

## Registration

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I will attend the workshop:  
Grant Acquisition – How to Produce a Winning  
Proposal  
18 October 2018



Title

Name

Organisation

Address

Phone

Fax

E-Mail

Date, Signature

I agree to my data being included in the Tutech database for future workshop mailings. Delete if in disagreement. Tutech does not pass details to third parties.

### Organiser:

The workshop is provided by Tutech Innovation GmbH, a company owned jointly by Hamburg University of Technology (TUHH) and the Free and Hanseatic City of Hamburg whose mission is to promote effective transfer and exploitation of scientific and technical knowledge.

### Venue:

At the premises of Tutech Innovation GmbH  
Harburger Schloßstrasse 6-12  
21079 Hamburg, Germany

### Fees:

Workshop € 595 (VAT included) includes copy of materials, lunch and refreshments.

### Cancellation:

Refund of 80% if cancelled two weeks prior to event, otherwise no refund. Substitutes are welcome, but must be confirmed by fax or e-mail beforehand.

### Further Information:

Silke Ludewigs  
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<https://tutech.de/en/events/>

### Accommodation:

Details on request.

### Registration:

Per this form by 27.09.2018  
Invoice will be sent on receipt.

# Grant Acquisition – How to Produce a Winning Proposal

18 October 2018

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More and more researchers need to raise money for their research projects. But where to find funding bodies and how to convince them? This workshop provides an overview about main funding schemes and a chance to learn the practical skills in putting a winning proposal together. The workshop illustrates the process by the example of Horizon 2020, the European Union's Framework Programme for Research & Innovation which is one of the major areas of EU spending. It offers a multitude of opportunities, but also poses many challenges. The skills acquired are transferable to other types of programmes supporting research. It is therefore particularly valuable for those starting out their research career. The goal of this workshop is to provide a practical training on how to approach the preparation of a proposal effectively, particularly focussing on collaborative projects. The workshop will cover in a compact, but nevertheless practical form the background knowledge needed to prepare a good proposal and to acquire research funding.

## Content and Aim of the Workshop

The workshop will consist of lectures, discussions and exercises. Exercises will focus on the writing of the proposal, e.g. structuring the proposal, preparing templates to organise the writing process for individual proposers as well as for collaborative proposals and conceiving a convincing chapter on impact and outreach. Participants are encouraged to bring along their own examples for discussion.

## Target Group

The workshop is conceived for researchers wishing to learn about the principles of developing multi-disciplinary collaborative research projects.

Number of participants is limited to maximum 25. The workshop lectures will be given in English. Groups may discuss in German if preferred.

### Programme

09:00 Registration and morning coffee

09:15 Introduction to workshop and tour de table

#### Strategic Aspects

- Where you get money for your research project
- Illustrative Example H2020

#### The Process

- The lifecycle of a project
- How proposals are selected
- The documents you need

#### Interpreting the Work Programme

- How to conceive projects which meet the objectives
- Balancing individual, consortium and funder objectives

#### Structuring the proposal

- Addressing the impact criteria
- Developing the narrative
- Building a convincing partnership
- What to consider under outreach dissemination and exploitation

#### 13.00 – 14.00 Lunch

##### Preparing the proposal

- The 'fully organised stress free proposal preparation'
- Financing & budgeting
- Successful formulations & political selling points

##### Success factors

- Making a difference – poor versus good proposals

#### 16.30 Close

Timings are indicative only



## Trainer

The workshop will be given by Monica Schofield CEng FIET.

Monica currently heads the Business Area Consultancy and Competence Development at Tutech and is Director International Cooperation. She is responsible for leading a team providing services for researchers at Hamburg University of Technology and external clients to help them make optimal use of the opportunities provided by European funding programmes for research, innovation and regional development. Monica has been involved with the Framework Programme as coordinator, evaluator and expert advisor since 1992. Prior to joining Tutech she had an industrial career in robotics as a research and development manager. She has been delivering workshops on research management across Europe since 1995. Monica has a degree in engineering science from the University of Durham, is a Chartered Engineer and Fellow of the Institution of Engineering and Technology.