

For 2024, the European Training Academy (ETA) is thrilled to present three cutting-edge training programs designed to empower you with the skills and knowledge to excel in EU project management and funding:

EU PROJECT PROPOSAL DESIGN TRAINING

Master the art of accessing EU funds with our specialized training. This program is perfect for anyone looking to navigate the complex European funding landscape, find the right project partners, and craft winning project proposals. Our expert-led sessions include:

- **EU Funding Landscape:** Develop effective fundraising strategies and gain a comprehensive understanding of available EU funds.
- **Partner Search and Consortium Creation:** Learn techniques for identifying and collaborating with the right partners.
- **Project Proposal Writing:** Utilize AI tools and proven methodologies to write compelling proposals tailored to various EU programs.

EIC ACCELERATOR TRAINING

Elevate your innovation with the EIC Accelerator, designed to help SMEs and start-ups scale up high-impact innovations. This program focuses on mastering the most competitive proposal writing scheme on the planet. Highlights include:

- **Understanding the EIC Accelerator:** Learn about the unique funding opportunities for disruptive innovations.
- **Application Process Mastery:** Step-by-step guidance on submitting successful short and full proposals.
- **Expert Insights:** Benefit from award-winning proposal writers and a rich database of successful projects.

EUROPRO - MASTER IN EU FUNDS AND PROJECT LEADERSHIP

Join our distinctive professional training program that covers the entire lifecycle of European projects. From funding sources overview to proposal writing, implementation, and evaluation, EUROPRO equips you with advanced techniques for success. The program includes:

- **EU Policies and Stakeholders:** Gain insights into internal and external EU policies and stakeholder objectives.
- **EU Funds and Programming:** Understand the structure of the EU Budget and resource mobilization.
- **Project Management and Adaptive Leadership:** Learn essential project management concepts, quality standards, and adaptive leadership practices.
- **Practical Work:** Apply your knowledge through hands-on case studies and practical exercises.

EU PROJECT PROPOSAL DESIGN TRAINING – 1 day webinar / training

Are you interested in accessing EU funds but not sure where to start?

ETA is here to guide you through the complex landscape of European funding opportunities. We are excited to announce a series of specialized onsite and online training sessions designed to advance your interests and generate solutions to your most urgent and challenging problems. Whether you're looking to understand the various EU funding landscapes, find the right project partners, respond to open calls for proposals, master writing project proposals, or excel in EU project management, ETA training is tailored to meet your needs.

10.00 – 12.00 Session: EU Funding landscape: Developing fundraising strategies for organizations

This webinar offers an extensive overview of all available EU funds, providing you with the knowledge needed to navigate and leverage funding opportunities effectively. You will gain insights into various EU programs, funds, and calls for proposals. Our experts will break down the complex information into digestible segments, ensuring you understand how to identify and apply for the funding that best suits your objectives. You will be empowered to create a pipeline

Key Takeaways:

- Comprehensive understanding of the EU funding landscape
- Detailed insights into open calls
- Practical tips for identifying suitable funding opportunities
- Customized content based on participants' needs

12.30 – 14.30 Session 2: Partner Search and Consortium Creation

Finding the right partners is crucial for the success of any EU-funded project. This webinar focuses on the strategies and tools needed to effectively search for partners, coordinators and create strong consortia. Learn how to identify potential collaborators, assess their suitability, and build productive partnerships. Our experts will also share best practices for consortium management and collaboration during proposal development, ensuring your project is set up for success from the start.

Key Takeaways:

- Techniques for effective partner search
- Creation of partners' profiles and identification of coordinators
- Strategies for communication and teamwork with project partners and coordinator
- Best practices for consortium creation and proposal writing
- Insights into successful consortium case studies
- Customized content tailored to participants' projects

15.00 – 17. 00 Session 3: Project Proposal Writing for open calls using AI tools

Are you looking to secure EU funding for your project but unsure how to craft a winning proposal? Join our specialized webinar on AI Project Proposal Writing and learn from award-winning proposal writers. This comprehensive session will equip you with the skills and knowledge needed to write compelling and competitive proposals tailored to various EU programmes, ETA will respond to participant's interests. And cover all main EU programmes including Horizon Europe and the EIC Accelerator Open call.

