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| Reflection and Asset Mapping Template |

Following session 2, we encourage you to reflect on the identified gaps, institutional needs, and response strategy (see session 1); and identify your personal, professional, and institutional assets that can be highlighted in your proposals. This reflective exercise will aid in creating a robust proposal and align your goals with your institution's strategic objectives.

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| To fully leverage your and your institution's capabilities in your proposal, take a moment to reflect on the following questions: |
| * What specific gaps in research have you identified? What are the primary gaps or challenges that your institution is facing?

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| * What unique resources or assets does your institution possess that you can leverage to strengthen your proposal writing, submission, and implementation plan?

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| * In what ways can your personal and professional skills support your capacity to develop a strong proposal and implement a funded project? What are the skills, experiences, and competencies of the project team? What are their roles?

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## Response Strategy Plan

After identifying your institution's gaps and assets, the next step is to formulate a Response Strategy Plan. A clear and well-structured strategy can increase the persuasiveness of your proposal by demonstrating a thoughtful approach and the ability to deliver results.

This should encompass:

* Specific objectives that your proposal aims to achieve.
* A detailed plan of how you intend to use your institution's assets to demonstrate readiness and capacity to perform the proposed work.
* How you will leverage your professional experience and networks to enhance the proposal's impact.
* Timelines for the implementation of various activities and initiatives.
* Methods for monitoring progress and measuring success.

Exhibit 1. Aligning Your Response Strategy to Existing Gaps, Institutional Needs, and Assets

| Needs(What specific gaps in research is your work seeking to address? What are the institutional needs you can address with this proposal?) | Assets(List your existing assets, e.g., personal skills, project team, professional experience, program offering, physical assets, financial resources, facilities, networks and partnerships, cultural & community assets) | Response Strategy(How will these assets enhance your proposal development and/or your capacity to implement a funded project) |
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