



Grant Writing and European Proposals

1st Part

Project Writing

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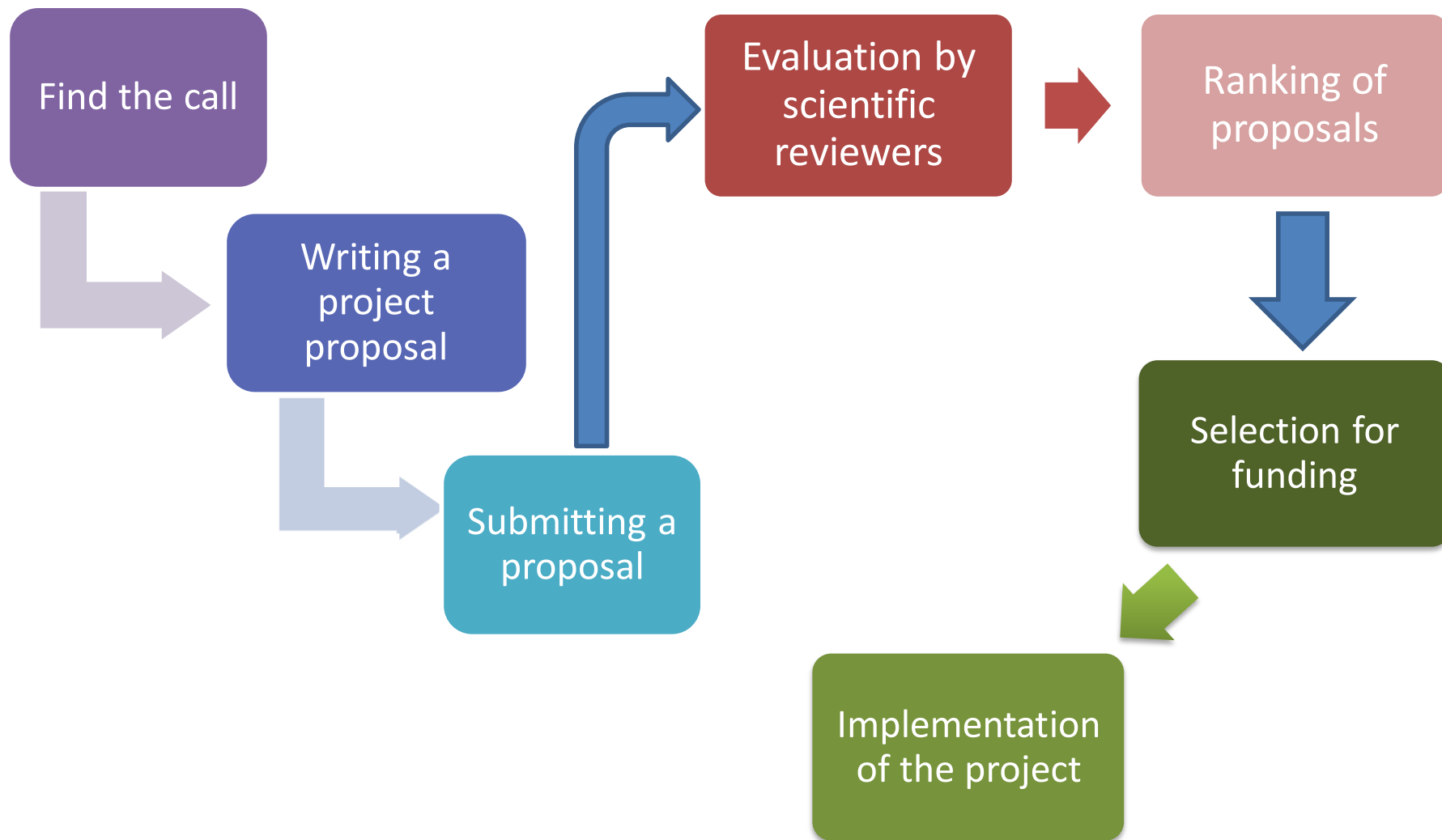
- ✓ Project writing strategy
 - Basic definitions
 - Scientific proposal
 - Impact
 - Implementation
 - Writing tips
 - How to write a CV
 - **Homework**
- ✓ The European research and innovation programme
 - Introduction to Horizon 2020
 - How to find a call in Horizon 2020
- ✓ Some examples of calls depending on the career stage
 - Marie Curie Individual Fellowships
 - ERC Grants
 - Collaborative projects
- ✓ What's next?

What is a project?

A project is a **temporary collection of resources and people**, with the aim of reaching **specific objectives**, usually with a known **budget** and during a certain **period of time**

The project is not the final result, but the **process** to reach such result, with consecutive **activities** and **structured phases**

Funding process





1. Analysis of **current situation** before writing the proposal
2. Identification of the causes (**problems**) generating current effects
3. Definition of **strategic objectives** of the proposed work (expected **impact** – long term on beneficiaries and target groups)
4. Definition of the **specific objective(s)** of the project, to solve the problem identified for the **target beneficiaries**
5. Definition of expected **results**
6. Definition of the **activities** which will be aimed at reaching the expected results



Current situation

"Alzheimer's disease is the most common form of dementia affecting more than 35 million people worldwide and its prevalence is projected to nearly double every 20 years with tremendous social and economical impact on the society. There is no cure for Alzheimer's disease and current drugs only temporarily improve disease symptoms. [...] Research efforts in the past decades have been focused on neurons and other CNS resident cells, but this "neurocentric" view has not resulted in disease-modifying therapies."

Problems

"Growing evidence suggests that inflammation mechanisms are involved in Alzheimer's disease and our team has recently shown an unexpected role for neutrophils in Alzheimer's disease, supporting the innovative idea that circulating leukocytes contribute to disease pathogenesis."

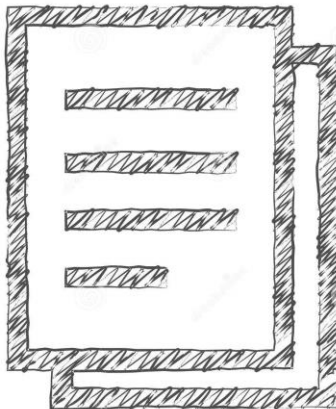
Objectives – Activities – Results

*"The **main goal** of this project is to study the role of immune cells in animal models of Alzheimer's disease focusing on neutrophils and T cells. **We will first** study leukocyte-endothelial interactions in CNS microcirculation in intravital microscopy experiments. Leukocyte trafficking will be then studied inside the brain parenchyma [...]. Overall, IMMUNOALZHEIMER **will generate fundamental knowledge** to the understanding of the role of immune cells in neurodegeneration and will unveil novel therapeutic strategies to address Alzheimer's disease."*

https://cordis.europa.eu/project/rcn/204896_en.html

What do I have to write?

The blank page panic!



**Template for the
scientific proposal ?**

DON'T PANIC



What do I have to write?

If the funder provides a template

→ Follow it **BLINDLY!**

If no template is provided

→ Look at the **evaluation criteria** and use them as sections of your proposal

In any case:

- **Start** with a first paragraph presenting the **challenge / problem** and its **relevance**
- **Conclude** with a paragraph reminding the challenge, the **ground-breaking nature** of your proposal and the **impact** on research and society

REMARK

Evaluators follow their evaluation grid while reading the proposal

Make them easier to find the information they need!