Session Highlights:

- **In-Depth overview of project design methodologies:** Gain a thorough understanding of the methodologies applicable to all EU programmes. Learn how to align your project proposal with the specific requirements and objectives of all EU programmes. Learn the differences between Horizon Europe, Erasmus Plus, Creative Europe, EIDHR, IPA3, INTERREG, etc.
- **Focus on open calls for proposals:** Our trainers will provide detailed insights into open calls at participant's preference, helping you navigate these funding opportunities with confidence and precision.
- **Addressing Evaluation Criteria:** Understand how to effectively address all evaluation criteria. Learn how to highlight the innovative aspects of your project, its impact, and the feasibility of your proposed work plan.
- **Writing a Winning Proposal:** Discover the secrets to crafting a winning proposal. Our experts will guide you through each section of the proposal, from the executive summary to the detailed project plan, ensuring you convey your ideas clearly and persuasively.
- **Project Models and Templates:** Access proven project models and templates that can serve as a foundation for your proposal. These resources will help you structure your proposal effectively and ensure you include all necessary information.
- **AI Tools:** Our experts will guide you how to use AI tools to craft your own customized framework for project development and proposal writing
- **Expert Trainers:** Learn from award-winning proposal writers who have a track record of success in securing EU funding. Benefit from their experience, tips, and best practices to enhance the quality of your proposal.

EIC ACCELERATOR – 1 day webinar / onsite training

Elevate Your Innovation with the EIC Accelerator

EIC Accelerator proposal writing is the most competitive proposal writing scheme on the planet. Learning how to master EIC Accelerator proposals will significantly improve participants' capacities for grant writing under Horizon, Erasmus, and other competitive schemes, especially business plans for investors.

The EIC Accelerator supports companies (principally SMEs, including start-ups) to scale up high-impact innovations with the potential to create new markets or disrupt existing ones. This program provides a unique combination of funding ranging from EUR 0.5 to EUR 17.5 million.

Why Choose the EIC Accelerator?

The EIC Accelerator focuses on innovations building on scientific discovery or technological breakthroughs ('deep tech') that require significant funding over a long timeframe before returns can be generated ('patient capital'). These innovations often struggle to attract financing due to high risks and long development periods. The EIC Accelerator is designed to help such innovators attract the full investment amounts needed for scale-up in a shorter timeframe.

What Does the EIC Accelerator Support?

- **Disruptive Innovations:** Supports disruptive innovations from any sector.
- **Technology Development:** Supports the later stages of technology development and scale-up.
- **Readiness Level:** Technology must be tested and validated in a relevant environment (e.g., at least Technology Readiness Level 5).
- **Catalyst for Investment:** Aims to act as a catalyst to attract other necessary investors for innovation scale-up.

Webinar / Training Focus

Participants will have the opportunity to:

- Master all evaluation criteria for both the short application and the full application.
- Learn from a rich database of successful projects we supported.
- Learn from models as well as an AI tool for proposal writing.
- Program covers all steps of the application process (specified below).

APPLICATION PROCESS FOR EIC ACCELERATOR

➤ EIC Accelerator Open

No predefined thematic priorities, open to proposals in any field of technology or application.

➤ EIC Accelerator Challenges

Focused on predefined areas of emerging and strategic technologies.

Steps to Apply

1. Submission of Short Proposals

- Submit anytime via the Funding and Tender Opportunities Portal starting from January 2024 to 24 December.
- Evaluated remotely by EIC expert evaluators on a first-come, first-served basis.
- Receive feedback within approximately 4-6 weeks.

2. Submission of Full Proposals

- If your short proposal is successful, you will receive coaching support to prepare a full proposal.
- The optional coaching support aims to improve the value proposition, business plan, and investor pitch.
- **Key deadline for the submission of full proposals in 2024: 3 October 2024**

3. Interview with an EIC Jury

Successful applicants from the remote evaluation stage will be invited to an interview with an EIC jury. Interviews will be organized approximately three to four weeks after the remote evaluation results.

4. Negotiation and Due Diligence

If selected for potential funding, you will be invited to negotiate a grant agreement and start the due diligence process for the investment component.

MASTERCLASS IN EIC ACCELERATOR AGENDA

10.00 – 12.00 Award Criteria Elements

- **Excellence:** Clear mission, vision, and partnerships to scale up.
- **Novelty:** Breakthrough character and high degree of novelty.
- **Timing:** Right timing for societal, scientific, or technological trends.
- **Technological Feasibility:** Adequately assessed, validated, or certified technology.
- **Intellectual Property Strategy:** Necessary Intellectual Property Rights to ensure freedom to operate and protect the idea.

