

EU Funding Training workshop

Mastering the successful development of EU grant applications

**19th September 2018
13.30 -17.00**

DOMSTAD, KONINGSBERGERSTRAAT 9, 3531 AJ UTRECHT - THE NETHERLANDS

Background

EU policies are implemented through a wide range of programmes and funds, which provide financial support to hundreds of thousands of beneficiaries, including social, education and health service providers. In the current context of economic crisis and austerity measures, EU funding grants can be an alternative or addition to traditional methods of financing.

For this purpose, and after a very successful training delivered last year by expert Nikolaos Floratos, EPR offers its members another opportunity to enjoy a similar course: 'EU Funding training (outside the ordinary) for exploiting successfully European funding programmes. A crash course on how to create winning grant applications'. The structure of the course has been optimized consistently in order to achieve the highest effect at the least possible duration and ensuring the largest participation.

Learning objectives

1. To think and act like a leader in EU funding.
2. To recognize which proposals will fail and which ones will succeed in EU funding.
3. To identify the most promising EU call topics according to your resources, experience and determination.
4. To understand the full proposal development cycle.
5. To develop great ideas for your proposal in EU calls.
6. To connect with key actors in EU funding area.
7. To receive easily and quickly critical feedback on your EU grant's application.
8. To attract competent partners for your EU grant's application.
9. How to identify highly competent EU funding initiatives and get involved as partner.
10. To impress the evaluators with your grant application form.



Who is the event for?

This event is for all professionals working at EPR full and associate members. No specific knowledge on the subject is required to attend this training. There is no limit to the number of participants per member.

| Step-by-step guidance for developing successful grant applications in EU calls (Beginner to Advanced) | |
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| Module 1 | <ul style="list-style-type: none">• Why you cannot afford to fail in EU funding• How to think and act like a leader in EU funding |
| Module 2 | <ul style="list-style-type: none">• Step-by-step guidance on identifying the most suitable EU funding opportunities |
| Module 3 | <ul style="list-style-type: none">• Step-by-step guidance on developing a successful grant application |
| Module 4 | <ul style="list-style-type: none">• How to impress the evaluators with your grant application• Resources for impressing the EU evaluators |

Important note: The above structure is of high value for individuals irrespectively to their experience on EU funding.

Agenda

- Beginners will master the essentials and how to identify and involve their group into potentially winning proposals.
- Intermediate and advanced experts will be able to improve significantly their approach in EU funding arena and increase their success rate.
- All participants will get the full recipe on how to develop step-by-step a successful EU grant application.

Available Unique Resources: In addition, we will make available to all participants the following powerful tools and templates that are based on best practices from more than one hundred successful applications in EU funding area:

1. **The Full-Module Training Handbook™** with the training slides for each one of the modules above.
2. **The EU Funding Champion compass™** that is a two page* workbook template for making each participant to think and act like a leader in EU funding.
3. **The Horizon 2020 CR.I.T.E.R.I.A. toolkit™** that is a snapshot with key resources, templates and examples for impressing the evaluators of your grant application.

100% Satisfaction Guarantee: Even if some of the participants have already participated in another related training session, we are committed to deliver an eye-opening session for all participants from novices to senior experts in EU funding area.

We encourage you to contact Alicia Gómez Campos at agomezcampos@epr.eu or +32 2 235 66 61 for any information related to this training.



This event has received financial support from the European Union Programme for Employment and Social Innovation "EaSI" (2014-2020). For further information please consult: <http://ec.europa.eu/social/easi>

Trainer



The training will be led by Nikolaos Floratos. **Nikolaos Floratos** after his undergraduate and postgraduate studies as engineer in London, UK, has been working for a number of consultancy and Information Technology companies as consultant and project manager across Europe. He completed also an MBA (Master in Business Administration) and the last 20 years he is involved in planning, managing and evaluating large and small projects in the area of research, education, ICT (Information Communication Technologies), social inclusion, entrepreneurship, standardization and consumer issues. As a personal trainer and coach, he has supported thousands of individuals and organisations from more than 35 countries on managing state funding (e.g. from European Commission, National Funds, etc) and receive support for deploying their business idea or mission and he has proved that anyone can become a great proposal writer or project manager of european funded projects through proper guidance, training and coaching. He is an expert on behalf of the European Commission on evaluating and reviewing projects and proposals since 2003 and currently, he researches through a PhD how eLearning courses can increase students' engagement and motivation. He is the creator of the *Funding Expert Transformation Process*TM system that can transform anyone to a great proposal writer and project manager of european funded projects. He is also invests in highly innovative start-ups and SMEs and he is member of the [European Business Angel Network](#) and of the [Institute of Leadership and Management](#). He has received more than 70 recommendations at his linkedin profile (www.linkedin.com/in/floratos) as a funding expert, coach and trainer. He is ranked in the top position by google as “Funding Expert”.



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