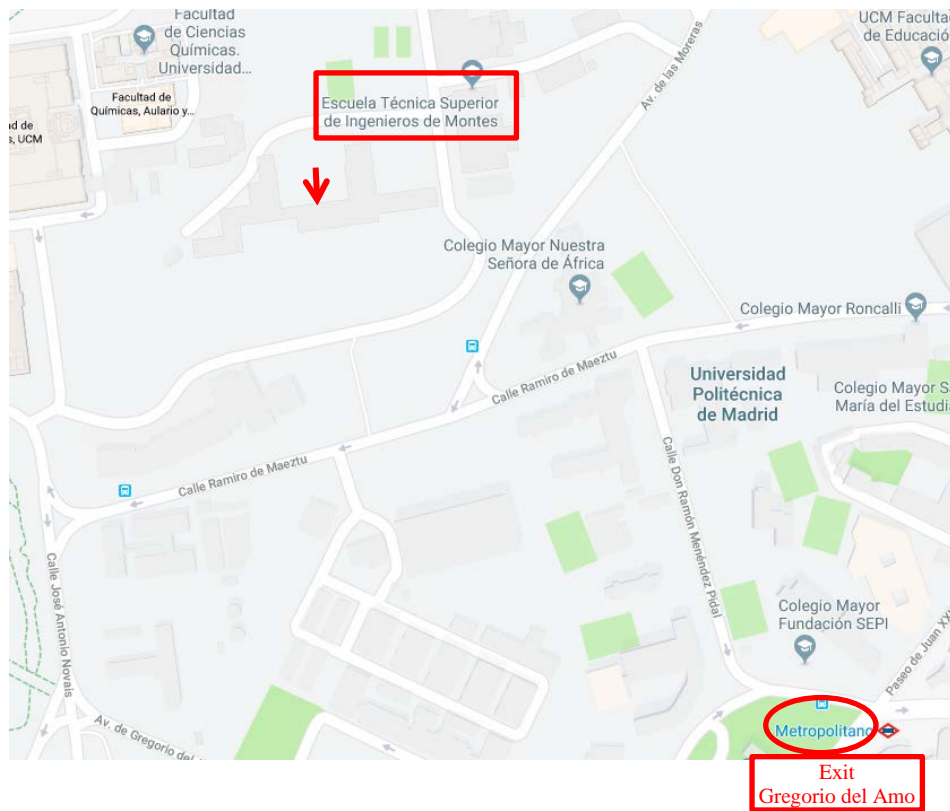


TR@NSENER

Training sessions on reaching European R&I
calls and on European proposals writing
Madrid, 14th and 15th February 2018

Venue: Escuela Técnica Superior de Ingenieros de Montes
Avda de las Moreras, s/n. Madrid.
Aula 7 – 2º Floor



Wednesday 14th February

- 09.00 – 10.50** **Module 1 – Opportunity Scouting**
- Background to H2020 and policy overview for 2018-2020
 - Opportunities for funding Energy projects within the EU
 - H2020 Pillar 3 – Opportunities in the 2018 Energy workplan
 - Planning your proposal writing

10.50 – 11.10 **Coffee break**

- 11.10 – 13.30** **Module 2 – Basics of Writing Competitive Proposals**
- What evaluators are looking for
 - Ensuring your proposal is relevant to the call (Energy example)
 - Understanding stakeholders (Practical Example)
 - The project story board
 - Developing your project idea (Practical Exercise)
 - Developing clear objectives (Practical Exercise)
 - Writing style for effective communication

13.30 – 14.30 **Lunch**

- 14.30 – 16.15** **Module 3 – Key Aspects of Successful Coordination**
- The role of the coordinator and personal skills needed
 - Project Management toolkit (Practical Exercise)
 - Building appropriate consortia

16.15 – 16.35 **Coffee break**

- 16.35 – 17.35** **Module 3 – Key Aspects of Successful Coordination (continuation)**
- Introduction to IP
 - Budget considerations for the consortium (Tool demonstration)

17.35 – 18.00 **Questions and discussion**



Thursday 15th February

- 09.00 – 10.50** **Module 4 – Exploiting for impact**
- Identifying and addressing the call impacts (Exercise)
 - Considerations for exploitation planning
 - Developing a business plan – Basic considerations

10.50 – 11.10 **Coffee break**

- 11.10 – 13.00** **Module 4 – Exploiting for impact (continuation)**
- Developing a business plan – Detailed planning (Exercise)
 - Presenting the plan to the evaluation (Exercise)
 - Dissemination planning and communication (Exercise)
 - Questions and discussion

13.00 – 14.00 **Lunch**

- 14.00 – 15.45** **Module 5 – Proposal Development**
- Review of a current open call for relevance
 - Development of project scope
 - Assessment of needs
 - Concept development/storyboard
 - Identifying research to be done to support proposal

15.45 – 16.15 **Coffee break**

- 16.15 – 18.00** **Module 5 – Proposal Development (continuation)**
- Objective setting
 - Work Package outline
 - Skills gap assessment
 - Action Plan and close

