



Deanship of Scientific Research
The University of Jordan



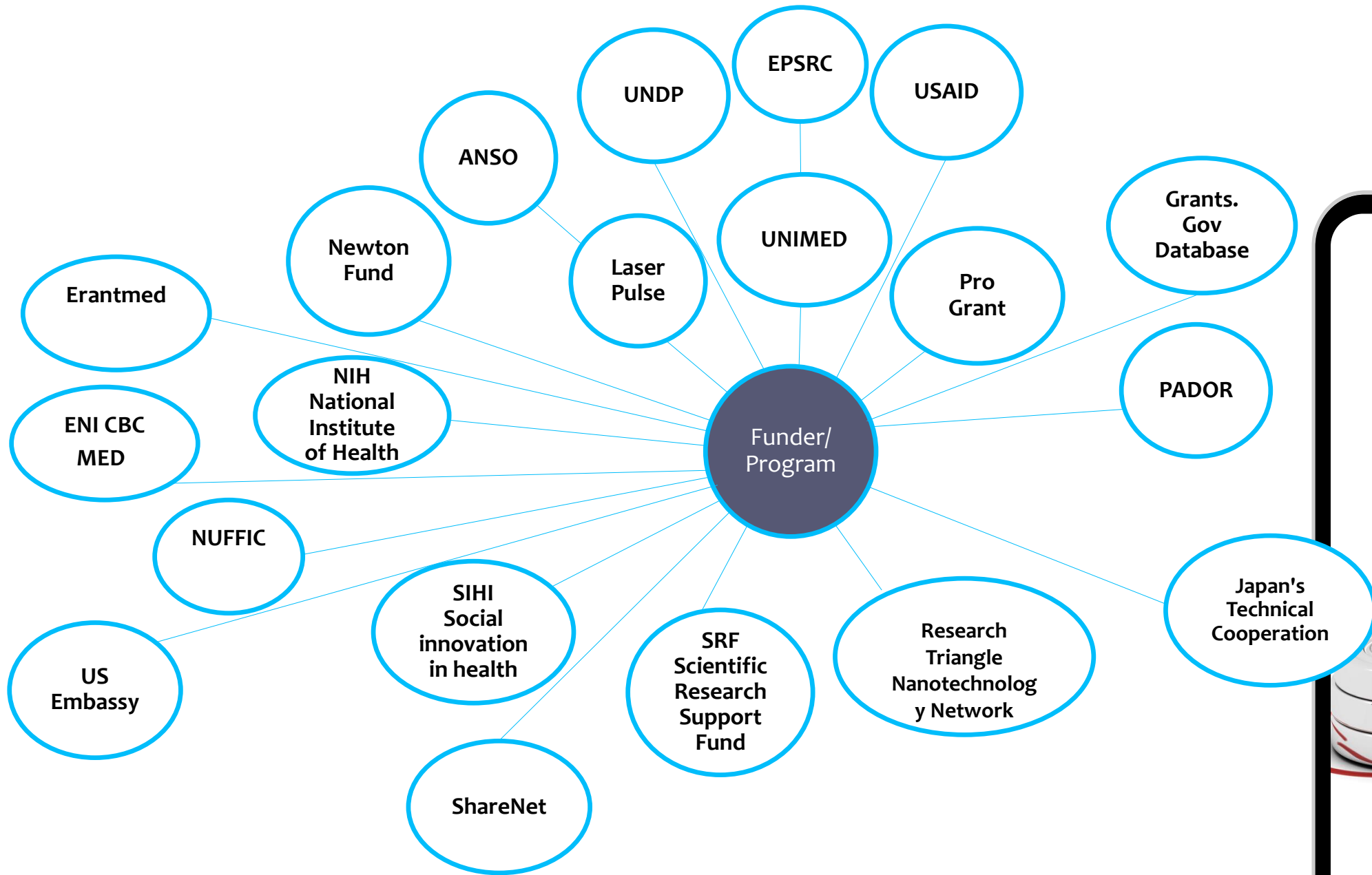
Presentation Agenda



- 01 Introduce Key Funding Programs
- 02 How Brussels works
- 03 Elements for a successful proposal
- 04 Existing tools for finding partners
- 05 Building a strategy for finding the best partners
- 06 Deanship Tips



01 Introduce Key Funding Programs



External cooperation (Europeaid)

EUROPEAID is the D.G. for external cooperation (cooperation for development)