12.30 – 14.30 Impact Criteria

- **Competitiveness and Demand:** Better than existing solutions and sufficient added value.
- **Market Development:** Potential to develop new markets or transform existing ones.
- **Commercialisation Strategy:** Convincing strategy for commercialisation, regulatory approvals, and business model.
- **Scale-up Potential:** Potential to scale up the company.
- **Broader Impact:** Positive societal, economic, environmental, or climate impacts.

15.00 – 17.00 Risk, Implementation, and Need for Union Support

- **Team:** Capability and motivation to implement the innovation.
- **Risk Level:** Investment risk assessment and willingness of market actors to invest.
- **Risk Mitigation:** Identification and mitigation of main risks.
- **Implementation Plan:** Clear plan with defined milestones, work packages, and deliverables.

Take the next step in your innovation journey with the EIC Accelerator. Submit your proposal for pre-evaluation and refinement to ETA and join a community of trailblazers transforming industries and markets.

MASTER IN EU FUNDS AND PROJECT LEADERSHIP

is a distinctive professional training on the EU funds management and project leadership. The EUROPRO Master program is an interactive journey through the lifespan of European projects, from the overview of funding sources to proposal writing, project implementation and evaluation. Participants will gain a comprehensive knowledge of the most advanced techniques for successful, cost-effective design and implementation of EU projects.

The EUROPRO focuses on the growing demand for EU funds and project management qualification in all industries as well as in public administration. The EU funded projects are starting up everywhere, especially in the EU candidate countries and where the EU have vivid political and economic interest. The need for maximising the usage of EU funding is growing in all kinds of organisations world-wide. The EUROPRO includes development of all qualifications that are important for the certification of project managers according to project management associations, for example, the Project Management Professional PMP® of PMI® as well preparations for EPSO tests. But the EUROPRO goes far beyond these elementary qualification standards.

The EUROPRO offers an advanced approach for those wishing to understand the EU funding process in these most uncertain economic times and gain intensive professional preparation for the EU funds specialists world-wide. The EU funds are a complex field of professional activity. Every year, billions of Euro in the EU are granted to implement innovative projects on international, national, regional and local level in Europe and around the globe. Programming period 2021-2027 offers a broad spectrum of the EU funding possibilities available for projects. And planning for the next period already started. However, European regulations require an in-depth knowledge and expertise on all programming levels. The responsible authorities on the one side and the final beneficiaries on the other side need to ensure successful implementation. For everyone responsible it is critical to be up to date with ongoing changes on regulations regarding the EU funding policies. Additionally, the quality of results need to satisfy the highest criteria of relevant stakeholders and warrant significant impact and sustainability.

EUROPRO provides state-of-the-art knowledge and skills on EU Funds management and project leadership and aims at bringing perfection to your day-to-day workflow, maximising the usage of resources and cost vs impact ratio.

BENEFITS

Become an expert for the EU funding programmes and projects and boost your career with unique set of competences. This exclusive qualification allows you to introduce excellence in your daily operations in the field of EU funds. The mission of this state-of-the art programme is to prepare top professional seeking to advance state of the art in the EU programme and project management and leadership, to advance quality of results and impact, especially in the EU candidate countries.

The program develops competencies and skills for leading and managing programmes and projects satisfying the highest quality criteria and understanding stakeholder issues that enable high impact and sustainability in the most challenging environments. EUROPRO is building the capacity to put in practice **the most advanced methodologies for EU funds management and project leadership** from project idea to follow-up in local communities.

