

**HACKINGEU** - Designing projects and writing winning proposals for the EIC Accelerator open call is a distinctive professional training on leading *disruptive innovations*. **HACKINGEU** is an interactive journey through the lifespan of EIC Accelerator, from diagnostics to proposal writing and evaluation. Participants will learn how to think, solve project design problems, develop a new paradigm, and arm themselves with the attitude and arsenal of modern tools to win the most competitive contest in the EU funding arena.

**HACKINGEU** responds to a growing demand for *funds, investments and innovations* accessible through the EIC Accelerator proposal writers in all industries. The ideas for disruptive innovations are emerging everywhere, especially where the EU experienced economic hits. The need for maximising the usage of EU funding is growing due to Covid/Ukraine crises world-wide. **HACKINGEU** goes far beyond proposal writing qualification standards. Participants will become fluent in *disruptive innovation theory*, assess emerging opportunities and threats, map-out *power landscape* and main factions, acquire techniques for executive-level strategy development, game-tactics, and interventions to maintain a disruptive scope.

### **Why are we HACKINGEU?**

Some of you believe that latest technology developed under FP6, FP7, H2020 may bring the end of all human existential threats, that it will bring us health, safety and good quality of life. How many believe that you will live to see world with no war, suffering, hunger, illness, crime or travel to space? We have the technology to heal, feed and protect the world! And it's currently misused. So, the critical question is what needs to change in people's mindset, to ensure that we have a reliable leadership? The one that you would feel proud to be a part of.

**If you can imagine the solution, you can understand what disruptive innovation requires**, how effectively it must outplay the existing system. And you can already imagine the three main factions, the whales, sharks, and dolphins, elaborated below.

Disruptive innovation transforms a market, disrupts an existing system, and creates a new value chain. It starts from a niche market and eventually becomes a driving force that redefines the industry or the society. Leadership, as life itself, can only be learnt, and learnt, even now, in the school of experience. But experience guided and enlightened by understanding is likely to be a gentler experience. And lead to a shorter learning cycle, hence, faster progress.

According to Forbes nearly hundredth people make the world turn for 8 billion humans on planet Earth. Symbolically implying each whale influence over approximately 100 mil of people. The whales' paths to power are surprisingly old-style for majority determined by their background and networks. With several exceptions. A few of them became the power elite by leading the disruptive innovations. Waging wisely how to use the sources of personal power, effort, expertise, charisma and legitimacy. Maximizing positions of centrality, criticality, flexibility, relevance and visibility. Selecting proper strategy to Influence others. Assertively responding to inappropriate influence attempts by others. And increasing authority via upward influence. From a 'power elite's viewpoint, whales want to be on the lookout for a possibly disruptive technology, more as a risk than an opportunity. Disruptive effect of implementation of change, especially new technology, creates many threats and opportunities.

*The second faction is formally appointed by the whales to manage the world's mess and preserve the system. Sharks, those who control the dominant frameworks of power, like the armed-forces, economy, politics and similar institutional frameworks. Organizations they manage can be looked at as a fine weave of influence patterns whereby individuals or groups seek to influence others to think or act in particular ways. The distance between their formally proclaimed goals and existing practices is hard to swallow, even with the most creative post-truth theories.*

**People don't trust the system. With a good reason.** Sharks who constitute frameworks of power are continuously failing to confront complexity and inter-dependencies of global challenges. The system had collapsed, globally. Not every soul in institutions is incompetent, arrogant, or unscrupulous opportunist, but those are their trademarks. And for those who differ from the dominating power culture the choice of strategies for progress is limited. To outperform the system in its own game, is like 'beating the casino' on the long run. You can only run a casino. Develop a conceptual framework for understanding where power comes from and identifying critical sources of political conflict. Practice diagnostic skills that will enable you to map out the political landscape, understand others' perspectives, and learn to predict their actions. Assess your own power bases and influence style. Build a repertoire of influence tactics to be effective in a variety of contexts and situations. Develop your own strategy for seizing and exercising power and influence.

