

Finding partners for your Horizon Europe grant proposals Session 1.

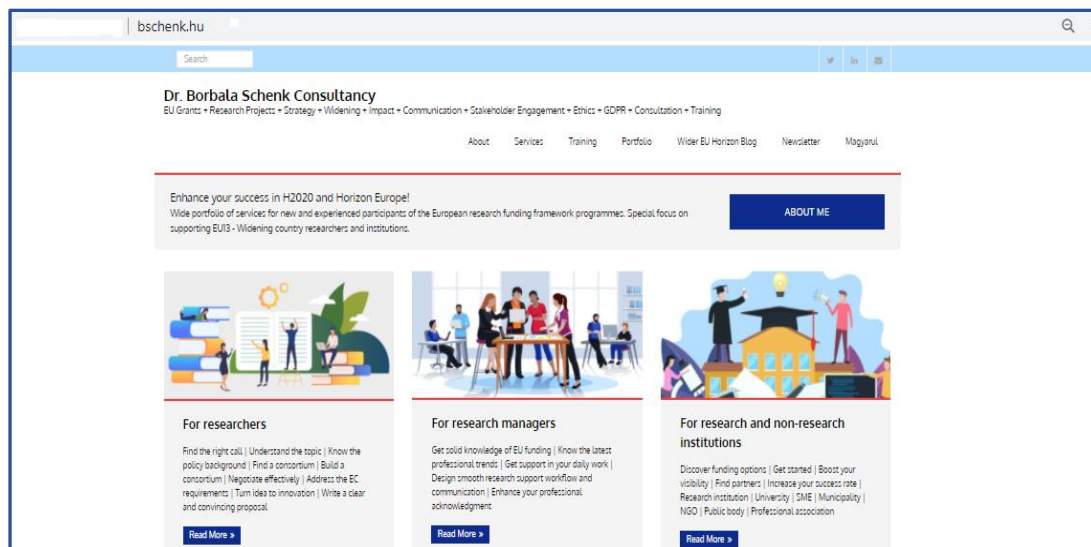
Dr. Borbala Schenk

European Research Funding Advisor

Corvinus University Budapest | Centre for Horizon Europe

February 1, 2021

dr. Borbála Schenk



<http://bschenk.hu>

- Advisor specialized in European research funding framework programmes (H2020, Horizon Europe)
- Proposal writing, development and quality assurance experience in various EU funding schemes (Widening Participation, Societal Challenges, MSCA ITN, MSCA RISE, FET-Open, Science with and for Society, COST, Erasmus+)
- In 2020 contributed to 3 winning projects and 1 with reserve list status, record of multiple impact sections with maximum scores
- Since 2018 trainings on research management and proposal writing in 5 countries for researchers and research managers
- Board-member of the European Association of Research Managers and Administrators, responsible for liaising with the European Commission
- Core Group Member of ERION network, a Europe-wide community for professionals in Research Ethics, Research Integrity and GDPR issues.
- Lawyer by degree, 15+ years of experience in research and university environments, having held management, lecturing and editorial positions

Tasks and questions → slido.com



A screenshot of the Slido website homepage. The browser address bar shows 'https://www.slido.com'. The navigation menu includes 'Product', 'Solutions', 'Pricing', 'Resources', 'Enterprise', 'Log In', and a green 'Quick event' button. The main content area features a green heading 'Joining as a participant?' with the subtext 'No account needed.' Below this is a text input field with a green arrow button, containing the text '# Enter event code'. To the right, a large banner image shows a laptop displaying a Slido poll and a video conference grid, with the text 'The ultimate Q&A and polling platform for virtual trainings!' and buttons for 'Try it free' and 'Schedule a demo'. A red arrow points from the event code '49091' in a green box below to the input field.

