



# Horizon 2020 Proposal Writing Days

28-29 May 2019, Ankara, Turkey

Venue: Limak Ambassadore Hotel  
Gaziosmanpaşa Mahallesi, Boğaz Sk. No:19,  
06700 Çankaya/Ankara

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## Preliminary agenda

### Day 1

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| 09:30 – 10:00 | <b>Registration</b>   |
| 10:00 – 10:30 | <b>Welcome words</b><br><i>Utku ÇETİN, H2020 ICT National Contact Point, TÜBİTAK</i>  |
| 10:30 – 11:30 | <b>Horizon 2020 – Opportunities for participation in H2020 calls</b><br>An introduction to Horizon 2020 – The EU Framework Programme for Research and Innovation, and the benefits of participation for researchers from Turkey.<br><i>Presenters: Elke Dall, Dr. George Bonas*</i> |
| 11:30 – 12:30 | <b>Opportunities for participation in collaborative projects</b><br>This session covers the identification of suitable open and upcoming calls (on ICT focused areas.)<br><i>Presenters: Elke Dall, Dr. George Bonas*</i>   |
| 12:30 – 13:30 | <b>Lunch break</b>  |
| 13:30 – 14:30 | <b>Networking: How to find suitable partners for Horizon 2020 proposals</b><br>This session gives an overview about networking platforms, how to find suitable partners and how to build a consortium.<br><i>Presenters: Elke Dall, Dr. George Bonas*</i>                           |

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- 14:30 – 15:30      **Preparing and submitting a proposal – part I**  
Learn how to read the different parts of a call for proposal, how to plan and draft a competitive proposal, and how to avoid common pitfalls.  
*Presenters: Elke Dall, Dr. George Bonas\**
- 15:30 – 16:00      **Coffee break**
- 16:00 – 16:30      **Preparing and submitting a proposal – part II**  
Practical exercises in pairs and groups.  
*Presenters: Elke Dall, Dr. George Bonas\**
- 16:30 – 17:00      **Q&A, Wrap-up of the day**  
*Presenters: Elke Dall, Dr. George Bonas\**

## Day 2

- 09:00 – 09:30      Registration
- 09:30 – 10:30      Welcome, **Lessons learnt from day 1**  
*Utku ÇETİN, TUBİTAK; Presenters: Elke Dall, Dr. George Bonas\**
- 10:30 – 12:00      **Impact and exploitation in H2020 proposals and projects**  
In this session participants will learn how to develop a dissemination and exploitation plan.  
*Presenters: Elke Dall, Dr. George Bonas\**
- 12:00 – 13:00      **Lunch break**
- 13:00 – 13:45      **Financial issues**  
Topics of this session are budgeting, rules for participation, funding instruments, eligible direct and indirect costs, involvement of third parties and receipts.  
*Presenters: Elke Dall, Dr. George Bonas\**
- 13:45 – 14:30      **Evaluation processes**  
In this session participants will learn how to develop a dissemination and exploitation plan.  
*Presenters: Elke Dall, Dr. George Bonas\**

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14:30 – 14:45

**Coffee break**

14:45 – 15:00

**Understanding grant agreements**

This session covers grant agreements and how to understand legal implications/ forms, grant agreement frameworks and regulations, models of grant agreements, how to use grants manuals and how to draft a consortium agreement.

*Presenters: Elke Dall, Dr. George Bonas\**

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16:00 – 16:30

**Q&A, Wrap-up of the day**

*Presenters: Elke Dall, Dr. George Bonas\**