**All businesses and governments are more or less hierarchical in structure.** Dominant value, 'the gain' is imposed top down like in a pyramidal scheme. Globalization contributed to the mess, as the facade change, behind which the "real" life of the old practices blossomed internationally. Aggressive cultures got the access

to every local market. It's easy to spot the differences between the key formal and informal "rules of the game", and to identify and decipher the "unwritten rules" which underpin their tactical manoeuvring. Sadly, everybody exposed to the mainstream media had to learn the rules of the game of perpetual warfare or elections frauds. Confronting the leaders with their lack of capacity is dangerous. Asking them to leave behind something they have lived with for years, practically invites them to get rid of you. And for insiders, the system' deficiencies are the most profitable niche markets.

People, We, humans are very limited. Individually we have limited capacity to process the widest range of information while we are making decisions, individual human intelligence is insufficient to deal with the complexities of the challenges that we are facing. And to overcome the information overload. Human brain can cope effectively with an information stream, which corresponds to up to 800 characters per minute and managers receive over 4000.

### **What differentiates the best performers from their peers?**

One element of the solution is reduction of information overload and understanding the key variables for success. The second is, to better leverage the common intelligence. In a nutshell to build the personal immune system, and mindset to use prosthesis - the networking and technology to increase our capacity.

The system is tuned to profit on conflicts, increasing fragmentation and the tension and frustration. Enforcing competition. New value chains develop on collaboration to profit on the system deficiencies. Outperforming the system in its own game is the only more profitable option than leading the system.

And lastly the grassroots faction the Dolphins – those striped off their human rights and freedoms, hope to prosper, enslaved by the system, sacrificed for the well-being of others, fighting for survival.

From their perspectives, something has gone - and is going - seriously wrong. They speak about it in every occasion, but their voices are lost in the crowd. We are listening to a chaotic roar of an orchestra dangerously out of hand. Disciplinary excellence bathing in a sea of interdisciplinary incompetence. Expert power. Or willingness to do what others would not. Or legitimate coercive acts of heroism. We can hear the extraordinary multitude and diversity of ideas, initiatives, projects, action plans, road-maps, institutions, technologies, worldwide – without influence, reach or impact.

**HACKINGEU will engage you in unrepresented challenges:**

1) The EU Priority is achieving and sustaining the citizens' well-being, security and quality of life. We seem to be moving in the opposite direction, using technology to impose forceful control over mind and actions in every corner of the globe. Is some group refusing to face aspect of reality? That for majority of people on the planet, life is under threat. Is the danger of global war, misuse of technology, climate changes, and extinction real?

2) Can new technology remain the holy grail for the power elite only? Can we find interest for all/other factions to survive? Is it urgent to act or it's acceptable to keep sacrificing the lives of some people? And maximize profits on increased control. Are those who we decide to sacrifice, eventually a threat to the system?

3) Do we have capacity to hack the system? Is it ripe to disrupt governance and markets? Can it be justified as the legitimate and necessary action? Is it urgent? Do we have capacity to use disruptive technologies? It's not hard to imagine after unprecedented failure to cover up top secret wrongdoings of the power elite?

4) Maximal gains from the disruptive technologies are possible if we change a core value set, from technical in focus to relationship oriented – transition of a mindset is necessary for a holistic reconnection. Mobilising everyone we can to transform its tribe. Does the power culture need to change to respond to emerging reality? Some factions need to invent new ways in order to do things very differently?

5) We are facing potentially explosive situation that threatens lives and global stability. The most likely scenarios are clear to many who benefited on previous wars. It's most rational to build Noah's Arks or join the wolf pack rather than to make personal sacrifices for the common benefit. All factions feel as if they backed against the wall. With no desire to give away anything. Can we transform the personal sacrifices into a profitable venture? So that the person or a group does not perceives giving away as a sacrifice, but rather as an investment? Or trade?

