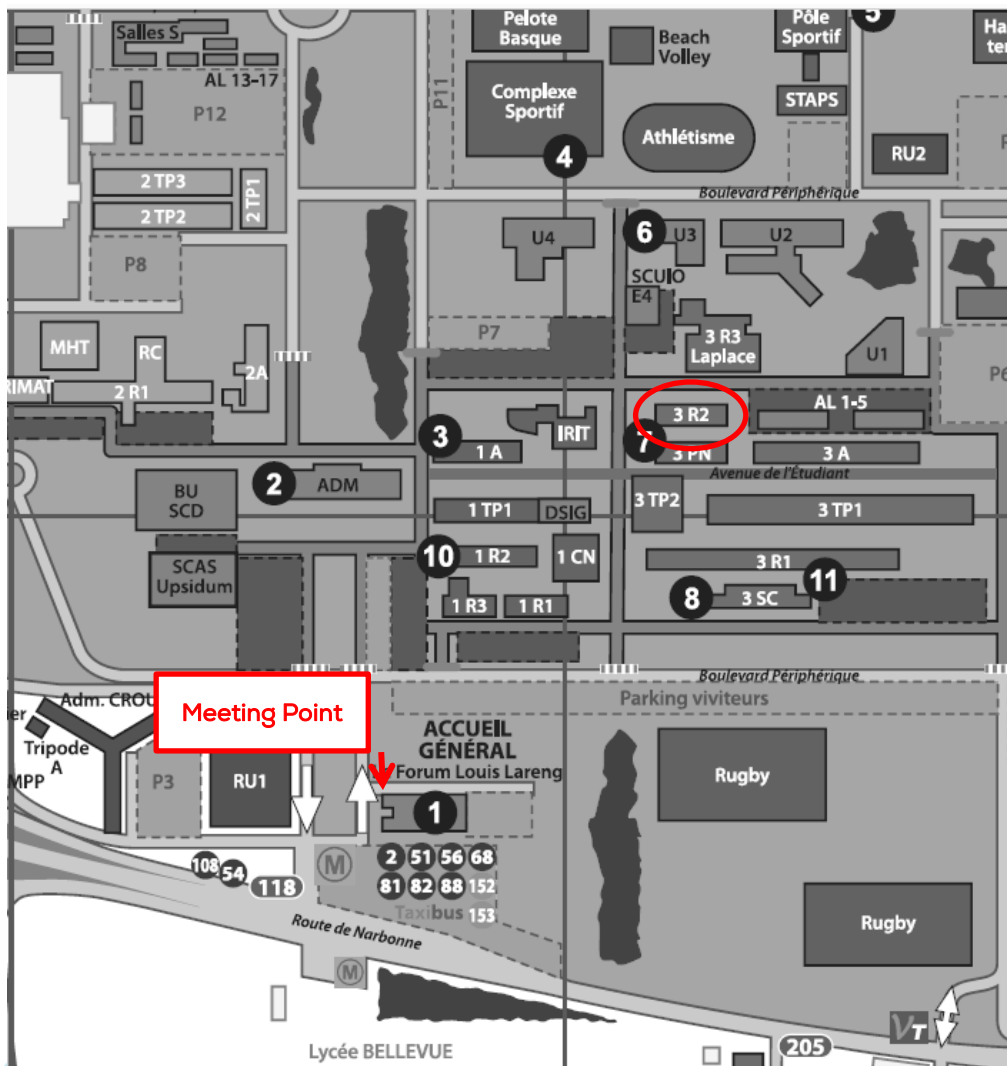


**TR@NSENER**  
Training sessions on reaching  
European R&I calls and on European  
proposals writing  
Toulouse, 8<sup>th</sup> and 9<sup>th</sup> November 2018

**Venue:**

Salle des Colloques – La Place Laboratory  
Ground floor – Building 3R2  
Université Toulouse III Paul Sabatier

Meeting point: in front of the “Forum Louis Lareng” building at 8.45



## Thursday 8<sup>th</sup> November

- 09.00 Welcome and introduction
- 09.15 Preparing your application
  - Key stages in planning
- 10.00 Developing a project storyboard
  - Practical exercise\*
- 11.00 Coffee break
- 11.20 Developing a project storyboard (continuation)
  - Practical exercise\*
- 12.15 State of the art and defining ambition
- 12.45 Lunch Break
- 13.45 Identifying and accounting for risk
  - Practical exercise
- 14.30 Getting the right partners
  - Practical exercise
- 15.30 Preparing the impact section
  - Addressing the call impacts
- 16.30 Dissemination/Exploitation/Communication
  - What the EC expects
- 17.00 Close of the day



## Friday 9<sup>th</sup> November

09.00

### Dissemination Planning

- Practical cases (RIA, IA, CSA)
- Exercise

10.00

### Exploitation Planning

- Practical cases (RIA, IA, CSA)
- Exercise using the Business Model Canvas

11.00

### Coffee Break

11.15

### Communication Planning

- Practical cases (RIA, IA, CSA)
- Exercise

12.15

### Lunch Break

13.15

### Preparing the work plan

Preparing a logical activity plan for your project

- Setting Objectives and Deliverables
- Results
- Setting Milestones
- Practical exercise

15.30

### Presenting the proposal with maximum impact

16.30

### Questions and discussion

17.00

### Close of session