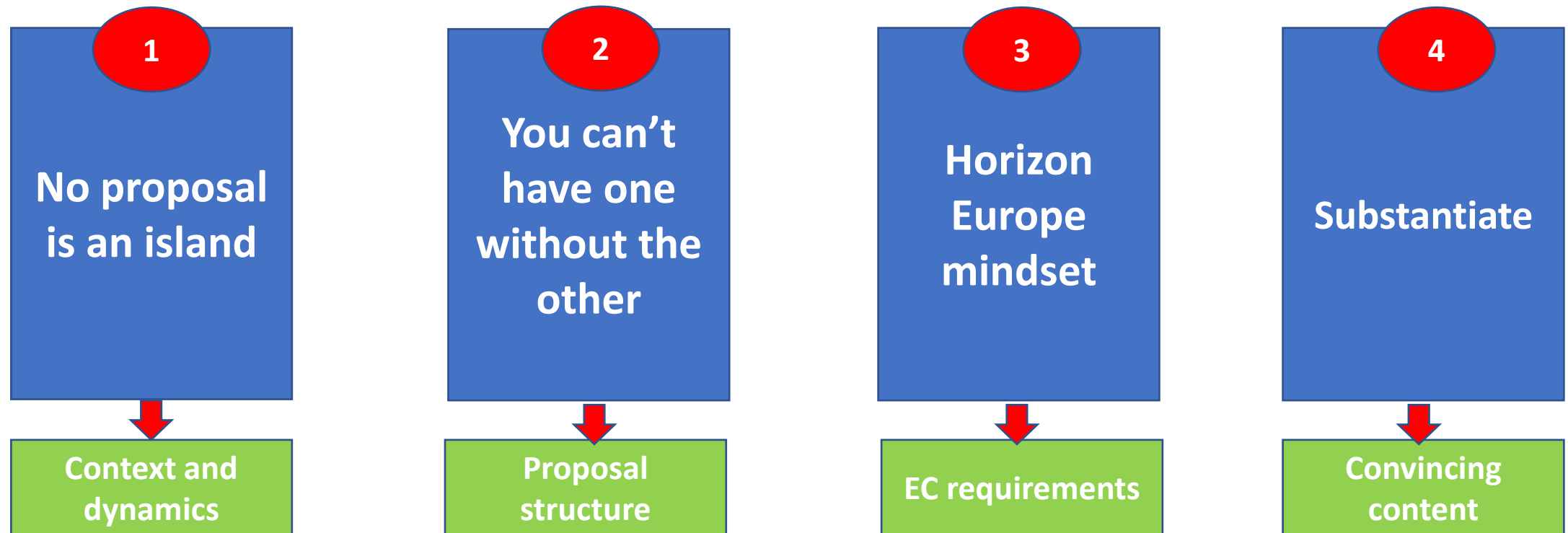
49091

Preparation for Horizon Europe

Module I. Proposal writing training - recap

4 sessions – 4 topics

Big picture approach + practical information on details



Session1. - Summary

1

**No proposal
is an island.**

- Horizon Europe structure
- Policy context
- WP – Call – Topic
- Synergies with other projects

Always explore

- **the policy context of the Topic (EU, UN SDG)**
- **the position of the Topic in the Horizon Europe structure**
- **the precise text of the Topic**
- **the synergies with other funded EU-projects related to the Topic**

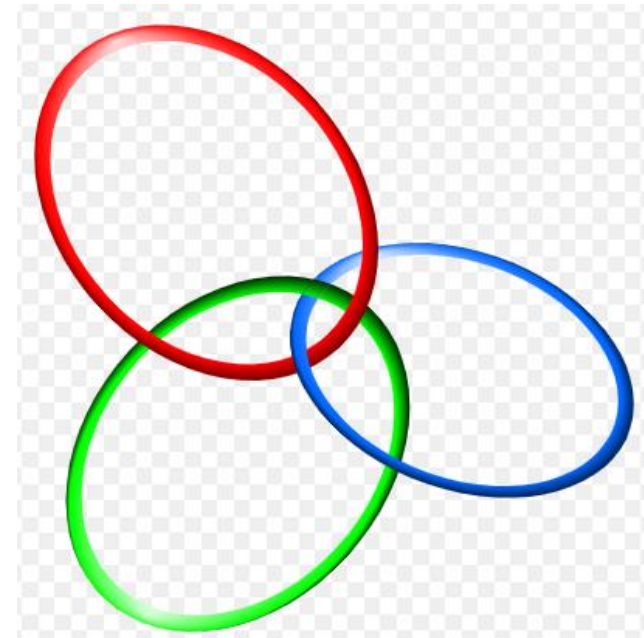
Session 2. Summary

2
You can't
have one
without the
other

EXCELLENCE

IMPACT

IMPLEMENTATION



All sections in your Horizon Europe proposal are intertwined, they have to be built on each other and formulate a coherent proposal from sentence 1 to the end.

