

**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:**

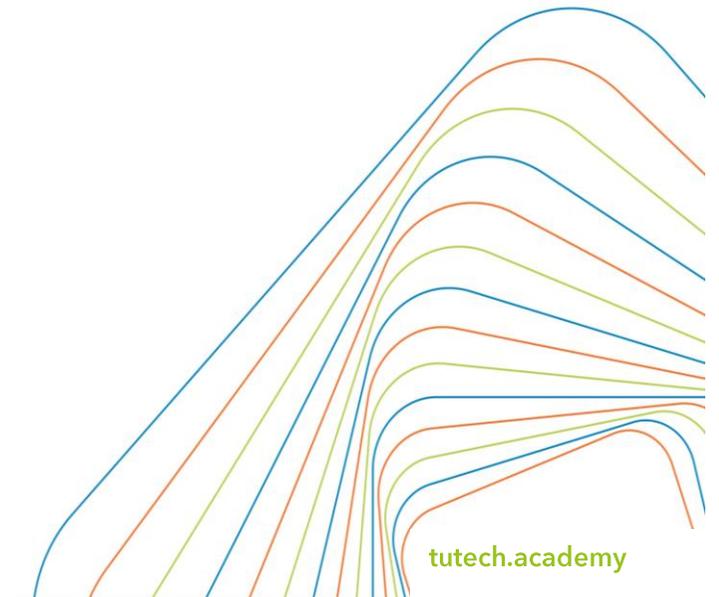
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**Registration**



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# Grant Acquisition - How to Produce a Winning Proposal



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 18. 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

#### 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 **Dr. Margarete Remmert-Rieper**

Margarete joined Tutech in 2006 as a Senior Consultant for EU-funded projects. She now heads up the business development activities on research and innovation-related training programmes. She has coordinated a number of regionally and EU-funded projects aimed at strengthening SMEs in their innovation management competencies. She has coordinated projects aimed at helping early career researchers gain complementary skills in research management and entrepreneurship, including the Life-long Learning Erasmus Knowledge Alliance in the area entrepreneurship training (HEKATE). Margarete has a PhD in chemistry and an additional graduate qualification in economics for scientists. She has been an evaluator for the EU Framework Programme. Margarete has over twenty years' experience as a trainer.