

EFFECTIVE PROPOSAL WRITING

Meeting Room, Research Area

Calendar	Content	Schedule	Professor
Monday 29/05/17	<ul style="list-style-type: none"> • How to write an effective proposal • The "YOU" focus • The PERFECTO rule • The Russian Roulette Factor • The seven core steps in preparing a research proposal for granting agencies 	9,30-11,30	Germana Di Falco
Monday 29/05/17	<ul style="list-style-type: none"> • Basic Do's and Don'ts of Proposal Writing • Need Assessment and PCM Methods: why proposal writing as anything to do with creative writing • Two case studies: which proposal passed and which failed and why? 	11,30-13,30	Germana Di Falco
Tuesday 30/05/17	<ul style="list-style-type: none"> • Key excellence parameters and evaluation criteria of H2020 proposals: what the evaluators will look at? 	9,30-11,00	Valentina Russo
Tuesday 30/05/17	<ul style="list-style-type: none"> • Executive summary, one page proposal, concept note, project fiche and application form: how to plan communication style, contents and target • How to manage the re-proposals? • Small groups labs 	11-13,30	Germana Di Falco

