7 Habits of Excellent Work with Grantees

Habit 1: **Respond** in a timely and courteous manner to all grantees and potential grantees.

Habit 2: **Show curiosity** about a grantee’s whole organization, not only the parts that relate to your strategy and goals.

Habit 3: **Set time and process expectations.** Make your expectations and commitments explicit when inviting a proposal and throughout the lifecycle of each grant.

Habit 4: **Results matter.** Have a conversation with each grantee about how they plan to measure results from the grant.

Habit 5: **Flexible and true cost funding.** Provide flexible, multi-year support where possible. When making project grants, understand and support the true costs of the work.

Habit 6: **Be clear and consistent about strategy and criteria for decision-making** in verbal and written communications with grantees.

Habit 7: **Listen as much as you talk** in conversations with grantees.

More information about the Seven Habits of Excellent Work with Grantees is available at hewlett.org

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SEVEN HABITS OF EXCELLENT WORK WITH GRANTEES: A SNAPSHOT

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