

LGI HORIZON 2020 TRAINING COURSES

How to Write a Winning Proposal



LGi

sustainable innovation

Programme

- 09:00 – 09:30 **Writing an outstanding proposal: the basics**
- Admissibility conditions
 - Evaluation criteria and process
 - Understanding the point of view of evaluators
- 09:30 – 10:45 **Workshop: performing an evaluation in small groups**
- Reading the proposal, filling in the individual Evaluation report
 - Sharing and comparing results
 - Reading real evaluations
- 10:45 – 11:00 BREAK
- 11:00 – 12:00 **Good practices for drafting a successful proposal**
- Building your consortium/dealing with competition
 - Drafting Part B: from ideation to submission
 - Guidelines for each section, unwritten rules
- 12:00 – 12:30 **How to address expected impacts**
- From fundamental research to innovation, positioning correctly
 - Barriers to achieving expected impacts
 - Barriers vs. risks
- 12:30 – 13:30 LUNCH
- 13:30 – 16:00 **Workshop: designing the major components of a 'mock' proposal to a real Call in small groups**
- Reading the Call
 - Defining objectives and Work Plan
 - Common evaluation
 - Reviewing a real proposal
- 16:00 – 16:30 **Exploitation, IPR, innovation management**
- 16:30 – 17:00 **Dissemination and communication**

- Drafting a communication plan
- Using communication channels effectively
- Open research, open data, open access
- Legal obligations to respect

17:00 – 17:30 **Workshop: defining target groups, key messages and communication channels in small groups**