



## WRITING EFFECTIVE PROPOSALS FOR HORIZON 2020 CALLS: CONCEPT CREATION AND VALIDATION

Date: 27-28 February 2014  
Time: 9:30 – 17:00

### Objectives:

This is a two-day training session covering the entire process of how to write a compelling collaborative research proposal and will put particular emphasis on how to generate solid, fundable concepts. The course will be targeted at faculty members, PhD students, post-doctoral researchers and TTO staff

The proposed training programme aims at empowering the trainees with the knowledge and tools which will help improve the common skills of researchers and support staff in putting together and managing RTD transnational collaborative projects so as to reach a more homogeneous and increased level of participation of the University in H2020. The training sessions will focus particularly on exchange of best practice, tips to overcome the obstacles and real-life examples. The training will given by Pera EEMEA.

### Programme:

		Topic
Day 1	<b>SESSION 1</b> (45 minutes)	<b>European research funding programmes and project life cycle</b> <ul style="list-style-type: none"><li>• Project life cycle, from call text to proposal submission, negotiation and project management</li></ul>
	<b>SESSION 2</b> (2 ½ hours)	<b>A WINNING concept that is relevant to the call topic</b> <ul style="list-style-type: none"><li>• Interpreting EC call texts and demonstrating relevance</li><li>• Defining WINNING project concepts</li><li>• Practical examples and analysis.</li></ul>
	<b>LUNCH BREAK</b>	
	<b>SESSION 3</b> (2 hours)	<b>SMART science and technology leading to progress beyond the state-of- the-art</b> <ul style="list-style-type: none"><li>• SMART objectives, work programme and risks</li><li>• Advancement beyond the state-of-the-art</li></ul>
	<b>SESSION 4</b> (1 hour)	<b>Writing style and techniques for proposal presentation</b>
Day 2	<b>SESSION 5</b> (3 hours)	<b>Mobilisation of the consortium and resources to deliver results</b> <ul style="list-style-type: none"><li>• How to define and recruit a consortium that will deliver and exploit the results</li><li>• Implementation - Project Management, Consortium and Resources</li></ul>
	<b>LUNCH BREAK</b>	
	<b>SESSION 6</b> (2 hours)	<b>Defining the project impacts and plan for dissemination and use</b> <ul style="list-style-type: none"><li>• Impact - User/Commercial justification (why buy, use or implement it)</li><li>• Impact - Consortium impacts and potential market (why make it)</li><li>• Impact - European Impacts (why fund it)</li><li>• Dissemination and use of the project results (realising the impacts)</li></ul>
	<b>SESSION 7</b> (1 hour)	<b>Proposal Evaluation Process</b> <ul style="list-style-type: none"><li>• Overview of Proposal Submission and Evaluation process</li><li>• Common failings &amp; how to avoid them</li></ul>