Calls for proposals

Restricted call


.Concept note

.Full proposal


Open call

Full proposal (concept note)

Human rights and
governance




Economic
growth



Human development

Food and
agriculture



Thematic structure of the cooperation actions

Environment



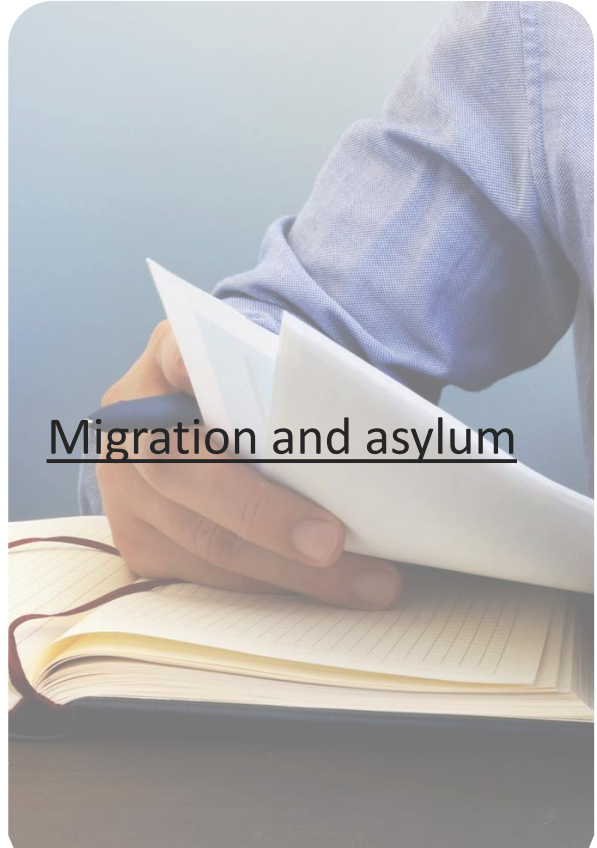
Infrastructure



Energy

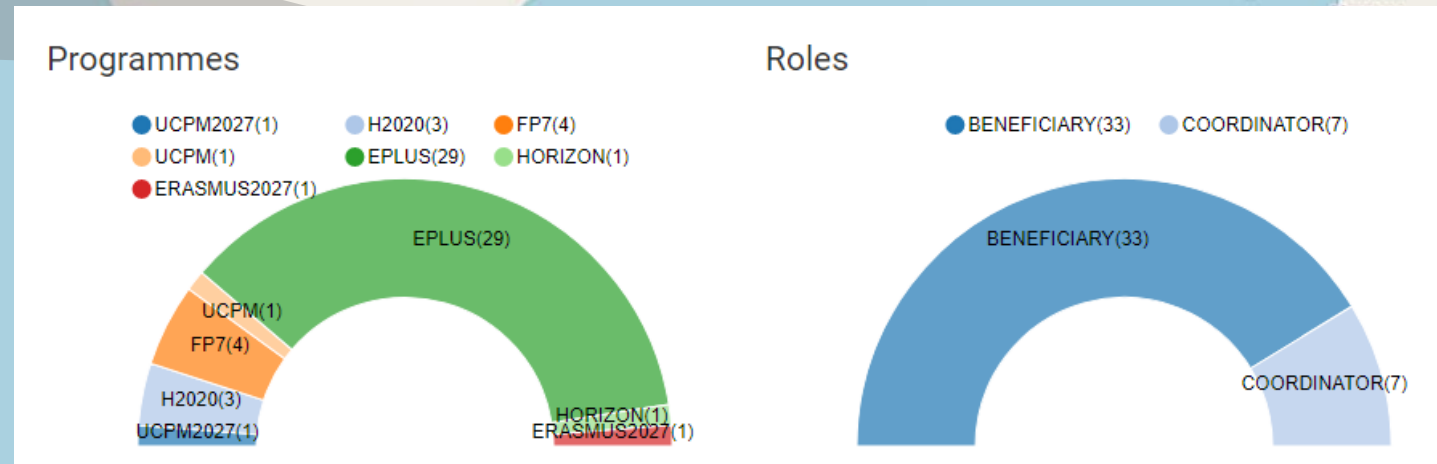


Migration and asylum



Partnerships within EU Projects

Strategic partnership at regional/global level has been achieved, this strong partnership led to sharing skills and developing capabilities.



