Horizon 2020 Proposal
Development Training Course
Focus: Impact

20-21 February 2018, Vienna
AGENDA

DAY 1

08:30 – 09:00   Registration

09:00 – 09:15   Event opening and introduction to the course

09:15 – 10:00   Introduction to Proposal Development under H2020

  • Work programmes, calls and topics – budgets, deadlines, submission processes
  • General principles and features of H2020 proposals – understanding and fitting appropriately to the EU R&I context
  • Types of actions (RIA, IA, CSA) and TRLs – positioning your proposal effectively
  • First steps of proposal preparation: Identifying the right call, Call analysis, proposal abstract, background research, consortium building

  Interactive exercise: Conceiving potential activities for a real H2020 WP topic open for RIA, IA and CSA action types.

(10:00 – 10:15 Coffee Break)

10:15 – 11:15  From idea to H2020 proposal – A hands-on approach

  • How to turn your novel idea into a winning concept
  • Drafting the Part B of the proposal – From call analysis to submission
  • Proposal writing section-by-section – Examples, tips and templates from section 1.1 until 5.2 of the Part B of the proposal with lessons learned from evaluations

(11:15 – 11:30 Coffee break)

11:30 – 12:30  Expected Impact in H2020 Proposals

  • Impact in H2020 proposals – examples of different approaches to addressing the “Expected Impact” of your proposals, lessons learned from evaluations
  • Impact in RIAs, IAs and CSAs – how to position your innovation from RTD to market uptake, Dos and Don’ts
  • Impact indicators and Impact assessment methodologies
  • Barriers to achieving the Expected Impact – Types of barriers, Barriers vs. Risks

(12:30 – 13:30 Lunch)
13:30 – 16:00 Proposal Development Workshop: Concept, Objectives and Work Plan

Participants are divided into small groups to practice the first steps of proposal development under Horizon 2020: Call analysis, project concept development, formulation of the project objectives and a preliminary work plan. Principles for impact driven concept and proposal development. Defining the work packages, developing a Gantt chart and a PERT diagram, identifying deliverables and milestones, establishing a complementary partnership.

(14:45 – 15:00 Coffee break)
AGENDA

DAY 2

09:00 – 10:00  Impact, Innovation and Exploitation in H2020 proposals

• How to identify and select the best exploitation, IP and innovation strategy to maximise the potential impact of your H2020 project
• Business plans, market uptake strategies
• Exploitation and sustainability – examples of project and partner level approaches and routes
• Pre-proposal and proposal-stage agreements and tools for consortia

(10:00 – 10:15 Coffee Break)

10:15 – 11:00  Dissemination & Communication in H2020 proposals

• How to tailor an effective dissemination and communication plan to maximise the potential impact of your H2020 project
• Tools, measures, strategies and channels to reach your target group and communicate the right message in the right way
• Requirements of the EC, legal obligations according to the H2020 GA
• Knowledge management, Open Access, Open Data
• Dissemination and communication under Ethics and IPR issues

11:15 – 12:30  Proposal Development Workshop: Impact and Exploitation

Participants will continue the work in small groups to draft the Expected Impact section and identify the best scenario for exploitation and IP strategy:

• How the project will contribute to each of the expected impacts mentioned in the call
• Substantial impacts not mentioned in the work programme (RIA, IA)
• Barriers - how to differentiate barriers and risks
• Exploitable results and the potential exploitation strategies – how to transform this into a “plan”
• Draft strategy for knowledge management and protection strategy

(12:30 – 13:30 Lunch break)

Participants will define the relevant target groups and the most appropriate dissemination and communication tools, channels and strategies for disseminating and communicating the results of the project with a view to maximizing its impact.

(14:15 – 14:30 Coffee break)

14:30 – 15:30  Proposal Development Workshop: Finalising and submitting the proposal

Participants will identify the efforts and resources to be committed to define a sound budget. By introducing a real proposal, the evaluation summary report, and focussing on the comments on the Impact section, the participants will have a better understanding of the evaluators’ perspective.

15:30  Wrap-up and end of course