



Grant Writing and European Proposals

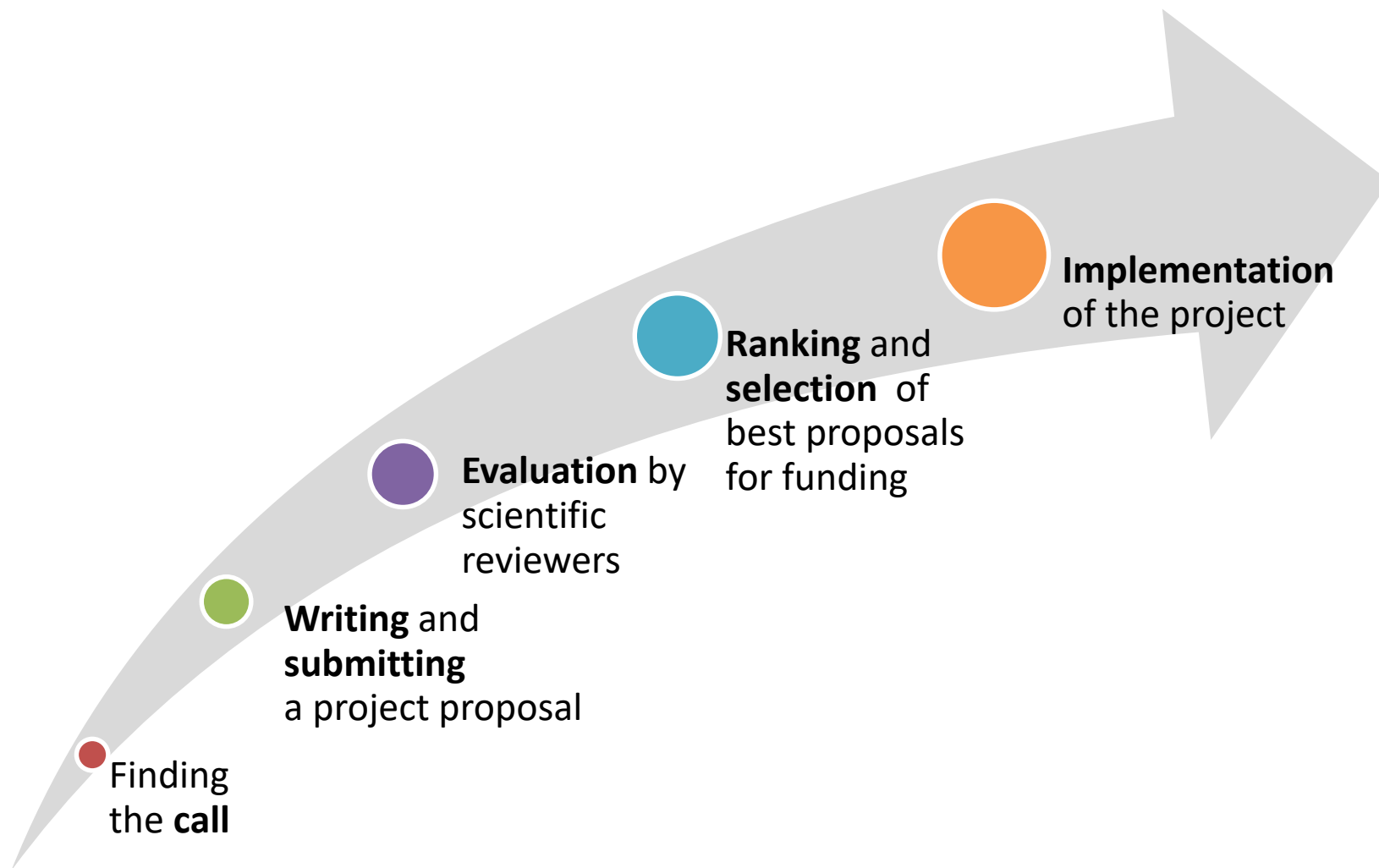
Verona, 22 May 2018

Polo Santa Marta – Aula SMT 09



A project is a temporary collection of **resources and people** with the aim of reaching **specific objectives** carrying out a series of **activities** 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.





If the funders provide a template,

- Follow it religiously

If not template is provided,

- Have a look at the evaluation grid and follow it

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 on society.

REMARKS

Evaluators tend to read your proposal taking into account the evaluation grid they have to fill in.

When they score your proposal, they come back to the proposal looking for the relevant section.

Make them easier to find the information they need!



What's your research project (objectives and methodologies)

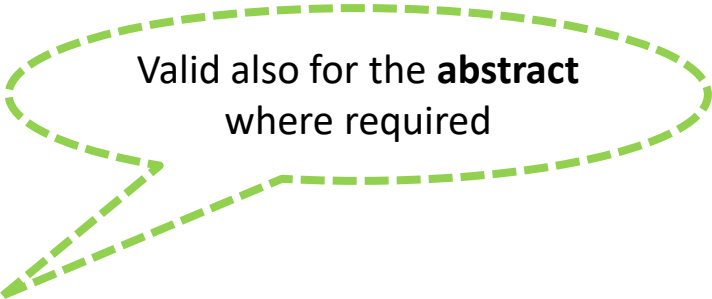
SCIENTIFIC PROPOSAL

Introducing the project: a short summary / introduction

Use the first paragraph(s) to present the project:

What – Main scientific result(s) of your project

- The topic(s) of the project → THE PROBLEM
- The research goal → YOUR HYPOTHESIS
- The research results → YOUR SOLUTION



Valid also for the **abstract**
where required

Why – Motivation: Why is this proposal important

- for the research community?
- for the society and the citizens?
- for the business sector and/or the consumers?

Who – Key actors involved in the project

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



Write or review your summary
once the proposal has been
completed



Concept and overview

Ancient Anatolia used to be a unique historical and geographical gateway where Indo-European, Semitic and isolated languages interacted with each other, in a position halfway between the East and the West. While the problem of cultural contacts in the Ancient Mediterranean is currently being studied from a historical, archaeological and socio-economic perspective, a dedicated work on its main interlinguistic areas is still a desideratum, to support or falsify the different interpretations of historical data. Indeed, among the areas that featured the most intensive and consistent interaction of different languages, Pre-Classical Anatolia is the more promising one for the application of the research methods of contact-linguistics.

The aim of the PALaC project is to fill this scientific gap and to provide **a systematic and complete study and description of the interlinguistic map of language-contact in Pre-Classical Anatolia, from the XVIII century BCE up the Anatolian and Syro-Anatolian cultures of the Iron Ages.**

PALaC will deal with the analysis of the textual data from the Ancient Anatolian corpora, that will be assessed both from a linguistic and from philological perspective. The theoretical implications of PALaC, however, go well beyond the study of contact in the Pre-Classical Anatolia: **a systematization of the methodology represents an important milestone for contact-linguistics in general**, since it will be the first attempt to apply the contact-linguistics theoretical tools to a large systemic scenario with no living speakers.

The project will be carried and directed by the P.I. Federico Giusfredi, who has a strong formation and an outstanding scientific profile in the field of Oriental studies and Anatolian studies and who has also refined his competences in historical and general linguistics thanks to Marie Skłodowska Curie Fellowship dedicated to the study of the Luwian morpho-syntax (see *Curriculum Vitae*). Moreover, the project will take advantage of the methodological expertise of a team of researchers who are well trained both in the philological study of the Ancient Near Eastern texts and in the linguistic study of languages in contact.

state of the art

what I'll do

why me

List your (**FEW!**) objectives in a concrete and measurable manner.

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?’*

Do not forget that the you commits yourself to achieve these goals: so, **do not exaggerate with the number of objectives, nor in ambitiousness.**

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 the current situation?



