

EUROPEAN PROJECT PROPOSAL DEVELOPMENT TRAINING FOR HORIZON 2020

📅 24th - 25th March 2016

📍 Solvay Brussels School of Economics and Management, Brussels

Register now

Course Overview

The European Union will invest almost €16 billion in research and innovation in the next two years under Horizon 2020, the EU's research and innovation funding scheme, following a new Work Programme for 2016-17 adopted in October 2015. The Horizon 2020 programme target is to remain Europe leading in strategic science, to master societal challenges (e.g. environment, health) and to sustain industrial leadership (e.g. eco-mobility infrastructure, factory of the future). The involvement of Small and Medium-sized Enterprises (SMEs) is given a key attention to carry out innovation and through this creating and sustain employment.

Getting up to speed with the latest developments and the previous results and funding priorities for new H2020 calls will improve your chances tremendously to be included in projects running for the whole period till 2020.

You will be **trained, advised and coached on how to participate in the open upcoming calls** based on the new Work Programmes and intensive consultations with the relevant officials. This challenging two-day programme is designed for professionals seeking excellence in the EU project development and proposal writing. Furthermore, it will offer effective strategies and tools to those who wish to take part as partners in H2020 projects.

The program develops competencies and skills for initiating and implementing projects satisfying the highest quality criteria and understanding stakeholder issues that enable high impact and sustainability. We shall be building the capacity of project leaders to put in practice the most advanced methodologies for EU project management and leadership from project idea to follow-up.

Experiential learning environment encourages active interplay between conceptual frameworks and their implementation in complex real-world settings. Focusing on new EU funding opportunities we shall examine full project development process identifying key variables for success at each stage and providing irreplaceable insights into best practices;

Due to new political realities, migrants and energy crises, policy changes for the Balkans, Russia and Mediterranean countries, participants will be provided with the exerts guidance for the newly emerging funding and intervention opportunities.

You will benefit from analysis of specific calls for proposals performed by the leading EU authorities, the best partners to establish an international consortium, consensus-driven discussions to define project outline, proposal writing by experienced experts or insight to the EC evaluation criteria from experienced evaluators. As an added value training is based on practical work on participants concrete project proposals under supervision of leading EU experts, interconnecting initiatives that may reinforce each-other.



Course Programme

DAY 1 - 24TH MARCH 2016

08:30 – 09:00 Registration of participants

09:00 – 10:00

WELCOME SPEECH AND PANEL DISCUSSION

about new funding priorities and new political realities

Mrs Tania Friederichs, Dr. Renzo Tomellini, Dr Andrea Moggi, Mr Andrej Grebenc, and guest speakers

10:00 – 10:30

INTRODUCTION – EXPECTATION OF THE EUROPEAN COMMISSION

Getting to know the latest changes, challenges and obstacles on the path to EU funds

10:30 – 11:15

EU PROGRAMME FOR RESEARCH AND INNOVATION – HORIZON 2020

Guidance notes to get into H2020 different thematic fields focused on new calls, based on participant's interests and successful experiences from the beginning of the programme

11:15 – 11:30 Coffee break

11:30 – 12:15

H2020 CALL ANALYSIS WORKSHOP

Exercise: Finding topics and calls for proposals

Exercise: Call analysis, understanding expectations of the EC

Exercise: Understanding adequate evaluation criteria for different H2020's types of actions

12:15 – 13:00 Snack break

13:00 – 14:00

PROJECT DEVELOPMENT TOOLS

The entire process of proposal preparation

Masters tools for project design

Workshop: Designing project proposal WBS in line with evaluation criteria

Practical tips and advices for proposal preparation

14:00 – 14:15 Coffee break

14:15 – 15:45

PARTNER SEARCH AND PROFILE DEVELOPMENT

Exercises: Develop your profile, practical guide to profile development

Exercises: How to reach the right attention, practical guide to find the right consortium

15:45 – 16:00

DISCUSSION WITH LECTURERS

DAY 2 - 25TH MARCH 2016

08:30 – 09:00 Registration of participants

09:00 – 10:00

PRACTICAL ANALYSIS OF PARTICIPANTS PROJECT INITIATIVES

Analysis of participant's profiles, project concepts or proposal texts

Expert's evaluation of ongoing project initiatives

10:00 – 11:45

WORKSHOP – WRITING OF IMPACT

What is Impact, why is important and how it is evaluated

How to write Impact, key factors for excellent Impact

Workshop: Writing sections on Excellence and Impact

11:45 – 12:00 Coffee break

12:00 – 13:00

EXCELLENCE IN PROJECT PROPOSAL WRITING H2020

The philosophy of writing successful EU projects;

Learning how to be competitive; the most advanced tools for success in proposal writing

Providing evidence; How to make the project easy to read and how to impress the evaluators

13:00 – 13:30 Snack break

13:30 – 14:30

WORKSHOP – PROJECT PROPOSAL EVALUATION

Example of the successful project proposal

Exercise: Evaluation of already submitted H2020 project proposals; analysis of project proposals; why has EC given money to one project proposal and rejected another one

14:40 – 14:45 Coffee break

14:45 – 15:45

COACHING SESSION

Practical advices from the authorities concerning participant's concrete project initiatives.