What is the template?

A template is a **structured version of the proposal** containing **all the necessary information** to present your research idea

- It helps you with the blank page panic
- It gives you a clear structure for your proposal
- It gives you advice on what is important to stress in your proposal and how to write it



DOCUMENT 1 (13-PAGE LIMIT APPLIED)

START PAGE (1 page)

LIST OF PARTICIPATING ORGANISATIONS

START PAGE COUNT (MAX 10 PAGES SECTIONS 1-3)

- 1. EXCELLENCE**
 - 2. IMPACT**
 - 3. QUALITY AND EFFICIENCY OF THE IMPLEMENTATION**
-

STOP PAGE COUNT (MAX 10 PAGES SECTIONS 1-3)

DOCUMENT 2 (NO OVERALL PAGE LIMIT APPLIED)

- 4. CV OF THE EXPERIENCED RESEARCHER**
- 5. CAPACITIES OF THE PARTICIPATING ORGANISATIONS**
- 6. ETHICAL ASPECTS**
- 7. LETTER OF COMMITMENT OF PARTNER ORGANISATION (GF ONLY)**



Scientific proposal

- ✓ Summary
- ✓ Objectives
- ✓ State of the art
- ✓ Novelty
- ✓ Methodology and approach



Introducing the project: a short summary

Try to summarise the main features of your proposal in few lines

Why – Motivation

- Why is this proposal important for the research area?
- Why is this proposal important for the researchers involved?
- Why is this proposal important for the institutions involved?

What – Main scientific result(s) of your project

- The topic(s) of the project
- The research goal
- The main research results

You can use these tips also to write an abstract of the project!

Who – Key actors involved in the project

- The Researcher(s) and their expertise
- The Institution(s) and their commitment

Review this summary once the proposal is finished!



Why – Motivation

“The fundamental idea in representation theory is to understand an abstract algebraic object - usually a ring or an algebra - by understanding how it acts on simpler additive structures such as abelian groups or vector spaces. These actions are known as representations and those associated to a particular ring form a category.”

What – Main scientific result(s) of your project

“In this proposal we lay out a research programme that will develop modern tilting theory using a novel approach originating in mathematical logic: we will understand tilting theory via the theory of purity, functor categories and Ziegler spectra. [...]

Our focus will be on silting theory, which encompasses tilting theory but considers a larger collection of abelian subcategories of the derived category, including some that are not derived equivalent to the original category.”

Who – Key actors involved in the project

“The project will take place at the University of Verona under the supervision of Prof. XXX who is a expert on the topic of tilting theory. Given my background in the functorial approach to the model theory of modules, this project will facilitate a valuable exchange of knowledge.”

How to find objectives?

DEFINE THE PROBLEM/S AND SUBSTANTIATE THE NEED FOR STUDY

You should be in a position to answer the following questions:

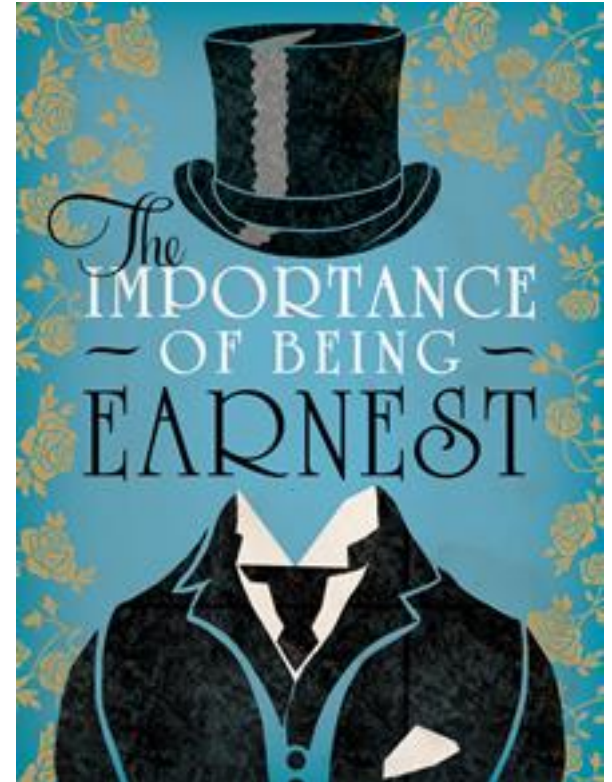
- What is/are the problem/s you intend to explore?
- Can the proposed research improve what now 'is'?

You must document a **need** (corresponding to a **gap**), demonstrate sufficiently that this particular project **meets that need**, and convince the reader that what is proposed is worth financing

Consider the expertise of evaluators of your proposal: try to express objectives with clarity with respect to this expertise

Objectives must be few!

- The project has to achieve these goals: not many, not too ambitious
- Describe the scientific work, expected outcomes and state-of-the-art for all the objectives of your project



Objectives must be SMART!



- ✓ **S = Specific:** *‘What specifically needs to be done to reach the global objective?’*
- ✓ **M = Measurable:** *‘How will you know when the objective has been successfully met?’ (use qualitative or quantitative indicators)*
- ✓ **A = Achievable:** *‘Can the objective be accomplished within the established timeframe and planned human and physical resources?’*
- ✓ **R = Relevant:** *‘Is it instrumental to the scope and impact set out in the call, and to the fixed GOs?’*
- ✓ **T = Time-bound:** *‘Will it be accomplished within the target date?’*



“Objective 1. Explore the foundations of the interaction between purity and silting theory.

Key Idea. Investigate the interplay between purity and silting theory by considering them within the common framework of localisation theory. In particular, ring theoretic localisation (SRO1 and SRO2) and localisations of functor categories (SRO3).

SRO1. Characterise the silting ring epimorphisms in terms of a universal property.

SRO2. Understand connections between the silting epimorphisms and biendomorphism rings.

SRO3. Describe properties of the heart of the t-structure associated to a cosilting object using its realisation as a localisation of the functor category $FD(R)$.”

“Objective 2. Apply silting theory to classification problems over finite-dimensional algebras.

Key Idea. Classify silting and cosilting objects using known descriptions of Ziegler spectra and vice versa. In particular, make use of the description of the Ziegler spectra of domestic string algebras and the classification of cosilting modules over concealed canonical algebras of tubular type.

SRO4. Classify the cosilting complexes and modules over a domestic gentle algebra.

SRO5. Classify silting modules over a domestic gentle algebra and describe the corresponding silting ring epimorphisms.

SRO6. Describe the indecomposable pure-injective modules with irrational slope over a concealed canonical algebra.”

- ✓ Formulate the main question of your research project
- ✓ Expose the available positions (with their strong and weak points)
- ✓ Stress the stalemate situation or the difficulties in choosing one of the main available positions expressed by the scientific community

References to bibliography



- ✓ Why is your research project original or innovative?
- ✓ How could it bring the investigation beyond the actual state of the art?