It was never done before

- because I know how to do it

Go beyond the state of the art

- in the contents;
- methodologically.

The aim of the PALaC project is to fill this scientific gap and to provide **a systematic and complete study and description of the interlinguistic map of language-contact in Pre-Classical Anatolia, from the XVIII century BCE up the Anatolian and Syro-Anatolian cultures of the Iron Ages**. PALaC will deal with the analysis of the textual data from the Ancient Anatolian corpora, that will be assessed both from a linguistic and from philological perspective.

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To whom?

- pick the right panel:
 - who is my target?
 - who are my competitors?
- pick the right subpanel

The PALaC project deals with the historical and diachronic language change, and involves philological, linguistic and comparative investigations of linguistic materials. Therefore it is presented under panel SH5, in particular SH5_3 “Philology and palaeography; **historical linguistics**”. The second panel indicated is SH4, because of the relevance of sociolinguistic analysis and of the methodological and metalinguistic study involved in the production of part of the main deliverables (SH4_9 “**Theoretical linguistics**; computational linguistics” and SH4_11 “Pragmatics, **sociolinguistics**, discourse analysis”).



Expose the **available positions / theories** about your research question ,
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
- the **open questions** (as recognised by the scientific community)

References to bibliography are essential here.



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

Originality, novelty and innovation might refer to:

- Basic / fundamental **concepts and ideas**
- **Methodologies**
- Final expected **results**.

Please, be sure – after a careful overview of the most recent and qualified literature – that your proposal is really original and/or innovative.

Try to highlight the **timeliness** and **relevancy** of your project, in accordance with current EU challenges/major policies OR the current research in your field.



- ERC B1 (5 pages) and Marie Curie:
 - it's the first thing the evaluators will read.
 - Too short = not interesting.
 - Too long = the P.I. has nothing clear to say; also BORING!
- ERC B2 (15 pages):
 - You can be a little longer, but don't be too long anyway.



- **Its Purpose:**
 - Mention the starting points of your research;
 - Show that something is missing (and you will fix it);
 - Show that you'll be better than other people who attempted and failed.
- **NOT ITS PURPOSE:**
 - Show you are competent;
 - Show how cool is your subject;
 - Write a history of the studies in your subject.

This section refers to:

- Key **concepts**
- Research **methods** and how they are connected
- Different **approaches and traditions** (for humanities)
- **Protocols, experimental plans, pilots, activities of testing** and demonstration
- Methodological **steps** (sequential phases, thematic areas)

Stress the **multi/inter-disciplinary aspects** (if any)

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

Basing themselves on the scientific problems identified during the review of the previous scientific literature, the researchers involved in the single work-packages will proceed to systematically study and describe the more evident and more easily identifiable phenomena of linguistic interaction, i.e. are the ones most commonly emerging in the unsystematic studies produced in the past. These are the contact-induced micro-phenomena of loans and calques – they act at the level of lexicon and have been noticed in the history of the subject by philologists and linguists. Given the nature and structure of loans and calques, each of the three work-packages will result in a systematic assessment of micro-phenomena with three possible outcomes:

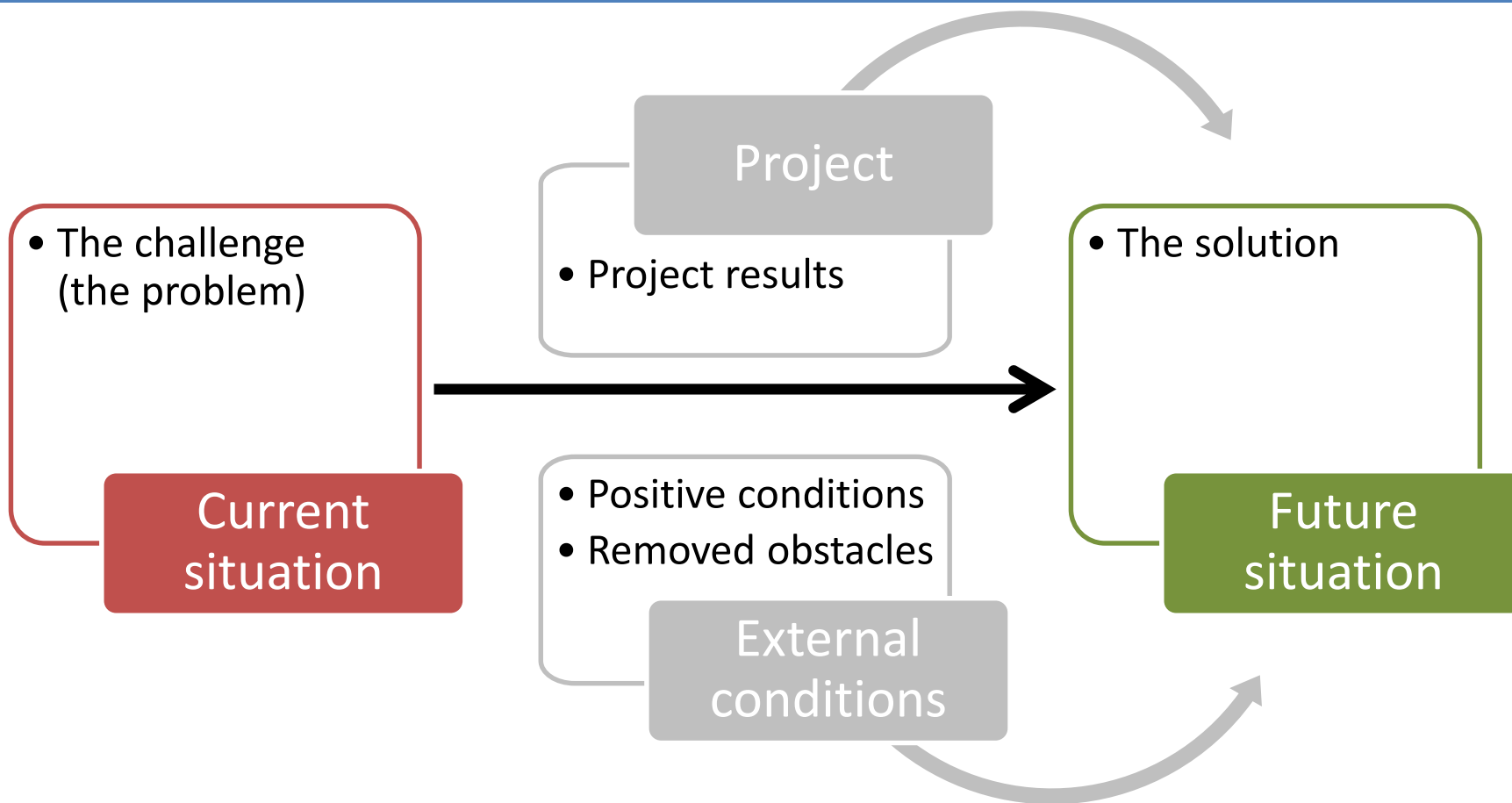
- **Validation** of previous results and identification of phenomena unnoticed so far, i.e. confirming previous discoveries and completing the scenario by systematically identifying new ones.
- **Correction** of previous results that result incomplete or inaccurate in light of the process of validation (e.g. Luw. *sariyasi* “eunuch” as a loan from Akkadian *ša rēši* reanalysed as genitival adjective by folk-etymology and analogy on the synonym *wasinasi* – Giusfredi 2012 – and not just a single adapted loan with breaking of the Akkadian /ē/ > /iya/ as previously thought).
- **Falsification** of previous results that do not hold water after validation (this is especially relevant in the case of putative Aegean contacts, that in quite a few cases have been exaggerated in the previous studies).

The **successful identification of positive micro-phenomena** on the lexical level will permit the construction of a first reasonable map of interlinguistic contact, that will allow the assessment of the more complex level of morphological, morpho-syntactic and syntactic interaction between languages.



