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Integrating and validating practical entrepreneurship
skills in engineering and ICT studies

How to prepare a competitive project proposal

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Almeria, May 9 2019

GENERAL INFO ON CBHE

- As the first part of the presentation, follows adjusted standard CBHE presentation

ERASMUS+

Key Action 2
Capacity Building in the field of Higher Education

- Last call for proposals addressed (2019)

- For 2021-2027 EC is proposing to **double funding** for Erasmus to €30 billion

  Capacity-Building Projects *are:*

  - *transnational cooperation projects*
  - *between **higher education institutions** (HEIs)*
  - *from **Programme and** (eligible) **Partner Countries,***
  - *aiming at **modernizing the Partner Countries' higher education institutions and systems.***

CBHE PRINCIPLES

- **Institutional-Systemic approach**
- **Bottom-up programme**
- Involvement of **national authorities**
- Strong emphasis on **dissemination sustainability and exploitation** of results
- **Structural Impact**

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CBHE Programme and Partner Countries

Programme Countries (34** countries paying a contribution to E+)	CBHE Eligible Partner Countries (> 150 countries)

28* EU Member States:

Other programme countries:
Iceland, Liechtenstein, Norway, North Macedonia, Republic of Serbia**, Turkey

* For British applicants: Eligibility criteria must be complied with for the entire duration of the grant.
**The recognition of Serbia as a Programme Country is subject to conditions

Regions:

1: Western Balkans
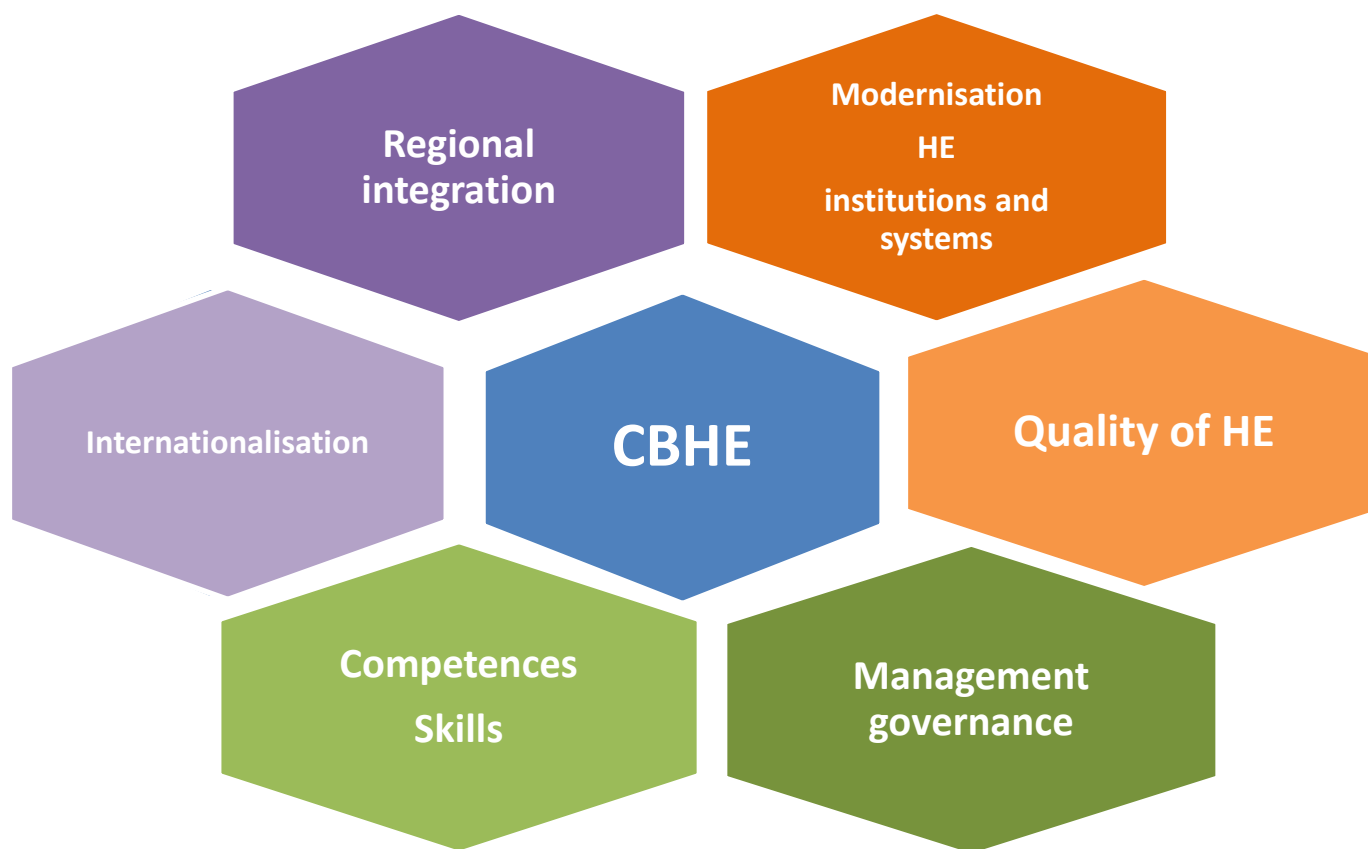2: Eastern Partnership
3: South-Mediterranean
4: Russian Federation
6: Asia
7: Central Asia
8: Latin America
9: Iran, Iraq, Yemen
10: South Africa
11: African, Caribbean and Pacific