Refer to the state of the art



Originality, novelty and innovation might refer to:

- ✓ Basic / fundamental concepts and ideas
- ✓ Methodologies/approaches
- ✓ Final expected results



State of the art

“Object detection and recognition

Common approaches to object detection and recognition from images are based on the Support Vector Machine (SVM) classification of a dense set of handcrafted features (e.g. SIFT). Most recently, however, Neural Networks with an increased depth of network layers and more effective learning strategies have come back to the forefront of machine learning, as they allow us to learn multiple levels of feature representation at different abstraction levels. These ‘deep’ networks [30] have recently achieved state-of-the-art performance on image classification thanks to Rectified Linear Units [31] activation functions and parallelisation across multiple GPUs.”

Originality

“Innovations on Object detection and recognition

*We will apply and further develop the most recent **deep neural network architectures for the online detection and recognition of surgical tools** and other objects within the abdominal area. Previous Faster Regions with Convolutional Neural Network (R-CNN) architectures contemplate a Region Proposal Network telling the detection network where to look for objects of interest within the image, and a separate object detection network whose purpose is to assign a cost (i.e. the likelihood of finding a certain object class in that location) to each region proposal. The most recent Single Shot MultiBox Detector object detector addresses Faster R-CNN’s issues with accuracy and speed at frame level, as it completely eliminates the region proposal generation step and is single-stage, end-to-end trainable. An even faster object detector called YOLO (You Only Look Once), will be implemented and compared to SSD. Sophisticated online tracking algorithms will be explored for dealing with the tracking of multiple objects of interest.”*

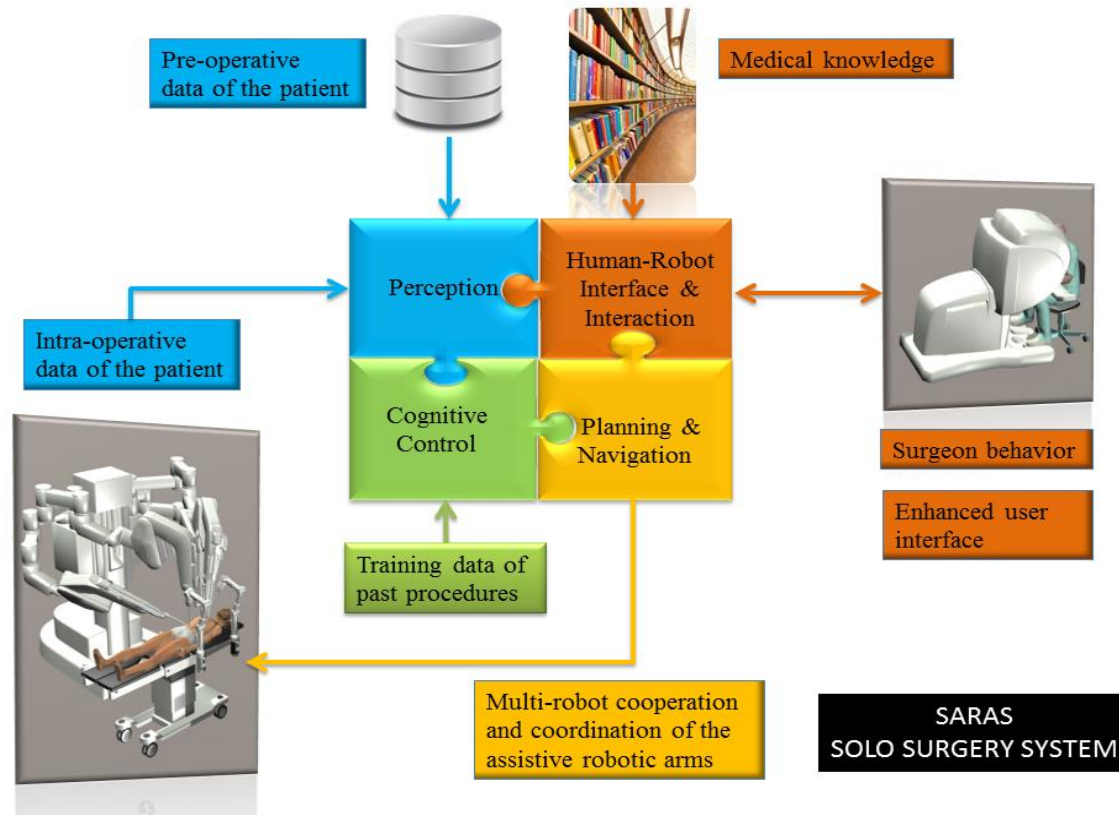
- ✓ Methodological steps (sequential phases, thematic areas)
- ✓ Research methods and how they are connected
- ✓ Key concepts
- ✓ Protocols, experimental plans, pilots, activities of testing and demonstration
- ✓ Make use of graphs and tables





Methodology and approach

“SARAS concept. The architecture core is composed of four tightly connected technologies (Perception, Interaction, Cognition and Planning) that provide the abilities needed by SARAS.”



<https://saras-project.eu>

You do not have to mention them if NOT relevant to your research activity!

Gender dimension in the research content

- ✓ Not referred to gender-balance in the staff and policies for gender equality
- ✓ Referred to the sex and gender factors that might influence the research outputs
- ✓ In research activities **where human beings are involved** (e.g. as subjects or end-users), gender dimension is always relevant

Gendered Innovation website
http://ec.europa.eu/research/science-society/gendered-innovations/index_en.cfm

Interdisciplinary aspects of the action

Aspects of **different scientific disciplines** that you will face during the project (e.g. mathematics, computer science, engineering, social sciences, etc.)



Impact



- ✓ Impact
- ✓ Dissemination
- ✓ Exploitation
- ✓ Communication

What is the IMPACT



The measure of the benefit deriving from a project beyond its lifetime

- Every kind of benefit (economic, social, environmental, etc...)
- Bigger the benefit, higher the impact

How to describe the impact

The impact in the project proposal:

- Expected impacts
- Measures to maximize impact
 - a) *Dissemination* of the results
 - b) *Exploitation* of the results
 - c) *Communication* activities



**You may consider impact at different levels in your proposal
(follow the call text if possible)**

- ***Scientific and Technological***

Technical-scientific results, new discoveries, knowledge, prototypes

- ***Economic / market***

Results exploitable on (new) markets, perhaps with new business models; models able to influence other supply chains and sectors

