

HOSPITAL GRANT FUNDING GUIDE

Grant Funding Guide & Application Language Toolkit

Supporting hospital-led funding requests for
communication training after adverse events

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Purpose

This guide helps hospitals explore whether an applicable federal, state, foundation, workforce-development, patient-safety, or quality-improvement grant may support The Orsini Way® communication programs. The hospital—not The Orsini Way—is the grant applicant and is responsible for identifying the funding opportunity, confirming eligibility and allowable costs, and submitting and administering the award.

When budget is the barrier

Hospitals may have a clear need for stronger communication after an adverse event but lack an available operating-budget line for enterprise training. When that happens, the organization's grants, foundation, quality, patient-safety, risk, workforce-development, or professional-development teams may be able to pursue external funding that permits contracted training services.

The Orsini Way can support a hospital-led application by providing program descriptions, learning objectives, delivery options, implementation timelines, pricing, vendor qualifications, and other reasonable supporting documentation. The Orsini Way does not identify or guarantee funding, determine a hospital's eligibility, write or submit the application, or administer the grant.

Why this matters now: the CMS Patient Safety Structural Measure

The CMS Patient Safety Structural Measure (PSSM) is an annual attestation measure for hospitals participating in the Hospital Inpatient Quality Reporting (IQR) Program and the Prospective Payment System-Exempt Cancer Hospital Quality Reporting (PCHQR) Program. It evaluates hospital structures and practices across five patient-safety domains. Hospitals respond to five statements within each domain, and affirmative attestation to every statement is required to earn the point for that domain.

Communication education and communication-and-resolution practices appear in several parts of the measure:

Relevant PSSM area	Connection to communication training
Domain 2: Strategic Planning & Organizational Policy	Statement D addresses implementation of a patient-safety curriculum and competencies for clinical and non-clinical staff, regular competency assessment, and action plans for advancing safety skills and behaviors. The CMS attestation guide identifies AHRQ CANDOR among examples of relevant training and competencies.
Domain 3: Culture of Safety & Learning Health System	Statement D identifies team communication and collaboration training of staff as one of the listed high-reliability practices.
Domain 4: Accountability & Transparency	Statement D addresses a defined, evidence-based communication and resolution program reliably implemented after harm events. Required program elements include open and ongoing communication with patients and families, together with event identification, investigation and learning, caregiver support, reconciliation, and patient-family engagement.

The Appropriate Claim

Mastering Medical Error Disclosure and related Orsini Way instruction can support the communication-training and skill-development components of a hospital's broader patient-safety and communication-and-resolution infrastructure. The programs do not establish every structure, process, measure, or operational element required for a hospital to attest affirmatively to the PSSM, and The Orsini Way does not determine or certify CMS compliance.

Programs that may fit a funded initiative

Program	Primary Purpose	Potential role in a hospital initiative
Mastering Medical Error Disclosure	Scalable, asynchronous preparation for honest, compassionate communication following an adverse event.	Creates a consistent foundation across a broad clinical audience and may be paired with live application and assessment
Breaking Bad News®	Experiential instruction for difficult, high-stakes conversations using The Orsini Way's communication framework.	Builds applied communication capability for selected clinicians, leaders, safety champions, or other priority cohorts.
Live workshops and simulation	Facilitated practice, case discussion, role-play, feedback, and reinforcement.	Deepens skill development for teams with responsibility for disclosure, resolution, coaching, or implementation.

Funding categories to explore

The most relevant categories will depend on the specific notice of funding opportunity, the applicant's legal status, the proposed population, and the grant period. Hospital teams may wish to review opportunities related to:

- Patient safety, quality improvement, and quality infrastructure
- Health workforce training, well-being, resilience, and retention
- Professional development, continuing education, and simulation
- Medical liability, risk reduction, and communication-and-resolution initiatives
- Rural health, health-system transformation, or workforce capacity building
- Hospital foundation, community-benefit, insurer, captive, or philanthropic priorities

Important

A broad thematic fit does not make a cost automatically allowable. The hospital must review the current funding notice, award terms, procurement rules, budget categories, indirect-cost treatment, and any prior-approval requirements before including The Orsini Way in an application.

Start here: grant search links

Funding opportunities change throughout the year. The links below provide current, searchable listings rather than a static list that may quickly expire.

