

# TRAINING COURSE

## How to write the IMPACT section in proposals

Januar 22th, 2018, 9:30 am – 5:30 pm

**Target group:** Coordinators, Researchers, Young scientists

**Participants:** Max. 10

**Fee:** 400 € Academia per person (incl. VAT).\*  
*The fee includes course material, lunch and coffee breaks.*

**Registration:** <http://sb-sciencemanagement.com/training>

**Venue:** **SB ScienceManagement**  
UG (haftungsbeschränkt)

Muthesiusstr. 11  
12163 Berlin

The Horizon 2020 work program 2018-2020 has been released a few weeks ago and many new opportunities for submission of your research ideas are available.

As you know, most scientists put their efforts into the **Excellence** and **Implementation** sections whereas the **IMPACT** section left until the very last minute. Because of the high competition and the huge amount of submission, this section might be the key point which may lead you to a project loss if this section has not been handled in an appropriate manner. The statistic said that in the past nearly 70% of proposals failed because they did not reach the threshold in the Impact section. If two proposals are equal ranked, the better Impact ranking will lead to receive the funding.

Because you believe in your project and really want to give it a chance to become real you have to maximize your chances of getting EU funding by investing efforts into the section Impact.

No matter what is your role in the project: Coordinator, Researcher, the person in charge of communication in your institute, it is important for your project to have someone that understands how to fulfill the Impact section (both during the proposal and project phase) with success and increase visibility for the project and the consortium. Within our training course we introduce to you the importance of Impact section for EU projects.

In this seminar we aim to give our participants a good understanding of the key elements to be highlighted in relation to the impact section. Participants will work in groups to enable mutual feedback and benefit from interdisciplinary interaction.

Different tools and techniques will be used to raise the participants awareness to the impact section.

Aspects addressed includes:

- increasing **innovation capacities**, integrating new knowledge and social or environmental effects of a project,
- **exploitation and dissemination strategy**,
- **communication** activities and the handling of **intellectual property**
- **RRI** (Responsible Research and Innovation).

Several exercises with **real call texts** will improve your understanding how to address the challenges of writing the Impact section.

All participants will be required to complete a Non-Disclosure Agreement in order to ensure the confidentiality of all research ideas and to foster intellectual exchange among participants.

*During the workshop the participants will have internet access and must bring their own laptop.*