

Horizon Europe Training and How to Write Successful Proposals

1. The Training

The training will be suitable for tenure track professors and Researchers who have not yet participated in EU proposals. We will cover Technical disciplines, SSH and Life Sciences.

This course will provide an overview of the new EC Horizon Europe programme. The comprehensive training programme will ignite the creative process with the applicant and suggest strategies to lead bids or contribute effectively as a partner. Our training will develop proposal writing skills and thinking to design and write inspiring proposals with highly specific, well designed, and unique strategies.

The programme of five modules, divided in two live Webinar sessions, will present knowledge and advice on writing each section supported by case study examples to illustrate good practices (*for a full programme, please check the next page of this leaflet*):

- Module 1: Excellence: Developing the project concept and targeted objectives.
- Module 2: Impact part 1 - Designing Horizon Europe pathways for (policy) Impact
- Module 3: Impact part 2 - Exploitation, Dissemination and Communication
- Module 4: Implementation - Designing a convincing work programme
- Module 5: A Beginners Guide to Planning Strategies for HE Success

2. Outcome

Participants will learn:

- ✓ To translate the call priorities into a project proposal
- ✓ To map the scientific reasoning and detail to the right sections in the template by using our logic framework for grant writing
- ✓ To write for H-EU reviewers inspired by Case studies
- ✓ What makes the Excellence section excellent?
- ✓ To write clear Impact sections describing plans for using results and achieving impacts in science and society.
- ✓ To design convincing Implementation plans with logical work-packages, budgets and a strong consortium.
- ✓ To address the innovation chain needed for the proposal.
- ✓ Tips: Do's and Don'ts of proposal writing
- ✓ Designing a Horizon Europe roadmap and action plan for research groups and individuals.

3. Training Tools



Live Webinars with Lotte Jaspers and Ritchie Head

The webinars offer the opportunity to reflect on what it takes to write a successful RIAIA proposal under Horizon Europe.



Recordings

Structured around the unique knowledge and expertise of Yellow Research and Ceratium regarding evaluation criteria, the design of a competitive proposal and what is key in strategizing your writing. Each recording related to one of the steps to success explains the key concepts and strategies behind these.



All Handouts for all tutorials

We provide handouts for each slide to be used either as a note taking aid while following the video, or as an aide memoire.



Background Analysis Sheets

These sheets have been developed over the past 12 years by Yellow Research. They capture our latest insights what evaluators are looking for.

4. Trainers

Lotte Jaspers, is a founding partner of Yellow Research. She has run workshops on Framework programmes at numerous universities and supported the submission of these grants, drawing from her extensive knowledge in negotiating consortium agreements as well as success in writing successful EU consortium proposals. The course is enriched by her overview on the process from submission to implementation. **Ritchie Head**, is a director of Ceratium BV. He has worked on European research projects as scientist, manager and coordinator since 1996, was director of a UK FP6/7 support service and has designed and delivered multiple training courses. He works as a successful professional funding expert, grant writer, and H2020 project manager, being successful in obtaining RIA/IA grants and an active partner in several of these grants.

5. Practical Information

Part 1: **June 3rd, 9:00-12:00 CEST**

Part 2: **June 4th, 9:00-12:00 CEST**

The link to join the sessions will be sent to participants closer to the date of the event.

Full Training Programme:**June 3rd, 2021****9:00 - 10:30 CEST****Module 1: Excellence: Developing the project concept and targeted objectives**

- How to read the call text
- ◊ Building a project to target a call
- ◊ Introducing the template
- Strong SMART objectives and risk
- ◊ Project objectives
- ◊ Work package objectives
- ◊ Recognising and managing risks
- Writing Scientific Excellence and designing the workplan for Implementation.
- ◊ Understanding what goes where and why?
- ◊ Concept and Methods to meet Ambition
- ◊ Data management and Open Innovation
- ◊ Ethical and gender issues in the conduct of the research

10:30 - 12:00 CEST**Module 2 IMPACT-1: Designing Horizon Europe pathways for (policy) Impact**

- What does Impact really mean
- ◊ Revisit the template
- ◊ The policy framework revisited
- ◊ What change does Europe need, and how do we get there?
- The HE destination and planning the Pathways
- ◊ Engaging East/West and North South Europe
- ◊ An International Perspective
- Pathways for contribution to the Mid-term and Long-term Impact
- ◊ Examples and case studies
- Pathway for contribution to the Sustainable Development Goals
- ◊ Convincing plans and routes for real change
- Choosing the right Partners help to deliver impact

June 4th, 2021**9:00 – 10:30 CEST****Module 3: IMPACT-2: Exploitation, Dissemination and Communication**

- Understanding Results versus Outcomes
- ◊ Writing convincing strategies to exploit, disseminate and Communicate results
- ◊ Knowing what your results are and how to manage the Intellectual Property
- ◊ Next users of results and how to reach them
- Balancing Partner Priorities
- The tools at your disposal and how to use them
- ◊ Planning tools
- ◊ Business plans
- ◊ Data management planning
- Positioning the project impact:
- ◊ Where are you in the innovation chain
- What happens next? Turning results into action plans towards Expected Outcomes.

10:30 – 11:30 CEST**Module 4: IMPLEMENTATION: Designing a convincing work programme**

- Concise but convincing work plans
- ◊ Technical Objectives
- ◊ Subtasks and Partner roles
- Pert and Gantt charts are your friend
- Using Deliverables and Milestones effectively
- ◊ Understanding the strengths and benefits of each
- ◊ How many and how ambitious should they be?
- Revisiting risk and planning contingencies
- Building the best team and introducing them
- ◊ Who is who?
- ◊ What do they do?
- What management is needed?
- ◊ What does the template need?
- ◊ Making the realistic budget
- ◊ Project Monitoring
- A special case: Clinical Trials in Horizon Europe

11:30 – 12:00 CEST**Module 5: A Beginners Guide to Planning Strategies for HE Success**

- Preparation, Planning and Participation – do you lead or partner
- Advantages and disadvantages of participation.
- Partnering Strategies: finding partners and selling yourself
- Lobbying and Co-Creation: is it worth it and how do we do it?
- Personal strategy and roadmap
- Q and A