



PROGRAM: RESPONDING TO CALLS FOR TENDERS AND CALLS FOR PROPOSALS

Identifying, analyzing and winning them.

Part I: identification of different sources of European funding

Part II: looking for calls for tender and calls for proposals

Monitoring with software

Finding the right information

Evaluating an opportunity to respond to a call

Part III: responding to calls for tender

Strategic choices:

- Knowing which mistakes not to make, tricks of the trade
- Choosing an appropriate legal form to consolidate agreements: consortium, EEIG, non-profit making association, de facto association
- Knowing how to position oneself strategically as a leader or subcontractor
- Understanding and meeting precisely the evaluation criteria
- Mastering the evaluation process

Finding partners for partnership projects

- Drawing up a partnership agreement (MOU)

Part IV: writing the application

Presenting the project in a convincing way

Choosing the most appropriate strategic approach

Meeting the budget – planning - presentation
