**Part 1 – Proposal Writing**

**Aim: to provide information on the various types of bids/proposals and key similarities/differences between them**

* Planning the proposal;
* Key bid features;
* Using evaluation criteria in writing the bid;
* Structure and writing style; templates and free text; application forms;
* Keeping on track timewise;
* Budgets and eligibility.

**Part 2 Understanding the funds available for research and innovation**

**Aim: to provide information on the various types of European funding opportunities and key similarities/differences between them**

* Eligibility; funding schemes; topic areas; top-down vs bottom up programmes;
* An overview of the major funds available;
* Level of experience as a coordinator; participant; sub-contractor and associated expertise/knowhow;
* Developing your research.