

**THE INSTITUTE FOR TRANSLATIONAL MEDICINE AND THERAPEUTICS (ITMAT), and
PENN MEDICINE'S FACULTY AFFAIRS AND PROFESSIONAL DEVELOPMENT (FAPD), and
OFFICE OF RESEARCH PROGRAM DEVELOPMENT
INVITE YOU TO THE**

**Symposium for Early Investigators
Friday, December 11, 2009**

8:30 – 4:00

**Location: BRB II/III Auditorium and Lobby
421 Curie Boulevard, Philadelphia**

Agenda:

8:30 Registration (BRB Mezzanine)

9:30 - Noon: Breakout Sessions

Session 1 (9:30AM – 10:30 AM) Choose 3 in order of preference

Alternative Funding Strategies and the Power of Fundraising

John Q. Trojanowski, MD, PhD, Center for Neurodegenerative Disease Research HUP

This presentation will discuss strategies for obtaining funding from foundations, philanthropic individuals, and for-profit entities. Most important in reaching out to these alternative sources of funding is being able to make a compelling case for support of your research in straightforward language that is accessible to the non-specialist. This will be illustrated by examples and with a brief 8 min video.

Writing a Non-profit Grant Application

Panelists (chair) Lisa J. Bain, PhD, Senior Foundations and Corporate Relations Officer, The Wistar Institute

Benjamin S. Abella, MD, MPhil, Assistant Professor of Emergency Medicine, Penn Medicine

There are a wide range of grant funding opportunities through non-profit organizations, and these serve as an important starting point for many young investigators who are trying to establish research programs. Often these funding sources are less well understood or publicized than Federal grant offerings. We will discuss our experiences in successfully obtaining funding from non-profit entities. Two of the most important aspects of writing a foundation grant application are to 1) know what the foundation is looking for, and 2) understand who will be evaluating your proposal. After that, you must do the same things you do in writing any grant proposal: be concise, clear, and develop your proposal in a logical manner.

Productive Relations with Industry

Panelists (chair) Daniel Rader, MD, Professor of Medicine, Pharmacology, Edward S. Cooper, M.D./Norman Roosevelt and Elizabeth Meriwether McLure Professor, Associate Director, Institute for Translational Medicine and Therapeutics

Gary Herman, MD, Vice President Clinical Research and Early Development Leader, Merck & Co.

How do investigators in academia and industry interact? What grant funding opportunities are available through commercial sources, and how can young investigators establish cooperative research programs? How can one translate their research conducted in an academic setting to a drug that is commercially available? What job opportunities are available in industry for young investigators? The session chairs will provide their experiences and advice on these topics and answer your questions about productive relations with industry.

How to Successfully Negotiate a Job

Panelists: (chair) Lawrence (Skip) Brass, MD, PhD, Professor of Medicine and Pharmacology Associate Dean for Combined Degree and Physician Scholars Programs Director, Medical Scientist Training Program Francisco Gonzalez-Scarano, MD, Professor and Chair Department of Neurology Roger Greenberg, MD, PhD, Assistant Professor Department of Cancer Biology Aimee Payne, MD, PhD, Assistant Professor Department of Dermatology

You have worked hard and earned a doctorate or two. Now you may be a clinical fellow or a postdoc, trying to cross that bridge to independence. What awaits on the other side? Are there jobs? How do you make sure that you land where you want to be? How do you increase the likelihood that the job you get will be the job you want? How do you identify an environment that contributes to your success and avoid potholes? The panel for this session includes two people who have been through the job market recently, one person who hires and fires, and one who has advised lots of future faculty members how to avoid crashing and burning. Come spend an hour with us. Bring your questions.

How to Navigate Research Resources at Penn

Panelists: (chair) Emma Meagher, MD, Associate Professor of Medicine Kurt Barnhart, Associate Professor of Medicine Ian Blair, A. N. Richards Professor of Pharmacology, Scientific Director Proteomics and Systems Biology Facility. Jim Eberwine, Elmer Holmes Bobst Professor of Pharmacology

This session will provide information on how to avail yourself of resources at Penn that will enhance your ability to function effectively as a researcher at Penn. It will address commonly asked questions – Is there help available for grant submission? What research cores are available to me and how do I access them? How do I write a budget? How do I navigate the IRB? What do I need to do get a contract approved? How do I apply for an IND/IDE? What statistical support is available to me? What is the CTRC and how would it help me accomplish my research objectives? How do you deal with Conflict of Interest issues related to your work and grant submission? What are some of the internal PENN funding opportunities? How do I get students/post-docs onto training grants?

