

The EIC Accelerator training (EAT) is a distinctive professional training for innovative SMEs, midcaps and large companies on innovation management and commercialisation. The EAT is an interactive journey through the lifespan of innovation development, innovation project management and commercialisation, from the overview of funding sources, proposal writing, organisational development to commercialisation of innovations. Participants will gain a comprehensive knowledge of the most advanced techniques for successful, cost-effective design and implementation of innovation projects.

The EAT focuses on the growing demand for funding to support applied research and innovations and their international commercialisation in all critical industries in the EU. Innovation is not any more „nice to have“ but „must have“ in times of crises. Innovate or perish.

The Horizon Europe is the biggest EU funded programme for research and innovation with a budget of €95.5 billion offering a plenty of opportunities for innovative SMEs. EIC Accelerator is part of the programme providing up to €2,5 million of grant financing and €15 million of investment for individual innovative projects. The need for maximising the usage of EU innovation funding is growing in all sectors. The EAT includes development of qualifications that are critical for innovation leaders according to project management associations, for example, the Project Management Professional PMP® or PMI® and PM2® as well preparations for EPSO tests. But the EAT goes far beyond these elementary qualification standards.

The EAT 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 innovation leaders. The EU innovation funds are highly complex for fundraisers. Programming period 2021-2027 offers a broad spectrum of the EU funding possibilities available for innovation projects. And draft Work Programmes for '23-'24 are published. The responsible authorities on the one side and the final beneficiaries on the other side need to ensure successful project design and implementation. For everyone responsible it is critical to be up to date with ongoing changes, new regulations and priorities regarding the EU funding policies as well as modern practices. Additionally, the quality of results need to satisfy the highest criteria of relevant stakeholders and warrant significant impact and sustainability.

The EAT provides state-of-the-art knowledge and skills on EU innovation funds management and project leadership and aims at bringing excellence to participants day-to-day workflow, maximising the usage of resources and cost vs impact ratio.

This training is unique, both by its unmatched methodology, resulting with top-quality proposals and trainers experience, among the most successful proposal writers for SME Instrument and EIC Accelerator projects, programme and project evaluator, with average 5/5 clients' evaluations.

## BENEFITS FOR PARTICIPANTS

Become an expert for the EU innovation funding programmes and projects and boost participants career with unique set of competences. EAT exclusive qualification allows participants to introduce excellence in daily operations in the field of EU funds. The mission of EAT is to prepare professionals seeking to advance state-of-the-art in the EU innovations project management and leadership, to advance quality of results and impact.

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

EAT is a transformational experience offering unmatched benefits:

- ✓ **Boost your career with unique qualification in EU Funds and project leadership**
- ✓ **Maximise organisational growth and improve quality and results for national, regional and EU project acquisition**
- ✓ **Attract resources and technology to stimulate innovation**
- ✓ **Receive an exclusive insight into EU 21-27 funding cycle and preview what follows**
- ✓ **Develop vibrant networks across European Innovation Area**
- ✓ **Learn how to outperform stakeholder's expectations from project initiation to follow-up**

## PROGRAM AGENDA

Day I	Day II
<p>10.00 - 11.00</p> <p>EIC Accelerator call requirements, AI platform, Phase I and Phase II</p>	<p>10.00 -11.00</p> <p>SWOT analysis, Current situation, Corporate Strategy, Business model, Financial projections</p>
<p>11.15 – 12.15</p> <p>Project value chain, value proposition, use cases of your solution, features</p>	<p>11.15 – 12.15</p> <p>Intellectual Property, Exploitation strategy, barriers to entry</p>
<p>12.30 – 13.30</p> <p>Workplan, work packages, milestones, and deliverables</p>	<p>12.30 – 13.30</p> <p>Legal and regulatory requirements, Scaling strategy, Future Developments</p>
<p>13.45 – 14.45</p> <p>Team and Key partners</p>	<p>13.45 – 14.45</p> <p>Expected impacts, Pitching, PPT, Video, Interview, and Proposal evaluation simulation</p>
<p>14.45 – 15.30</p> <p>Market scoping, Willingness to pay, Competitors, and Threats</p>	<p>14.45 – 15.30</p> <p>Successfull Project Examples and Q&amp;A</p>

## PRACTICAL INFO

**Certificate** – ETA Certificate “Innovation management and funding” EIC Accelerator training is awarded to participants who successfully complete compulsory sessions modules. Practice is offered optionally.

**Duration and location** – Every Friday and Saturday until 2023 cut-off dates you can apply for pre-evaluation of project proposals and Online training: 1) 23-24, 28-29 December; 2) 4-5, 6-7, 10-11 January etc.

**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 ETN website registration form**. You will receive payment instructions.

**Participation fee** - Participation fee for this unique program offers unmatched cost vs impact ration at €220 for the participation in courses, study materials, digital proposal writing guide and project examples. Early registration discount is available two weeks before the event.

**Teaching Methods** - Lectures and case studies - Workshops - Discussions and Q&A Sessions - Best practice models - Interactive exercises - Experiential learning - Rich course material.

**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 (100%). **A carefully selected group** - of participants from the high-growth-potential SMEs, NGOs, leading academic and security actors will share their different perspectives and life experiences and enable unique coalition necessary for impactful, innovative and sustainable projects. 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, Polix 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 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 (ICIP, RTDPI, Turkey in Horizon 2020, FORBIZ, EU4Business); 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](#)

## GENERAL TERMS & CONDITIONS

The following terms and conditions regard the contractual relationship between participant and the European Academy

1. The payment of the course fee is payable immediately upon receipt of the pro-forma invoice by bank transfer. The full payment must be done within five working days after receiving the instructions or pro-forma invoice. The invoice will be sent once full payment has been received.
2. The course fee of the single course fee does not cover travel, accommodation and other costs such as health insurance. The accommodation can be arranged at special rate in the different locations.
3. The Cancellation has to be submitted in written form and sent to [info@eutraining.info](mailto:info@eutraining.info) Cancellation by the participant will be subject to cancellation charges or a substitute participant can be accepted.
4. The European Academy has the right to change speakers and to modify the course program if and where necessary while maintaining the overall nature of the course.
5. Course fees are reimbursed in case of a course cancellation due to force majeure or due to speakers' preventions.
6. The course materials are protected by intellectual property rights and may not be duplicated, processed, amended, circulated or published in any other way without the written consent of the European Academy.
7. The courses are prepared and presented by qualified speakers. The European Academy accepts no liability for the correctness of completeness of the course documentation, as well as, the presentations of the speakers.
8. The participants that will attend the program are not permitted to share, distribute, sell or transfer their password for AI platform cases to other individuals.
9. The European Academy may take photos, audio and video recordings. The material will be used for the course in e-Learning and may also be used for promotional purposes.