

# Horizon Europe Grant Writing



How to approach Horizon Europe in a strategic way

# Agenda

- Short introduction speakers and Nehem
- How to approach funding
- How to develop a funding strategy
- How to engage the group and make it a team effort
- Tips and tricks

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# Successful grant procurement

Often, grant procurement is seen as a sole activity aimed at financing a specific project of a specific person.

However grant procurement is more:

It is fundamental part of the strategy of a organization, faculty, research group. It can built a financial fundement for increasing/strengthening the research activities.



it's important to approach grant procurement as a strategic proces

# Successful grant procurement

- The first step: determine where you are as an organization
- The second step: determine where you want to go
- The third step: see which programs fit to these goals

# Synergy between funding programmes

Funding programmes differ in activities they fund. A simplistic example:



# Synergy between funding programmes

- Individual grants vs cooperation grants
- National funding vs European funding

# Funding strategy

If you want to be successful in grant procurement start with plotting your current situation:

- Determine what the aim of your funding approach is
- Map the important networks and see if you are present in these networks
- Analyse how your 'competitors' are doing
- Determine where you want to be in 5 and 10 years (in terms of funding, cooperation and position in networks)



# How to develop a funding strategy

Based on the analysis of the current situation and the ambition towards the future, the funding strategy can be developed

- Determine what are your main topics of research
- Determine the characteristics of your research group, faculty etc.
- Determine which networks you need to be in/develop

# How to develop a funding strategy

- Outline what you think are the most relevant programs and calls for the next 3 years
- Organize a brainstorm sessions/multiple brainstorm sessions with your research group

Horizon Europe

2021 2022 2023 2024 2025 2026 2027 2028 2029 2030

National funding programs

Example project 1 (EU Grant)

Example project 2 (EU Grant)

Example project 3 (EU Grant)

Example project 1 (National Grant)

Example project 2 (National Grant)

Example project 3 (National Grant)

# How to engage the group and make it a team effort

- Give the researchers preparation time
- Have an interactive session where all researcher can post their views
- Agree on concrete follow-up steps



# Short exercise: Network analysis

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# Network analysis



# Tips & Tricks

- Make it clear what's in it for the researcher
- Develop a funding calendar
- Save time and be more effective



Questions?







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