Session 3. Summary

3

Horizon
Europe
mindset

- Policy context + synergies
 - Complex problems require complex approach
 - Human factor – the role of SSH
 - Involve and inform
 - Responsible research and innovation
 - Utilization of project results
-

These investments should lead to significant European advances, characterised by increased societal engagement, human-centred and ethical approaches, fostering acceptance with multidisciplinary approaches and awareness raising through dissemination activities.

Session 4. Take-away messages

4

Substantiate

- The first impression does count
- Grab the reader from the beginning to the end
- Be nice to the evaluator
- Don't promise – substantiate!
- You are free to do (almost) anything, but make sure you clearly show why you do it
- The most useful tool in writing the proposal



Preparation for Horizon Europe

Module II. Skills training (February 1 – 10)

- **Finding partners for Horizon Europe projects (February 1-2)**
- **Pitching your research idea (February 3-4)**
- **Negotiate your interests in a consortium (February 8-9)**
- **Navigate your way through the Consortium Agreement and the Grant Agreement (February 10-11)**
- **Dissemination, exploitation and communication in Horizon Europe (February 15-16)**

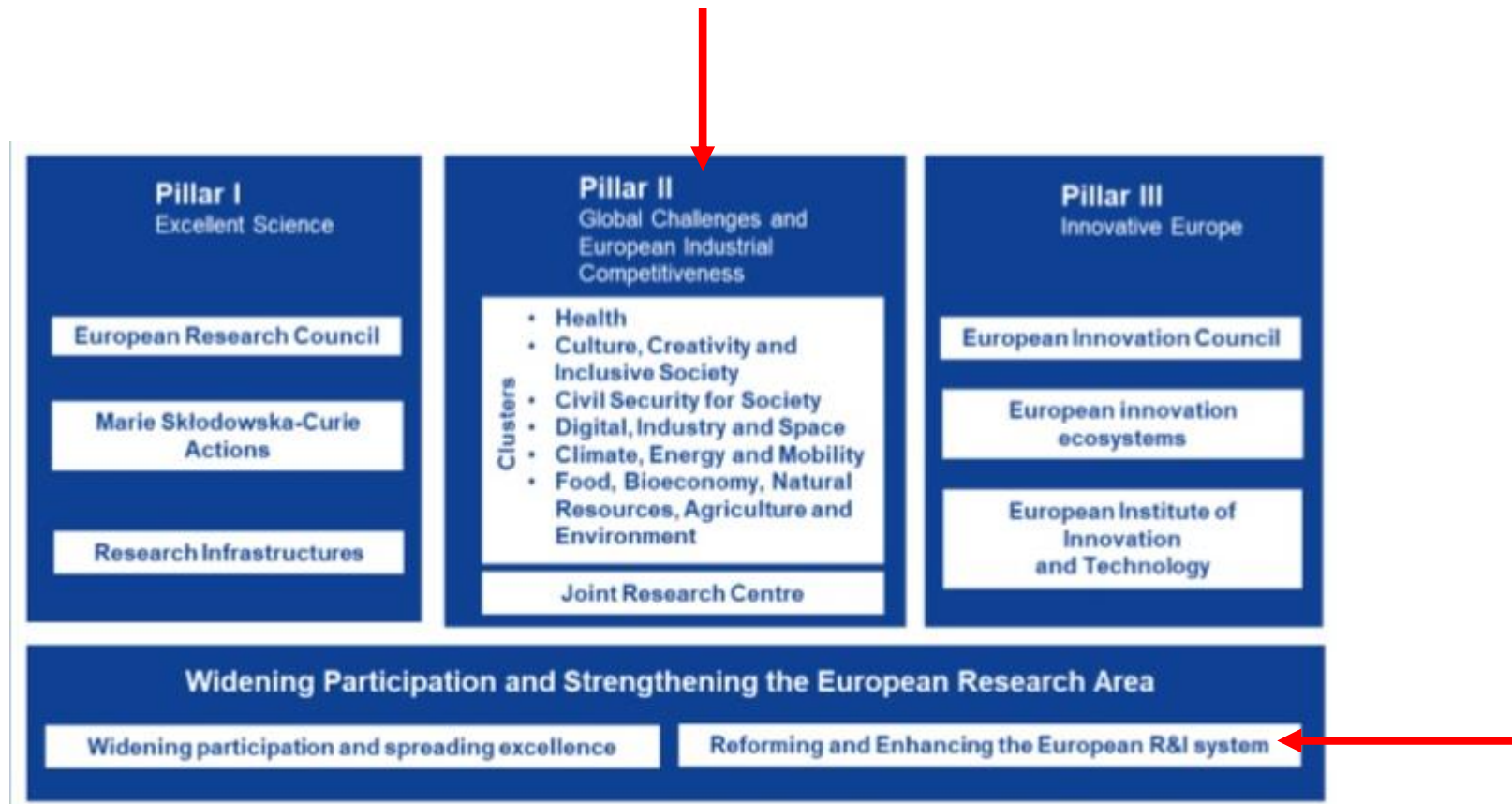
Structure of Horizon Europe



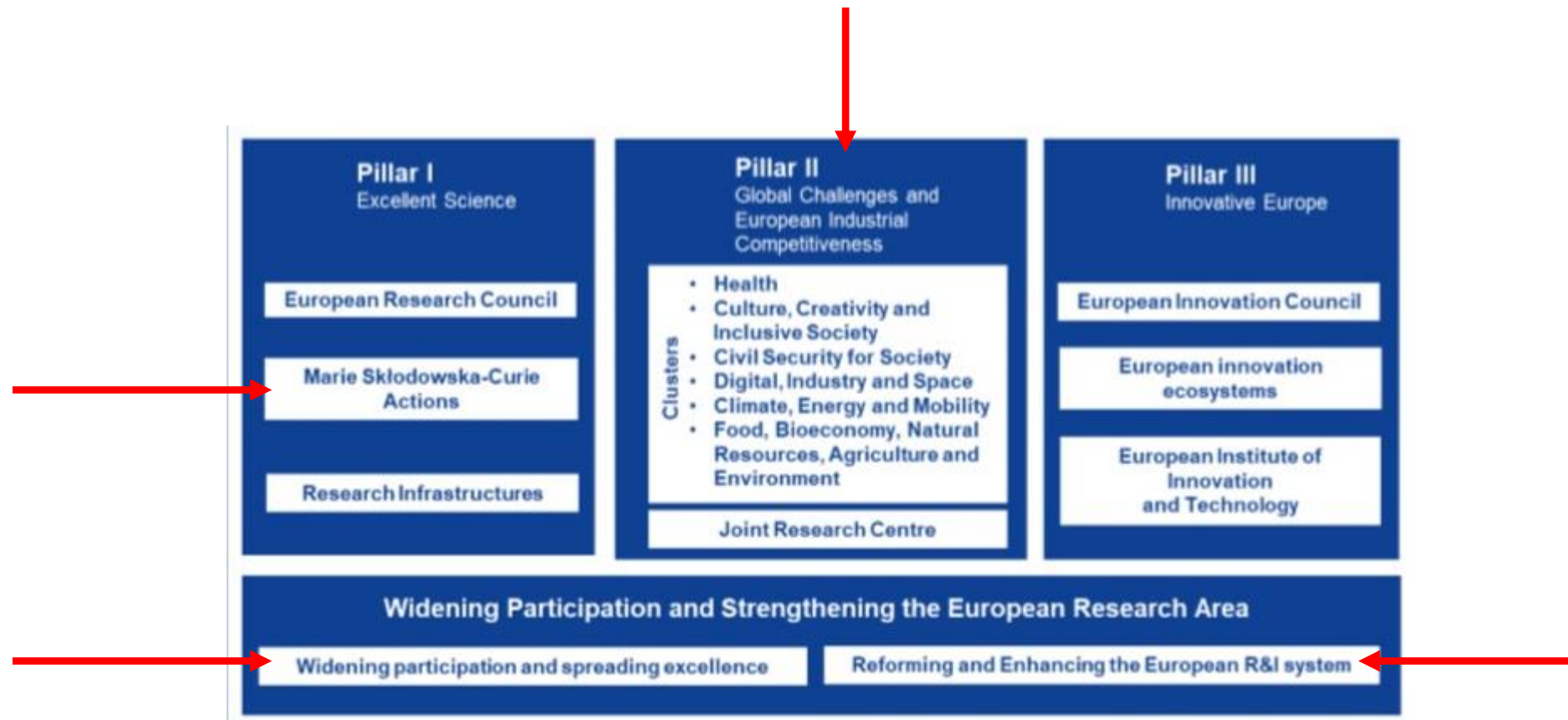
Bottom-up research grants



Top-down research grants



Collaborative research grants



Setup of the Consortium 1.

