



DAAD

Deutscher Akademischer Austausch Dienst
German Academic Exchange Service



EUROGRANT

Developing a TEMPUS proposal

International TEMPUS Conference
on the third call in
TEMPUS IV

Frank Bösenberg, Berlin, 30.11./01.12.09

Background of the speaker

- MSc in civil engineering + MBA from TU Dresden
- 4 years deputy director of European Project Center of TU Dresden
- More than 100 successful applications in more than 10 different EU programmes
- Managed over 15 large international projects coordinated by TUD (TEMPUS, Asia Link, FP6, FP7, Asia Pro Eco, EU India)
- Since 2009: CEO of Eurogrant

Structure

1. General recommendations for proposal preparation (30 min)
2. Specific issues within TEMPUS – the Logical Framework Approach (LFA) (30 min)
3. Questions/discussion (30 min)

10 steps on the road to success

1. The right call

2. Haste makes waste

3. Reading, reading, reading

4. Learning from history

5. Keep asking

6. United we stand

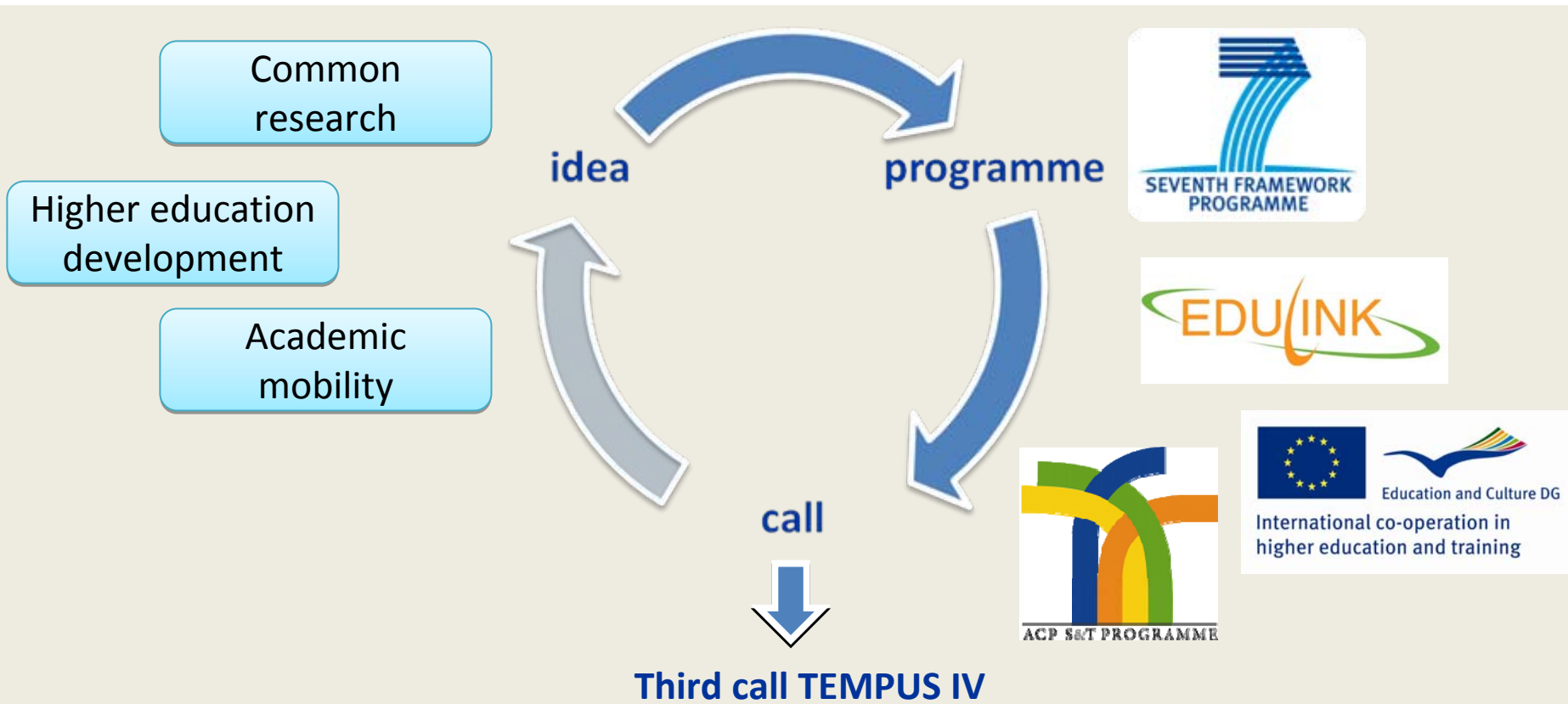
7. Sell your idea

8 Evaluation starts early

9. No content without form

10. Talk is golden

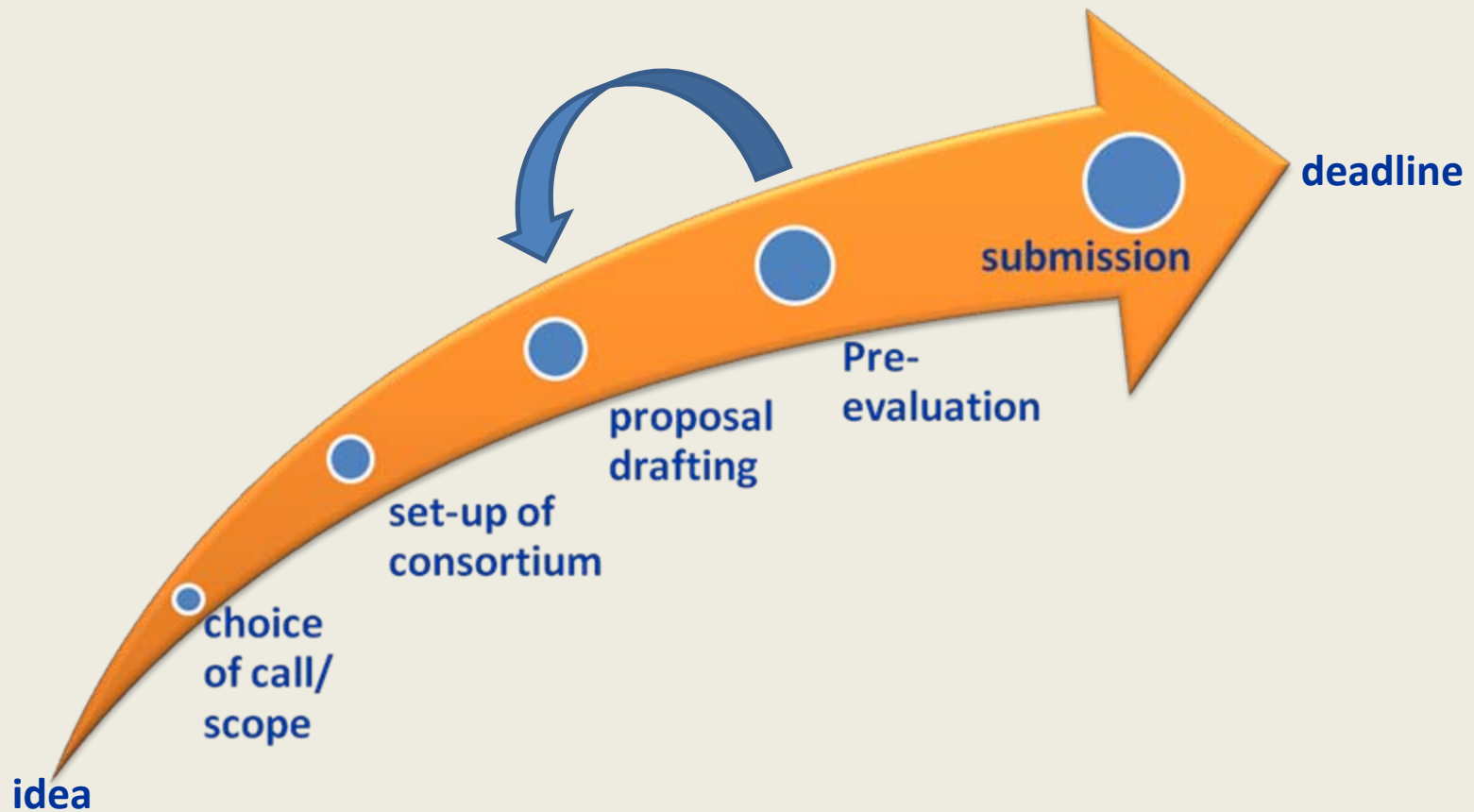
1. The right call ?