Search resource	How to use it	Direct link
Grants.gov / Simpler. Grants.gov	Search current and forecasted federal opportunities; filter by Health, applicant eligibility, and closing date.	https://simpler.grants.gov/search?refresh=true
AHRQ Funding and Implementation Opportunities	Review patient-safety funding and implementation opportunities assembled by the Agency for Healthcare Research and Quality.	https://www.ahrq.gov/action-alliance/funding-opportunities/index.html
AHRQ Funding & Grants	Review AHRQ funding announcements, policies, and grant resources.	https://www.ahrq.gov/funding/index.html
HRSA Find Grant Funding	Search Health Resources and Services Administration opportunities, including health-workforce programs.	https://www.hrsa.gov/grants/find-funding
HRSA Health Workforce Grants	Review open and forecasted Bureau of Health Workforce opportunities.	https://bhw.hrsa.gov/funding/apply-health-workforce-grant

Suggested Search Terms

- patient safety
- communication and resolution
- clinician communication
- workforce training
- health workforce resilience
- professional development
- adverse event
- quality improvement
- simulation
- rural health

Grant application quick-start

This toolkit is designed to make the application process as straightforward as possible. The hospital identifies an appropriate funding opportunity, adds its institution-specific information, and uses the ready-to-customize language in the following sections for questions related to The Orsini Way® and the proposed communication-training program.

1. Find a potential funding opportunity

Search Grants.gov and relevant state, hospital-association, health-foundation, insurer, captive, workforce, patient-safety, or philanthropic sources. Helpful search terms may include patient safety, workforce training, clinician well-being, quality improvement, communication training, simulation, adverse events, and rural health.

2. Confirm one key point

Check that the opportunity permits external training, contracted services, professional development, licensing, simulation, or another budget category that could cover the proposed program.

3. Copy the applicable language

Use the project narrative, optional CMS paragraph, budget justification, objectives, evaluation measures, and scope language provided in this guide. Retain only the sections relevant to the application.

4. Complete the bracketed information

Add the hospital name, target audience, number of learners, requested amount, project dates, selected delivery options, institutional goals, and any information required by the funder.

5. Request final program details

Send The Orsini Way the funding opportunity, deadline, anticipated number of learners, and preferred delivery model. The Orsini Way can provide current pricing, a tailored scope, implementation timeline, vendor qualifications, and a letter of support when appropriate.

6. Complete and submit

The hospital adds its organizational, financial, compliance, and project-specific information and submits the completed application through its usual approval process.

Suggested project framework

Hospitals can scale the project to the grant, the target population, and operational constraints. A tiered model may include:

1. Digital foundation

Mastering Medical Error Disclosure for the defined clinical audience, delivered asynchronously to establish shared language, principles, and foundational communication practices.

2. Live application

Virtual or in-person workshops for designated groups to examine cases, apply the framework, and align communication practices with hospital policies and governance.

3. Advanced practice

High-fidelity role-play or simulation for selected disclosure leaders, safety champions, coaches, or super users, with facilitated feedback and skill reinforcement.

Customizable grant narrative

COPY, PASTE, AND CUSTOMIZE

The following language is a starting point for the hospital's grant team. Bracketed text must be revised to match the specific funding opportunity, approved project design, institutional policies, and proposed budget.

[Hospital Name] proposes to strengthen clinician communication following adverse events by contracting with The Orsini Way® for a scalable communication-training initiative centered on Mastering Medical Error Disclosure. The project will address a practical implementation need: clinicians may understand the institutional expectation for timely, transparent, and compassionate communication while still lacking structured preparation for the difficult conversation itself.

The proposed training will provide [target audience] with a consistent, evidence-informed approach to communicating after an adverse event. Depending on the final scope and available funding, the project may combine asynchronous digital education with live workshops and advanced simulation for selected disclosure leaders or safety champions. This tiered design allows [Hospital Name] to extend a common foundation across the organization while concentrating higher-intensity practice where it can best support implementation.

The Orsini Way will serve as an external professional-development and communication-training vendor. Grant funds are requested for [digital licenses / facilitation / workshops / simulation / professional fees / approved travel / evaluation support—retain only allowable items]. The engagement will focus on interpersonal communication, empathy, language, presence, and the management of difficult dialogue. All clinical protocols, event review, root-cause analysis, disclosure authorization, legal guidance, reporting obligations, and institutional patient-safety operations will remain under the governance of [Hospital Name].

The project is intended to support [insert funding opportunity objective], strengthen workforce readiness for high-stakes conversations, and reinforce the communication components of [Hospital Name]'s broader patient-safety and communication-and-resolution efforts. [Hospital Name] will evaluate the initiative using measures appropriate to the grant, which may include participation and completion, learner confidence, knowledge or skill assessment, observed performance, implementation indicators, and other approved organizational measures

Optional CMS-focused paragraph for the application

USE ONLY WHEN RELEVANT TO THE SELECTED GRANT

[Hospital Name] is undertaking this project as one component of its broader patient-safety infrastructure and preparation related to the CMS Patient Safety Structural Measure. The proposed education supports clinician communication skills relevant to patient-safety curriculum and competencies, team communication and collaboration, and the open and ongoing communication component of an evidence-based communication and resolution program after harm events. The training does not independently fulfill the Patient Safety Structural Measure; [Hospital Name] will retain responsibility for all additional policies, processes, program elements, performance measures, governance, and attestation decisions required by CMS.