Global reach: 275 Project Partners to University of Jordan [Click Here](#)

Clarify the roles and know the rules

Coordinator

- Oversees the implementation of activities
- Manages the funds and ensures the respect of CBHE rules
- Central communication point with partners and stakeholders
- in **regular contact** with the EACEA (project officer)
- Submits **interim and final reports and requests for payment** to EACEA

Partners

- **Implement activities** under their responsibility
- **Support the coordinator** (e.g. providing information and supporting documents for reporting on time!)
- **Work in full transparency** with the coordinator (inform of any changes / delays)
- **Contribute to the dissemination** of the project results in their organisation, community and/or region





02- How Brussels Work

HOW BRUSSELS WORKS

- ▶ Representation (liaison) offices of Universities in Brussels have become a standard



Perceived as “grassroots” representatives

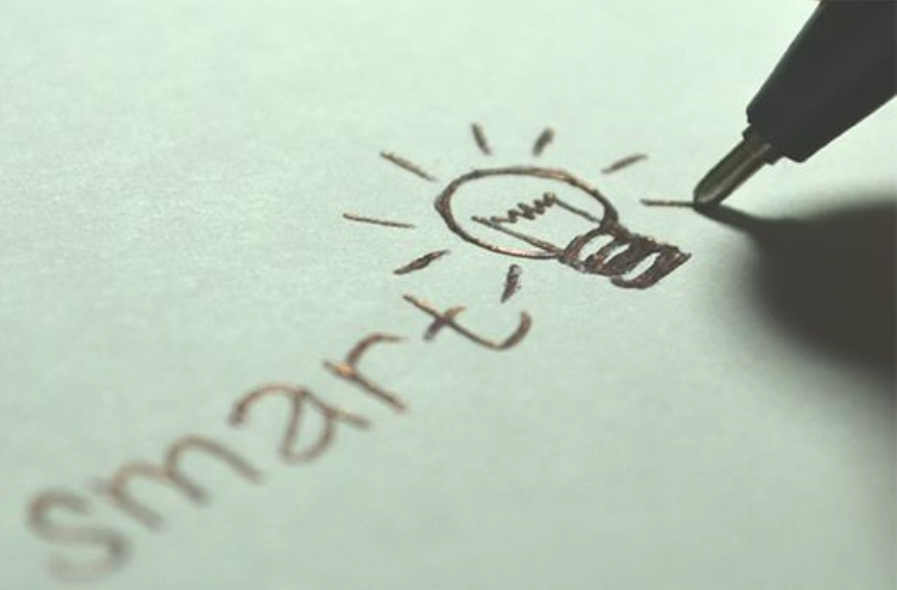
