



EUROPEAN PROJECT PROPOSAL DEVELOPMENT TRAINING 2016 - 2020

Program description

The mission of the EPP program is to provide **immediate and effective support to organizations and project leaders** at the forefront of reforms to use maximally and most effectively available EU financial support. Our aim is to promote *state of the art methodology* for project development and new EU regulations. EPP training is tailored for the practical needs of the project leaders, incorporating their real-life objectives and relevant partnerships, to generate high impact projects, mobilizing necessary resources and ensuring high quality of the results.

During challenging one-day training, experienced practitioners and top experts will focus on participants' concrete project initiatives for open and forecasted EU calls and all available **EU instruments from 2016 to 2020**; to develop their competencies and skills for initiating projects satisfying **the highest quality assurance criteria** and to understand the driving forces for successful project outcomes.

Focusing on available funding opportunities, the EPP course examines key variables for success at each stage of project proposal development, refining necessary communication and fundraising skills and providing invaluable insights into the best practices. The experiential learning environment encourages active interplay between conceptual frameworks and their implementation in complex real-world settings.

Our training has already been highly evaluated by more than 6000 participants from respectable institutions and successful companies in the region including: **Hewlett Packard, Société Générale Bank, KBC Bank, VIP Mobile, Tigar, 3M, Siemens**; numerous small companies and entrepreneurs, NGOs, Ministry departments, City councils, Municipalities, etc...

Date and place: Check the next date and address at the **ETA Calendar**

Participation fee is 105 eur. For students under 30 years of age, there is a special discount of 50 euro.

Registration: You may register by sending your info (Name, Last Name, Phone number, and Organization) to info@eutraining.info

Contact: For all further information please contact us at +32 489 32 69 8714 from 12h to 17h or take a look at our web site www.eutraining.info



PROGRAM

09.45 – 10.00	Registration	
10.00 – 11.30	Introduction and challenges ahead Identify calls for proposals Workshop	Capture and prioritize participants' expectations and experiences and key challenges as they struggle to reform their regions or develop project proposals; introduction into project environment and stakeholder analyses; Identification of key documents
12.15 – 13.00	Creation of the background document - Workshop	Using the project proposal template and project assessment criteria as structure for your project design you will master EC quality frame methodology;
13.00 – 13.40	Project Environment – Workshop	Download and copy relevant policies, work programs, national strategies and other relevant data or non-state initiatives important for your project idea;
13.40 – 14.20	Work snack - Project initiative diagnostics - Workshop	Identification of frameworks of power and influence of different interest groups
14.20 – 15.20	Key steps of project proposal development Effective partners search	The phases of project proposal development from idea to assessment; stakeholder analysis, problem analysis, objective analysis, strategy analysis and other advanced tools; expectations of the European Commission Effective methodologies for partner search; Real criteria for success;
15.20 – 16.20	Excellence in project proposal writing	Philosophy of success in proposal writing, learning how to be competitive; Giving the evidence; Making your proposal easy to read, and impressing the evaluators
16.20 – 16.40	Work snack	Creating project proposal concept; Understanding key success criteria for high quality, impact and sustainability;
16.40 – 17.30	Project proposal evaluation Workshop	Principle of assessment-oriented project proposal writing, how to educate the evaluator and to anticipate the requirements for successful project evaluation.
17.30 – 18.00	Questions & Answers	



LIST OF SPEAKERS AND EXPERTS WHO PARTICIPATED IN OUR EVENTS INCLUDES:

Dr. Doris Pack MEP, Chairwoman of the European Parliament committee for Western Balkans; Alojz Peterle MEP, Jelko Kacin MEP, Tanja Fajon MEP; Oscar Arias EC „Co-ordination and programming of IPA assistance“; Jeroen Jutte EC, “IPA component IV“; Krisztian Gavel EC, “Management of IPA component III“; Svetlana Voinova EC, “European Cooperation in science and technology COST“; Massimo Cingolani EC, “ European Investment Bank programs for Western Balkans“; Fabrice Quertain EC, “Synergies, innovation & impact as the new keywords to successful applications (practical guide for funding opportunities, mind-mapping etc.)“; Stefan Weiers EC, “Western Balkan countries research capacity building with the FP7 programme (specific wbc calls - first success stories etc.)“; Irmela Brach EC, “The research potential evaluation facility“; Edward Tersmette EC, “CIP competitiveness and innovation programme“; Joana Namorado EC, "EU research funding - FP7- cooperation programme for health"; Sören Haar, Managing Partner, Eacon, “EU funding opportunities for the health sector“; Mikola Dzubinsky, nanotechnology unit, EC; Kaisa Kononen - Executive Director, Bonus; Prof. Dr. Bob Ward, Management Professor at the Solvay Business School, Brussels University, Mr. Lukasz Dominikowski, European Parliament official, Giovanna Negretti and Maria Lourdes Ortiz, experienced trainers in adaptive leadership from Sapiensis, USA; Quinta Martin and Victor Colon Rivera, the Institute for Progressive Leadership, Washington DC; Drazen Kapusta, Executive Director of the Cotrugli Business Academy; Stevan Vujasinovic, UNDP; Daniela Glimm-Lükewille, in charge of managing the structural funds for the North-Rhine Westphalia, Germany; Ms. Joy Kacenenbogen, EC; Vito Borrelli; Camile Constans, Welcomeurope; Barbora Maronkova and Katrin Hett, from public diplomacy division NATO; Ana Granic, BAS program, EBRD; Erica Weis, Expert working for EuropAid; Dr. Steve Quarrie from the Serbian Ministry of Science; Vladimir Medjak and Branko Budimir, the EU integration office, Serbian government; Vladimir Pandurov, Deputy Secretary for regional and international cooperation of the autonomous province of Vojvodina.; Prof. Dr. Mihailo Crnobrnja, FEFA; Dr. Michael Ehrke from Friedrich Ebert Stiftung; Gordana Pilipovic, Konrad Adenauer Foundation; Michaela Jansa and Aleksandra Calosevic from the Social Innovation Fund (SIF); Aleksandra Brkic from HELP; Joanna Melinska, Deputy team leader/training programme manager within EU funded project – “support to unemployed and human resource development program in Serbia” implemented in cooperation with the national employment service (NES) and the Ministry of Economy and Regional Development; Milan Marijanovic, long term expert in the technical assistance (ta) project for the Ministry of Finance; Mirjana Nozic, Senior Advisor, Ministry of Finance; Sanda Simic – head of the department for SBS, Ministry of Finance; Dr. Boris Cizelj – European centre for peace and development; Mr. Andrija Gencel - AAM; Daniel Pantic, Director, European consulting group; Svetislav Milovanovic, Institution.rs; Prof. Dr. Miroslav Milojevic, Director of the Institute for Economics and Finance, Full time professor at the Faculty of Economics, Belgrade University; Prof Dr. Spasoje Mucibabic, European centre for peace and development; Maja Pilipovic from Balkan Idea; Zoran Gavrilovic, Biro for social researches; Marijana Todorovic, and Sonja Cveticanin, European Expert Group, Timmo Stegelmann, Regional representative of the German NGO, HELP; Zoran Janakiev, President, Macedonian Institute for Integration, Petrus Theuniz, Senior Expert for monitoring and evaluation; and many others ..



PROGRAM AUTHORS:

PROF. DR STEVE QUARRIE is ETA Head of education. He has been director for three years of the Consultative Bureau for International Projects of the former Ministry of Science and Technological Development, Republic of Serbia, to give help to Serbian scientists applying for European projects, mainly from FP7. He provided regular training courses to scientists on general skills needed to develop a successful career doing science and research, including how to write project proposals. These courses have also been given in Skopje, Macedonia and Krakow, Poland. He teaches general research skills to PhD students at the Faculty of Biology, Belgrade University, and is also a visiting Professor at the Business School, Newcastle University, UK. He has been a proposal evaluator for the European Commission in Brussels, and was a consultant for Serbia's first Accreditation Commission for Higher Education. He has taken part as an independent expert in several Tempus projects in Serbia and the Western Balkan region, providing expertise in quality control and improving lecturer teaching skills. Steve has written more than 10 successful EU-funded projects, with a total value of over 5 million, of which 4 for FP7. Steve's success rate in writing research (FP) projects is over 60%.

BOŠKO NEKTARIJEVIĆ graduated as BBA – Bachelor of Business Administration at Paris, France in 1999; Completed MBA – Master of Business Administration at the Solvay Business School – University of Brussels in 2002 and Executive education at Harvard University, USA in 2005.

In addition, he has taken part at various other courses, seminars and trainings. Bosko has been providing support and training to EU project leaders since 2002 in leadership, cross cultural negotiations, project development, project proposal writing, etc.

He is a principal designer of many educational programmes for over 6000 managers from business, government, academic, security and NGO sectors under the umbrella of various EU funding programs and projects. Bosko is experienced with FP6, FP7, H2020, CIP, COSME, IPA, EIDHR, Tempus, Youth in Action, Erasmus plus, Europe for Citizens, EBRD BAS, TAM and other EU instruments.

Previously to his engagement at the European Training Academy, Bosko had founded the first Brussels based consultancy focused on the Balkans, lead European Movement Training Academy centre, as well as the Balkan Security Network, assisted the EC in grant management and various Governments in research, technological development and innovation programs etc. He took part in design, proposal writing or implementation of more than one hundredth EU funded projects.