- ***Social impact***

Social benefit, social innovation, improvement of social indicators

- ***Environmental***

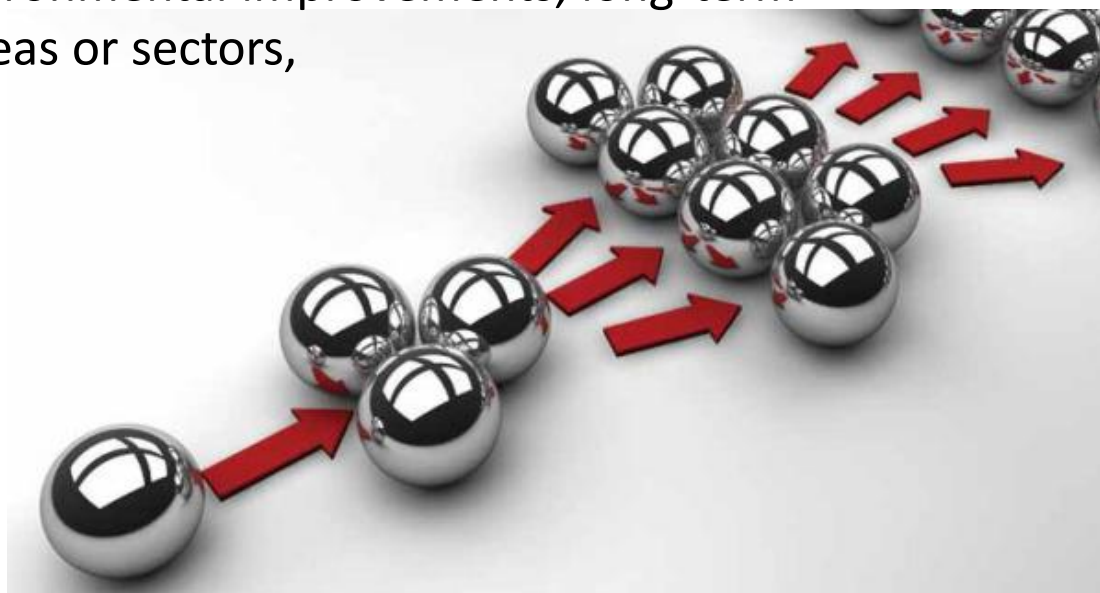
Environmental sustainability, reduction of the environmental impact

- **Direct:**

Results and immediate applications of research/project
(e.g. new product or business created; reduction of CO2 emissions;
solution of a single problem)

- **Indirect:**

Creation of new jobs, wider environmental improvements, long-term
benefit, applications in other areas or sectors,
breakthrough discoveries...



Informing about scientific **results** to a wide audience
through different channels



Result: any tangible or intangible output of the action, such as data, knowledge or information, that is generated in the action, whatever its form or nature

Typical dissemination actions

- Publication of an article in a peer reviewed journal
- Papers presented at a scientific conference
- Presentation of project results to policy makers
- Publishing a summary report of your project findings on a public website
- Data storage in open databases

Promoting the project ***actions and results*** to a wide range of actors, including media and citizens, using strategic and customized measures during the life-span of the project

The objective is reaching the widest society, showing how EU funding contribute to tackle societal challenges, and creating awareness and “consent” on the project activities

Typical **Communication** activities:

- Advertising campaign
- Brochures and Publications
- Press office / Press release / Media Relations
- Website
- Social Media activities
- Conference/Meeting/Events
- Networking and Brokerage events
- Workshops (with policy makers; schools...)
- Direct mailing / Newsletters

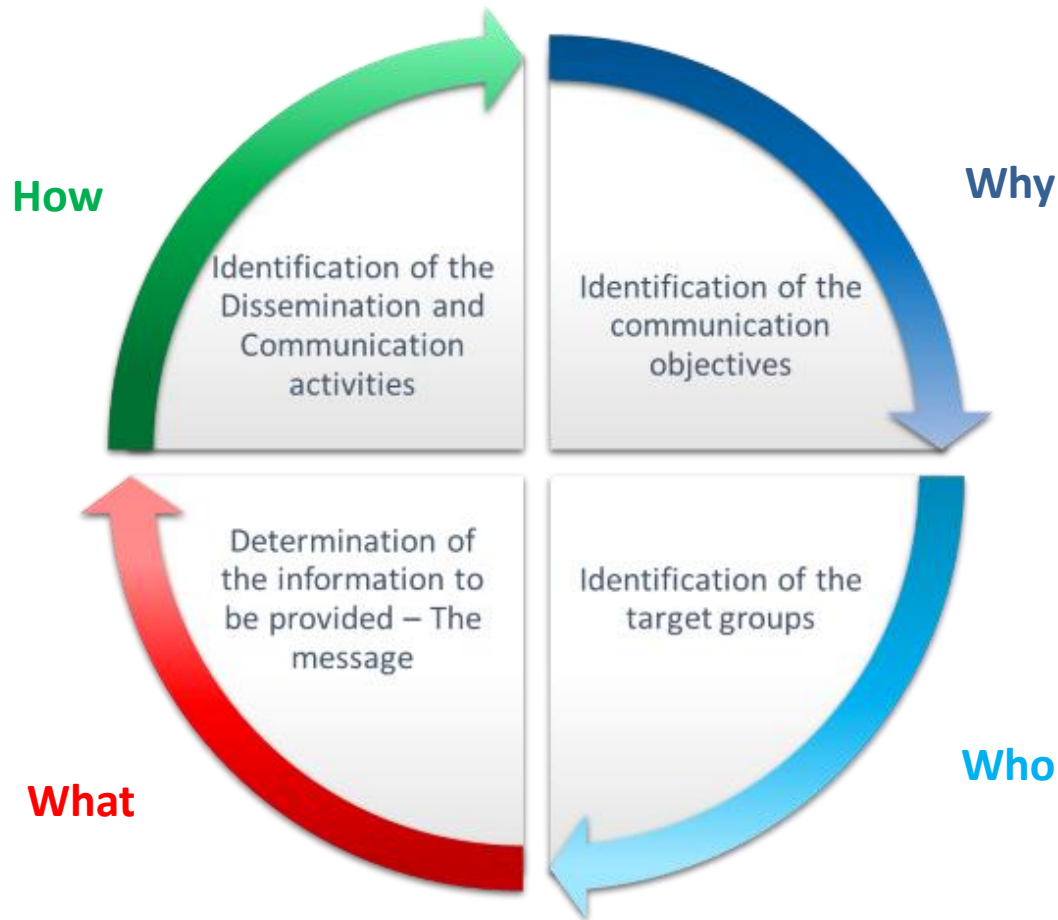
- **Dissemination** is “distributing your project results”
- **Communication** is proactively informing your stakeholders and public about the project, establishing links and routes for dialogue during the project

Draft a **Dissemination and Communication plan**

- **Who**: what are your target groups?
- **How**: shortly describe your activity
- **What**: what is the key message?
- **Why**: which are the objectives of you activities?



Dissemination and Communication plan



<http://smart-plant.eu/>





Dissemination and Communication activities

“The general objective is to effectively disseminate the SMART-Plant activities and outcomes and to communicate the project’s results to important target groups.



The **specific objectives** are:

- To develop an effective dissemination and communication strategy;
- To communicate and disseminate the SMART-Plant results and products/systems during and after the lifetime of the project;
- To promote the SMART-Plant technologies and maintain a technology transfer program;
- To ensure widespread use and awareness of the developed project’s technologies.”