Communication, Dissemination and Exploitation

IMPACT OF YOUR PROJECT





Impact = **positive changes** triggered by your project, at different level

- **Scientific**: new knowledge and future development of your research
- **Economic**: new technologies, new services, new products, news businesses
- **Societal**: benefits for the whole society or for specific social groups
- **Environmental**: contribution to a more efficient use of resources and answer to the climate change

Consider any **barriers/obstacles** and any framework **conditions** that influence on the project's impact.

E.g. regulation, standards, public acceptance, workforce considerations, financing of follow-up steps, cooperation of other links in the value chain



If the funder explicitly mentions the **expected impact** (*and he does it always!*)
try to present your project's contribution point by point:

- Quoting from the call text
- Using the same key-words

For any mentioned **obstacle** or **external condition**,

- explain how they could be respectively removed / improved
- include already in your project specific activities to create the positive conditions

Examples:

- Marketing and communication → to increase the acceptance of new product
- Documents and meeting for policy-makers → to remove legal barriers



The main outputs of the project will provide a methodologically founded, exhaustive and complete study of contact-related linguistic phenomena that involved the languages of Pre-Classical Anatolia. These results will represent **the first extensive and systematic assessment of an interlinguistic contact-induced scenario in antiquity**. Such an outcome—a desideratum in the field of both historical and contact-linguistics – will constitute an important step forwards. At the same time, it will be the base for further studies aimed at researching similar phenomena in other areas of the ancient world.

The theoretical implications of PALaC, however, will go beyond the study of contact in antiquity: **a systematization of the methodology represents an important milestone for contact-linguistics in general**, as well as for the historical study of later linguistic areas, even for the modern age. Proper linguistic elicitation is only possible for the generations of speakers that are alive when a given study is carried out. Therefore, even for modern languages, the development of a systematic approach to the written-only phases of the documentation is a fundamental tool.

Under this perspective, the extreme significance of the database is immediately evident: metalanguages and methodologies developed by single studies and researches or research traditions will be unified and made immediately recognizable and easily implemented by a platform that will collect standard definitions and multilingual labels, making further research in the field both simpler and more standardized.



Result	Impact	Main Deliverables
Complete history and geography of Language Contact in pre-classical Anatolia.	<ol style="list-style-type: none">1. Clear understanding of the ancient Linguistic Areas;2. New linguistic map of the East-West interface;3. Falsification of mistaken past hypotheses.	<ol style="list-style-type: none">1. Articles in peer-reviewed journals and conference proceedings;2. Three final monographs.
Historical and cultural interpretation of the linguistic data.	<ol style="list-style-type: none">1. New contextualization of the linguistic materials;2. New understanding of the culture-language correlation;3. New understanding of the cultural geography of the East-West interface.	<ol style="list-style-type: none">1. Articles in peer-reviewed journals and conference proceedings;2. One final monograph.
Development of a specific methodology and metalanguage .	New theoretical framework and tools available for future studies on ancient linguistic areas.	Online Lexicon of language contact in antiquity.

- **Communication:** promotion of the **action and its results**, by providing targeted information to multiple audiences (including the media and the public), in a strategic and effective manner and possibly engaging in a two-way exchange
- **Dissemination:** disclosure of the **results** by any appropriate means (other than resulting from protecting or exploiting the results), including by scientific publications in any medium
- **Exploitation:** use of **results** in further research activities other than those covered by the action concerned, or in developing, creating and marketing a product or process, or in creating and providing a service, or in standardisation activities

Results: 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, whether or not it can be protected, as well as any rights attached to it, including intellectual property rights



	Communication	Dissemination	Exploitation
What	Refers to the project	Refers to its results	Refers to its results
When	During the whole project lifetime	When results are available (mostly at the end of the project)	When results are available (mostly at the end of the project)
Purpose	Make the project is known Engage stakeholders Give visibility to the EU funding	Make results available to the scientific community and practitioners	Use the findings for commercial purposes
Target groups	Generic public as well as specific target groups	Specific target groups: <ul style="list-style-type: none">• Scholars• Policy makers• Other	Specific target groups: <ul style="list-style-type: none">• End-users of your results
Means	<ul style="list-style-type: none">• Website• Social networks• General press• Outreach events	<ul style="list-style-type: none">• Scientific journals and publishers• Sectoral events (fairs, conferences)	<ul style="list-style-type: none">• Patent• Licence• ...

Project communication **objectives** are:

- Raise public awareness
- Ensure visibility of the project
- Announce and promote project events
- Support the dissemination objectives
- Promote EU research

Sketch a **Communication Plan**:

- Who: what are your target groups?
- How: shortly describe your activity
- What: what is the key message?
- When: when do you schedule this activity?

Activity	Target group	Key message	When
Presentation in schools: 6 interventions	Children 6-9 y.o.	History is fun	Months 1-12
Participation in European Researchers' Night	General Public	Research matters and therefore the EU support research, like this project	End September 2018
Update of Wikipedia terms on the subject....	Adult	Popularise some key concept of this discipline	Months 3 to 24
....			

Do not forget to include main events/deliverables of the communication plan in the Gantt chart

Dissemination is “distributing your project results”.

Define:

- the **target groups**
- the most adequate **media**
- the **time**

Do not forget to include main events/deliverables of the dissemination plan in the Gantt chart

Scientific community

- Articles on scientific journals, monographs etc.;
- Scientific conferences (papers and posters);

Business

- Business fairs and exhibitions
- Promotional material

Policy makers and Institutions

- Political / institutional conferences
- Policy briefs, guidelines, recommendations, studies

General media

- Project website
- Social media
- Databases



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

OPEN ACCESS TO PEER-REVIEWED PUBLICATIONS

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

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

Dissemination of results

Publications

Open access publishing
Gold road

Article is published in an Open Access journal

(= *everybody can read it free*)

Self-archiving
Green road

Article is published in a "standard" journal

BUT

You store a copy on an institutional repository with an embargo period

(= *everybody can read it for free after the embargo*)

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

Research data is information

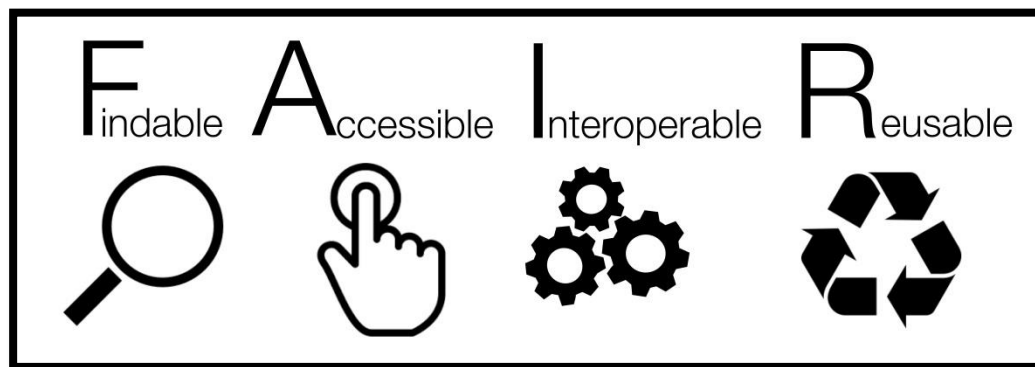
(particularly facts or numbers) collected to be examined and considered, and to serve as a basis for reasoning, discussion or calculation.

Open access to research data =

- the right to access
- and reuse digital research data

Some funders requires the open access to research data, unless

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



Exploitation of the project results

use of results in further research activities or in developing, creating and marketing a product or process, or in creating and providing a service, or in standardisation activities

In this case, you should sketch how you want to exploit it:

- further research, product or service development,
- licensing, joint venture, start-up, spin-off,
- standardisation activities, etc.

