

#### 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.

Tutech Innovation GmbH  
Harburger Schlosstr. 6-12  
21079 Hamburg, Germany

#### 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.

Registration »

#### Further Information:

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RESEARCH  
MANAGEMENT

# 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 work-shop provides an overview about main funding schemes and a chance to learn the practical skills in putting a winning proposal together. The work-shop illustrates the process by the example of Horizon Europe, the Europe-an 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 pro-posal effectively, particularly focussing on collaborative projects. The work-shop will cover in a compact, but nevertheless practical form the back-ground 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, pre-paring 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.

### Content and Aim of the Workshop

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 / welcome

09:30 Introduction to work-shop and tour de table

### Strategic Aspects

- ▶ Where you get money for your research project

- ▶ Illustrative Example Horizon Europe

### The Process

- ▶ The lifecycle of a project

- ▶ How proposals are selected

### Interpreting the Work Programme

- ▶ How to conceive projects which meet the objectives

- ▶ Balancing individual, consortium and funder objectives

13.00 Lunch

### Preparing the Proposal

- ▶ The 'fully organised stress free proposal preparation'

- ▶ Financing & budgeting

- ▶ Successful formulations & political selling points

### Success factors

- ▶ Making a difference

16.30 Close



Dr. Margarete Remmert-Rieper

### 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 Lifelong 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.