<http://smart-plant.eu/>





How

Dissemination and Communication activities to be implemented in the project

Communication activities	Dissemination activities	SMART-Plant project events
SMART-Plant logo	Publications in peer reviewed scientific journals, presentations in scientific Conferences and in industry related events	Open day demonstration events
SMART-Plant slogan	Printed Press releases and internet articles	Seminars/training events
Project website	Notice Boards	Liaison activities with other H2020 & FP7 projects
Use of online communication tools (Facebook, Twitter, LinkedIn, YouTube, Instagram)	Catalogue of the SMART-Plant recovered products	SMART-Plant Conference
Creative arts	Roll-up banners	
Printed promotional material (flyer, brochures, leaflets)	Development of short demonstration films of SMART-Plant technologies	
Electronic promotional material (e-newsletters)		
Printed Press releases and internet articles		

<http://smart-plant.eu/>





Each activity aims at reaching **different target groups**:

European Commission
Customers/Water Utilities
Academic community
Other H2020 and FP7 related projects
Relevant Water Groups
Industrial sector
Business network
Strategic partners
Decision makers and water authorities
Potential end-users and supporters
NGOs
Public

	Target groups											
Communication & Dissemination Activities	Public	Academic community	Industrial sector	Potential end-users and supporters	Business network	Customers and water utilities	Strategic partners	NGOs	Decision makers	Other H2020 and FP7 related projects	Relevant Water Groups	
	Demo films		*	*	*	*						
	Published scientific articles		*	*						*		
	Presentations		*	*	*	*						
	Press releases	*	*	*	*	*	*	*	*	*	*	
	Catalogues (SMARTechs and products)			*	*	*	*		*			
	Roll-up banners		*	*	*	*	*					
	Demonstration events		*	*	*	*	*	*	*		*	
	Seminars/training events		*	*	*	*	*					
	Liaison activities		*							*	*	
SMART-Plant Conference		*	*	*	*	*	*		*	*		

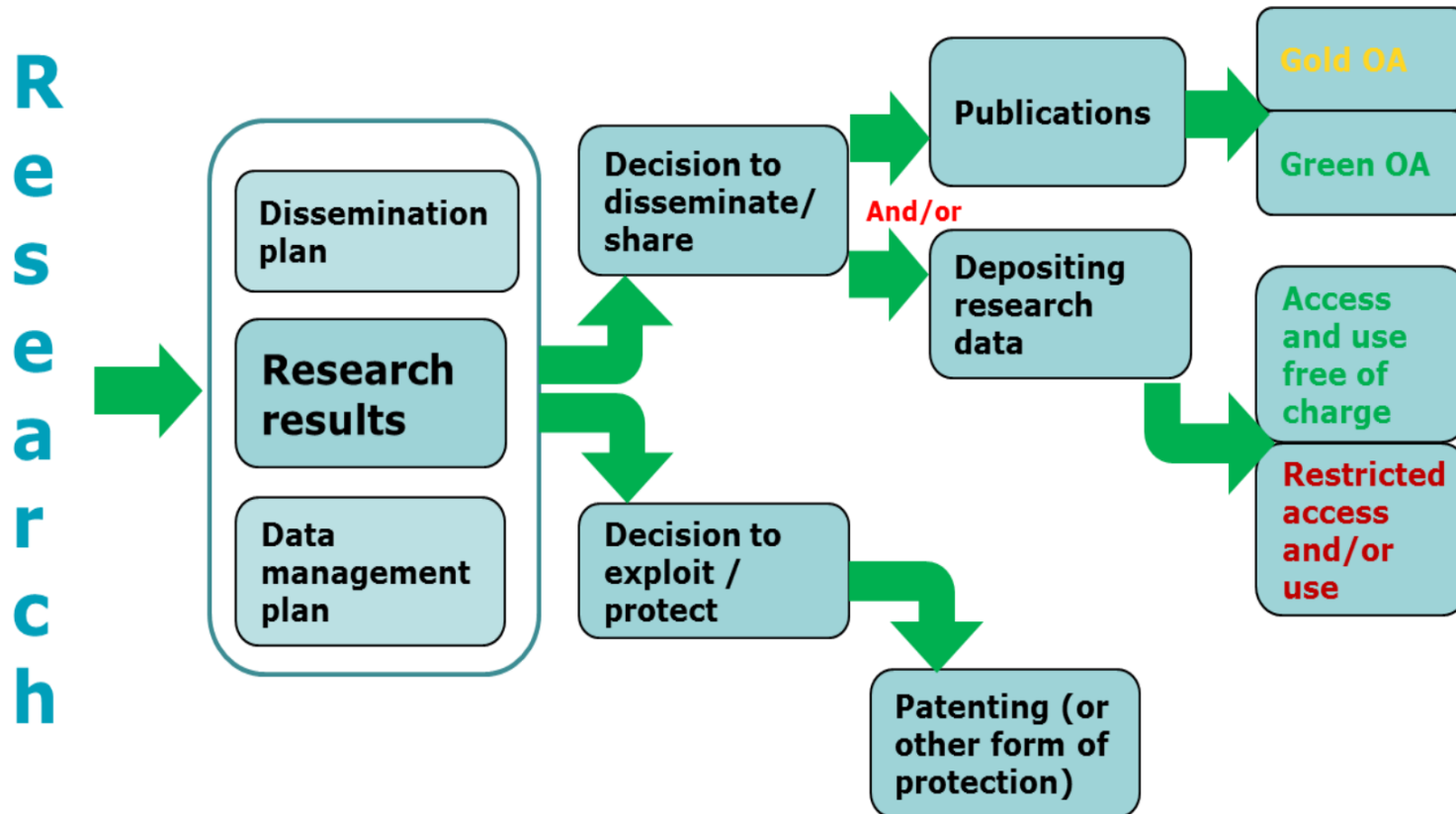
Use of results in further research activities other than those covered by the project, or in developing, creating and marketing a product or process, or in creating and providing a service, or in standardisation activities

Typical **Exploitation** actions

- Further research
- Use results as background for another project
- Product or service to commercialize
- Creating a spin-off or startup
- License, Joint Venture...

IPR Helpdesk
<https://www.iprhelpdesk.eu/>

Exploitation vs Dissemination





Exploitation activities

“The general objective of WP5 is to convert the SMART-Plant innovation into market value, through a commercialization strategy for SMARTtechnologies to public/private water utility providers and market introduction of SMART-Product portfolio of recovered resources.

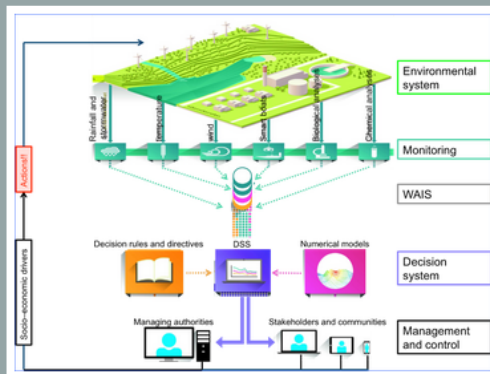
The specific objectives are:

- to define the business model for the market exploitation of the SMARTtechnology;*
- To design solutions that address unmet needs of private and public water utilities.*
- To maximize value of SMART-product portfolio of recovered resources through a portfolio strategy.*
- To develop a business plan for the SMART-Plant market deployment in three main phases.*
- To enable license uptake of SMART-Plant from 10% of UWWTPS serving more than 150 000 inhabitants within 5 years after the project end through a commercialization roadmap.”*

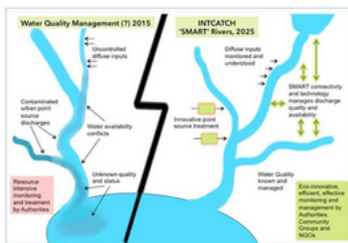


Exploitation activities

The business model and value proposition



INTCATCH will package tools and IT in a managed way to enable 'customers' to take up the INTCATCH Monitoring System as a franchised business. INTCATCH businesses will be established in relevant River Basin Districts to supplement or in some cases replace competent authority monitoring. This will increase the involvement of stakeholders and use of citizen science, while also reducing the carbon footprint and costs of monitoring activities, to help achieve good status of water bodies in Europe by 2027. INTCATCH will also support networks of experts to share knowledge and expertise in catchment management, and will provide expert investigation teams for problem catchments.