Sketch a short **business analysis**, e.g. using a Business Model Canvas

For details visit the
IPR Helpdesk website:
<https://www.iprhelpdesk.eu/>
and join its webinar



- I will make conference presentations
 - To promote myself;
 - To promote the project.
- I will organize events and conferences
 - To create a network of cooperations.
- I will publish open-access papers
 - To make them more visible
 - Because I must and I know I must 😊
- I will publish monographs with extensive results (if applicable to your field)
 - Because I will have a lot to publish;
 - Because my results will be systematic.
- I will create tools
 - Because my work involves other fields of study;
 - Because my innovative approach deserves to be shared.



How you manage your project

IMPLEMENTATION

The work plan is the **description of the activities** of your project: it includes 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*

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

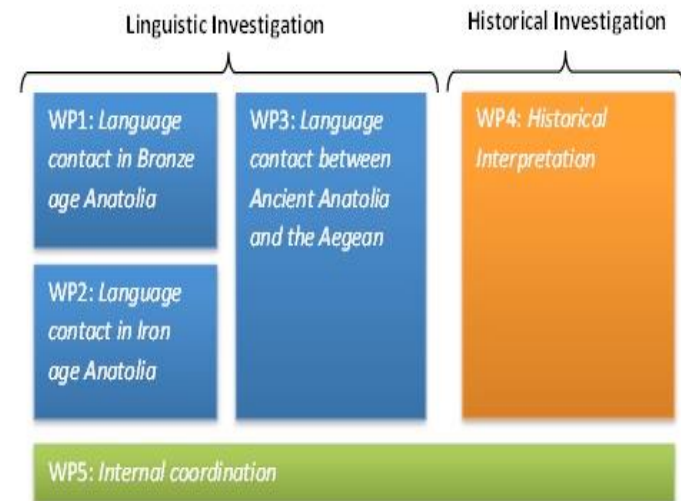
Not every delivery date is a milestone!

Your work plan must be consistent with your project's objectives!



- Tasks:
 - What you'll do and why
 - Research
 - Dissemination
 - Publications
 - When you'll do it
- Implementation
 - How you'll do it and why
 - Work packages (Hofstadter's "software": ideas, procedures, methods, concepts)
 - Tools and structures:
 - what you use;
 - how cool is the perspective host institution? Very cool, because some structures I'll need are available there.

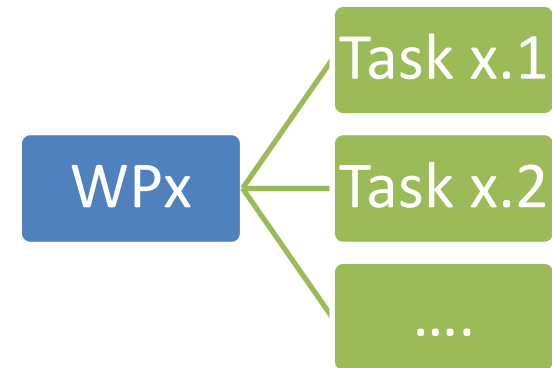
- I annotate patterns;
- I study them according to:
 - Type of pattern
 - Type of area
 - Geography
 - History
- I compare linguistic results with historical, geographical, and cultural data.
- I coordinate the work of my team members.



Work package (WP): 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

A WP might be split
in more sub-activities (tasks)



WPs can be carried out
in sequence or simultaneously

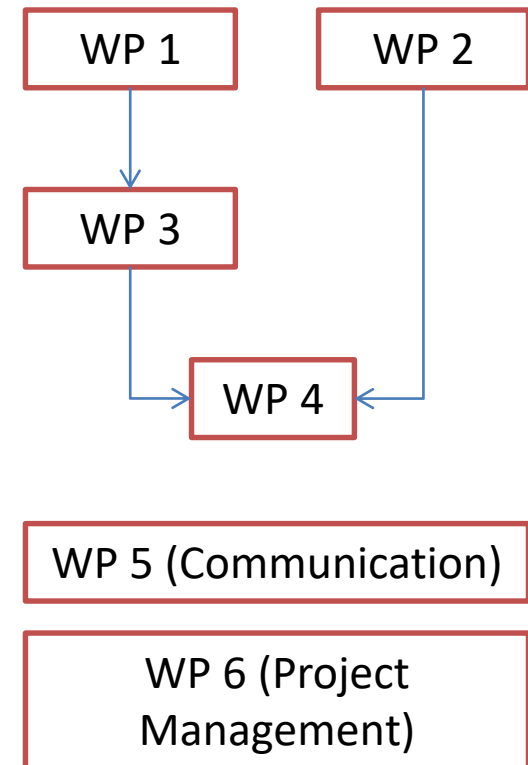


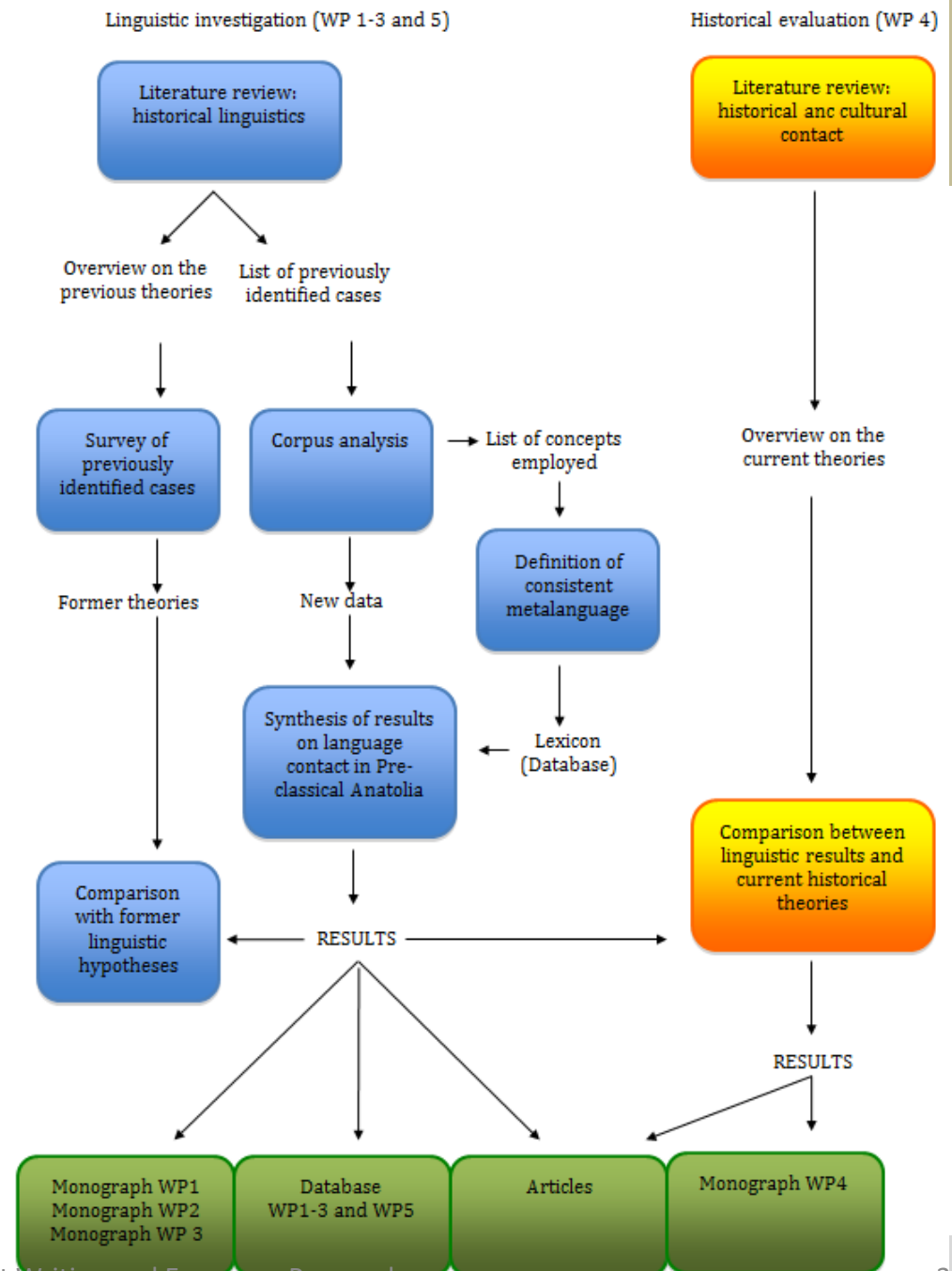
The logical structure of work plan can be represented through a graph where WPs are linked each other by a **relation of dependence**

