

**ONLINE TRAINING IN REAL TIME ON THE SUCCESSFUL DEVELOPMENT OF COMPETITIVE
RESEARCH PROJECTS FROM THE EU RESEARCH AND INNOVATION FRAMEWORK
PROGRAMME (I.E. HORIZON 2020, HORIZON EUROPE)**

(total 4 consecutive half days, 15-18 Sept 2020, 09:00 till 12:30 CET)

Learning Objectives

1. To think and act like a leader in Research and Innovation Collaborative projects
2. To recognize which proposals will fail and which ones will succeed in as Research and Innovation Collaborative projects
3. To understand the full proposal development cycle
4. To develop great ideas for your Research and Innovation Collaborative proposal
5. To connect with key actors in Research and Innovation Collaborative projects
6. To receive easily and quickly critical feedback on your Research and Innovation Collaborative proposal
7. To attract competent partners for your Research and Innovation Collaborative proposal
8. To make your profile attractive for promising Research and Innovation Collaborative proposals initiated by others
9. To win the first impressions of the evaluators overall with your grant application form for Research and Innovation collaborative proposals
10. To impress the evaluators with the Excellence section in your grant application for Research and Innovation collaborative proposals
11. To impress the evaluators with the Implementation section in your grant application for Research and Innovation collaborative proposals
12. To impress the evaluators with the Impact section in your grant application for Research and Innovation collaborative proposals



Key Innovations

London Office: 320 City Road, London, EC1V 2NZ, United Kingdom

Athens Office: 51 Achilleos, Athens 131 22, Greece

Cyprus Office: Evagorou 31, EVAGORAS COMPLEX, 2nd floor, office 24,

Nicosia 1068, Cyprus

Tel.: +30 6974347016

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Provisional Agenda

Time	Training Structure	Content	Target Group
Applying the FET formula for winning grants in Research and Innovation Programmes (H2020/HEU)			
Day 1: 15th Sept 2020 Modules 1 and 2			
09:00 – 10:30	Module 1: How to exploit like a champion European Research and Innovation programmes	<ul style="list-style-type: none"> • Understanding and applying the B.U.N.D.L.E.R.® habits and practices for thinking and acting like a champion in European Research and Innovation programmes • How to identify the open calls for funding related to your expertise (based on real case examples) • How to identify potential applicants of promising proposals in European Research Programmes including the contact details of individuals (based on real case examples) • How to convince coordinators of grant applications in European R&I to welcome you as partner on board in their consortium 	<p>Researchers interested to initiate proposals or join other proposals as partners</p> <p>(From novices to experts)</p>
10:30 – 11:00	Break 10-15 minutes & the rest of the time catching up with any clarifications, further elaboration		
11:00 – 12:30	Module 2: Intelligence in European Research and Innovation Programmes	<p>How to get:</p> <ul style="list-style-type: none"> • Intelligence from workprogramme text • Intelligence from the call topic description • Intelligence from the experts • Intelligence from Calls Special Advisory Group • Intelligence from the NCPs • Intelligence from infoday event • Intelligence from previously awarded projects under the same theme 	<p>Researchers interested to initiate proposals or join other proposals as partners</p> <p>(From novices to experts)</p>



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Day 2: 16 th Sept 2020 Modules 3 and 4			
09:00 – 10:30	Module 3: Mastering the full proposal development cycle in European Research and Innovation Programmes	<p>Applying the I.C.R.E.A.T.E.[™] formula for successfully implementing all steps in the proposal development cycle such as on how to</p> <ul style="list-style-type: none"> • Develop and internally validate a great proposal idea • Externally validate your idea • Identify and study all necessary documentation • Prepare a proposal summary that rocks • Attract the best partners on board • Write the grant application • Evaluate and submit successfully 	<p>Researchers interested to initiate proposals or join other proposals as partners (From novices to experts)</p>
10:30 – 11:00	Break 10-15 minutes & the rest of the time catching up with any clarifications, further elaboration		
11:00 – 12:30	Module 4: How to generally impress the evaluators in European Research and Innovation Programmes	<p>Apply the C.R.I.T.E.R.I.A.[™] formula for generally impressing the evaluators in any European Research and Innovation Programme</p>	<p>Researchers interested to initiate proposals or join other proposals as partners (From novices to experts)</p>

Day 3: 17 th Sept 2020 Modules 5 and 6			
09:00 – 10:30	Module 5: How to impress the evaluators specifically with your Excellence section	<p>Based on examples and practices from winning proposals on collaborative projects, you will master how to develop an impressive Excellence section fully aligned with the proposal template and each one of the sub-evaluation criteria under Excellence</p>	<p>Researchers interested to initiate proposals or join other proposals as partners (From novices to experts) further elaboration</p>
10:30 – 11:00	Break 10-15 minutes & the rest of the time catching up with any clarifications, further elaboration		
11:00 – 12:30	Module 6: How to impress the evaluators specifically with your Implementation section	<p>Based on examples and practices from winning proposals on collaborative projects, you will master how to develop an impressive Implementation section fully aligned with the proposal template and each one of the sub-evaluation criteria under Implementation</p>	<p>Researchers interested to initiate proposals or join other proposals as partners (From novices to experts)</p>