Two-way communication with the EC

HOW BRUSSELS WORKS

Comparative advantage of presence in Brussels in finding the best partners



Importance of joining Networks of Universities and European Associations



03 Elements for a successful EU PROPOSAL

Elements for a successful EU PROPOSAL





04

Existing tools for finding partners



existing tools FOR FINDING PARTNERS

- Partner search platforms

EPALE Electronic Platform for Adult Learning in Europe

<https://epale.ec.europa.eu/en/partner-search>

EUPARTNERSEARCH <http://www.eupartnersearch.com/>

- Social Media

Linkedin

Facebook

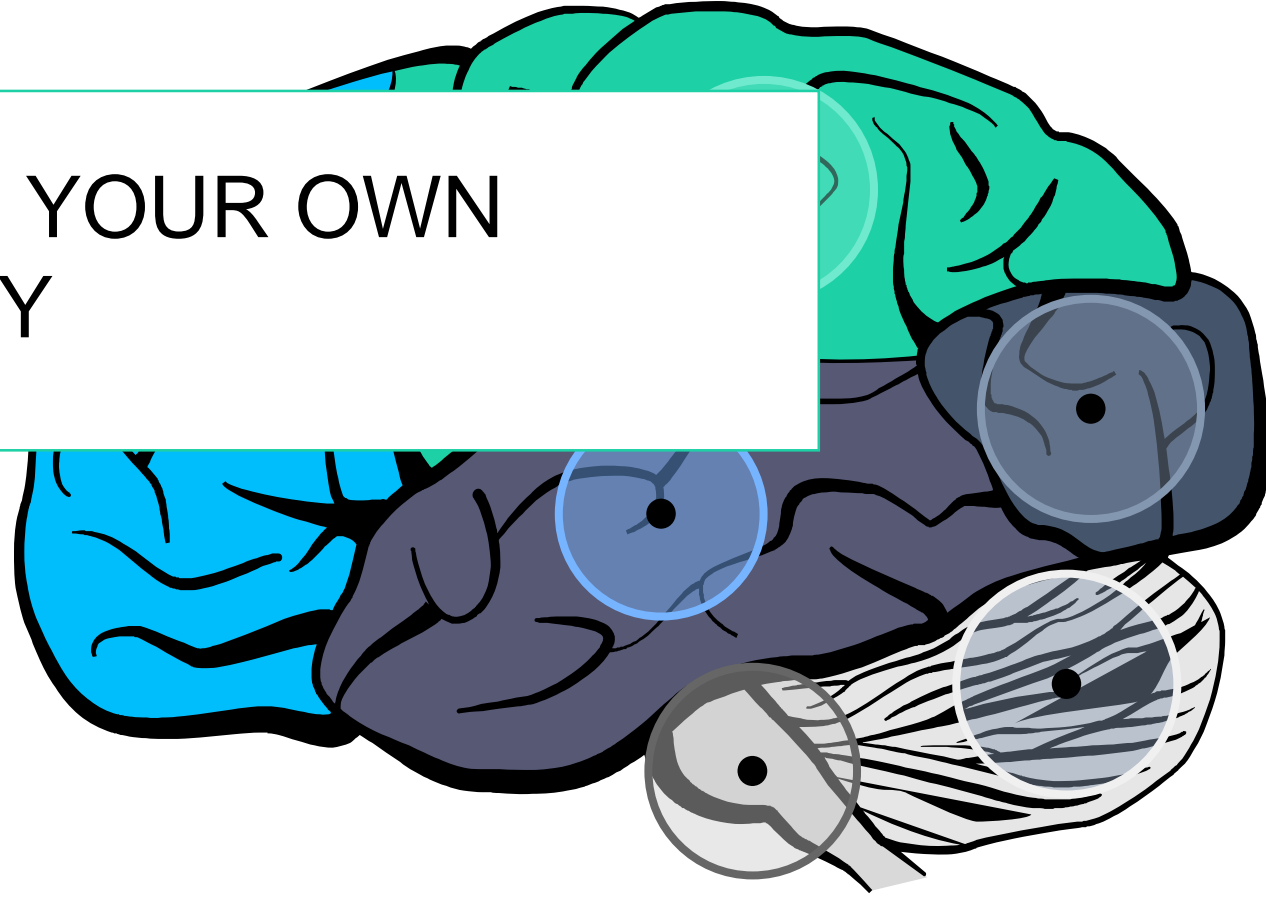
- National Contact Points

- Partnering events

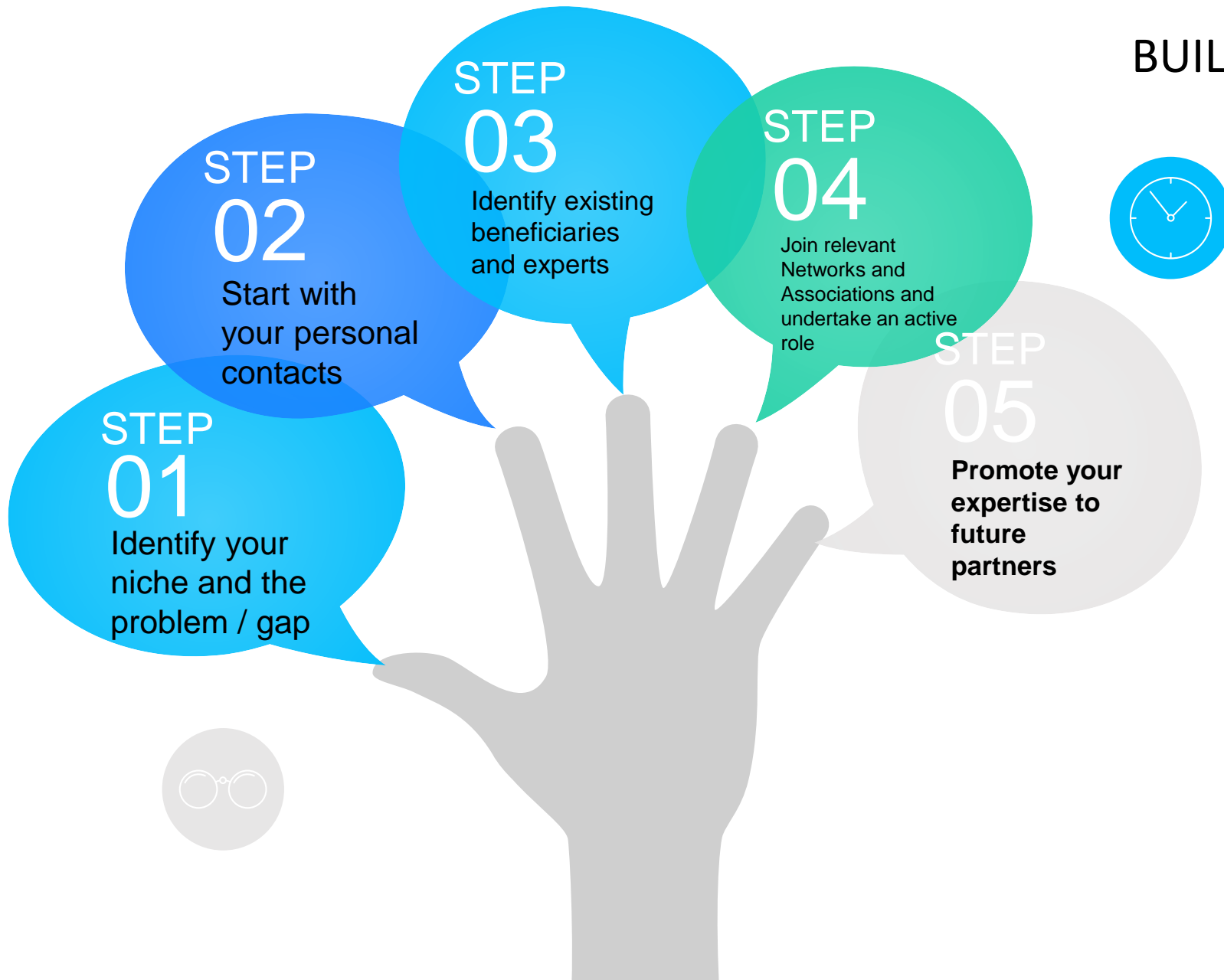
Brokerage events or market places often back-to-back with key information days and conferences



05 BUILDING YOUR OWN STRATEGY



BUILDING YOUR OWN STRATEGY



BUILDING YOUR OWN STRATEGY

Step 1

Identify your niche and the problem / gap



Where do you excel?


Orient your partner search

- Possible to have more niches
