

Grant seeking - the first step in knowledge production - has been an indispensable part of academic life, yet a challenging task for neophyte as well as veteran scholars. We are always curious about how grant winners compose their abstracts, cite previous work, present their proposed study, and negotiate with gate-keepers behind the scene. Building upon ethnographic data and a large corpus of authentic research grant proposals and grant reviews, this book intends to demystify the grant seeking activity. It is an invaluable resource for grant agencies, grant reviewers and grant writers, particularly novice grant writers and/or non-native English writers. Discourses and Tales of Grant-Seeking Activity is however more than a resource book. It is one of the few studies that draw upon two genre theories, encompass both quantitative and qualitative research approaches, and unite an exploration of macro-level recurrences in discursive activity and micro-level examinations of individual writers's agency, positioning, negotiation and identity construction. It enhances our understanding of the development of professional expertise in academia and thus will be of interest to researchers in the fields of academic writing, genre analysis and Language for Specific Purposes (LSP).

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