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Day 4: 18 th Sept 2020 Modules 7			
09:00 – 10:30	Module 7: How to impress the evaluators specifically with your Impact section	Based on examples and practices from winning proposals on collaborative projects, you will master how to develop an impressive Impact section fully aligned with the proposal template and each one of the sub-evaluation criteria under Impact	Researchers interested to initiate proposals or join other proposals as partners (From novices to experts)
10:30 – 11:00	Break 10-15 minutes & the rest of the time catching up with any clarifications, further elaboration		
11:00 – 12:30	Module 7: (cont.) How to impress the evaluators specifically with your Impact section	Based on examples and practices from winning proposals on collaborative projects, you will master how to develop an impressive Implementation section fully aligned with the proposal template and each one of the sub-evaluation criteria under Implementation	Researchers interested to initiate proposals or join other proposals as partners (From novices to experts)
	Open Session:	Open session to discuss any still pending elements	
	Self-Assessment	Evaluation on the course and self-reflection	



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About the instructor/coach: Nikolaos FLORATOS



Nikolaos is ranked by Google and LinkedIn in the top position as funding expert. He has been involved in European research and Innovation grants since FP4 (22+ years). However, **his passion is education and training** and his mission is to transform the life of individuals and make them better professionals with his training. He is also a **Phd researcher in student engagement and eLearning**. He is a lifelong learner with four university degrees, i.e. B.Eng and M.Sc in Electrical Engineering and Communications from Imperial College, London, an MBA from

National Technical University & Athens University of Economics and Business and recently completed his Bachelor of Arts in history of civilizations as a hobby. The last 10 years, he has transformed thousands of individuals from more than forty countries into successful grant application developers through outstanding training and coaching practices. He is the author also of the ebook "*Who are the champions in Horizon 2020 and what you can learn from them*" and he is also the host and organiser of the **Horizon 2020 Virtual Summit** (www.horizon2020summit.eu) the largest annual virtual training event with more than 35 top experts in Horizon 2020 as trainers and more than 2500 participants. He is one of the most well-connected professionals with close links to the champions in Horizon 2020 and potentially in Horizon Europe. He is an expert on behalf of the European Commission on evaluating and reviewing projects and proposals since 2003 and currently, through his research, he focuses on student engagement and he has proved that anyone can master even complicated subjects very fast by receiving training and support in an engaging way and with the proper instruction strategy. He delivers all his courses and seminars based on continuous interactions with his audience and based on "recipes" and practical steps that allow them to absorb easily what they should master and achieve extraordinary results very quickly. He has trained hundreds of organisations, universities and research institutions from all over Europe on how to exploit successfully Research and Innovation collaborative projects and has received more than 500 recommendations and endorsements at his LinkedIn profile as a funding expert, coach and trainer.

Nikolaos the last year was the Training Coordinator of the programme Turkey in H2020 and he was responsible for the delivery of all the H2020 training programmes from specialised ones in Pillar 2 and 3 such as Securities, Energy, Clean Energy, ICT but also for Pillar 1 and cross cutting ones such as ERC, MSCA, and Twinning.

He has been engaged also as expert under Tunisia in Horizon 2020 in order to train and coach beneficiaries in Tunisia under SwafS programme.

Recently, he has founded the Funding Expert Academy for transforming individuals into great grant application developers. A list of indicative universities and other European or international organisations that Nikolaos has supported researchers and individuals follows below:

- Open University of Catalonia (Spain)
- Universitat Autònoma de Barcelona (Spain)
- Universitat Politècnica de Catalunya (Spain)
- FUNDACION PARA EL FOMENTO DE LA INVESTIGACION SANITARIA Y BIOMEDICA DE LA COMUNITAT VALENCIANA -FISABIO (Spain)
- Karlsruhe Institute of Technology, Institute for Applied Materials – Applied Materials Physics (Germany)



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- Karlstad University (Sweden)
- Swedish Environmental Research Institute (Sweden)
- Sabanci University (Turkey),
- Middle East Technical University – METU (Turkey)
- TUBITAK (Turkey)
- Eskisehir University (Turkey)
- Anadolou University (Turkey)
- Seinajoki University (Finland)
- Satakunta Univesity (Finland)
- The University of Tampere (Finland)
- VTT Technical Research Centre of Finland (Finland)
- Cergy Pontoise University (France)
- Insight Centre for Data Analytics, NUI Galway (Ireland)
- European Academy (Ireland)
- Center for Research and Technology (Greece)
- National Center for Scientific Research "DEMOKRITOS" (Greece)
- Technical University of Cyprus (Cyprus)
- University of Malta (Malta)
- KU Leuven (Belgium)
- Louvain University (Belgium)
- VITO nv (Belgium)
- University of Nottingham (UK)
- University of Sheffield (UK)
- DCU St. Patrick's College (UK)
- Central European Institute of Technology - Masaryk University (Czech Republic)
- Latvian Institute of Organic Synthesis (Latvia)
- National Research Council (Lithuania)
- University of Copenhagen (Denmark)
- The University of Luxembourg (Luxembourg)
- University of Perugia (Italy)
- The University of Padova (Italy)
- Hogeschool van Amsterdam (Netherlands)
- Van Hall Larenstein University of Applied Sciences (Netherlands)
- The University of Amsterdam (Netherlands)
- University of Leiden (Netherlands)
- University of Bergen (Norway)
- European Academy for Education and Social Research (Ireland)
- Santarem Polytechnic Institute (Portugal)
- Fundação Calouste Gulbenkian/Instituto Gulbenkian de Ciência (Portugal)
- The University of Coimbra (Portugal)
- Olympic Committee of Serbia (Serbia)
- Tunisia Ministry of Education and Research (Tunisia)
- European Regions Research and Innovation Network (European)
- European Platform for Rehabilitation (European)
- University of Pretoria (South Africa)
- South Africa Research and Innovation Management Association (South Africa)
- Western Africa Research and Innovation Management Association.



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