- Identify problems/gaps you can solve
- Research your competition – what has been done already
- What kind of partners would you like to cooperate with? Why?
- Are you looking for an organisation that experiences the same challenges?
- Which country should your partner come from? Why?

BUILDING YOUR OWN STRATEGY

Step 2

Start with your personal contacts



Endeavour to work
with people you
know and respect

- Each previous project should generate an innovative idea for a new project
- Scan your partners from previous projects
 - Recommended contacts from trustful sources

BUILDING YOUR OWN STRATEGY



Step 3

Identify existing beneficiaries and experts

Especially the coordinators in your specific niche

Project Results Platform

- Experts who advise the EC (academic experts, national policy experts, HEREs,...)
- evaluators
- Writers of EU reports and studies
- EU conferences and workshops

BUILDING YOUR OWN STRATEGY

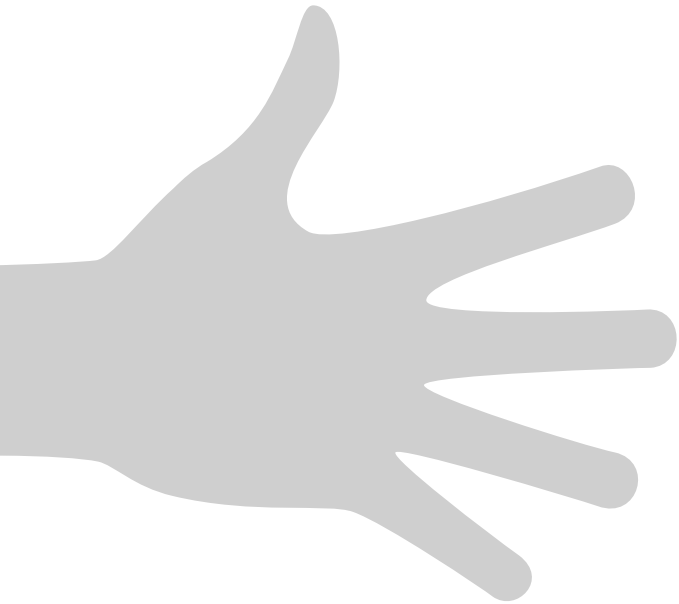
Identify existing beneficiaries and experts