3

Horizon
Europe
mindset

- Policy context + synergies
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 - Responsible research and innovation
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-

These investments should lead to significant European advances, characterised by increased societal engagement, human-centred and ethical approaches, fostering acceptance with multidisciplinary approaches and awareness raising through dissemination activities.

Setup of the Consortium 2.

Objective = What are you trying to achieve?

Expected Impact = How you plan to achieve the Topic's targeted impacts

Measures to maximize impact = what you do to increase the usage of your results and the outreach of your activities

Consortium as a whole = Why you?



Coordinator

LAPIN YLIOPISTO
Address: Yliopistonkatu 3 C Wing 2RF
Floor: 50101 Rovaniemi
Finland
Website: [lapin.fi](#)
Activity type: Higher or Secondary Education Establishments
Contact the organisation: [lapin@lapin.fi](#)

Participants (7)

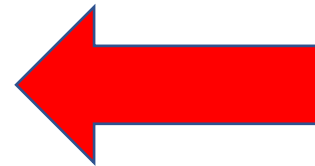
Sort alphabetically **↑** | Sort by EU Contribution **↑**

- Associação de Professores de Expressão e Comunicação Visual**
Portugal
- UNIVERZITA KARLOVA**
Czechia
- UNIVERSITA TA MALTA**
Malta
- HÖGSKOLEN I BORÅS**
Sweden
- BUDAPESTI CORVINUS EGYETEM**
Hungary
- PACO DESIGN COLLABORATIVE**
Italy
- UNIVERSITY OF LEEDS**
United Kingdom

Finding partners for Horizon Europe collaboration

Finding the proper consortium

Building the proper consortium.



Sell/Pitch your idea,
skills and expertise

Where is your place in the Consortium?

- What interests you in the project?
- What skills, expertise, knowledge can you bring in? Do you have any of the skills the Topic especially requires?
- How can you substantiate that you have those skills/expertise, knowledge?
- Do you have the proper institutional framework?

>>> MAXIMUM 1 PAGE <<<
EXPRESSION OF INTEREST
[PI/Research group name]

to join a Consortium as Partner on [Work Program -Topic]

We are interested in examining...The expertise/perspective we wish to bring to the Consortium is...

Short introduction of PI/research group

|

Competences relevant to the Topic

- ...
- ...
- ...
- ...

University expertise/infrastructure relevant to the call

- ...
- ...
- ...

In case of interest please contact

Name, Position
E-mail
Phone
Web

>>> MAXIMUM 1 PAGE <<<

Expression of Interest

Finding partners for Horizon Europe collaboration

Finding the proper consortium

Building the proper consortium.

- International network
- NCP-network
- Other professional networks
- Funding and Tenders Portal
- Brokerage events

+1. Strategic partner search

Slido

The most important take-away messages of today's session

What are the most important take-away messages of today's session?

use all possible channels to find partners

balanced consortium (geographically, expertise, etc)

multi targeting

embeddedness outside academia is key

it is not only your publications that will describe your expertise - real research impact matters

cooperation within Corvinus in order to have a good partnersearch doc

expanding international network on purpose

Finding partners for Horizon Europe collaboration

Finding the proper consortium

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+1. Strategic partner search

Finding partners for Horizon Europe collaboration

Finding the proper consortium

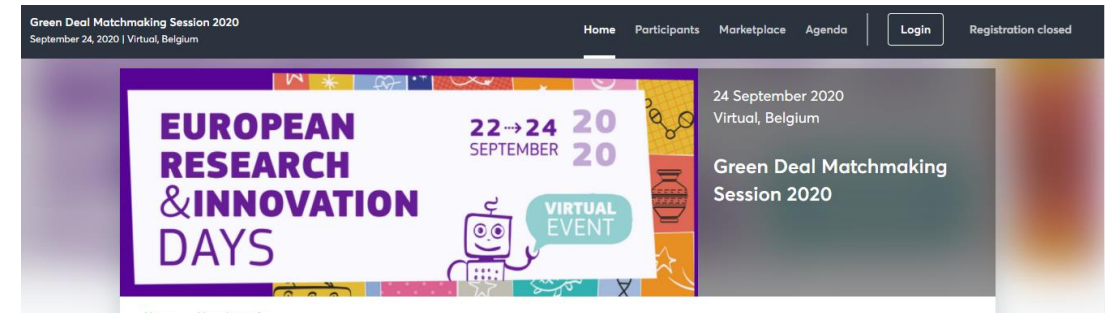
Building the proper consortium.