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CBHE Objectives:

- Regional integration
- Modernisation HE institutions and systems
- Internationalisation
- CBHE
- Quality of HE
- Competences Skills
- Management governance

CBHE OBJECTIVES

Build the capacity and help modernise HEIs in Partner countries, to ensure structural, long-lasting impact:

- Support **modernisation & internationalisation** and its relevance for the labour market and society
- Improve **quality** of HE
- Improve the level of **skills & competences** in HEIs via innovative education programmes
- Enhance **management, governance and innovation capacities** in HEIs
- Promote people-to-people **contacts, intercultural understanding**
- Increasing capacities of National Authorities to **modernise their higher education systems**
- Fostering **regional integration+ cooperation between different regions** of the world

WHAT IS IT? AND HOW DOES IT WORK?

- Transnational cooperation projects based on multilateral partnerships primarily between higher education institutions (HEIs)

- 2 or 3 years duration

- Run by consortium of institutions

- Consortium must include both Programme Countries and Partner Countries

- They can be coordinated by HEIs from a Programme or a Partner Country

- Coordinator has to be HEI (other options for partners exist)

WHICH TYPES OF PROJECTS?

- **Joint Projects**
- **Structural Projects**

- **Curriculum development (only Joint projects)**
- **Modernisation of governance, management and functioning of HE systems and HE institutions**
- **Strengthening of relations between HEIs and their wider economic and social environment**

- **National projects**
- **Multi-country projects: regional (*within a given region*) and cross-regional projects (*involving more than one region*)**

TYPES OF PROJECTS: IMPACT

Joint Projects => Impact Institutions

- ➤ benefitting mainly <u>HEIs</u> and
- ➤ achieving impact at <u>institutional</u> level in the Partner Country/ies

Structural Projects => Impact Systems

- ➤ supporting reforms of <u>HE systems</u> and
- ➤ achieving impact at <u>national level</u> in the Partner Country/ies and / or <u>regional level</u> (where at least two Partner Countries of a given region are involved)
- ➤ Involvement of <u>Ministry of Education/High Education</u>

TYPES OF PROJECTS

Joint Projects:

=> Impact Institutions

- curriculum development
- university governance & management
- Links between HE **institutions** and the wider economic and social environment

Structural Projects:

=> Impact Systems

- modernisation of policies, governance and management of higher education systems
- Links between HE **systems** and the wider economic and social environment

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PRIORITIES AND TYPES OF PROJECTS

National Projects

Defined by the **Ministries of Education** in close consultation with the EU Delegations

Must address

National priorities when available

Regional priorities in other regions

Multi-Country Projects

Defined by the **Commission** and based on EU's external policy priorities

Must address

regional priority for the regions (regional projects)

or

common to different regions (cross-regional projects)