2. Haste makes waste

- As a grantholder, plan at least 2-3 months for preparation of a proposal
- Best practice: start 6-8 months before deadline
- Check availability of partners when planning the submission process
- Define milestones
- Define stop criteria

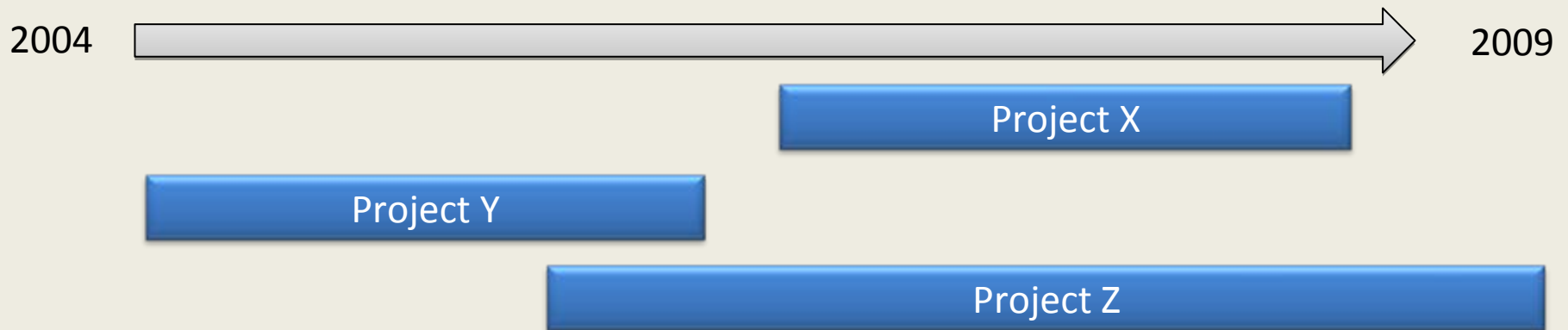
2. Haste makes waste (II)



3. Reading, reading, reading



4. Learning from history



- Use of project databases
- Identification of potential partners (and competitors)
- Avoidance of repetition

5. Keep asking

- Tempus Information Days 2009
- http://eacea.ec.europa.eu/tempus/events/info_days_2009.php
- Important background infos
- Possible brokerage (potential partners and competitors)

6. United we stand (divided we fall)



- Preferable existing networks or partnerships (also 2nd level)
- Best case: already common project experience

6. United we stand (II)

- Number of partners depending on instrument
- Complementarity of partners
- Warranty/ prove of collaboration
- Ensurance of proper communication
- Division of labour vs. „too many cooks“

7. Sell your idea - 1page proposal

problem analysis

- Background of the idea
- WHY BOTHER?

stakeholders

- WHO cares?

novelty

- WHY in THIS WAY?
- WHY should the planned approach be used?

needs analysis

- WHY is implementation necessary NOW?

consortium

- WHY WE?