- International network
- NCP-network
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+1. Strategic partner search

Brokerage events – why?

- Increase your own international visibility
- Find partners
- Practice negotiation techniques
- Practice pitching your research
- Get to know latest developments and the state-of-the-art cc. your research interest
- Gain up-to-date information about the call
- Align your idea/expertise to the call's requirements



Brokerage events – how?

How can you benefit from this event?

- Publish and showcase your outcomes from previous projects, your technological solutions, your ideas for future proposals or your business needs
- Register to the sessions that interest you the most
- Read the pitches in advance to choose the conversation rooms you would like to participate
- Initiate and arrange promising pre-scheduled 1:1 meetings at the event
- Generate fresh leads and meet new contacts in a time and cost-efficient way
- Stay one step ahead of your competitors by being seen and visibly present at the event

Stay in touch,
exchange
contact info

Engage in
conversations

Snappy,
interesting
partner
profile

Finding partners for Horizon Europe collaboration

Finding the proper consortium

Building the proper consortium.

- International network
- NCP-network
- Other professional networks
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- Brokerage events

+1. **Strategic partner search**

Strategic partner search – Horizon Europe Dashboard



Funding & tender opportunities
Single Electronic Data Interchange Area (SEPIA)



SEARCH FUNDING & TENDERS

HOW TO PARTICIPATE

PROJECTS & RESULTS

WORK AS AN EXPERT

SUPPORT

Programming period

2014-2020

Horizon 2020 Framework Programme (H2020)

Clear filters

Projects & Results

Horizon Dashboard

The Horizon Dashboard is an intuitive and interactive knowledge platform offering a user-friendly public access to statistics and data on EU research and innovation. It offers:

- Easy access to overview and detailed information on proposals, funded projects and project results, notably reported IPRs and scientific publications,
- Views on specific aspects e.g. the Seal of Excellence, the European Innovation Council
- Intuitive functions for filtering and drilling down, allowing analysis by geographical location, research thematic area, organization types etc.
- Functions for data export, story-building and bookmarking – log in here to access full Dashboard functionalities

EXPLORE HORIZON 2020 DASHBOARD

HORIZON
DASHBOARD
EU RESEARCH PROGRAMMES

Take data on board

Slido #2

Questions received on the first session



Anonymous

👍 0 🕒 1 Feb, 12:28pm

what was the name of the project that is about art, and Corvinus is part of that project? ...



Anonymous

👍 0 🕒 1 Feb, 12:58pm

what do you recommend as a schedule for preparing for application?
Searching the call proposals in advance, creating a one-pager and start partner search? ...

The challenges you face (or think you will face) in partner search for European projects

embeddedness outside academia is not in the interest (not among KPI's) of our bosses

not embedded at all... that's the problem :)

as a partner: no idea where to start... as a leader: apart from own network, how to find relevant (and "HE-compatible") additional partners (even more outside of academia)

how to decide who is a reliable partner?

wasting time

where to find a partner?

where to start

find reliable partners

it is like a cold call

It is a big risk, that the collaboration will work out with the selected partners

KUTATÁSMENEDZSMENT IRODA
CORVINUS HORIZONT EURÓPA KÖZPONT / CORVINUS CENTRE FOR HORIZON EUROPE

Kutatási, konzorciális pályázatokat támogató csoport:
Célunk, hogy a Corvinus ki tudja használni a HE lehetőségeit és a kutatási témák, ötletek nemzetközi szintű kutatásokká formálódjanak



Dr. Cser Erika
Szakmai koordinátor



Fekete Judit
Horizon Információs Pont



Dr. Schenk Borbála
jogász, európai uniós
kutatástámogatási tanácsadó
(szerződéses partner)

horizon@uni-corvinus.hu



**I wish you success in Horizon Europe and
thank you for your attention and participation!**

Your opinion matters. Please send me your
feedback on the course via slido