Not necessarily according to time relation (before-after)

E.g. WP3 needs WP1 to be completed and is based on some results of WP1

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

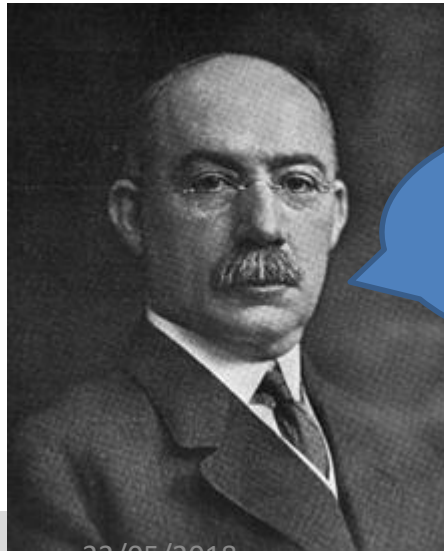




The Gantt diagram is graphical representation of the **time schedule** of the project **activities (Work Packages and Tasks)**.

It show the activities as bars.

It usually also includes other elements like **Milestones** and **Deliverables**



Eng. Henry
Laurence Gantt
Nice to meet you!

SOME TIPS TO CREATE A GANTT

- Use a table in word to create a Gantt diagram
- Use letters and acronyms (with a legend!)
- Use colors consistently (e.g. for tasks belonging to the same WP and to the same type of activity)

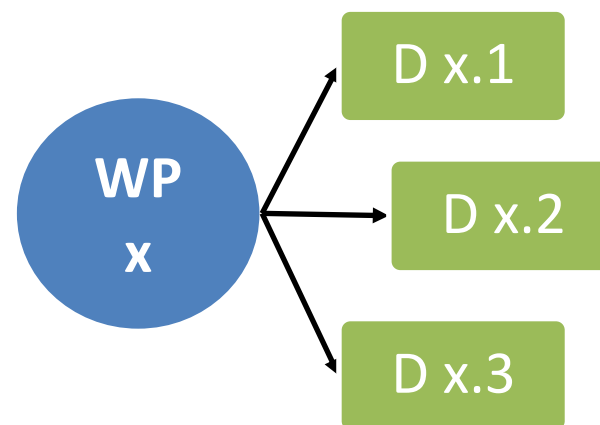
	Months	1-12				13-24				25-36				37-48				49-60			
WP1 LC in Bronze Age Anatolia	Literature review																				
	Corpus analysis																				
	Synthesis																				
WP2 LC in Iron Age Anatolia	Literature review																				
	Corpus analysis																				
	Synthesis																				
WP3 LC in Anatolia and Aegean	Literature review																				
	Corpus analysis																				
	Synthesis																				
WP4 Historical interpretation	Literature review																				
	Critical comparison of theories																				
WP5 Coordination	Internal meetings	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x		
	Lexicon																				
	Workshops and confer.				w				w				w				w		c		
Deliverables					a				a				a				a		a		
Milestones					1								2		3						

Legend. Deliverables: w: “workshop”, c: “conference”, a: “articles”, m: “monographs”, d: first public release of the database. **Milestones:** 1: Starting point for the corpus analysis identified basing on the review of the previous literature (WP1, WP2, WP3 separately); 2: Definition of the metalanguage (WP1,2,3,5); 3: Linguistic results ready for the comparison with the historical theories (WP1,2,3 and 4).

Deliverable: a distinct output of the project, meaningful in terms of the project's overall objectives. E.g. Report, document, technical diagram, software, video, etc.

Basic rules

- Each deliverable has just one WP associated
- Each WP produces at list one major deliverable



For each deliverable, you should indicate:

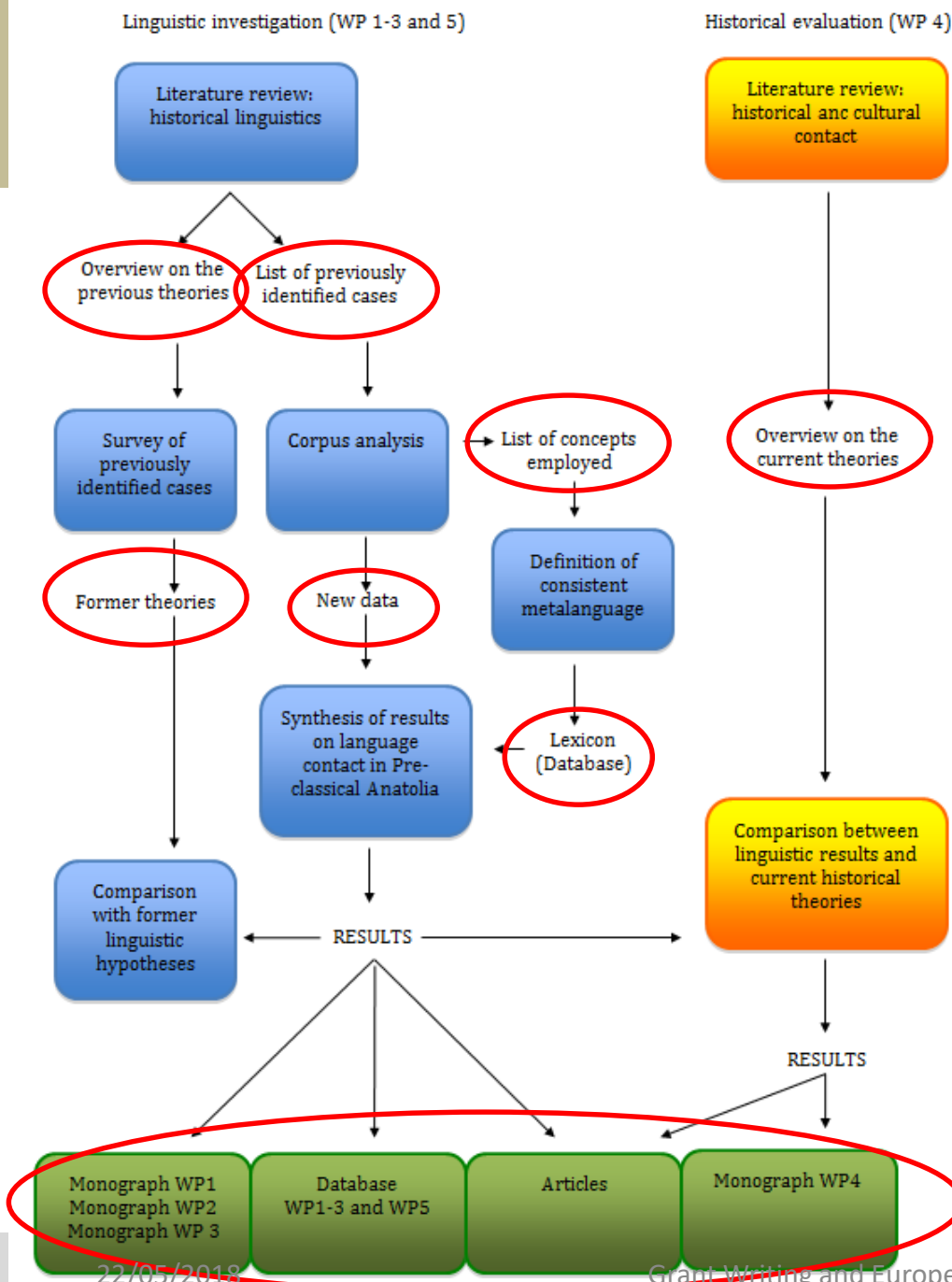
- Short description
- WP producing the deliverable
- Date of delivery
- Type o access (Public / Reserved)

TIP!

