

Training and Cooperation Activity (TCA)

TCA with Focus on Southeastern Europe:

A New Vision for European Cooperation

Workshop Summary

Workshop 3:

Cooperation Projects (KA2/KA3) – How to initiate a project and how to write a competitive proposal

Speakers & Moderation: Markus Christoph Engert, Technical University of Applied Sciences Würzburg-Schweinfurt & Dr. Marie Vanderbeke, Ruhr University Bochum, Carina Fazius, National Agency Germany (NA DAAD)

Description: Writing a project proposal does not only require professional expertise and a good project idea. It is also important to meet the formal requirements of an EU application. The session will show which criteria are important in the context of an EU application to increase the chances of EU selection and funding. Furthermore, experiences on initiating a project and applying successfully for cooperation projects in higher education will be shared.

Goal: Expand knowledge on project initiation and writing a successful project proposal, exchange experiences with other participants.

Name of Workshop	WS3: Cooperation Projects (KA2/KA3) – How to initiate a project and how to write a competitive proposal
3 Key messages of the workshops	<p>The main objective of this workshop was to expand knowledge on project initiation and writing a successful project proposal, as well as exchanging experiences with other participants. The discussion was focused on the selection of project partners, preparation, and development of a project proposal.</p> <p><u>The key message regarding the partnership:</u> Project partners should be chosen carefully. In doing so, it is important to ensure that the selected partners should have common interests. It is also important to ensure the active role of all partners involved in a consortium. There must be smooth communication and trust between partners. Partners should be open-minded and speak with one voice. Ideally, partners should have knowledge and experience in project design and implementation. The project coordinator should keep in touch with all partners to ensure their active involvement and commitment to the objectives.</p>

	<p><u>The key message regarding the preparation:</u> Project partners should read the application requirements from the Erasmus+ Programme Guide carefully. They should also attend info sessions/trainings to learn more about the application requirements. It is important to assess the needs of each partner and focus on common needs. It is advisable that project partners seek advice from experienced project coordinators to improve the quality of the application. The partners should discuss the content, duration, and other relevant elements of the project. It is important to be realistic, precise, innovative, and creative. In preparing the application, it should be kept in mind that virtual meetings cannot substitute in-person activities.</p> <p><u>The key message regarding the development:</u> The selected objectives should be linked to the EU policy priorities defined in the Erasmus+ Programme Guide. It is important to check carefully all the award criteria, including relevance, quality of design, quality of partnership, sustainability, impact, and dissemination. The selected objectives should be aligned with the award criteria as much as possible. A detailed needs analyses should be performed and evidence provided to support the analyses. The quality of application could be improved by asking someone to read it and by seeking advice from experts, experienced coordinators, IROs, NA, NEOs, etc.</p>
<p>Thought-provoking insights, interesting trends and observations</p>	<p>The key to the successful development of a CBHE project proposal lies in careful selection of project partners and objectives that are feasible and aligned with the needs of all project partners.</p>
<p>Learnings and outcomes</p>	<p>Project partners should be selected carefully. The application should address the award criteria. Project objectives must be fully aligned with the needs of the selected partners as well as with EU Policy priorities.</p>
<p>Overall summary</p>	<p>The workshop provided a great opportunity for the participants to learn how to initiate a successful CBHE project proposal. The presentations and discussions that followed provided useful tips on how to develop a successful proposal and how to select project partners. It was clarified that the process should start with a need's analyses and careful selection of project partners and objectives that are fully aligned with common needs of all partners, as well as with EU policy objectives. It was noted that project partners should be selected carefully to ensure smooth implementation of the project. The project proposal should be well structured, with clear and measurable objectives that are feasible, precise, and innovative.</p>