The first cycle of the implementation of the Water Framework Directive (2009 - 2012) had a total cost of at least €120 billion. Many water bodies are still not meeting their environmental objectives. This is acting as a barrier to sustainable growth and improving quality of water surface. At the same time, a significant amount of resources is devoted to sampling and laboratory analyses. The INTCATCH systems shall significantly reduce such resources and will upgrade the monitoring services.

<http://intcatch.eu/index.php/about-intcatch>

Open access refers to the practice of providing online free access to scientific publications and research digital data

Open Access to Publication and to Research Data

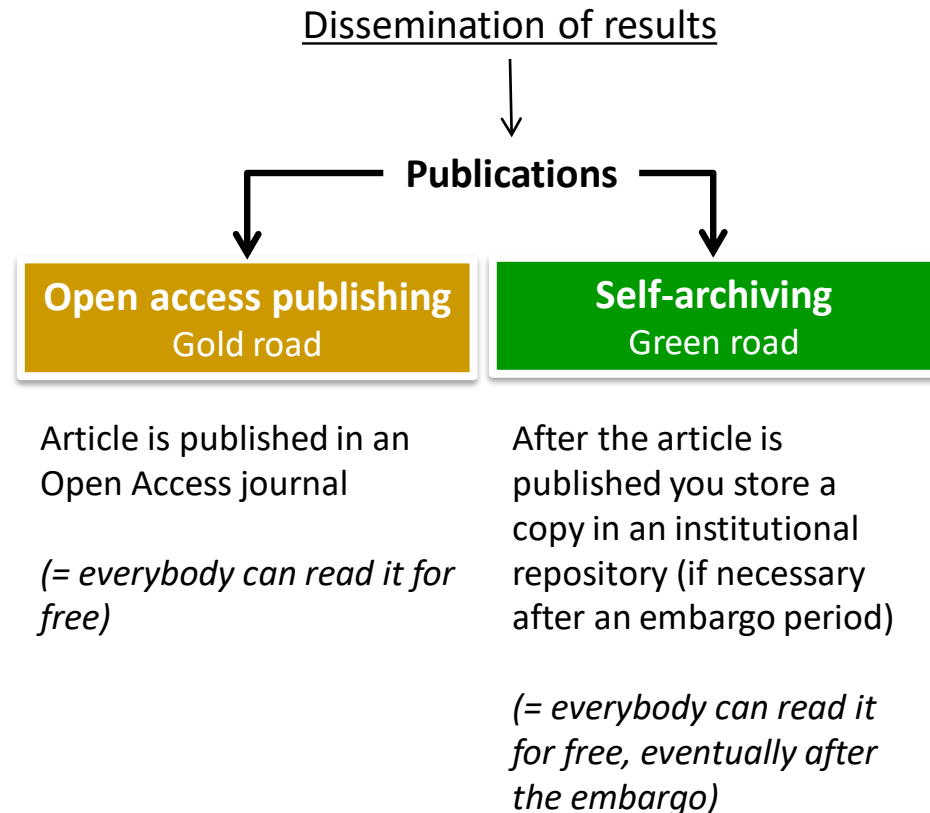
http://ec.europa.eu/research/participants/docs/h2020-funding-guide/cross-cutting-issues/open-access-dissemination_en.htm

Open Access to research results Publications

OPEN ACCESS TO PEER-REVIEWED PUBLICATIONS

It is a common requirement of many funders (including the European Commission)!

If you decide not to commercially exploit your findings, you **MUST** publish your peer-reviewed publications with open access



Open Access to research results

Research data

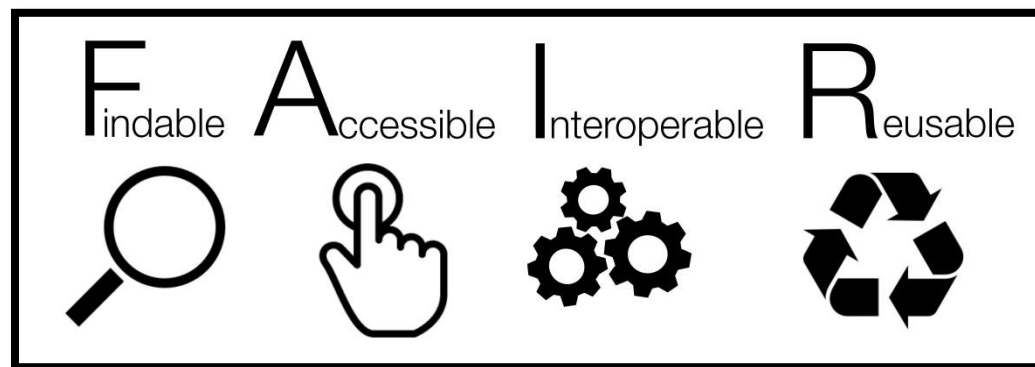
Research data is information (particularly facts or numbers) collected to be examined and considered, and to serve as a basis for reasoning, discussion or calculation

Open access to research data =

- the right to access
- and reuse digital research data

Some funders require the open access to research data, unless

- ✓ It endangers privacy or security
- ✓ It is against your commercialisation plans and IPRs
- ✓ It jeopardises the project



Implementation

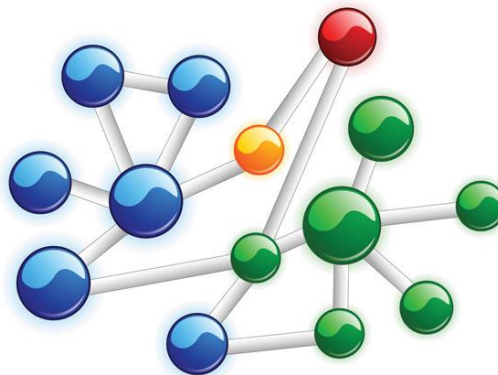
- ✓ Work plan
- ✓ Temporal assessment
- ✓ Management
- ✓ Risk Analysis



The work plan shall include **interconnected WPs** with defined **deliverables and milestones**, which have to be consistent with project's objectives



Research, knowledge transfer, training, communication and dissemination and management activities



Work package: a major sub-division of the proposed project

- Coherent sets of activities contributing to expected results that will lead to the achievement of the specific objectives of the project

Deliverable: a distinct output of the project, meaningful in terms of the project's overall objectives

- Report, document, technical diagram, software, video, etc.

