

## **Session #4 – Data Storytelling and Fundraising – Post-Workshop Q&A session questions**

### **1. How to navigate internal "push back" with ideas and proposals?**

Navigating “push back” involves effective communication and relationship building.

Here are some recommendations:

- Engage in open dialogues to understand the root of the push back. Are there concerns about feasibility, resources, or alignment with organizational goals?
- Clearly communicate the value and potential impact of your ideas, backing them up with data-driven insights and compelling stories.
- Seek support from influential advocates within your organization who believe in your ideas and can help champion them.
- Be open to feedback and willing to iterate on your proposals based on constructive input from others.
- Demonstrate how your ideas align with the organization's mission, goals, and strategic priorities to gain buy-in.
- Involve key stakeholders early in the process. Collaborative efforts can reduce resistance as people feel ownership over the idea. Use feedback loops to refine your proposals, ensuring they address any legitimate concerns raised.
- Demonstrate quick wins. Implementing smaller, pilot projects that show tangible benefits can help build confidence and support for larger initiatives. This incremental approach can gradually reduce resistance.

### **2. What is the best way to obtain funding from organizations you've previously received funding from? How long should you wait to reapply to the same foundation you've received funding from?**

- Maintain strong relationships with previous funders by regularly updating them on the progress and impact of the projects they supported.
- Share success stories, testimonials, and data-driven results to demonstrate the effectiveness of your initiatives and the responsible use of their funds.
- When considering reapplying, review the funder's guidelines and preferences regarding reapplication timelines. Some funders may have specific requirements or recommendations.
- Generally, it's advisable to wait at least one grant cycle before reapplying to the same foundation. This allows time for you to demonstrate the impact of

their previous funding and for the foundation to allocate resources to other organizations.

- Before reapplying, reach out to the foundation to express your interest, provide updates on your progress, and seek their guidance on the best time to submit a new proposal.

### 3. Where do you find the technology to impact stories?

Go to [the NNED Share website](#) and on Session #2, under Resources, download the [Data Visualization Design Process Guide](#). In that guide, you'll find a list of Data Visualization Software.

### 4. Is there a way to link organizations to volunteers/people who might assist them in using data, selecting the right data points to tell their stories?

Yes, there are several ways to connect organizations with volunteers or professionals who can assist them in using data effectively and selecting the right data points to tell their stories. Here are a few options:

- **University partnerships:** Non-profits can collaborate with universities to engage students and faculty in data-related projects. Many universities have data science programs or clubs that are interested in working on real-world projects with social impact.
- **Volunteer matching platforms:** Websites like VolunteerMatch.org, Idealist.org, and Catchafire.org help connect organizations with skilled volunteers, including those with data analysis and visualization expertise.
- **School of Information at University of Michigan:** UMSI students work directly with organizations on a project related to user experience research/design, data analysis, library/archival, social media, and community engagement. Organizations from all industries and sectors are invited to propose information-based projects for students to work on through capstone projects, client-based courses and co-curricular programs. You can find more information here <https://www.si.umich.edu/host-student-project>
- **LinkedIn:** Use LinkedIn to search for data analysts, storytellers, and other professionals who might be interested in volunteering their time. Joining and posting in relevant groups can also help.