7. Sell your idea (II)

- Keep limited time of evaluators in mind
- Strong and precise wording
- Short paragraphs
- Use listings
- Accentuate key words
- Avoid extensive explanations
- Consider exploitation of results
- **STICK TO THE APPLICATION FORM!!!**

7. Sell your idea (III) - name your baby

- > Acronym – appr. 20 characters, only letters and numbers
- DASICURUDT: Informatikcurriculum für das Fachgebiet Datensicherheit und Datenschutz für eine moderne Ausbildung von Diplomingenieuren an russischen Universitäten des Transportwesens - Harmonisierung der Ausbildung in EU und RF
 - AUNERCP: All-Ukrainian Network of ECTS Regional Consulting Points
 - REMARK: Retraining courses in intercultural marketing

8. Evaluation starts on day 1

- Best insight: evaluators
- Use knowledge of NTOs and colleagues
- Consider feedback loops
- Obey evaluation criteria permanently
- Wording of key phrases
- Regular update of LFM

9. No content without form

- Consider administrative requirements
- Number of pages and templates
- Budget limits (% and absolute)
- Requirements for the consortium
- Time and way of submission -> MAIL DELIVERY TIMES!
- Completeness of documents

10. Talk is golden

- Define and test communication channels
 - Phone, email
 - Skype, ICQ, ...
 - Collaborative working platforms
- If possible 1-2 physical meetings (grants by DAAD)
- Communication with NTOs

BUT: 1 Co-ordinator !

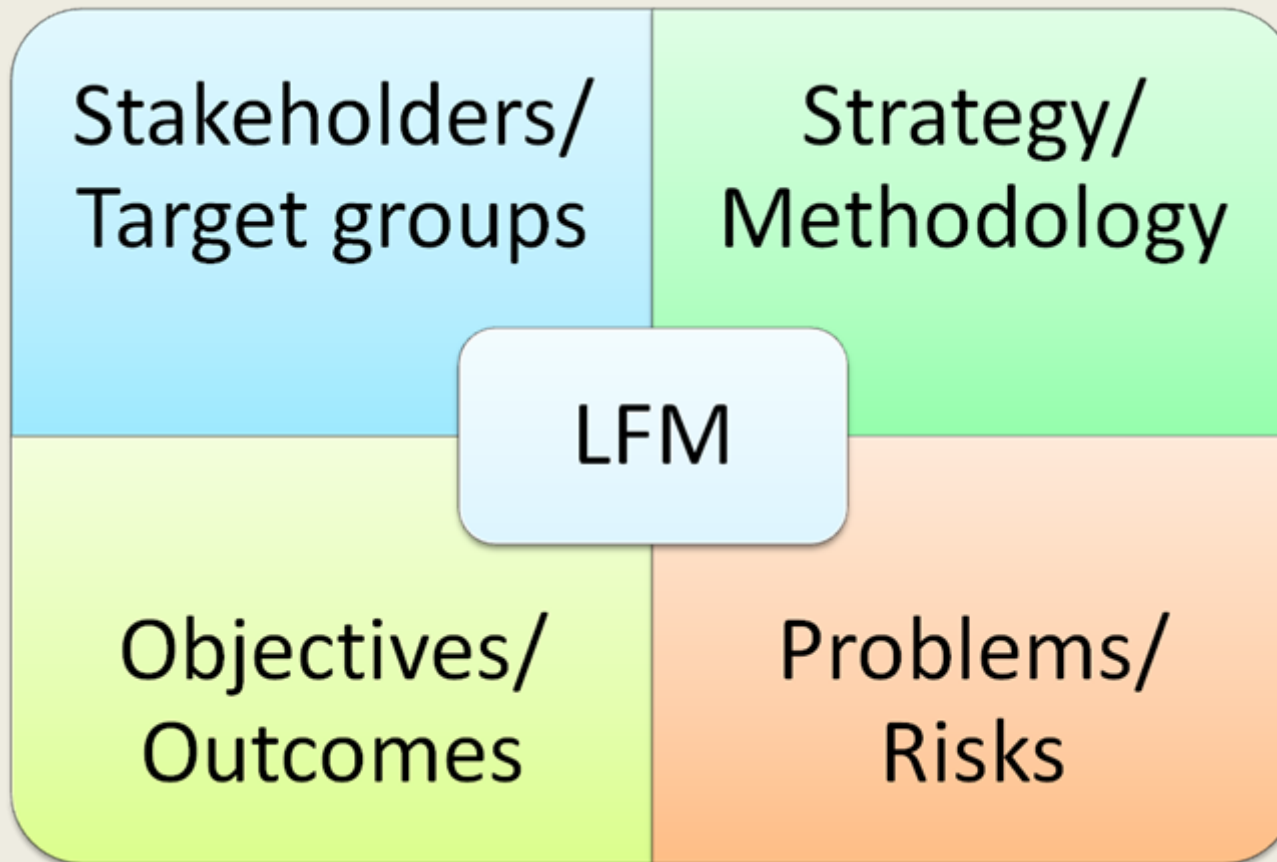
Never give up...

