

## **How to Write a Competitive Proposal for Framework 7**

### **Overview of the Course**

The aim of this one day course is to train research managers and administrators in writing professional and competitive proposals for the Framework 7. The course describes the relevance of Framework 7 to EU policies, the common problems in proposal writing and the success criteria for proposals. The course provides tips on how to collect information, how to select strategic partners and how to avoid duplication in proposal writing. The final section describes a strategy for proposal writing.

All of the modules will compare the new procedures with those of Framework 6.

### **Module 1: A Quick Overview of Framework 7**

Sources of Information on Framework 7  
The Structure of Framework 7  
Terminology used in Framework 7  
The Secrets of Framework Proposals

### **Module 2: Who's Who in Framework 7**

Who decided the Structure of Framework 7  
Who prepared the workprogrammes for the Research Priorities  
Who's Who in the Technology Platforms  
Background to the Evaluation Criteria  
Key websites on the Who's Who in Framework 7

### **Module 3.1: The Research Priorities in Framework 7**

Cooperation ( 10 Research Priorities)  
Ideas (Frontier Research) (European Research Council)

### **Module 3.2 The Research Priorities in Framework 7**

People (Marie Curie)  
Capacities  
Competitiveness and Innovation Programme (CIP)

### **Module 4: The Funding Schemes**

Collaborative Projects (CP)  
Networks of Excellence (NoE)  
Coordination and Support Actions (CSA)  
Research for SMEs and Associations  
Marie Curie Fellowships  
Article 169 and Article 171  
A strategy for using the different instruments  
Key websites and statistics on the Funding Schemes

## **Module 5: Legal and Financial Rules in Framework 7**

The Contract and Consortium Agreement  
The Financial Rules of Framework 7  
The Rules on Intellectual Property  
Key websites and documents on Legal and Financial Rules

## **Module 6: How to Find the Best Partners**

Which countries can participate ?  
The different roles in the consortium  
The role of the coordinator  
How to find best partners.  
Key websites to select the 'Strategic Partners'

## **Module 7: How Proposals are Evaluated**

Evaluation Criteria for Framework 7 Proposals  
The Evaluation Process  
The Evaluation Manual and the Forms used by Evaluators  
The role of the 'Expert Evaluator' + how to become an 'Expert'  
Key websites and documents on the Evaluation of FP7 Proposals

## **Module 8: How to Write the 'Potential Impact' of the Proposal**

Background to 'Potential Impact'  
Template for writing the 'Impact'  
Example of 'Potential Impact'  
Ten Routes for Exploiting Research Results  
Websites to write the 'Potential Impact'

## **Module 9: How to Write the 'Project Implementation'**

How to Manage R&D Projects.  
Potential problems managing Framework Projects  
The Pert Chart, The Gantt Chart  
Work Package Description  
The Deliverables Table  
Work Breakdown per partner  
Websites, Templates and Webservices for Management of Framework projects

## **Module 10 How to Streamline Proposal Writing**

Step by Step guide to preparing a proposal  
How ideas for research proposals are identified  
How to kill 'bad' ideas  
The 'One Page Proposal'  
How to avoid repetition in R&D Proposals (Templates)  
Templates to prepare 'One Page Proposals'