

CONTENT

Identification of different sources of European funding

Looking for calls for tender and calls for proposals

- Monitoring with software
- Finding the right information
- Evaluating an opportunity to respond to a call

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-profitmaking 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)

Writing the application

- Presenting the project in a convincing way
- Choosing the most appropriate strategic approach
- Meeting the budget. Planning. Presentation