I have not failed. I've
just found 10,000 ways
that won't work.

Thomas A. Edison

End of part 1

LFM – the heart of your project



LFA vs. LFM

Analysis Phase

- Stakeholder analysis
- Problem analysis
- Objective analysis
- Strategy analysis

Planning Phase

- Developing LFM
- Activity scheduling
- Resource scheduling

LFM – the fields

Consequences, not sums!

Wider objective = link to the policy	Indicators/ OVI – difficult for PM to measure itself	Way of measurement/ Source of information	
Specific objective/ expected benefits to target groups	Indicators/ OVI	Way of measurement/ Source of information	Assumptions and risks
Outputs and Outcome	Indicators/ OVI	Way of measurement/ Source of information	Assumptions and risks
Activities	Input (summary of resources/means)	Summary of costs/budget	Assumptions and risks

LFM – General Sequence of Completion

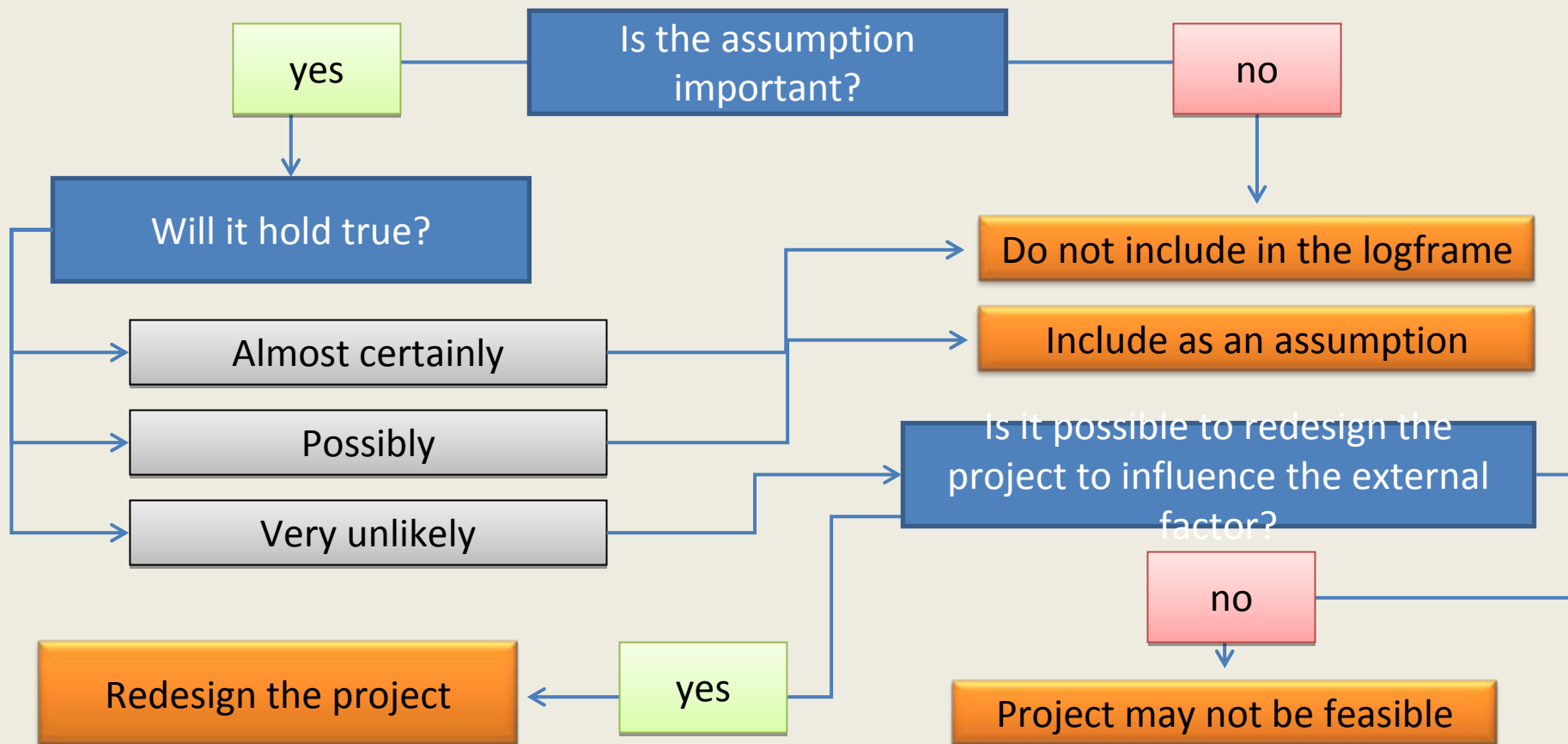
1	8	9	
2	10	11	7
3	12	13	6
4			5

Think S.M.A.R.T.

Objectives (or OVIs) should be

- **S**pecific to the objective it is supposed to measure
- **M**easurable (either quantitatively or qualitatively)
- **A**vailable at an acceptable cost
- **R**elevant to the information needs of managers
- **T**ime-bound

Assessment of Assumptions/risks



Let's practice!

- **Example: Joint Project – ideas? Areas? (Curricular Reform)**
- **Partners from France, Germany, Poland**
- **Good Contacts to Central Asia (Kazakhstan, Kyrgyzstan, Tajikistan, Turkmenistan , Uzbekistan)**
- **Tasks:**
 - 1. Defining objectives/scope of project**
 - 2. First fields of the LFM**

Specific objectives TEMPUS

- To promote the reform and modernisation of higher education in the partner countries;
- To enhance the quality and relevance of higher education in the partner countries;