CBHE PRIORITIES

Types of Activities / Categories of Priorities	Curriculum Development	Governance and Management	Higher Education and Society
1. Subject Areas	X		
2. Improving Management and operation of HEIs		X	
3. Developing the HE sector within society at large			X

Only 1 choice per type of project is possible

JOINT PROJECTS – EXAMPLES OF ACTIVITIES

- **Development**, **testing** and **adapting** of curricula, learning and teaching materials, **tools** and **methods** for professional development of academic and administrative staff, new governance and management systems and structures

- Organisation of **staff training** (academic and non academic)

- Strengthening of the **internationalisation of HEI** and the **capacity to network** effectively in **research**, scientific and technological **innovation**

- **Upgrading facilities** necessary to implement **innovative practices** (i.e. for new curricula and teaching methods, for the development of new services)

STRUCTURAL PROJECTS – EXAMPLES OF ACTIVITIES

- **Strengthening** of **internationalisation** of higher education systems;

- Introduction of **Bologna-type reforms** (i.e. three-level cycle system, quality assurance, evaluation)

- Implementation of **transparency tools** such as credit systems, accreditation procedures, guidelines for the recognition of prior and non-formal learning;

- Strengthening the **integration** of **education**, **research** and **innovation**

TYPES OF PROJECTS: GEOGRAPHICAL SCOPE

National	**Relevance of the proposal:** needs to be discussed not only at national level but also for each of the HEIs involved **Balanced involvement and clear benefits for all participating Partner Country HEIs**
Multi-country	**Relevance** of the proposal: **needs** common to all Partner Countries to be emphasised; **clear justification** for involvement of more than one region in a **cross-regional project** **Balanced involvement** and **clear benefits for all participating Partner Countries and Partner Country HEIs**

CONSORTIUM STRUCTURE

National Projects

(1 Partner Country only + min.

Min.1 HEI from each Programme Country

Min.3 HEI from the Partner Country

At least as many Partner Country HEIs as Programme Country HEIs

STRUCTURAL PROJECTS: Partner Country Ministries for HE must participate

Multi-Country Projects

(≥ 2 Partner Countries+ min.

2 Programme Countries)

Min.1 HEI from each Programme Country

Min.2 HEI from each Partner Country

At least as many Partner Country HEIs as Programme Country HEIs

Exception Syria, Libya, Russia Latin America

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WHO CAN PARTICIPATE?
ELIGIBLE APPLICANTS

State-recognised public or private Higher Education Institutions

Associations/ Organizations of Higher Education Institutions

Only for Structural Projects: recognized national or international rector, teacher or student organisations.

Applications can be submitted by organisations located either in Programme or Partner countries

WHO CAN PARTICIPATE?
ELIGIBLE PARTNERS

Full Partner:

State-recognised public or private HEIs

Any public or private organisation active in the labour market or in the fields of education, training and youth (e.g. enterprise, NGO etc.)

Associations or organisations of HEIs with main focus on HE

Associated Partner (optional)

Any kind of organisation (self-financing basis)

International governmental organisation (self-financing basis)

Each participating organisation can be located either in a Programme or in an eligible Partner country

BUDGET AND DURATION-OVERVIEW

Duration 24 or 36 Months

Min. 500,000 - Max. 1,000,000 €

Real Costs and Unit Costs

5 Budget Headings

HOW TO CALCULATE THE BUDGET: CATEGORIES

Staff costs (max 40%)	**4 Staff Categories** (Manager, Researcher/ Teacher/Trainer, Technician, Administrator)
Travel costs ONLY	**Students/staff from partners** in countries involved in the project from their place of origin to the venue of the activity and return.
UNLIMITED **Costs of stay**	Subsistence, accommodation, local and public transport, personal or optional health insurance.
Equipment (max 30%)	Purchased exclusively for the benefit of HEIs in the Partner Countries
Sub-contracting (max 10%)	Exceptional for services related to competences that can't be found in the consortia

CBHE: HOW TO APPLY

- Annual Calls for Proposals
- Proposals assessed by experts for: relevance, quality of design, quality of team, impact & dissemination
- Applications may be from a Partner or Programme country HEIs
- Apply direct to EACEA http://eacea.ec.europa.eu/erasmus-plus/funding_en

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Funding

Share

Here you can find relevant information concerning the funding opportunities and application procedures within the Erasmus+ programme.