Milestone: a critical moment in time, like a go/not go moment

→ **not every delivery date is a milestone!**

- Completion of a key deliverable, allowing next phase of the work to begin
- Intermediary point so that, if problems have arisen, corrective measures can be taken

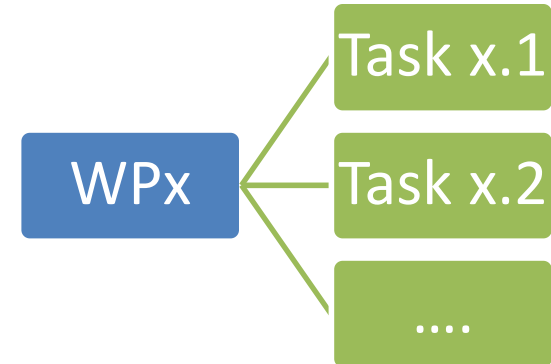
Work Packages and Deliverables

- ✓ For each WP: short title, period (Month x - Month y), description of the activities
- ✓ **Specific WPs for Management and Dissemination/Communication**
- ✓ Each WP → one or more deliverables (**only main outputs!**)

Milestones

- ✓ Fewer than deliverables!
- ✓ Crucial moments in the work flow
- ✓ **They are used to check the advancement of the project and verify whether and how to continue the work plan**

A **Work Package** can be split in more sub-activities (tasks)



WPs can be carried out **in sequence** or **simultaneously**





Work Packages - Tasks

“(WP1; **Months 1–20**) **Achieving GO1**: This work package is dedicated to fulfilling GO1 (Section 1.1.5) and so will incorporate SROs 1, 2 and 3. The time frame of the work package is split into two parts (referred to as Tasks 1.1 and 1.2): months 1–9 will be spent laying the foundations of the functorial approach to silting theory (**Task 1.1**) and months 14–20 will be spent developing theory based on this foundation (**Task 1.2**).

[...]

(WP4; Months 1-24) **Management, Dissemination and Communication**: This work package contains the activities constituting the communication and dissemination of the ideas in the project (outlined in Sections 2.2 and 2.3). The management activities include checking the deadlines for the Milestones (below) and reviewing the work program based on how the research progresses.”



Deliverables

Delivery date	Label	Deliverable name	WP	Type	Dissemination Level
Month 3	4.1	Website containing project details	WP4	DEC	PU
Month 6	3.1	Career development plan	WP3	R	PU
Month 8	3.2	Invitations sent to speakers for forthcoming workshop.	WP3 WP4	DEC	PU
Month 9	1.1	Review status of Task 1.1	WP1 WP4	R	CO
Month 12	1.2	Annual research progress report	WP1 WP2 WP4	R	CO
Month 14	3.3	Announcement of programme of forthcoming workshop	WP3 WP4	DEC	PU
Month 14	2.1	Review status of Task 2.1	WP2 WP4	R	CO
Month 19	1.3	Review status of Task 1.2	WP1 WP4	R	CO
Month 24	2.2	Final report on research program	WP1 WP2 WP4	R	CO



Milestones

“(M1; month 9; Deliverable 1.1) Culmination of Task 1.1: The following list of research activities should have been addressed at this point in the project:

(F1) Investigate finiteness properties of the cosilting hearts (including locally Noetherian, locally coherent); (F2) Set up framework for silting epimorphisms to be considered as rings of definable scalars. In particular, determine “universal property” description of silting epimorphisms.

(M2; month 14; Deliverable 2.1) Culmination of Task 2.1: The following list of research activities should have been addressed at this point in the project:

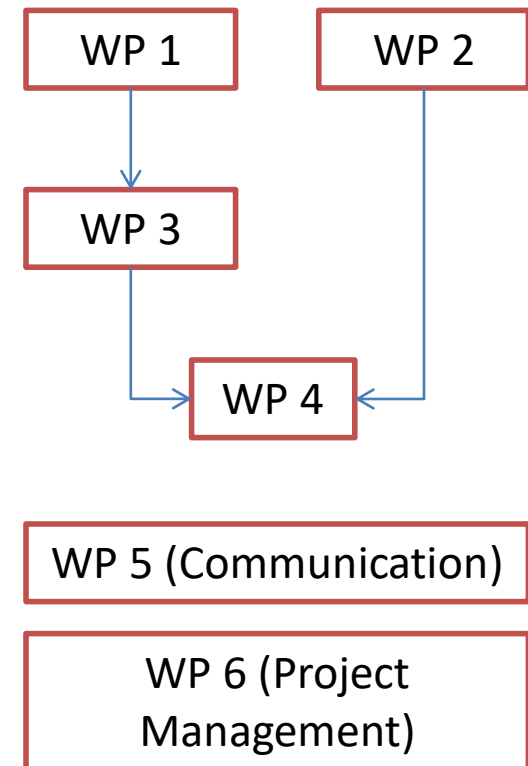
(G1) Classify cosilting modules over gentle algebras (using (F1)); (G2) Classify silting modules over gentle algebras (using (G1)).”

Graphical representation of the project structure

The structure of the work plan can be represented through a graph

Not necessarily according to time relation (before-after)

Usually, WPs dedicated to project management and communication / dissemination are considered transversal





PERT Diagram

Network diagram showing the chronological sequence of events to accomplish the project

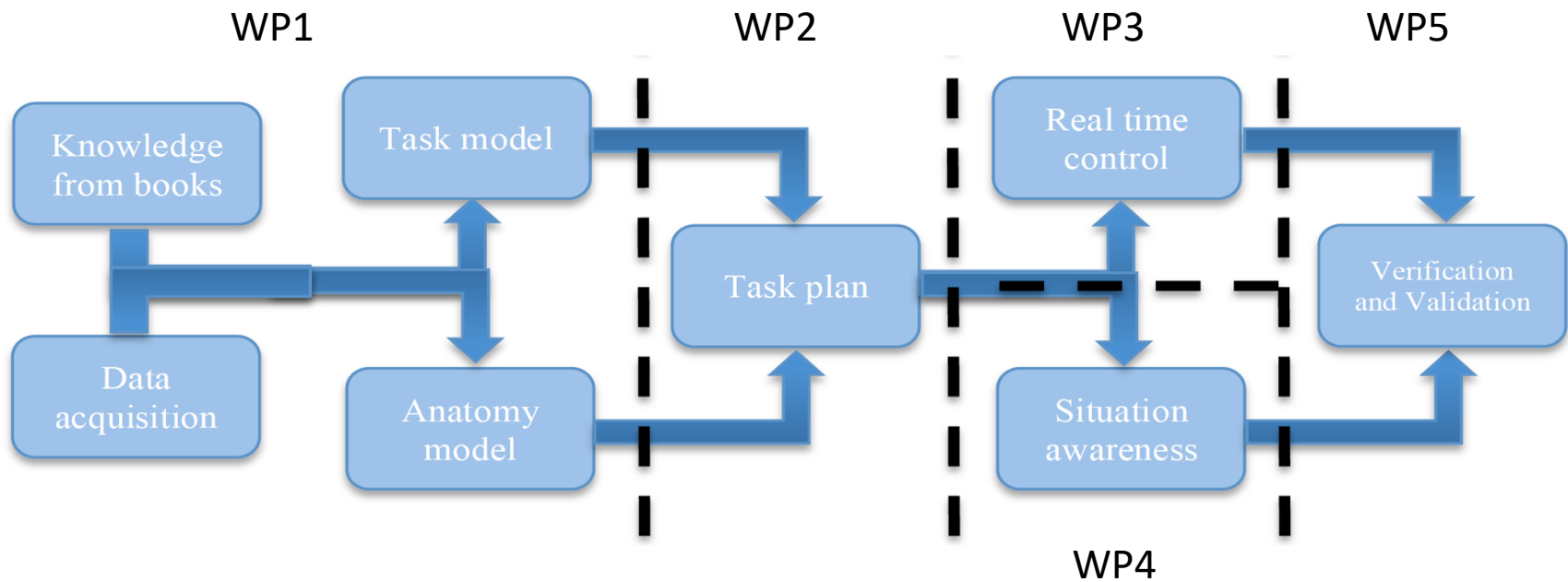
It is composed by

- Nodes or events (milestones) to be reached to achieve final results
- Lines connecting nodes representing activities