Useful links:

- **Project Results Platform:**
- **Beneficiaries Space:**
https://www.eacea.ec.europa.eu/grants_en
- **Extract Table of winner projects (Excel):**
- **Lists of experts who have signed contracts with the EACEA**



BUILDING YOUR OWN STRATEGY



Step 4

Join relevant Networks and Associations and

for example: undertake an active role

UNIMED – Mediterranean
Universities Union
[http://www.uni-
med.net/en/](http://www.uni-med.net/en/)

EAIE – European Association
for International Education
<https://www.eaie.org/>

* CESIE –European Centre of
Studies and Initiatives

- Participate in meetings, working groups and conferences
- Participate in international training courses and seminars
- Bring in new ideas for future proposals
- Identify key people as possible partners in future proposals

BUILDING YOUR OWN STRATEGY

Step 5

Promote your expertise to future partners



Demonstrate your professionalism and added value

React to partner searches in a smart and descriptive way:

- Short description of your organisation profile
- Explain your expertise and your added value to the project (objectives, needs, activities)
- List the projects you have participated in so far to demonstrate your expertise
- Engage in the proposal writing, meet / talk to your partners, and react fast to requests

06 Deanship Tips



Deanship Tips on a winner proposal



1

Check the online Info Days and Info sessions Done by Funders available at their websites



2

Use the online tools to explore possible partners Like partner search tools



3

E-mail previous winners/ capable partners who will add to the proposal about your idea and invite them to join



4

Ask Us of any supporting documents that will add to your proposal or if you need help with a certain information



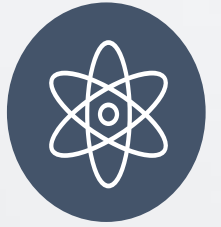
5

Participate first as a partner
Become an expert at the program
Become an evaluator
Submit High Quality Proposals



6

Learn and Write well at the part about Developing Dissemination Strategy
Most Funders are looking for Project sustainably plan