Privacy Statement 📄 en

Actions

- Any - ⇕

Call status

- Any - ⇕

Call reference

FILTER

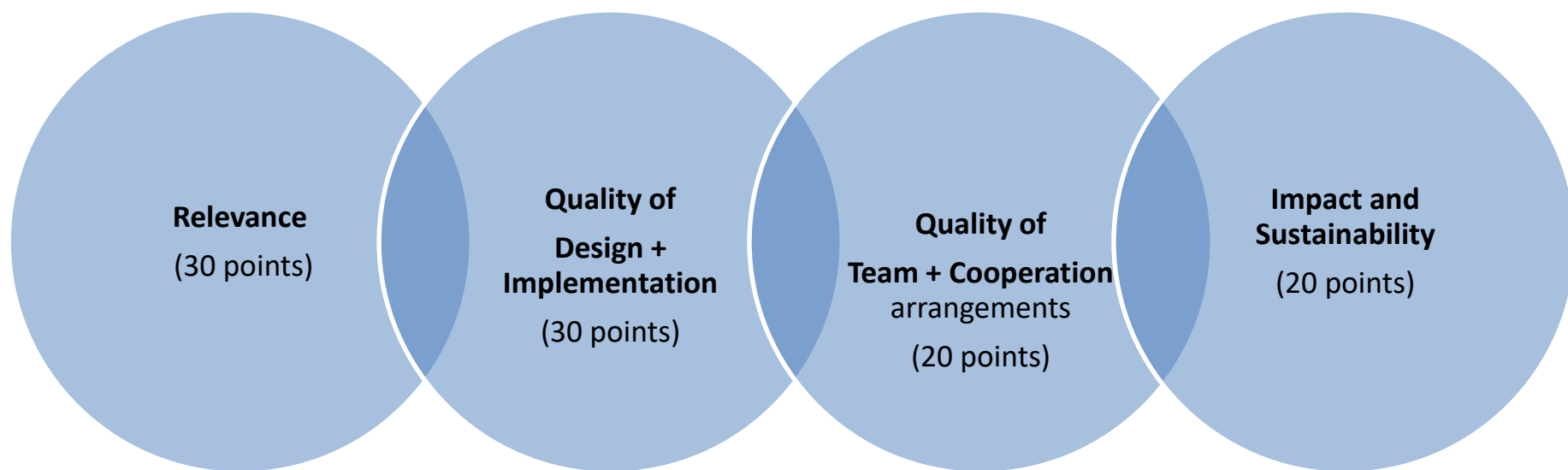| CALLS FOR PROPOSALS	ACTIONS	STATUS	DEADLINE FOR APPLICATION	CALL REFERENCE
ERASMUS+: SPORT 2019	Erasmus+, Sport, Collaborative partnerships, Not-For-Profit European Sport Events	CLOSED	04/04/2019 - 12:00 (CET/CEST, Brussels time)	EAC/A03/2018

ROADMAP FOR 20XX CBHE CALL (BASED ON PREVIOUS CALLS)

Steps	Date
Publication Erasmus+ CBHE Call for Proposals	XX October (*last 10 days*)
Deadline for submission of applications	**xx February** (*first 10 days*)
Verification of eligibility of project proposals	February – March
Assessment of projects by experts (remotely)	March – May
Consultation procedure	June
Evaluation Committee for selection of projects	July
Sending for signature of Award decision by Agency AO	July
Notification of applicants & publication of results	August
Preparation and signature of grant agreements	August-September (*might last longer for 1-2 months*)
Start of eligibility period	15 November 20XX or 15 January 20XX

Relevance
(30 points)

Quality of Design + Implementation
(30 points)