6) **Can you outperform those** who are rigging EU tenders, topics, calls and consortiums, laundering money (i.e. EuropeAid), covering up misdoings (i.e. OLAF), corrupting officials and authorities, misusing information, flooding you with false narratives and controlling your markets?

**HACKINGEU** offers an advanced approach for those wishing to use the EU funding in these most uncertain economic times and gain unmatched professional preparation to hack the system and benefit.

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

Become an expert for the Innovation funding and boost your career with unique set of competences. This exclusive qualification allows you to introduce excellence in your daily operations while leading changes. The mission of this state-of-the art programme is to empower top professional seeking to advance state of the art in the innovation arena, to advance quality of results and impact.

The program develops competencies and skills for designing accelerator projects and proposals satisfying the highest quality criteria and understanding stakeholder issues that enable high impact and sustainability in the most challenging environments. **HACKINGEU** is building the capacity to put in practice **the most advanced methodologies for 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, **HACKINGEU** is a transformational experience offering unmatched benefits:

- ✓ Receive a ETA Certificate you are qualified to design EIC Accelerator projects
- ✓ Boost your career with unique qualification in innovation leadership
- ✓ Maximise organisational growth using EU funds
- ✓ Get up to speed with the latest rules and guidelines for ongoing funding period
- ✓ Receive an exclusive insight into evaluations 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
- ✓ Enjoy the interaction with some of the most brilliant minds in the EU

## CERTIFICATE

Certificate “Designing projects and writing winning proposals for EIC Accelerator open call” issued by the European Training Academy is awarded to participants who successfully complete compulsory modules. Internship is offered optionally.

In case you are submitting a proposal for the 15<sup>th</sup> of June cut-off you can order a pre-evaluation of your proposal by senior experts / evaluators and receive feedback before the final submission of a proposal.

## DURATION AND LOCATION

27 - 28. May 2022. Pre – evaluation of project proposals **webinar online.**

03 - 04. June 2022. Pre – evaluation of project proposals **webinar online.**

10 – 11. June 2022. Pre – evaluation of project proposals **webinar online.**

19 – 20. August 2022. Training for project design and proposal writing **online.**

## 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) at [info@eutraining.info](mailto:info@eutraining.info); Please specify are you applying for **HACKINGEU**.

You will immediately receive orientation documents and invoice. You will be officially enrolled in the program upon the reception of the installation payment when you will receive preparatory materials; Admission is selective and based on professional achievement and organizational responsibility. No formal educational requirements apply, but proficiency in written and spoken English is essential.

## PROGRAM AGENDA

Day I

### **Session I – POWER AND INFLUENCE**

Power bases, influence strategies and tactics

Wiring into stakeholders

Hacking organisations, cultures and personality types

Using conflicts as resources

### **Session II - ADAPTIVE LEADERSHIP**

Leadership theory and practice

Adaptive Leadership tools

Political landscape and games

Designing effective interventions

### **Session III – RESELIANCE**

Scenario planning and foresight

Developing resilience

Advancing personal intelligence

Advancing organisation effectiveness

### **Session IV – COVERUP**

Political priorities

Policies, Strategies, Work programmes

Market intelligence

Targeting vs Visibility

Day II

### **Session I – PROJECT DESIGN**

Evaluation Criteria

Excellence

Impact

Implementation

### **Session II – PROPOSAL WRITING**

Intelligently interpreting instructions

Providing the evidence

Narrowing down evaluators choices

Eliminating threats

### **Session III - PROPOSAL EVALUATION**

Diagnostics – Project model

Design - Project model

Dragons Den

Evaluation secrets

### **Session IV – Coaching and Q&A**

Participants will choose specialisation field to practice all tools and technics explained. Under the guidance of experienced practitioners, participants will be confronted with the key questions, individually, to help them formulate a winning proposal.

