Concept Development

1. What does the community college need that will be addressed in your proposal?
   Answering this question develops the *need statement* component of a proposal.

2. What would an improved community college program or services situation look like?
   Answering this question develops the *objectives* component of a proposal.

3. What can Southwestern College do to improve the situation?
   Answering this question develops the *methods* component of a proposal.

4. How will it be determined that the project has succeeded?
   Answering this question develops the *evaluation* of a proposal.

5. How much will the project cost?
   Answering this question develops the *budget* component of a proposal.

6. How will the project be funded in the future?
   Answering this question develops the *future funding/sustainability* component of a proposal.