Quality of Team + Cooperation arrangements
(20 points)

Impact and Sustainability
(20 points)

To be considered for funding, proposals must score **at least 60 points in total** and - out of these points **at least 15 points for "Relevance"**

WHAT IS ASSESSED? - AWARD DECISION

EACCEA takes decision based on:

Evaluation Committee's recommendation, taking into account:

- *ranking list on quality established by external experts*
- *the results from the consultation process*
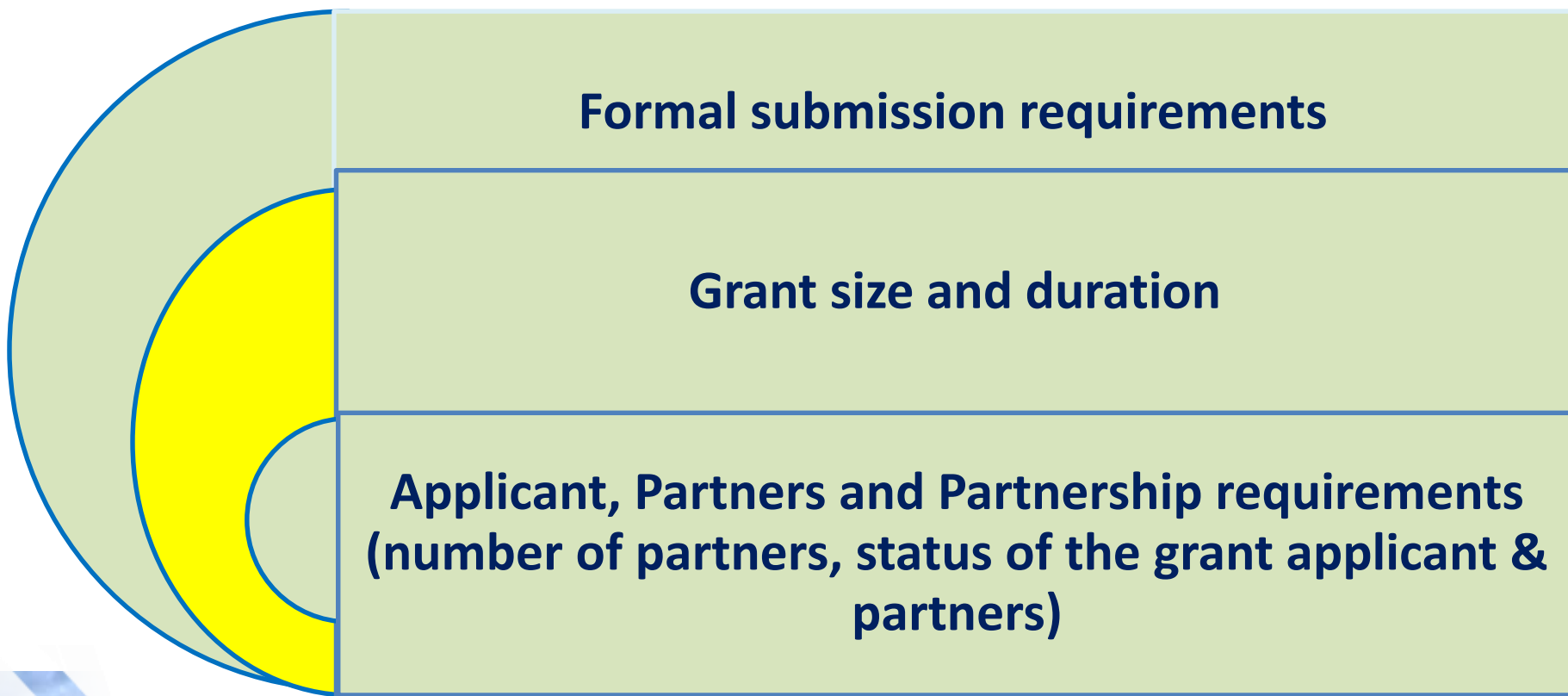- *the budget available for each region*
- *the need to achieve a geographical balance within a region*
- *sufficient coverage of the priorities*

WHAT IS ASSESSED?
ELIGIBILITY CRITERIA

Formal submission requirements

Grant size and duration

Applicant, Partners and Partnership requirements (number of partners, status of the grant applicant & partners)

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EXCLUSION AND SELECTION CRITERIA

Check exclusion criteria in the Guidelines, Part C for your institution (bankruptcy, professional misconduct, subject of fraud, corruption, administrative penalties, conflict of interest...)