For professionals who have first-hand experience and those who are about to start working in very complex field of EU funding, EUROPRO is a transformational experience offering unmatched benefits:

- **Receive a Certificate you successfully completed a Master training**
- **Boost your career with unique qualification in EU Funds and project leadership**
- **Maximise organisational growth with highly qualified staff members in charge for your EU fundraising**
- **Get up to speed with the latest rules guidelines within this funding period**
- **Receive an exclusive insight into EU 2027+ funding cycle and preview what follows**
- **Develop vibrant networks across EU institutions in charge for EU Funds**
- **Learn how to outperform stakeholder's expectations from project initiation to follow-up**
- **Benefit from a wide range of topics tailored for your professional and personal needs**
- **Find out how to make the most out of the financial and auditing control tools**
- **Enjoy the interaction with some of the most brilliant minds in the EU**

EUROPRO PROGRAM AGENDA

Day I - EU POLICIES AND STAKEHOLDERS

10.00 – 11.30 Creative beginning - Main objectives for 2025 and beyond

11.45 – 13.00 Internal EU Policies objectives and stakeholders

14.00 – 15.30 External EU Policies objectives and stakeholders

15.45 – 17.00 Workshop – Creation of Project Environment Folder and Stakeholder registry

Day II - EU FUNDS AND THEIR PROGRAMMING

10.00 – 11.30 Structure the EU Budget - MFF

11.45 – 13.00 Instruments to support EU Policies

14.00 – 15.30 Resource mobilization

15.45 – 17.00 Relevant actors and procedures

Day III – LOBBYING, POWER AND INFLUENCE

10.00 - 11.30 Power and influence strategies and tactics

11.45 - 13.00 Planning Communication with different cultures and personality types

14.00 - 15.30 Leading changes and managing conflicts

15.45 - 17.00 Developing resilience and writing into stakeholders

Day IV – PROJECT DESIGN & PROPOSAL WRITING

10.00 – 11.30 Work-programme and call analysis, WBS

11.45 – 13.00 Consortium creation

14.00 – 15.30 Project proposal writing

15.45 – 17.00 Project proposal evaluation

Day V – PROJECT MANAGEMENT

10.00 – 11.30 Project Management - Concepts and Phases

11.45 – 13.00 Quality Management and Standards, Managing performance

14.00 – 15.30 Implementing, monitoring and evaluating EU projects

15.45 – 17.00 Reporting and Budgeting, How to Detect & Manage Fraud

Day VI – ADAPTIVE LEADERSHIP

10.00 – 11.30 Leadership theory and practice

11.45 – 13.00 Adaptive Leadership practices

14.00 – 15.30 Political games on the projects

15.45 – 17.00 Designing effective interventions

Day VII - PRACTICAL WORK

10.00 – 11.30 Community R&D and Innovation Case

11.45 – 13.00 Global Europe – External Aid Case

14.00 – 15.30 Technical Assistance Case

15.45 – 17.00 Program evaluation

OPTIONAL INTERNSHIP

Participants will choose organisation and specialisation field to practice all tools and technics explained. Under the guidance of experienced practitioners, participants will be confronted with different exercises that will help them to better understand the challenges of writing a proposal and implementing projects.

PRACTICAL INFO

- **Certificate** – ETA Certificate is awarded to participants who successfully complete compulsory sessions.
- **Duration and location** – dates are listed in the ETA calendar; you can also apply for customised training and pre-evaluation of project proposals anytime.
- **Application process** - Since qualified candidates are admitted on a rolling, space-available basis, early application is encouraged. You may apply by sending your info (Name, Last Name, Phone number, and Organisation using website registration form. You will receive payment instructions.
- **Participation fee** - Participation fee offers unmatched cost vs impact ration at €220 for the participation in onsite or online training, study materials, proposal writing guide, AI tools and project examples. Early registration discount is available two weeks before the event.
- **Teaching Methods** – Project models and case studies - Workshops - Discussions and Q&A Sessions Interactive exercises - Experiential learning – AI proposal writing tools.
- **The Experiential Learning** - encourages active interplay between conceptual frameworks and their implementation in complex real-world settings. Focusing on key variables for success at each stage, refining necessary cross-cultural communication and fundraising skills, increasing leadership capacity and providing irreplaceable insights into best practices for commercialisation of innovations.
- **ETA Global Curriculum** - integrates the best practices and cultural insights of the world's top business schools adapted for the needs of participants local economy and communities. English language. Participants will leave with a powerful network that spans functions, institutions, and enables innovative value chains.

SUCCESS

ETA is where reform leaders convene. You will do more than prepare for the next step in your career. You will develop worldview, analytical tools, alliances, strategic skills, and leadership capacity to master the complex global challenges that face your local community today.