Do **not exaggerate** with the number of deliverables. They are binding (you have to produce each one of them and the funder will check it!)

The deliverables in PaLAC

Deliverables are marked
by **red circles**





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

- *Completion of a key deliverable, allowing next phase of the work to begin*
(→ Not every delivery date is a milestone!)
- *The intersection of several WPs*
- *Intermediary point so that, if problems have arisen, corrective measures can be taken (see Risk below)*

Choose a
limited number
the milestones!



PALaC will include three main milestones:

- At the end of the initial review of linguistic literature on ancient Anatolian, the **identification of a corpus of starting materials**, consisting on phenomena of language contact observed in previous non-systematic studies. This will be achieved by the end of the first year (month 12), and the collected material will allow the team members (R1, R2 and R3) to select areas and languages that seem offer the largest amount of contact-related phenomena. The corpus analysis will start with these areas and languages, and then will be expanded to other ones as soon as the first consistent results will be ready for comparison.
- At the end of the second year (month 24), **a consistent metalanguage** for linguistic description must be defined.
- By month 42 (halfth of the fourth year), the results of the linguistic investigation must be ready to be compared with the historical theories on cultural contacts reviewed by R4 and to be organized in the final publications.

DEFINITION

*What's a **risk**? Any event not governed by you that might happen with a negative impact on your project:*

If it is up to you, it is not a risk but a factor you should consider when you describe your activities;

If it is certain or impossible, you should consider it when you plan your activities, and not here.

A **risk analysis** is always recommended.

List all risks related to the execution of the research activities. For each risk, you should:

- provide a short description of the risk, possibly with reference to the concerned WP(s)
- indicate its likelihood (low – medium-high) , i.e. the probability that it will occur
- indicate its impact on the project (low – medium-high), i.e. how serious its effect is on the project execution
- explain plan B (contingency plan, counteraction or mitigation action) to be implemented in the case the risk will occur

Avoid to have risks at the beginning of the project.

PaLAC Risk Analysis

Risk 1: Availability of Data

the risk

Some textual materials to be examined by the PALaC project are stored in **museums that are located in areas that may be difficult to visit** should the political situation in Turkey deteriorate further.

seriousness (potential impact)

These materials, however, are **either published in a proper edition or in hand-copies** of Cuneiform (Hittite, Luwian, Palaic, Akkadian, Sumerian, Hurrian, Hattian, Urartean), Hieroglyphic (Luwian, Urartean) and Early Alphabetic (Lycian A and B, Lydian, Carian, West Semitic) documents. Since the project consists of a systemic analysis of languages in a large number of sources, the role of philological investigation will **not** generally extend to the **need for epigraphic autopsy** (in other words, it will not be necessary to confirm the shape of a specific sign on a specific tablet).

the mitigation measures

Therefore, travels to countries of the Middle East (Syria, Iraq) whose museums contain ancient tablets and stelae will in general not be required. Travel to Turkey, especially for the examination of Iron Age Luwian or Lycian texts (WP 2), may be useful in **very few specific cases, but it is by no means necessary**. Should the autopsy of single inscriptions be important but problematic, **the P.I. can count (1) on personal contacts with scholars based in Turkey** who can autoptically check the relevant passages and (2) on a history of positive cooperation **with the German** based *Hethitisches Portal* of the *Akademie der Wissenschaften* of Mainz, where photos of the large majority of Hittite texts are available for photographic collations. However, it is important to stress that the relevance of single instances of micro-phenomena to be verified on specific documents **represent a minor part of the general balance of the project**.



Some tips about style

HOW TO WRITE YOUR PROPOSAL

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

→ consider the composition of the 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, color...

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



Acronyms have positive and negative aspects:
they are shorter, but they need some “interpretation”.

So:

- 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 acronym : only if the shortened words are used very often. In any case, avoid acronyms they might be confused with already established acronyms

You can make a list of acronym



How to refer to yourself?

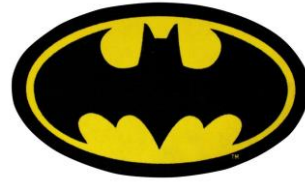
First person singular, third person singular or first person plural?

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*)




- Marie Curie and ERC B2:
 - You have more place, you can write a more detailed state of the art;
 - Do not use an obscure jargon:
 - We annotate morphosyntax. → ok
 - We annotate morphosyntactic patterns looking for traces of non-inherited monogenetic morphological changes. → too much
 - I compare data from historical sources. → ok
 - I will employ material from narratives, secondary information from non-narrative epigraphic material, and I will occasionally also compare data from the material cultures available for the Middle, Late and Final Bronze age and for Iron Age I(a-b), basing on a Middle or Short chronology. → too much
 - Don't give the impression you have already done too much work: they do not finance research that has already been carried out.
 - High risk, high gain: this is the trickiest part. It is hard to do “high risk” research in humanities. Try to appear brave, but don't overdo it.




**ALWAYS BE YOURSELF!
— UNLESS —
YOU CAN BE
BATMAN
— THEN —
ALWAYS BE BATMAN!**

- Your target are not the experts of your specific field.
 - In the ERC evaluation system, the first evaluators are usually not experts of your field, and the specialized external referees will be only involved at the B2 step!



While the problem of cultural contacts in the Ancient Mediterranean is currently being studied from a historical, archaeological and socio-economic perspective, a dedicated work on its **main leagues and interference areas** is still a desideratum, to support or falsify the different interpretations of historical data. Indeed, among the areas that featured the most intensive and consistent interaction of different languages **with several genealogical affiliations, Pre-Classical Anatolia, from the Middle Bronze age until the Iron Age I and II** is the more promising one for the application of the research methods of contact-linguistics



While the problem of cultural contacts in the Ancient Mediterranean is currently being studied from a historical, archaeological and socio-economic perspective, a dedicated work on **its main interlinguistic areas** is still a desideratum, to support or falsify the different interpretations of historical data. Indeed, among the areas that featured the most intensive and consistent interaction of different languages, Pre-Classical Anatolia is the more promising one for the application of the research methods of contact-linguistics



Bonus track

HOW TO WRITE YOUR CV



- 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** (from 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*)



Giusfredi

Part B1

PALaC

Section b: Curriculum Vitae (max. 2 pages)

- PERSONAL INFORMATION

Giusfredi Federico

Date of birth: May 5, 1982

Nationality: Italian

Websites: <https://univr.academia.edu/FedericoGiusfredi>; <http://luwiansyntax.info>

- CAREER SUMMARY

Federico Giusfredi is a linguist and philologist who was trained at the Universities of Pavia (Università degli Studi and IUSS institute for advanced studies) and Munich (LMU). He has carried out philological and linguistic research at the DFG Project *Hethitisches Wörterbuch* between 2006 and 2014. For his PhD, he studied the subcorpus of Hieroglyphic Luwian inscriptions carrying information for the reconstruction of society and economy in Iron Age Syria, developing an interest for the interaction between linguistic investigation and the historical study of the Ancient Near Eastern cultures. At the age of 32 he received the **Italian habilitation for associate professorship** in the scientific sector of Ancient Near Eastern Studies (area 10/N1), with focus on Anatolian Studies, in January 2015.