## PRACTICAL INFO

**Teaching Methods** - Lectures and case studies - Workshops - Discussions and Q&A Sessions – Project Models - Interactive exercises – Experiential learning - Small group tasks - Rich course material – And knowledge checks at the end of each day.

**The Experiential Learning** encourages active interplay between conceptual frameworks and their implementation in complex real-world settings. Focusing on new EU funding procedures and opportunities **HACKINGEU** examines the project cycle management, identifying key variables for success at each stage, refining necessary communication and fundraising skills, increasing leadership capacity and providing irreplaceable insights into best practices; As an added value programme is based on participants' own concrete initiatives under supervision of leading EU experts, interconnecting activities and networks that may reinforce each-other. No other program puts you face to face with the real dangers and challenges of leading changes under supervision of the leading experts.

**Our Global Curriculum** integrates the best practices and cultural insights of the world's top business and governance schools adapted for the needs of your local economies and communities. You will return with the latest strategies for achieving your organisation's goals and your career objectives. English language (100%)

**A Diverse Group** of participants from governments, businesses, NGOs, academic and security sectors will share their different perspectives and life experiences and enable unique coalition necessary for impactful, innovative and sustainable projects. You will leave with a powerful network that spans functions, institutions, and the regional economies.

**Participation fee for** this unique program offers unmatched cost vs impact ration at € 320 per day; The total of €640 for the Certificate "Designing EIC Accelerator projects and writing winning proposals". Tuition fee includes Participation in courses and study materials in digital versions. Accommodation, travel and personal costs are at the expense of the participants or their administration. Proposal pre-evaluations online are charged at the same rate of € 320 per day. During pre-evaluations you may interact with evaluators.

**Early and group registrations qualify for reduction of 10% two weeks before the event.**



## 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 ad, 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 TRAINER



**Boško Nektarijević, MBA**, Extensive experience in proposal preparation for numerous FP7, H2020 and HE projects. Created innovation ecosystems and networks in over 10 countries. Writing proposals and implementing EU funded projects for over 20 years. Outstanding designer of SME Instrument and EIC Accelerator with 8 winning projects. Former manager of EU Access, Balkan Security Network and currently leading the European Training Network. Principal designer of educational programs

and trainer for more than 10000 people from all sectors (business, security, governments, scientists, NGO and political leaders). Evaluator for EU funded projects and programmes. Bachelor of Business Administration at Paris, France '99; MBA – Master of Business Administration at the SBS – University of Brussels '02; Executive education at Harvard University, USA '05. [Bosko Nektarijevic | LinkedIn](#)

## EXPERTS TEACH EVERY MODULE

The following highly qualified and experienced speakers provided their expertise at related previous events:

Dr. Doris Pack MEP, former Chairwoman of the European Parliament committee for Western Balkans; Prof. Dr. Steve Quarrie, ETA, Dr. Thies Wittig, Dr. Jurgen Henke, Alojz Peterle MEP, Jelko Kacin MEP, Tanja Fajon MEP; Oscar Arias EC; Jeroen Jutte EC, Krisztian Gavel EC,; Svetlana Voinova EC, Massimo Cingolani EC, Fabrice Quertain EC, Stefan Weiers EC, Irmela Brach EC, Edward Tersmette EC, Joana Namorado EC, Mikola Dzubinsky EC, Kaisa Kononen, Quinta Martin and Victor Colon Rivera, the Institute for Progressive Leadership, Washington DC; Drazen Kapusta, Executive Director of the Cotrugli Business Academy; Daniela Glimm-Lükewille, Ms. Joy Kacenenbogen, EC; Vito Borrelli, Camile Constans, Barbora Maronkova and Katrin Hett, NATO; Erica Weis EuropAid; Dr. Michael Ehrke Friedrich Ebert Stiftung; Gordana Pilipovic, Konrad Adenauer Foundataion, Timmo Stegelmann, HELP, Zoran Janakiev, Petrus Theuniz, Dr. Aleksandar Bankowski and many others ..

## 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.