



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

Tentative Training Schedule

	TIME	SESSION	Topic
Day 1	9:30 – 10:15	SESSION 1 (45 minutes)	European research funding programmes and project life cycle <ul style="list-style-type: none">• Project life cycle, from call text to proposal submission, negotiation and project management
	10:15 – 11:00	SESSION 2 (45 minutes)	A WINNING concept that is relevant to the call topic <ul style="list-style-type: none">• Interpreting EC call texts and demonstrating relevance
	11:00 – 11:15	COFFEE BREAK (15 minutes)	
	11:15 – 13:00	SESSION 2 (105 minutes)	A WINNING concept that is relevant to the call topic <ul style="list-style-type: none">• Defining WINNING project concepts• Practical examples and analysis.
	13:00 – 13:45	LUNCH BREAK (45 minutes)	
	13:45 – 15:45	SESSION 3 (120 minutes)	SMART science and technology leading to progress beyond the state-of- the-art <ul style="list-style-type: none">• SMART objectives, work programme and risks• Advancement beyond the state-of-the-art
	15:45 – 16:00	COFFEE BREAK (15 minutes)	
	16:00 – 17:00	SESSION 4 (60 minutes)	Writing style and techniques for proposal presentation
Day 2	9:30 – 11:00	SESSION 5 (90 minutes)	Mobilisation of the consortium and resources to deliver results <ul style="list-style-type: none">• How to define and recruit a consortium that will deliver and exploit the results
	11:00 – 11:15	COFFEE BREAK (15 minutes)	
	11:15 – 12:45	SESSION 5 (90 minutes)	Mobilisation of the consortium and resources to deliver results <ul style="list-style-type: none">• Implementation - Project Management, Consortium and Resources
	12:45 – 13:30	LUNCH BREAK (45 minutes)	
	13:30 – 15:30	SESSION 6 (120 minutes)	Defining the project impacts and plan for dissemination and use <ul style="list-style-type: none">• Impact - User/Commercial justification (why buy, use or implement it)• Impact - Consortium impacts and potential market (why make it)• Impact - European Impacts (why fund it)• Dissemination and use of the project results (realising the impacts)
	15:30 – 15:45	COFFEE BREAK (15 minutes)	
	15:45 – 16:45	SESSION 7 (60 minutes)	Proposal Evaluation Process <ul style="list-style-type: none">• Overview of Proposal Submission and Evaluation process• Common failings & how to avoid them