- To build up the capacity of higher education institutions in the partner countries and the EU, in particular their capacity for international cooperation and for a permanent modernisation process, and to assist them in opening themselves up to society at large, the world of work and the wider world in order;
 - to overcome the fragmentation of higher education between countries and between institutions in the same country;
 - to enhance inter-disciplinarity and trans-disciplinarity;
 - to enhance the employability of university graduates;
 - to make the European Higher Education Area more visible and attractive in the world;
- To foster the reciprocal development of human resources;
- To enhance mutual understanding between peoples and cultures of the EU and of the partner countries.

Programme Theme

Curricular Reform

Modernisation of curricula in academic disciplines identified as priorities by the Partner Countries, using the European Credit Transfer System (ECTS), the three cycle system and the recognition of degrees

National priorities (3rd call)

country	Disciplines
Kazakhstan	Engineering, sciences and technologies, social sciences and business, health and social protection
Kyrgyzstan	Economics and Business Administration; Information technology, computer science and software engineering
Tajikistan	Agricultural sciences; Education and Teaching; Medical Sciences; Information Technology
Turkmenistan	Social sciences and business; health care and social security; technological sciences and technologies
Uzbekistan	Engineering and Technologies, Health Sciences

Regional priorities

Region	Disciplines (curricular reform)
Central Asia (DCI)	Education/pedagogy, Law, Good Governance, Water, Energy, Environment

Thank you for your attention!



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Optional: Example LFM fields