Writing a NIH Grant Application

Panelists: (chair) Ellen Puré, PhD, Professor and Associate Vice President of Academic Affairs, Wistar Institute

Raquel E. Gur, MD, PhD, Professor, Department of Psychiatry, School of Medicine

Garret A. FitzGerald, MD, Professor of Medicine and Pharmacology, McNeil Professor in Translational Medicine and Therapeutics, Associate Dean for Translational Research, Chair Department of Pharmacology, Director, Institute for Translational Medicine & Therapeutics

Mitchell D. Schnall, MD, PhD, Matthew J. Wilson Professor of Research Radiology

This workshop will focus on NIH grant writing strategies including:

Through which grant mechanism you should apply: K awards, R21, RO1s

What about program projects and other multi-investigator awards?

How much should you ask for and for what?

The role of NIH program administrators.

How do you steer your grant to the right study section and Institute?

Key elements of the research plan: Title; abstract; what and how much preliminary data you need; research plan- new 2010 format: Emphasis on Research Strategy, Significance, Innovation and Approach

How your grant will be reviewed and funding decisions made: New scoring system; How to interpret the critiques and address them if you must resubmit.

Session 2 (10:45 – 11:45 AM) Choose 3 in order of preference

Health Services Research

Panelists: (chair) Kevin Volpp, MD, PhD, Staff Physician, CHERP, Philadelphia VA Medical Center, Director, Center for Health Incentives, Leonard Davis Institute of Health Economics,

Associate Professor, University of Pennsylvania School of Medicine and the Wharton School

Daniel E. Polsky, PhD, Professor of Medicine, Director of Research, Leonard Davis Institute of Health Economics, Research Associate, Population Studies Center, Core Faculty, Center for Health

Associate Scholar, Center for Clinical Epidemiology and Biostatistics, Core Faculty, Center for Health

Equity Research and Promotion, Core Faculty, Graduate Program in Public Health Studies, Professor of

Health Care Management, The Wharton School

Investigators in Health Services Research face unique challenges. What does it take to be successful in this field? The session leaders will share their experiences and answer your specific questions.

What is the Grant Review Process?

Panelists: (chair) Gary A. Koretzky, MD, PhD, Leonard Jarret Professor of Pathology and Laboratory Medicine, Vice Chair for Research and Chief Scientific Officer, Department of Medicine

Terri M. Laufer, MD, Associate Professor, Department of Medicine

This session will focus on what happens to your grant after it is submitted to the NIH.

How is the NIH organized? How is my grant assigned to a study section? How can I find out the status of the review? What happens at the study section? What are the criteria for evaluating grants? What does the score mean? How and when is the funding decision made?

Productive Relations with Industry

Panelists: (chair) David Margolis MD PhD, Professor of Dermatology and Epidemiology, Chair of the Conflict of Interest Standing Committee

Rosemary Mazanet MD PhD, Board of Trustees School of Medicine

Dr. Mazanet has extensive clinical research and executive management experience in the biotechnology and pharmaceutical industry. In this session, we will discuss reasons why industry partners with academic investigators. The issues pertinent to these relationships include generation of intellectual property, generation of preclinical data, design of clinical trials, enrollment and execution of protocols, the leverage of academic credibility, and the training of key opinion leaders. We will focus discussion on how to avoid pitfalls and have mutually fair and responsible scientific collaborations.

How to Successfully Negotiate a Job (see description for Session 1)

How to Navigate Research Resources at Penn (see description for Session 1)

Writing a NIH Grant Application (see description for Session 1)

Noon - 2pm: Lunch and Poster Session (BRB Lobby)

2:00-4:00: Afternoon Speakers (BRB Auditorium)

2:00 Welcome: Garret A. FitzGerald, MD, Director, ITMAT,
Chair, Department of Pharmacology

2:10 Welcome: Glen N. Gaulton, PhD, Executive Vice Dean and Chief Scientific Officer
Professor, Department of Pathology and Laboratory Medicine
University of Pennsylvania Health System

2:20 **An overview of NIH Training and Career Development Programs**

Recent policies and peer review enhancement at NIH

Henry Khachaturian, PhD
NIH Extramural Program Policy Officer

2:50 Discussion

3:00 **Keynote Scientific Address**

Oxygen Sensing and Human Disease

Gregg Semenza, MD, PhD
Professor, Department of Pediatrics, Medicine, Oncology & Radiation Oncology, The Johns
Hopkins University

3:45 Discussion

REGISTRATION LINK:

<https://regstg.com/Registration/Registration.aspx?rid=91a5cdbf-9f8e-474a-a59c-6777f5e8afb8>