

**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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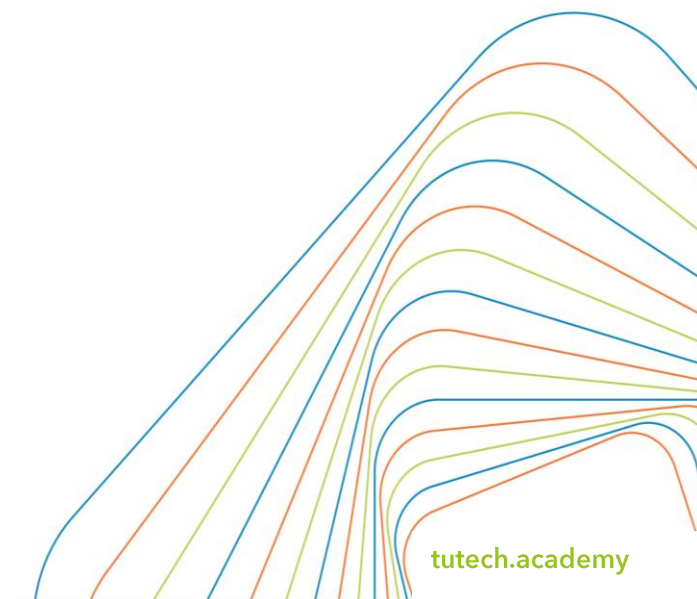
[Registration](#)

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# How to develop a strategic plan for funding your research

18 March 2020



The continuity of research funding often makes or breaks a research career at the postdoctoral stage. As institutional core funding diminishes and external funding becomes more and more competitive, how do you build your resources systematically and mitigate the risk of gaps in funding?

## Content and Aim of the Workshop

The workshop explores the concept of strategy in the research context. Having a clear idea of your research direction facilitates aligning even small projects to larger goals and makes individual proposals more compelling. It also helps to avoid the trap of letting funding dictate your research focus, which may lead to a fragmented track record. The goal of the workshop is to provide guidance on how to approach the development of a strategic funding plan in the individual research setting. Participants will identify a portfolio of funding opportunities to be pursued in the coming years and manage the grant life cycle systematically to build the resources and capabilities necessary to deliver long-term sustainable research. A specific focus is on integrating national and EU funding sources, including both MSCA Fellowships and ERC Starting Grants.

## Topics covered

- ▶ Reviewing your research agenda and career objectives
- ▶ Navigating the research funding landscape
- ▶ Finding and selecting funding for different purposes
- ▶ Exploiting funding opportunities effectively
- ▶ Moving from smaller to larger grants
- ▶ Developing a funding strategy for the individual research setting

## Target Group

This workshop is designed for postdoctoral researchers who plan on continuing their career in research. It is limited to 12 participants and will be presented in English.

## Programme

### 09:00 Registration and morning coffee

09:30 Introduction to workshop and tour de table

Strategy in the research context

- ▶ What is it for and why is it important?
- ▶ Reviewing your research agenda and career objectives

Exploiting funding opportunities I

- ▶ Types of funding and funding agencies
- ▶ What makes a fundable project?
- ▶ Implications for writing grant proposals
- ▶ Moving from smaller to larger grants

### 12:30 - 13:30 Lunch

Exploiting funding opportunities II

- ▶ Finding and selecting funding
- ▶ Practice scenario: Evaluating your grant readiness for MSCA Fellowships and ERC Starting Grants

Towards of a research funding strategy

- ▶ Mapping future research projects
- ▶ Preparing for a rolling cycle of proposals
- ▶ Getting support from your host institution

Transfer and Feedback

### 16:30 Close

*Timings are indicative only*



## Trainer

**Thomas Koch** is a research management consultant and certified business trainer and coach. Holding a PhD in physical chemistry from the UK, he has over 10 years of international experience as a researcher throughout Europe and over 12 years of experience as a research manager and administrator at German universities. He held a variety of senior positions at Ruhr University Bochum (2002-2011) and Ludwig Maximilian University Munich (2011-2015) delivering high-level support and advisory services for both researchers and university top management. His professional focus covers research strategy, external research funding, knowledge and technology transfer as well as early career researcher development. In 2016 he started up his own consultancy to provide hands-on workshops and individual guidance for researchers to realise their research ideas and career objectives. He also supports higher education and research institutions in strategy processes and organisational development.