The estimate to accomplish such activities is indicated in the diagram, also reporting the resources necessary to finalise them



Workflow – PERT Diagram



Cartesian bar diagram reporting on the abscissa the time and on the ordinate the activities

A Gantt Chart should list the following

- Work Packages
- List of major deliverables
- List of major milestones
- Dissemination/communication events



Gantt Chart

Months	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
WP1																								
WP2																								
WP3																								
WP4																								
Deliverable			4.1			3.1		3.2	1.1			1.2		3.3					1.3					2.2
Milestone									1					2					3					4
Conferences					C	C				C						W	C					C		
Seminar						I					M							I					M	
Comm. & dissem.				L				L	S			L				E				L		S		L
Teaching																								

D = deliverable; C = attend conference/workshop, W = workshop in Verona; I = internal seminar, M = MALGA seminar; L = CLIL work, S = Student talk, E = European researchers' night (see Section 2.3).

Project management is the practice of

- initiating
- planning
- executing
- controlling
- closing

the activities (work packages/tasks) of the project to achieve the objectives at the specified time



Risk Management

List **ALL** risks related to the project

Risk: Any event not governed by you that might happen with a negative impact on your project

For each risk:

- Provide a **short description** (refer to the concerned WPs)
- Indicate its **likelihood** (low – medium- high)
- Indicate its **impact** on the project (low – medium- high)
- Explain the **plan B (mitigation/contingency plan)**



Writing tips

Valid for the whole proposal...

Be **concise, understandable, appealing** for generalists and expert reviewers

→ consider the composition of the review panel

Use a clear structure:

- ✓ Feel free to divide the text with **headings** / sections
- ✓ Use ordered and unordered **lists**
- ✓ Stress main concept with **typographical styles**: bold, underline, colours (if not expressly forbidden)

Use **charts, figures, pictures or tables** when they express a concept in a more concise and clear way than a paragraph

The use of acronyms throughout the proposal has positive and negative aspects:

→ acronyms are shorter, but they need some “interpretation”!

- ✓ **General** acronyms (e.g. EU) are fine
- ✓ **Call** acronyms (e.g. ERC, WP, PI, HI) are also fine
- ✓ **Scientific** acronyms are fine, but consider that some reviewers might not be so specialised
- ✓ The acronym or **short title of the project**: use it to avoid repeating “the project”
- ✓ **Ad hoc** acronyms: only if the shortened words are used very often
- ✓ In any case, avoid acronyms that might be confused with already established acronyms

First person singular, third person singular or first person plural?

Consider this example:

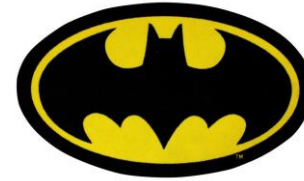
1. I will adopt and extend the methodology I have already developed and validated during my previous Marie Curie project
2. The PI will adopt and extend the methodology he/she has already developed and validated during his/her previous Marie Curie project
3. We will adopt and extend the methodology we have already developed and validated during our previous Marie Curie project

→ Our suggestion is to prefer the first person singular (example 1): it is more direct and it stresses the your commitment as leader

The first person plural (case 3) should be avoided. It is ambiguous (is it referring to the PI or to the research team?) and sometimes pompous (*pluralis maiestatis*)



Curriculum vitae



ALWAYS BE YOURSELF!

— UNLESS —

YOU CAN BE

BATMAN

— THEN —

ALWAYS BE BATMAN!

Try to be original and personal → All CVs look alike

Start with a **narrative resume** (not more than 10 lines) to stress the coherence of your career as researcher and your strong points

Please consider also **gaps in research career** and **unconventional path**!

Follow the **anti-chronological order** (form most recent to the past) in all sections
Be consistent in **date format**: if possible use everywhere the Month Year system (not only the Year)

You could follow some Andreas Zeller's tips (an ERC grantee):

<http://andreas-zeller.blogspot.sg/2013/02/twelve-tips-on-how-to-prepare-erc-grant.html>

You can start with a **short description of your scientific production**, with a general statistics about number of publications

Select your publications according to:

- prestige of the journal /publisher
- absence of your PhD supervisor among the authors
- your position among the authors (*where applicable*)
- citations gained by the publication (*where applicable*)
- relevance for the topic of your research project

TIP

If limits to the number of publications apply, you can mention some publications

- under “Invited presentation”, if they report the results you have presented during the conference
- under “References”, if they are relevant for your proposal

PUBLICATIONS, MONOGRAPHS AND CHAPTERS

- Please, use the same **citation style** all along these sections!
- Stress in **bold your name** in multi-author publications
- Highlight the publications **without your PhD supervisor** (*for young researchers*)
- If relevant, add the **impact factor** of the journal and/or number of **citations**
- If the title of the publication is in language other than English, provide a translation in English of the title in squared brackets
Remark: In some disciplines, other languages can be considered as well-known and no translation is needed

(INVITED) PRESENTATIONS and ORGANISATION OF INTERNATIONAL CONFERENCES

- Use a coherent way to mention the conferences - e.g. Conference title, City (country), dates – and, if available, include a URL to conference website
- Any presentation of your papers in a conference is an invited presentation! (*for young researchers*)



Research Project

(max 5 pages included this cover page)

Please send it back to ricercaeu@ateneo.univr.it by Friday 22 June 2018
with subject "PhD Grant writing course – project proposal"

Strict Deadline: 22 June 2018!

Project Data

Member 1	First Name:	Last name:	Email:
Member 2	First Name:	Last name:	Email:
Member 3	First Name:	Last name:	Email:
Member 4	First Name:	Last name:	Email:
Member 5	First Name:	Last name:	Email:
Project title			
Project acronym			
PhD Programme			

Research proposal

1. Introduction and objectives
2. Progress beyond the state-of-the-art
3. Research methodology and approach
4. Originality and innovative aspects
5. Interdisciplinary and inter-sectoral aspects (if any)
6. Expected Impact (including dissemination and communication)
7. Work plan (WP, deliverables, milestones and Gantt)
8. References

We will organise a meeting for
Q&A in July after the feedback
on the proposals