TRAININGS

European Funding Academy

Online

7-8 July 2020

Writing a successful R&I proposal

Fully online:

live webinars complemented with e-learning and live Q&A sessions

Writing a successful R&I proposal

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Mandatory module before the course

You can access the e-learning portal from 6th July 2020.

Are you completely new to proposal writing under H2020?

Don't worry, all participants will have the opportunity to prepare and get ready well in advance with our brand-new **Course 0.** This introductory course, in e-learning format, will help you refresh your knowledge or learn some basic information on Horizon 2020 proposal development if you are a newbie in this field.

Course 0: 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 with an outlook to Horizon Europe
- 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

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AGENDA

Day 1

08:45 – 09:00	**Accessing the webinar room**
09:00 – 09:15	**Event opening and introduction to the course**
09:15 – 09:45	**Lessons learnt during Proposal Development under H2020 with an outlook to Horizon Europe** ***Ömer Ceylan, Managing Director, Geonardo*** • What can go wrong during proposal development? How to avoid and handle problems. • Hearing the experiences of the participants – bring your own story! • Key changes in Horizon Europe – starting with your mindset
09:45 – 10:00	Coffee Break
10:00 – 11:30	**From idea to H2020 proposal – A hands-on approach** ***Jelena Lazić, Project Manager, Europa Media*** • 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 (section 2. Impact to be covered on the next day)

Afternoon – do the exercises on the e-learning portal at your own speed.
1-hour live Q&A session with the trainers will be held at 14:00. Q&A session link

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Day 2

09:00 – 09:10 **Accessing the webinar room**

09:10 – 10:20 **Section 1.4 and 2.1 – Ambition and Expected Impact**
Ömer Ceylan

- So, what to include in 1.4 Ambition 1.4 and in 2.1 Expected Impact?
- What innovation can we describe and how?
- 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

10:20 – 10:35 Coffee Break

10:35 – 12:00 **Section 2.2 – Measures to maximise impact**
Jelena Lazić

- 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
- Pre-proposal and proposal-stage legal agreements for consortia
- 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
- Knowledge management, Open Access, Open Data
- Dissemination and communication under Ethics and IPR issues

Do the remaining exercises on the e-learning portal at your own speed.
1-hour live Q&A session with the trainers will be held at 14:00. Q&A session link

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