Legal person status of the applicant organisation

Financial capacity to complete the proposed activities **(private entities only)**

Operational capacity to complete the proposed activities

Based on supporting and administrative documents -> declaration of honour, legal entity form, profit and loss accounts...

CALL FOR PROPOSALS 2019 - INDICATIVE BUDGET

SEE THE PREFFERED PROJECT BUDGET LEVEL !!!

Region	Budget allocated 2016 (in Mio €)	Budget allocated 2017 (in Mio €)	Budget allocated 2018 (in Mio €)	Budget allocated 2019 (in Mio €)	Indicative number of selected projects**
REGION 1 - Western Balkans	13,17	13,82	14,57	15,39	17
REGION 2 - Eastern Partnership countries	13,86	13,51	12,88	12,77	15
Additional allocation for Georgia/Ukraine*				1+1	2
REGION 3 - South-Mediterranean countries	28,57	27,84	26,55	26,17	30
Additional allocation for Tunisia*		3,00	0	3	4
REGION 4 - Russian Federation	6,89	6,72	6,41	5,85	7
REGION 6 - Asia	35,38	39,55	41,44	47,46	54
REGION 7 - Central Asia	9,2	8,80	8,80	9,42	11
REGION 8 - Latin America	13,1	13,20	13,20	13,20	15
REGION 9 – Middle East (Iran, Iraq, Yemen)	1,9	2,00	2,10	2,20	3
REGION 10 - South Africa	3,42	3,91	4,20	4,50	7
REGION 11 - ACP countries	5,29	5,64	6,00	6,35	7
TOTAL	131,47	138,68	136,15	148,31	172

An additional allocation for Tunisia/Georgia/Ukraine might become available subject to the relevant Commission decisions being taken.

*** Calculated on the average grant/project recorded in 2018*

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And this is only the introduction, follows part on how was the REBUS project prepared

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INTRODUCTION TO REBUS

STARTED WITH PROJECT IDEA

- Is this engineer's job preference?

- Can we offer more?

- Students can become entrepreuners? Employ themselves?

- Project idea is a response to real existing problem

- Offers new/innovative solution

VACANCIES

- JOB ADS ASKING FOR DIFFERENT COMPETENCIES:
  - Creativity, passion
  - Intelligent person
  - Love the news (innovations) or want to reinvent it
  - Ability to focus on delivering value for the team (teamwork competence)
  - Able to make intelligent choices
  - Good communications skills …..
- Are we creating such competencies at universities?
- Are they validated and proofed with any diploma or certificate?

WHY WE NEEDED THIS PROJECT?

- Younger generations prefer "safe" employment at public enterprises

- Awareness and appreciation of own entrepreneurship potentials low

- Once being employed in the public sector even the most talented and skilled students rarely get an opportunity to create a change

- Public perception on employment in the private sector is frequently bad

- High level of unemployment within the graduates - 44.6% of unemployed persons in BiH, more than 41,000 are graduates (only 11,000 in 2008)

- Entrepreneurs generate new value to the national income, introducing new or improved products, technologies or services

- Create enabling environment for new markets to develop

- **Obvious need to strengthen capacities of university lecturers to deal with entrepreneurship topics**

ERASMUS+ PRIORITIES

- Project needs to respond

- Region I – AL, BA, KO, MNE, RS:

X	D	University-enterprise cooperation, entrepreneurship and employability of graduates

- Example of B&H:

Bosnia and Herzegovina	Teacher training and education science; Humanities; Social and behavioural science; Physical sciences; Engineering and engineering trades; Manufacturing and processing; Architecture and construction; Agriculture, forestry and fishery; Health; Environmental protection

X	D	University-enterprise cooperation, employability of graduates

SO HOW TO START?