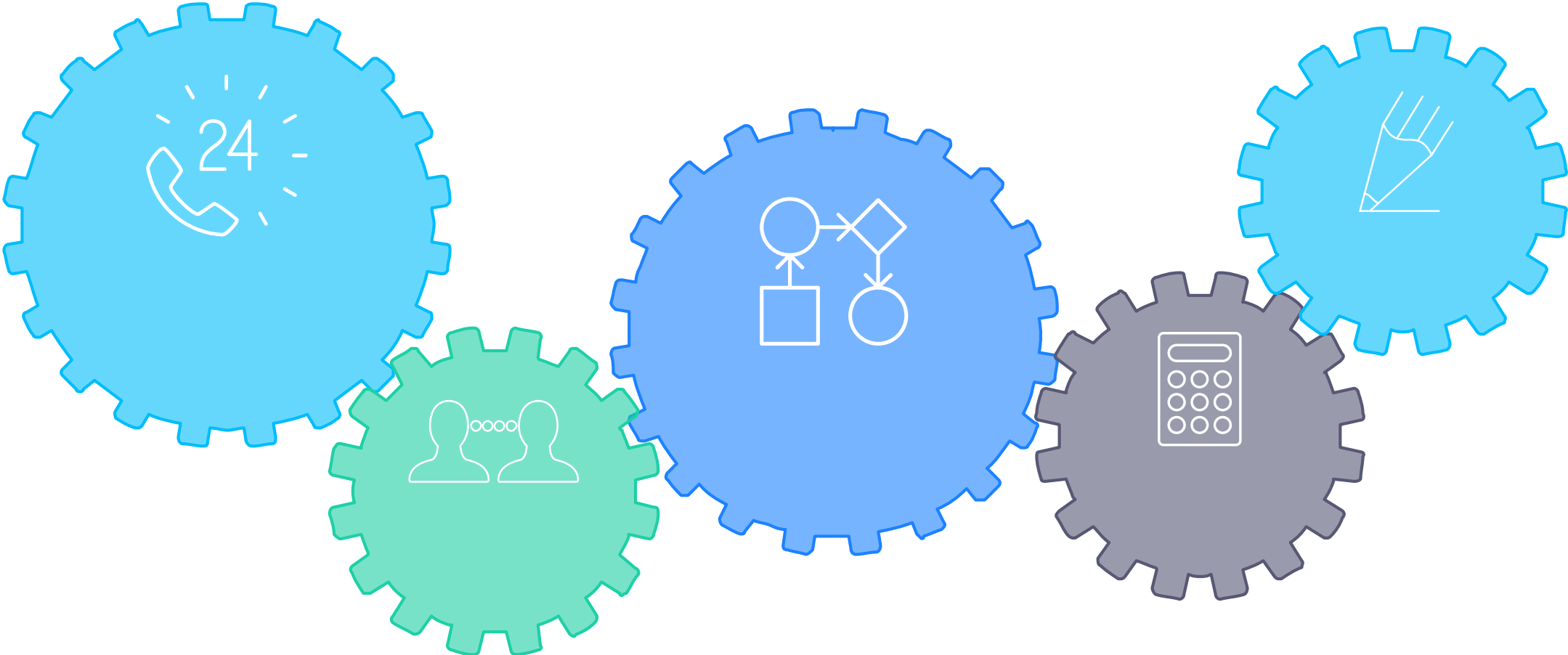


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Make Sure to meet the call for proposal Deadline Don't Submit at last minute



Deanship Tips on Available Funding



- Excellent Science
 - European Research Council (ERC)
 - Marie Skłodowska-Curie Actions (MSCA)
 - Research infrastructures
- Global Challenges and European Industrial Competitiveness
 - Health
 - Culture, creativity and inclusive society
 - Civil Security for Society
 - Digital, Industry and Space
 - Climate, Energy and Mobility
 - Food, Bioeconomy Natural Resources, Agriculture and Environment
- Innovative Europe
 - The European Innovation Council (EIC)
 - European innovation ecosystems
 - The European Institute of Innovation and Technology (EIT)
- Widening Participation and Strengthening the European Research Area

Funding and tenders (307)

Need help? Sort by: Submission status

Integrated wind farm control Call for proposal Grant

HORIZON-CL5-2022-D3-03-04

Programme	Horizon Europe (HORIZON)	Status	Open for submission
Type of action	HORIZON Research and Innovation Actions	Deadline model	single-stage
Opening date	06 September 2022	Deadline date	10 January 2023 17:00:00 Brussels time

Recycling end of life PV modules Call for proposal Grant

HORIZON-CL5-2022-D3-03-09

Programme	Horizon Europe (HORIZON)	Status	Open for submission
Type of action	HORIZON Innovation Actions	Deadline model	single-stage
Opening date	06 September 2022	Deadline date	10 January 2023 17:00:00 Brussels time

Efficient and circular artificial photosynthesis Call for proposal Grant

HORIZON-CL5-2022-D3-03-03

Programme	Horizon Europe (HORIZON)	Status	Open for submission
Type of action	HORIZON Research and Innovation Actions	Deadline model	single-stage





Funding & tender opportunities

Single Electronic Data Interchange Area (SEDIA)

English EN

Register Login

- General information
- Topic description
- Destination
- Conditions and documents
- Partner search announcements
- Submission service
- Topic related FAQ
- Get support
- Call updates

show more...

Partner search announcements

Searches of partners to collaborate on this topic

181

[View / Edit](#)

LEARs, Account Administrators or self-registrants can publish partner requests for open and forthcoming topics after logging into this Portal, as well as any user having an active public Person profile.

Start submission

To access the Electronic Submission Service, please click on the submission-button next to the **type of action** and the **type of model grant agreement** that corresponds to your proposal. You will then be asked to confirm your choice, as it cannot be changed in the submission system. Upon confirmation, you will be linked to the correct entry point.

To access existing draft proposals for this topic, please login to the Funding & Tenders Portal and select the My Proposals page of the My Area section.

Please select the type of your submission:

[Go back](#)



Useful Links

EU Funding programmes and open calls

https://research-and-innovation.ec.europa.eu/funding/funding-opportunities/funding-programmes-and-open-calls_en

30+ Research Funding Agencies That Support International Collaboration

<https://www.aje.com/arc/research-funding-agencies-international-collaboration/>

USA Grant Programs Database

<https://www.grants.gov/web/grants/search-grants.html>

National Contact Points for Horizon Europe

https://hadea.ec.europa.eu/programmes/horizon-europe/health/national-contact-points_en





Thank You For Listening
Questions?

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