

## H2020 Intensive Course Agenda

Participants by completing this course will be able to:

1. Identify easily the most suitable funding opportunities for their specific organisation or profession from the H2020 programme
2. Apply an effective methodology and tips for joining competent H2020 consortia and proposals
3. Understand the legal, financial and IPR issues and implications on H2020
4. Apply tips, methods and well validated material from EC experts on writing successful H2020 proposals
5. Address all H2020 evaluation criteria with success and convince the EC evaluators to fund your proposal
6. Professionally address all different sections in a H2020 proposal application form
7. Evaluate your proposal from the EC evaluators' point of view and further enhance it

<b>Day 1</b>	
<b>H2020 Structure and involvement – H2020 simplified, identification of suitable H2020 components per participating organisation, successful submission steps</b>	
09:00 – 10:30	Welcome H2020 simply but fully explained based also on successful examples
10:30 – 11:00	Break
11:00 – 12:30	- Identification of suitable H2020 components and how each participating organisation can get involved.  - Special reference also to SME funding opportunities (SME instrument, Eureka, COSME etc)
12:30 – 13:30	Lunch
13:30 – 15:00	10 steps for successful H2020 proposal submission
15:00 – 15:30	Break
15:30 – 17:00	10 steps for successful H2020 proposal submission (cont.)

<b>Day 2</b>	
<b>Designing the H2020 Proposal – Application Evaluation Criteria – Hands on Practice, Tips and hints from EC expert for writing successful proposals</b>	
09:00 – 10:30	Recapitulation Work on “Excellence” Evaluation Criterion
10:30 – 11:00	Break
11:00 – 12:30	Work on “Impact” Evaluation Criterion
12:30 – 13:30	Lunch

13:30 – 15:00	Work on “Quality and Efficiency” Evaluation Criterion
15:00 – 15:30	Break
15:30 – 17:15	- Evaluate a specific H2020 proposal by formulating appropriate questions and answers (Classwork in Groups- Hands on Practice)  Training evaluation - Award of Certificates

### Instructor



**Mr. Nikolaos Floratos** (B.Eng, M.Sc, DIC, MBA, PhD Researcher) the last 16 years offers his services as an expert in planning and managing large and small projects in the area of research, education, ICT (Information Communication Technologies), social inclusion, entrepreneurship, standardization and consumer issues. He has supported hundreds of individuals and organisations mainly from Europe but also from all over the world on how to apply and manage state funding (e.g. from European Commission, National Funds, etc) and receive support for

deploying their business idea or mission. Also he has delivered recently courses in proposal writing for funding European projects at Cergy Pontoise University in Paris in the context of a Master course on European Projects as well as at European Project Academy in Brussels in the context of the Master in Technologies for the development of European Projects.

Furthermore, Mr Nikolaos Floratos has been engaged as expert by the European Commission on evaluating proposals requesting EC funding as well as reviewing EU projects since 2003 and he has managed so far more than seventy EU projects since 1997. He presents the most suitable mix as an EC expert and project manager with teaching experience and skills. Mr. Nikolaos Floratos is also a PhD researcher in exploring student engagement methods in modern learning environments.

More info about Nikolaos at [www.NikolaosFloratos.com](http://www.NikolaosFloratos.com)