- So you need to create a consortium of probably 10+ partners for the joint project, budget of 900 kEuro+

- Be aware:

  - Very few partners will be active and supportive in writing the application (2-3 at max, maybe zero)

  - HEIs are not too frequently famous for its very quick responses and out of the work time

  - You need partners Mandate letters signed in time, but many do not want to sign before knowing most of the application (or the budget)

- Conclusions:

  - be very, very committed and count mostly on yourself

  - Use networking to get promising partners (so not the most famous ones)

THE BUDGET

- **ALL** partners are VERY interested in the budget

- Reminder:

  – Staff costs limited to 40% of the overall costs

  – Equipment costs limited to 30% of the overall costs

  – Subcontracting costs limited to 10% of the overall costs

  – Unlimited participation of the travel and stay costs in the overall budget

  – Staff costs are based on unit costs and vary quite much from country to country (unlike travel and stay costs, same for all partners)

THE BUDGET

	Manager	Teacher/Trainer/Researcher/ Youth worker	Technician	Administrative staff[221]
	B4.1	B4.2	B4.3	B4.4
Denmark, Ireland, Luxembourg, Netherlands, Austria, Sweden, Liechtenstein Norway	294	241	190	157
Belgium, Germany, France, Italy, Finland, United Kingdom, Iceland	280	214	162	131
Czech Republic, Greece, Spain, Cyprus, Malta, Portugal, Slovenia	164	137	102	78
Bulgaria, Estonia, Croatia, Latvia, Lithuania, Hungary, Poland, Romania, Serbia, Slovakia, former Yugoslav Republic of Macedonia, Turkey	88	74	55	39

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THE BUDGET

	Manager	Teacher/Trainer/ Researcher	Technician	Administrative staff[222]
	B4.1	B4.2	B4.3	B4.4
Israel	166	132	102	92
Albania, Angola, Antigua and Barbuda, Argentina, Barbados, Bosnia and Herzegovina, Brazil, Colombia, Comoros, Cook Islands, Dominica, Gabon, Grenada, Republic of Côte d'Ivoire, Kosovo[223], Lebanon, Libya, Mexico, Montenegro, Nigeria, Peru, Saint Kitts And Nevis, Saint Lucia, Saint Vincent And the Grenadines, Sao Tome and Principe, Seychelles, Thailand, Territory of Ukraine as recognised by international law, Venezuela, Zambia, Zimbabwe	108	80	57	45
Afghanistan, Azerbaijan, Bahamas, Bolivia, Burkina Faso, Cameroon, China, Congo, Costa Rica, Djibouti, Dominican Republic, Ecuador, El Salvador, Georgia, Guatemala, Guinea-Bissau, Haiti, Iran, Iraq, Jamaica, Jordan, Kazakhstan, Kenya, Micronesia, Morocco, Mozambique, Namibia, Palestine[224], Panama, Papua New Guinea, Paraguay, Senegal, South Africa, Surinam, Swaziland, Territory of Russia as recognised by international law, Trinidad and Tobago, Vanuatu	77	57	40	32
Algeria, Armenia, Bangladesh, Belarus, Belize, Benin, Bhutan, Botswana, Myanmar, Burundi, Cambodia, Cape Verde, Central African Republic, Chad, Congo – Democratic Republic of the-, Cuba, Korea (DPR), Egypt, Eritrea, Ethiopia, Equatorial Guinea, Fiji Island, Gambia, Ghana, Guinea, Guyana, Honduras, India, Indonesia, Kiribati, Kyrgyzstan, Laos, Lesotho, Liberia, Madagascar, Malawi, Malaysia, Maldives, Mali, Marshall Islands, Mauritania, Mauritius, Moldova, Mongolia, Nauru, Nepal, Nicaragua, Niger, Niue, Pakistan, Palau, Philippines, Rwanda, Samoa, Sierra Leone, Solomon, Somalia, South Sudan, Sri Lanka, Sudan, Syria, Tajikistan, Tanzania, Timor-Leste – Democratic Republic of, Togo, Tonga, Tunisia, Turkmenistan, Tuvalu, Uganda, Uzbekistan, Vietnam, Yemen	47	33	22	17

THE BUDGET

- Higher staff costs for Programme countries' partners, but no equipment costs for them

- Total budget expected at the level of around **900,000** to 950,000 Euro?