Our programs have already been evaluated with the highest marks by more than 10000 participants from respectable organisations including: Universities of Warsaw, University of Newcastle, Ghent University, Amsterdam University of the Arts, Antwerp Management School, Stockholm University of the Arts, Vytautas Magnus University, Norwegian School of Economics, Faculty of Law Radboud University Nijmegen, Universite Pierre et Marie Curie, Louven University, Utrecht University, Westfalische Wilhelms Universitat Munster, University of Belgrade, University of Novi Sad, University of Zagreb, University of Sarajevo, University of Maribor, University of Bitola, University of Kragujevac, University of Osijek, University of Rijeka, University Mediterranean Podgorica etc. Polish Science Contact Agency..

INTERPOL, Atlantic Group, Siemens, Philips, Robert Bosch, Schneider Electric, Hewlett Packard, Leo Burnett, Croatian Electric Power (HEP), Croatian Transmission System Operator (HOPS), Elektroprivreda BiH, Department CTP Plant, Petroleum Industry of Serbia (NIS), Telekom, Amiga, Dam Mont, 3M, SAGA, Asseco, MFC Mikrokomerc, Vlatacom, Link Group, NICAT, OSA Engineering, Enel PS, IPSOS, GfK, Patent Co, Avalon Production, Planit, EkoAgri, Alfa Plam, Galenika pharmaceuticals, Krajina petrol, Bivoda, Albus, Energoprojekt, Srbija Šume, Port of Belgrade, Poliex Research and Development Centre..

Deloitte Touche, Credit Agricole, Societe Generale Bank, Hipo Alpe Adria Bank, KBC Bank, Serbian Bank, Moscow Bank, Komercijalna banka, Citadel, Senzal Capital, Unicredit Leasing, BDO, BDD Euro fineks broker, World Vision International etc. ... and many others

LEAD EXPERTS

Mark Montgomery	Aleksandra Nešić	Muhammed Salem
<ul style="list-style-type: none"> Frankfurt School of Finance & Management Certified Expert in Microfinance Prince2 Project Certification Project Management Practitioner ITIL v3 Service Management Foundation Certification ITIL v3 Sheffield Hallam University Post Graduate Certificate in Technical Writing The London School of Journalism and Creative Writing The Open University Master of Business Administration (MBA), Finance and Marketing Master <p>— Show Less</p>	<ul style="list-style-type: none"> The University of Novi Sad, Faculty of Technology Doctor of Technological Sciences, Materials Engineering University centre for applied statistics Master's degree, Applied statistics Master's degree, Applied statistics University of Novi Sad, Faculty of Technology Master's degree, Pharmaceutical Engineering Students' Union of Faculty of Technology, Students' Parliament Activities and societies: Students' Union of Faculty of Technology, Students' Parliament - Student prodean 	<ul style="list-style-type: none"> The American University in Cairo, English and Comparative Literature, Master of Arts Sciences Po Grenoble, International Relations and Affairs, Master's Degree, The American University in Cairo, Bachelor's Degree, Political Science BA in Political Science with concentration in International Relations and with a minor in English and Comparative Literature

LEAD TRAINER



Boško Nektarijević, BBA, MBA,

Over 20 years of experience in the EU funding schemes. Senior expert position in 4 EU funded projects for creating and maintaining mechanisms for creation of innovation ecosystems and cooperation between the academia, NGOs, the private sector and the research community as well as support to SMEs and business development; Key Expert position for the EU programmes for accession countries. Programme Evaluator position for EU IPA programme in Montenegro. Implemented thematic programme and projects evaluations; 4 Senior Expert positions directly responsible for proposal/tender development, and related activities. Management of proposal preparation for the FP6, FP7, Horizon 2020, Horizon Europe, particularly EIC programme, and various other and External assistance and national grant schemes etc. from idea mapping to consortium creation, proposal pre-evaluations with a high success rate of funded projects; Extensive experience in business development and marketing as executive manager of two companies (EU Access, EMTA) and two NGOs (BSN, and ETA). Supported Competitiveness and Innovation Operational Programmes from programming to implementation in various countries. Lecturer at the Business Academy (Cambridge International Business Studies); Coach at EASME for SME Instrument. Bachelor of Business Administration at Paris, France '99; MBA – Master of Business Administration at the SBS – University of Brussels '02; Executive education at Boston University '05 and Harvard University, USA '06. More info at [Bosko Nektarijevic | LinkedIn](#)