Individual and group coaching in project design or consortium creation.

Refining participant's action plans.

15:45 – 16:00

COURSE SUMMARY AND DISCUSSION



Speakers

TANIA FRIEDERICHS

Policy officer for research and innovation relations with the Western Balkans and Turkey at the European Commission's Directorate-General for Research and Innovation, in Brussels.

DR. RENO TOMELLINI

Head of Unit for Strategy in Directorate for Climate action and resource efficiency. He teaches knowledge management and currently is lecturer in "Management of Enterprises in the European Union" at the University of Bergamo, Faculty of Economics.

DR. ANDREJ GREBENC

He is working at EU Commission for over a decade, involved in FP7 projects since the start of the programme in 2007, participated in preparation of new EU programme for research and innovation H2020, FP7 and Horizon 2020 Programme Management.

BOŠKO NEKTARIJEVIĆ

Senior Expert for the EU funding programmes, providing support and training to EU project leaders since 2002 in project leadership, cross-cultural negotiations, project development and proposal writing.

DR. ANDREA MOGNI

He specialized in International trade at the Rome University and international Financial Management at the MIT – Boston (Sloan programme). He has lectured in Italian and American Colleges and Universities, including UCLA and W. Virginia State.

PROF. DR. STEVE QUARRIE

He has given training courses for the past 10 years on aspects of generic scientific research skills on 2-3 day courses attended by over 1500 participants in Serbia and Europe, and took part in regular BSN training courses for EU projects and proposals.

YOUR MAJOR BENEFIT OF THIS 2-DAY INTENSIVE TRAINING?

Master the logic and structure of Horizon 2020, the techniques of project planning and the role of partners in an Horizon 2020 consortium. Design a convincing and consistent proposal exceeding the requirements of the European Commission and impressing evaluators.

WHO SHOULD PARTICIPATE?

- ▶ Professionals from all sectors: academia, universities and faculties, research institutes, SMEs, large industries, consultancies, clusters, national ministries and local authorities, regional development agencies, civil society organizations, NGOs etc.
- ▶ Professionals from all sectors who would like to improve their project development skills to increase their chances of submitting a winning proposal
- ▶ Professionals from all sectors who have been participating in H2020, FP7 or CIP projects
- ▶ Professionals from all sectors who intend to participate in Horizon 2020

TRAINING PRICE

Full course (2 days):

699€ (VAT excluded) for registration before 21.3.2016

768€* (VAT excluded) for registration after 22.3.2016

One day course:

399€ (VAT excluded) for registration before 21.3.2016

439€* (VAT excluded) for registration after 22.3.2016

The Workshop price includes attendance at the workshop, copy of workshop materials, lunch and refreshments.

THE SUCCESS

Our programs has already been highly evaluated by more than 6000 participants from respectable institutions and successful companies in the region including: **Hewlett Packard, Société Générale Bank, KBC Bank, VIP Mobile, Tigar, 3M, Siemens; Leading Universities**, numerous small companies and entrepreneurs, NGOs, Ministry departments, City councils, Municipalities, etc..



Registration form

You can register online at our website <http://www.eu-academia.eu/registration/> or by filing out form below.

Please check whether you are applying for a full course or one day course

- Full course (2 days) - 699€ (VAT excluded) for registration before 21.3.2016
 One day course - Day 1 - 399€ (VAT excluded) for registration before 21.3.2016
 One day course - Day 2 - 399€ (VAT excluded) for registration before 21.3.2016

Title (Mr, Mrs, Ms, Miss, Dr, Prof)

Name First

Last

Organisation / Company

Position in Organisation / Company

Invoice Address

City

Post code

Country

Email

Phone

VAT Identification Number (IF APPLICABLE):

Signature

Booking Procedure: once this form is completed and signed please send to email: info@eu-academia.eu
Once this completed form is received, an invoice plus confirmation of your booking will be issued.

Cancellations: a refund of 80% of the fee will be made if you cancel in writing two weeks prior to the event. After that date, the whole fee will be forfeited. Substitutions are welcome at any time but must be confirmed by email before the event. We reserve the right to cancel the workshop if necessary, in which case the fees will be refunded.



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24th – 25th
March
2016



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