- EDUCATION

March 4 2010: PhD in *Storia e Civiltà del Mediterraneo Antico*: Anatolian Philology, awarded by the University of Pavia, Italy. Dissertation: "Aspects of Neo-Hittite Society and Economy: the Evidence from the Written Sources", published as a monograph in september 2010.

Oct. 2006-Nov. 2009: PhD student in *Storia e Civiltà del Mediterraneo Antico*: Anatolian Philology. Dept.: Scienze dell'antichità, University of Pavia, Italy. Name of PhD Supervisor: Prof. Clelia Mora.

July 19 2006: Master Degree in *Storia e Civiltà del Mondo Antico*. Summa cum laude. Dept.: Scienze dell'antichità, University of Pavia, Italy.

July 15 2004: BA Degree in *Antichità classiche e orientali*. Summa cum laude. Dept.: Scienze dell'antichità, University of Pavia, Italy.

Oct. 2001-July 2007: Pupil of the IUSS Institute for advanced Studies, Pavia.

Oct. 2001-July 2006: University of Pavia, BA in *Antichità classiche e orientali* (Classics and Oriental Studies) and MA in *Storia e Civiltà del Mondo Antico*.

- CURRENT POSITION(S)

June 2015 - May 2017: Marie Curie Fellow (IF), Department *Culture e Civiltà*, University of Verona

- PREVIOUS POSITIONS

Sept. 2009 - Feb. 2014: Wissenschaftlicher Mitarbeiter (responsible editor for the volumes IV/23 and V/26 of the Munich Hittite Dictionary) within DFG Project *Hethitisches Wörterbuch*. Institut für Assyriologie, LMU University, Munich.

Oct. 2006 - August 2009: Wissenschaftliche Hilfskraft (Author and responsible scientist for the archive and the database) within the DFG Project *Hethitisches Wörterbuch*. Institut für Assyriologie, LMU University, Munich.

- FELLOWSHIPS

June 2015 - July 2017: Marie Skłodowska-Curie Fellow (IF), Department *Culture e Civiltà*, University of Verona, Project *SLUW: A computer-aided study of the Luwian (morpho-)syntax*.

Nov. 2008 - Jan. 2009: short DAAD fellowship within the DFG Project *Hethitisches Wörterbuch*. Institut für Assyriologie, LMU University, Munich.

Oct. 2008 - Aug. 2009: Erasmus exchange fellowship, LMU University, Munich.

Oct. 2007 - June 2008: Fellowship at the Stiftung Maximilianeum; Munich.

Giusfredi

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July to Sept. 2005: Ghislieri College Exchange MA student fellowship, St. John's College, Cambridge UK.

Oct. 2001 - October 2006: IUSS Institute for advanced studies scholarship, Pavia.

Oct. 2001 - July 2006: Excellence College Ghislieri scholarship, Pavia.

- TEACHING ACTIVITIES

AY 2016/2017: *General Linguistics* (University of Verona).

AY 2015/2016: *Language and civilization of Hittite Anatolia* (University of Verona).

AY 2013/2014: *Introduction to the Sumerian language* (University of Pavia).

AY 2011/2012: *Lettura, commento e discussione di documenti giuridico-politici dal Vicino Oriente antico (Anatolia, Siria, Mesopotamia): Documenti in Lingua Sumerica*. ("Reading, commentary and discussion of juridic-political documents from the Ancient Near East", University of Pavia).

AY 2011/2012: *Metodologie informatiche per gli studi storici dell'antichità classica e orientale* ("Informatics for the historical studies of the classical and oriental antiquity", University of Pavia) (with C. Mora and A. Rizza).

- ORGANISATION OF SCIENTIFIC MEETINGS

June 28-29, 2016: *Formal Representation and Digital Humanities* (within the Marie Curie Project SLUW).

- COMMISSIONS OF TRUST

Since 2015: Member of the *Linguistic Lab* initiative (<http://www.linguisticslab.org/>), University of Verona.

2009 - 2014: Editorial Board, DFG Project *Hethitisches Wörterbuch*.

2013: Peer Reviewer, *Studia Etymologica Cracoviensia*.

2015: Peer Reviewer, *Studi Micenei ed Egeo-Anatolici*.

- MEMBERSHIPS OF SCIENTIFIC SOCIETIES

Since 2013: Member of the *Indogermanische Gesellschaft*.

Since 2015: Member of the *Sodalizio Glottologico Milanese*.

Since 2015: Member of the *Societas Linguistica Europaea*.

- MAJOR COLLABORATIONS

Collaboration with the Hethitisches Wörterbuch Project, led by Prof. Walther Sallaberger, Institut für Assyriologie und Hethitologie, University of Munich (LMU), as author of voices of the dictionary.

Collaboration with the Hethitologie Portal Mainz, Akademie der Wissenschaften und der Literatur, Mainz. Contact: Prof. Massimiliano Marazzi.

Collaboration with the Catholic University in Milan. Contact: Prof. Anna Passoni Dell'Acqua. Consultant for the publication of Neo-Sumerian tablets.

- ARCHAEOLOGICAL EXCAVATIONS

2003: Excavation in Terqa, Syria (director: Prof. Olivier Rouault).

2005: Excavation in Tell Masaikh, Syria (director: Prof. Maria Grazia Masetti-Rouault).

- OTHER AWARDS

May 2006: Honorable mention by the Italian CNR as the best intervention in the field of Oriental Studies for the paper "L'Haristani di Karkemīs" (later published as an article in the proceedings of the 1st Italian Conference "Federico Halbherr" for young archaeologists).

AY 2005/2006: "Aurelio Bernardi" award for the best MA thesis in Humanities defended by a student of the Collegio Ghislieri, Pavia.

Giusfredi

Part B1

PALaC

Section c: Early achievements track-record (max. 2 pages)

During and after his PhD studies, the PI has authored 2 monographs, edited or co-edited 5 volumes of the *Munich Hethitischs Wörterbuch* (of which he authored over 50 voices) and 1 volume on linguistic and cultural contact. He has published 26 scientific articles in peer-reviewed journals (including international A-level ones journals *Altorientalische Forschungen*, *Historische Sprachforschung*, *Bibliotheca Orientalis*), international conference proceedings or miscellaneous collections of scientific papers.

SELECTED ARTICLES (NO MORE THAN 5)

1. **Federico Giusfredi**, "The Position of Determiners in Ancient Greek and Luwian: between syntax and information flow", in press, accepted by *Folia Linguistica* 2017 (for information: Prof. Dr. Hubert Cuyckens, Editor-in-chief, hubert.cuyckens@arts.kuleuven.be).
2. **Federico Giusfredi**, "The Cuneiform Luwian local particles and the obscure particle -(V)r", in *Proceedings of the 8th International Congress of Hittitology*, Warszawa, 2011), Warszawa, 2014. 308-316.
3. **Federico Giusfredi**, "Note di lessico e di cultura scribale hittita e luvia", in *CENTRO MEDITERRANEO PRECLASSICO, studi e ricerche III: studi vari di egeistica, anatolica e del mondo mediterraneo*, ed. Natalia Bolatti-Guzzo, Silvia Festuccia, Massimiliano Marazzi. Herder, Roma, 2013. 145-163. [Notes on the Hittite and Luwian scribal lexicon and culture]
4. **Federico Giusfredi**, "Note sui prestiti accadici e urartei in luvio-geroglifico di età del Ferro", in Paola Coticelli Kurras et al. (Ed.), *Interferenze linguistiche e contatti culturali in Anatolia tra II e I millennio a.C.*, Studi in onore di Onofrio Carruba in occasione del suo 80° compleanno, Pavia 2012. 153-173. [Notes on the Akkadian and Urartian loans in Iron age Hieroglyphic Luwian]
5. **Federico Giusfredi**, "KUB 37, 1: an Akkadian Medical Text from Boğazköy", in *Altorientalische Forschungen* 39-1, 2012. 49-63.

