

**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.

**Conditions for registration and participation in events:**

You may cancel your registration and withdraw from the contract on payment of a handling fee of € 50 (+ VAT) up to two weeks before the date of the event. Cancellations must be made in writing. In the case of later cancellations received up to a week before the date of the event, half of the participation fee will be charged; after this the full fee will be charged. An exception will be made if a substitute participant is sent.

[Conditions of participation](#)

**Further Information:**

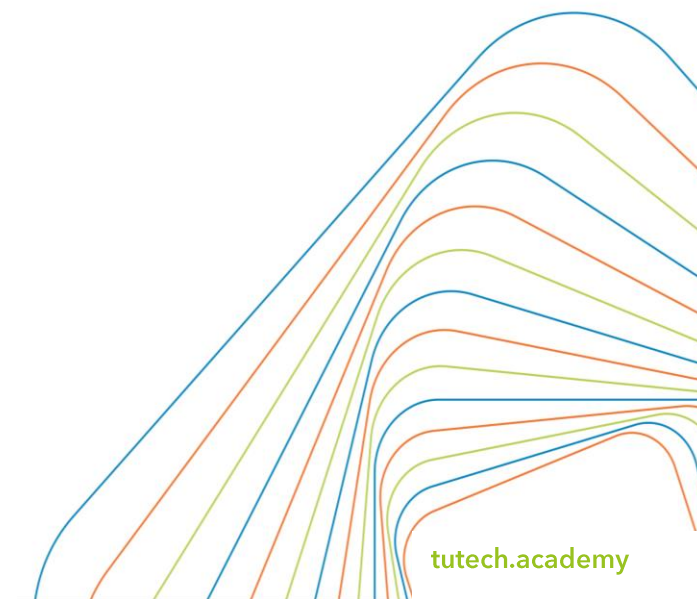
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**Registration**



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# How to Produce a Winning Proposal in Horizon 2020



This workshop is a version of 'Grant Acquisition - How to write a winning proposal' more specifically focussed on developing proposals for collaborative projects in Horizon 2020. The workshop is conceived for researchers wishing to learn about the principles of developing multi-disciplinary collaborative research projects. Horizon 2020, the European Union's Framework Programme for Research and Innovation, is one of the major areas of EU spending offering a multitude of funding opportunities for researchers, enterprises and the public sector. The popularity of the programme means that competition is stiff and therefore guidance in how to prepare convincing proposals essential. This workshop will help you get up to speed with this complex programme. The content is also transferable to other types of inter-disciplinary research grant applications.

The goal of this workshop is to provide a practical training on how to approach the preparation of a collaborative research proposal effectively. The workshop will provide a short 'users guide' to Horizon 2020. We will discuss the evaluation process and what the increased focus on innovation means for the design of projects. We will look at how to develop a proposal efficiently and position it to have the best chances of winning!

### Topics covered

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.

### Target Group

Workshop is offered both for experienced researchers and in a form for PhDs/early stage post docs 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

09:30 Introduction to workshop and tour de table

A short introduction to Horizon 2020

- ▶ What is on offer
- ▶ Key differences compared with Framework 7

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

### 12:30 - 13:30 Lunch

Structuring the proposal

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

Preparing the proposal

- ▶ The 'fully organised proposal preparation'
- ▶ Formalities
- ▶ Participants Portal
- ▶ Where to get help

### 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.