fierce
- *Impact* is hard to demonstrate

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- Competition for *funding* is fierce
- *Impact* is hard to demonstrate
- We have a better chance at getting one of the above by aiming at both
- Doing research on the guidelines offers a great opportunity to achieve both

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- Competition for *funding* is fierce
- *Impact* is hard to demonstrate
- We have a better chance at getting one of the above by aiming at both
- Doing research on the guidelines offers a great opportunity to achieve both
- It is an activity where we both win:
 - The Council gets research done in areas of their interest for free
 - We (academics) get to ‘climb the ladder’, plus it is extremely rewarding to see that your work is having an impact