MONOGRAPHS

1. **Federico Giusfredi**, *Babilonia e le sue storie*, Milano, 2012. [Babylon and its (hi)stories]
2. **Federico Giusfredi**, *Sources for a socio-economic history of the Neo-Hittite States*, Texte der Hethiter 28, Heidelberg, 2010.

AS SCIENTIFIC EDITOR

1. P. Coticelli-Kurras, M. Giorgieri, C. Mora, A. Rizza, with the cooperation of **Federico Giusfredi**, *Interferenze linguistiche e contatti culturali in Anatolia tra II e I millennio a.C. Studi in onore di Onofrio Carruba in occasione del suo 80° compleanno*, Genova, 2012.
2. A. Hagenbuchner-Dresel, with P. Coticelli-Kurras, **Federico Giusfredi**, Joost Hazenbos und Walther Sallaberger, *Hethitisches Wörterbuch, Zweite, völlig neubearbeitete Auflage auf der Grundlage der edierten hethitischen Texte*, Band III, Lieferung 21, Heidelberg, 2012.
3. J. Hazenbos, with P. Coticelli-Kurras, **Federico Giusfredi**, A. Hagenbuchner-Dresel und Walther Sallaberger, *Hethitisches Wörterbuch, Zweite, völlig neubearbeitete Auflage auf der Grundlage der edierten hethitischen Texte*, Band IV, Lieferung 22, Heidelberg, 2014.
4. **F. Giusfredi**, with P. Coticelli-Kurras, A. Hagenbuchner-Dresel, J. Hazenbos und Walther Sallaberger, *Hethitisches Wörterbuch, Zweite, völlig neubearbeitete Auflage auf der Grundlage der edierten hethitischen Texte*, Band IV, Lieferung 23, Heidelberg, 2014. [First editor]
5. A. Hagenbuchner-Dresel, with P. Coticelli-Kurras, **Federico Giusfredi**, Joost Hazenbos und Walther Sallaberger, *Hethitisches Wörterbuch, Zweite, völlig neubearbeitete Auflage auf der Grundlage der edierten hethitischen Texte*, Band IV, Lieferung 24, Heidelberg, 2014.
6. **F. Giusfredi**, with P. Coticelli-Kurras, A. Hagenbuchner-Dresel, J. Hazenbos und Walther Sallaberger, *Hethitisches Wörterbuch, Zweite, völlig neubearbeitete Auflage auf der Grundlage der edierten hethitischen Texte*, Band V, Lieferung 26, Heidelberg, in press. [First editor]

INVITED TALKS

- 2016 1. (with P. Coticelli-Kurras) "The Luwian Morpho-syntax", Workshop *L'ititologia in Italia: progetti e ricerche*, Sapienza University, Rome, July 7 2016.
- 2014 2. "Logogramme, Graphemik und Statistik", Workshop "Hethitische Logogramme", München, November 15, 2014. [Logograms, Graphemics and Statistics]

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Giusfredi

Part B1

PALaC

- 2012 3. "Ankara 2, Karahöyük and the Archaic Texts from Karkemish: on the Dates of Some Problematic Hieroglyphic Luwian Inscriptions" (Workshop "Before and After the Storm – in memory of Prof. Itamar Singer"; October 12, 2012, Pavia).
4. "A Tale of two Scripts" (Workshop "Percorsi e sviluppi di alfabeti e sillabari nel mediterraneo antico: problemi di genealogia e di prestito"; June 29, 2012, Verona).
5. "Die schriftliche Wiedergabe des Luwischen", (Jenaer Kolloquium Modi scribendi circum mare Mediterraneum; May 9, 2012, Jena). [The written rendering of Luwian]
- 2010 6. "Das Projekt 'Hethitisches Wörterbuch'" (Munich - Lexikographisches Symposion des Zentrums Historische Sprachwissenschaften, November 6, 2010).
7. (with P. Coticelli-Kurras) "Das Bild, die Silbe und die Laute: Keilschrift und Hieroglyphen Anatoliens zwischen II. und I. Jahrtausend", Second International Conference on Comparative Historical Graphemics - München, September 9, 2010. [The picture, the syllable and the sounds: cuneiform and Anatolian hieroglyphs between the II and the I millennium]
8. (with A. Rizza) "Zipf's law and the Distribution of written signs". Conference: III Incontro di Filologia Digitale, Verona, May 3-5, 2010. Appeared as an article in the conference proceedings.
- 2009 9. Documenti economici neo-ittiti: le strisce di Kululu (Pavia, within the course "Fonti scritte e cultura materiale nel Vicino Oriente antico", December 21, 2009). [Neo-Hittite Economic Documents: the Kululu strips]
10. Die spätethitischen Staaten: Geschichte, Gesellschaft und Wirtschaft (München - Kolloquium zum alten Orient, November 3, 2009). [The Neo-Hittite states: history, society and economy]
11. Filologia computazionale e lingue anatoliche (with Alfredo Rizza, Verona, January 15, 2009). [Computational philology and Anatolian languages]
- 2008 12. Die spätethitischen Staaten: Das Problem des Titels 'Tarwanis' (München - Kolloquium zum alten Orients, October 21, 2008). Published as an article in 2009: *The problem of the Luwian title tarwanis*, in *Altorientalische Forschungen* 36, pp. 140-145.

OTHER CONFERENCES AND TALKS (Selected)

- 2016 1. "On Syntactic Formalism(s) and Ancient Indo-European Languages", 2. *Indogermanistisches Forschungskolloquium* - Würzburg, 31/03-01/04, 2016
2. "Soul and Stele in Hittite and Luwian", *The ritual sphere and royal ideology in the Ancient Middle East -Texts, practices and institutions in a comparative linguistic and historical perspective*, Verona, 17-18 March 2016.
- 2015 3. "On Luwian Syntax", with Paola Coticelli-Kurras; Internationale Tagung der Indogermanischen Gesellschaft, Marburg, 21 Sept. 2015.
- 2013 4. "My god, you made me: «making» a human being in Anatolian" (and Indo-European); *Grazer Kolloquium zur indogermanischen Altertumskunde*.
- 2011 5. "The Cuneiform Luwian Local Particles and the Particle -(V)r"; 8th International Congress of Hittitology, Warszawa, 2011.
- 2010 6. "Further Considerations on the ANKARA SILVER BOWL"; 56th Rencontre Assyriologique Internationale, Barcelona, 2010.
- 2009 7. "Astuwatamanza 0: Some Thoughts on the Family of Suhis in Karkemish"; 55th Rencontre Assyriologique Internationale, Paris 2009.
- 2007 8. "Titolature femminili negli stati neo-ittiti", Traduzione di tradizioni e tradizioni di traduzione, Pavia, 19-21 April, 2007.
9. (mit Dr. A. Rizza) "Nota et ignota: Problems and Desiderata for the Construction of Ancient Corpora", Electronic Corpora of Ancient Languages, Prague, 16-17 Nov., 2007.

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Erika Cavallini

erika.cavallini@univr.it

+39 3668416048

Marta Capiluppi

marta.capiluppi@univr.it

+39 0458027049

Alessio Lorenzi

alessio.lorenzi@univr.it

+39 0458028028

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