Customizable budget justification

BUDGET NARRATIVE

[Hospital Name] requests \$[amount] for contracted communication-training services provided by The Orsini Way®. Costs will support [number] learner licenses for the Mastering Medical Error Disclosure digital program and [describe any live workshops, facilitated sessions, simulation activities, travel, or evaluation deliverables included in the approved scope].

The proposed delivery model is designed to provide consistent foundational education to [target audience] while using live or simulation-based instruction selectively for [priority cohort]. This approach supports broad reach, flexible scheduling, and focused use of higher-intensity instructional resources. The final budget will be based on the vendor's written scope and pricing and will include only costs permitted by the applicable funding opportunity and [Hospital Name] policies.

Suggested project objectives

- Standardize foundational communication practices for clinicians who may participate in conversations following an adverse event.
- Increase learner knowledge, preparedness, and confidence related to honest, compassionate disclosure communication.
- Provide advanced practice and feedback for designated disclosure leaders, safety champions, or coaches.
- Support the communication component of the hospital's broader patient-safety and communication-and-resolution infrastructure.
- Create a documented education and evaluation process aligned with the selected grant's goals and reporting requirements.

Potential evaluation measures

The hospital should select measures that are feasible, appropriate to the funding notice, and supported by its evaluation plan. Options may include:

Measure area	Illustrative indicators
Participation	Enrollment, attendance, and program completion
Learning	Pre- and post-training knowledge, confidence, and preparedness
Learner feedback	Course evaluations, perceived relevance, and readiness to apply the communication framework
Skill development, when included	Participation in role-play or simulation and facilitator feedback
Organizational outcomes	Only when methodologically appropriate: selected experience, workforce, risk, or process indicators tracked by the hospital

Avoid Overpromising

Applications should not state that training alone will reduce malpractice claims, improve HCAHPS scores, prevent burnout, or satisfy a CMS measure unless the hospital has a defensible evaluation design and the statement is accurate for the specific program and funding opportunity.

Scope and governance clarification

- **Communication training only.** The Orsini Way provides professional development focused on communication behavior, language, empathy, presence, and difficult-conversation management.
- **No medical or clinical services.** The programs do not provide medical advice, clinical education, diagnosis, treatment, supervision, credentialing, or direction regarding the standard of care. The Orsini Way does not control or assume responsibility for any clinician's medical judgment, clinical conduct, communication, or actions before, during, or after training.
- **No prevention or outcome guarantee.** Training does not guarantee that medical errors, adverse events, communication failures, claims, regulatory findings, or other outcomes will be prevented. Participation or completion does not certify clinical competence or ensure that an individual will apply the material correctly.
- **Hospital governance remains controlling.** The hospital retains responsibility for clinical care, patient-safety systems, event investigation, root-cause analysis, disclosure decisions, legal and regulatory compliance, policies, reporting, credentialing, and quality oversight.
- **Grant responsibility remains with the hospital.** The hospital is responsible for funding-opportunity selection, eligibility, application content, certifications, procurement, award administration, allowability, documentation, reporting, and audit compliance.
- **No funding guarantee.** The Orsini Way does not represent that a particular hospital, project, or expense will qualify for funding or that an application will receive an award.

Contractual Protection

This guide describes program scope but is not a substitute for the parties' definitive agreement. Each engagement should remain subject to The Orsini Way's counsel-approved terms, including appropriate disclaimers, limitations of liability, allocation of responsibility, insurance requirements, and indemnification provisions. If a grant application or award term conflicts with those terms, the conflict should be resolved before services begin.

Materials The Orsini Way can provide

- Program overview and learning objectives
- Proposed scope of work and implementation schedule
- Current pricing and budget detail
- Delivery options and audience recommendations
- Vendor qualifications and program background
- Reasonable supporting documentation or a letter of support, when appropriate

Reference framework

Hospitals may find the following public resources useful when developing the institutional rationale for a communication-training initiative. Each application should cite the current source documents required by the selected funding opportunity.

- **AHRQ Communication and Optimal Resolution (CANDOR) Toolkit:** <https://www.ahrq.gov/patient-safety/settings/hospital/candor/index.html>
- **CMS Patient Safety Structural Measure resources and specifications:** <https://qualitynet.cms.gov/inpatient/iqr/measures>
- **CMS Patient Safety Structural Measure annual training:** https://www.cdc.gov/nhsn/pdfs/training/2026/Patient-Safety-Structural-Measure_508c.pdf
- **HRSA Health Workforce Resiliency Training program information:** <https://bhw.hrsa.gov/programs/health-workforce-resiliency-training>
- **Grants.gov opportunity search:** <https://www.grants.gov/search-grants>