- So start with the limits:

  – staff costs in total 360,000 Euro for all partners (unequal distribution, based on both estimated number of days and prescribed daily fees)

  – subcontracting probably 50,000- 85,000 (unequal distribution)

  – Equipment probably 200,000 – 270,000 (pretty equal distribution for Partner countries' HEIs)

THE BUDGET

- Travel and stay costs:

  – Probably 6 Management meetings (every six month), decide 1 -2 representatives per partner

  – Training for Partner countries' HEIs – how many days and representatives?

  – Students' visits – how many days (after two weeks different daily subsistence) and students?

  – Travel costs based on distance from home place to visiting site (as example, for travel distances between 500 and 1999 KM: 275 EUR per participant)

  – Stay costs for staff 120 EUR per day (up to 14 days)

  – Stay costs for students 120 EUR per day (up to 55 days)

THE REBUS BUDGET

- Staff costs based on Work Packages defined and number of days needed (fine-tuning at last phase)

- Subcontracting included external audit, logistics for national info days, some IT support and similar

- Equipment included hardware and software needed (REBUS platform), equally distributed to the 9 non-EU partners

- Travel and stay costs with only one representative at SC meetings in order to have higher number of students at their study visits to the three EU partnering universities

- The [budget](#) requested for minor revision

APPLICATION QUALITY CHECK

- Aligned with Erasmus + objectives and priorities ✓

- Need for a project well-reasoned ✓

- Well-defined project aim and objectives ✓

- Innovative character of the project recognizable ✓

- Main project activities defined and well structured ✓

- Main target groups of the action identified ✓

- Consortium and individual responsibilities well defined ✓

- EU added value recognized ✓

- Project sustainability and impact secured ✓

Coordinator of the Project:

P1:   University of Sarajevo, Faculty of Mechanical Engineering, **BiH**

PROJECT PARTNERS

Project partners:

P2:   DieBerater, **Austria**

P3:   University FH Joanneum Gesellschaft M.B.H, **Austria**

P4:   Blended learning institutions' cooperative, **Germany**

P5:   University of Duisburg Essen, **Germany**

P6:   University of Palermo, **Italy**

P7:   Mechanical Engineering Faculty University of East Sarajevo, **BiH**

P8:   European University of Tirana, **Albania**

P9:   University of Elbasan "Aleksander Xhuvani", **Albania**

P10:   Universum College Prishtinë, **Kosovo**

P11:   "Kadri Zeka" University in Gjilan, **Kosovo**

P12:   Mechanical Engineering Faculty University of Montenegro, **MNE**

P13:   Volga State University of Technology, **Russia**

P14:   Siberian State University of Telecom. and Informatics, **Russia**

The project is consisting of seven work packages:

- **WP1 Preparation:** Research and needs analysis
- **WP2 Development:** Competence-based entrepreneurship learning approach (incl. validation)
- **WP3 Development:** Training and counselling of HE staff
- **WP4 Development:** Piloting the Competence-based entrepreneurship learning approach (incl. validation) of competence developments, accreditation and certification
- **WP5 Quality Plan**
- **WP6 Dissemination and Exploitation**
- **WP7 Management**

WPs are clustered in four central research and development work packages (R&D) and three supportive and cross-cutting WPs: quality assurance, dissemination and exploitation and project management

More to come!

MAIN IMPLEMENTATION PRINCIPLE

- **KISS - KEEP IT SIMPLE STUPID** (also an acronym for "*keep it short and simple*" and "*keep it simple and straighforward*")

- KISS is not meant to imply stupidity - on the contrary, it is associated with intelligent systems

- **Project application as driving force – no changes, additions on own expense only**

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And this was all about the project preparation

after break we will continue with the project implementation

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