

## Workshop

### Writing Competitive Collaboration Proposals

The workshop will take place the Univeristy of Agder, Room F1-031, Campus Gimlemoen, in Kristiansand on Wednesday 15<sup>th</sup> September 2010.

#### 1. Workshop

Proposals are selected based on Science, Implementation and Impact. The maximum evaluation score is 15 points. To be funded, minimum scores of 13 or even 14 points are needed. Due to a tight budget per call and the high number of proposals, the competition is fierce.

The European Commission has therefore fine tuned the evaluation scoring and method for ranking proposals in the last FP7 calls. All proposals are first ranked by overall score and subsequently the proposals with the same overall score will be ranked based on the score for the Science and Technology (S/T) quality criterion. In some calls the European Commission has proposed additional priority ranking options as eg Impact, SME's and relevance to the European Research Area etc.

Due to these changes in the evaluation scoring it has become crucial to draft an excellent (5 out of 5 points) Science section. Furthermore, the experience of the first calls shows that a high score on Science influences the scores for Implementation and Impact positively. Strategies for drafting an excellent Science section will be examined.

In the workshop we will discuss the benefit of drafting the Science and Impact part in parallel by screening all envisioned types of results. Analysing the impact of these results on the EU challenges described in the work programme helps in writing strong Impact statements which underpin the objectives of the Science part. These impact statements are the basis for drafting measurements for dissemination, further research and exploitation.

We will help you to define individual and mutual interests of consortium partners. We will discuss how these strategic interests influence the Science and Impact parts and how in turn this affects the structuring of the Implementation part; solid management structures and procedures as well as progress monitoring. The management structures and procedures in the consortium agreement models will be

discussed, using "best practices" and consortium agreement models.

#### 2. Training objectives

To provide researchers, project managers and EU Liaison Officers with strategic input for writing competitive proposals for the Collaboration themes, including Information and Communication Technology, Security, Health, Socio-economic Sciences and Humanities, Health and Environment.

#### 3. Who should attend?

The workshop aims at researchers from UiA who are interested in writing a proposal to FP7. Participants from the region's research institutes and industry are also welcome.

#### 4. Methodology

The seminar will be in English, with no translation. The trainers will first provide the participants general information on the Framework programme affecting the writing of FP proposals. Subsequently the Guide for Applicants and the project proposal format will be dissected. The trainer will demonstrate how the work plan (Part B1) affects the Implementation (Part B2) and Impact (Part B3). In parallel group tasks will be given to learn how to draft more competitive proposals based on case studies and how to use the provided information and strategies in practice. The workshop is highly interactive and periods of discussions are included in the programme to promote exchange of views between participants and trainer. Each participant will receive an extensive guide.

#### 5. Programme

<b>Part I</b>	<b>Conceptual Framework FP7</b> Overview FP7, industrial participation, EU objectives, minimum requirements, evaluation procedure
<b>Part II</b>	<b>B1 Science</b> Theory Guide for Applicants and the Rules for Evaluation: structure of B1, objectives, EU challenges, work packages, deliverables, milestones, Gantt chart and PERT chart.
<b>Part III:</b>	<b>B3 Impact</b> Theory Results as outcome of the Project Group Defining results Work
<b>12:30</b>	<b>Lunch</b> (coffee and tea breaks are foreseen in the morning and afternoon!)

Strategies How to create impact by structuring your project on results (B1 section) and their dissemination, exploitation and further research possibilities (B3 section).

#### Part IV: B2 Implementation

Theory Management structures, procedures, progress monitoring

Group Drawing management structures  
work

Strategies Democratic Approach versus Business Model

**16:30 End of course**

#### 6. Trainers

This workshop will be led by Mette Skraastad, PhD.

#### Mette Skraastad from Yellow Research

Mette followed a research career as a molecular biologist and has specialised in technology transfer, writing European and national collaborative project proposals and project and financial management. She has worked as EU liaison officer and knowledge transfer officer at the University of Amsterdam, as research manager at the Academic Medical Center and as a business developer in the biotech industry. She has assisted in building consortia and drafting Collaboration project proposals.

Mette is founding partner of Yellow Research together with Jet van Dijk and Lotte Jaspers. Yellow Research is a company focused on consultancy and training in the field of FP7 and academic-industrial collaborations.

#### 7. Date and location

Date	Time	Location
Workshop: 15-09-'10	09.00 – 16.30	Room F1-031 Campus Gimlemoen, Kristiansand

#### 8. Information

For bookings: <https://eras.uia.no/reg.php?id=226>.  
Registration deadline is 6 September, but as places are restricted we recommend you to register as soon as possible. For information, please consult Søren Kragholm: [soren.kragholm@uia.no](mailto:soren.kragholm@uia.no).