

## Workshop

### Writing Competitive Collaboration Proposals

The workshop will take place at the University of Stavanger, 26<sup>th</sup> of August 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 finetuned 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 scope of the project and the score for the Science and Technology (S/T) quality criterion. In some calls the European Commission has proposed additional priority ranking options as e.g. Impact, SME's and relevance to the European Research Area etc.

Due to these changes in the evaluation scoring it has become crucial to address the call and 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 introduce 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 discuss different exploitation and dissemination strategies to address the objectives of the theme and project proposal and create the envisioned impact.

We will help you to define individual and mutual interests of consortium partners. We will demonstrate 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, including several case studies. In the wrap up we will discuss how to proceed and succeed in FP7.

#### 2. Training objectives

To provide researchers, project managers and EU Liaison Officers with strategic input for writing competitive proposals.

#### 3. Who should attend?

This workshop will be of value for researchers as well as administrators, experienced and non-experienced.

#### 4. Methodology

The seminar will be in English. The trainer will first provide the participants general information on FP7 affecting the writing of 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

##### Part I Conceptual Framework FP7

Overview FP7, industrial participation, EU objectives, minimum requirements, evaluation procedure

##### Part II B1 Science

Theory Guide for Applicants and the Rules for Evaluation: structure of B1, objectives, EU challenges, work packages, deliverables, milestones, Gantt chart and PERT chart.

##### Part III: B3 Impact

Theory Results as outcome of the Project  
Group Defining results  
Work

**12:15 Lunch** (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

**16:15 Wrap up**

#### 6. Trainers

This workshop will be led by Mette Skraastad.

##### **Mette Skraastad, PhD from Yellow Research**

Mette followed a research career as a molecular biologist and has specialised in technology transfer, business development, writing European and national collaborative project proposals and financial management. She has worked as EU liaison officer and knowledge transfer officer at the University of Amsterdam, as research manager and knowledge transfer officer at the Academic Medical Center, as a business developer in the biotech industry. Since autumn 2006 she runs FP7 workshops on different topics varying from writing proposal to financial management. Since January 2007 she advises and assists scientists and support staff in succeeding in FP7 and implementing the FP7 financial and legal requirements as indirect cost models, budgeting and project and financial reporting and solving IPR and financial issues.

Mette Skraastad 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 on 26 <sup>th</sup> August 2010	09.00 – 16.30	University of Stavanger

#### 8. Course fee

The course is free of charge. Course materials will be distributed at the workshop.

#### 8. Information

Registration (deadline 19. August):  
<https://web.questback.com/universitetetstavanger/fp7worksh>  
[op/](https://web.questback.com/universitetetstavanger/fp7worksh)

For information on bookings consult [kyrre.aas@uis.no](mailto:kyrre.aas@uis.no)



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