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2 Training Modules in 5 Days

EU Funding & EU Affairs Training

2011 Seminar Dates:

Module 1

Module 2

**“How to be successful
with EU Funding”**

**“Working with
the EU”**

February, 24-25, Zagreb

March 30-April 1, Brussels

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“Brussels meets Zagreb”

EU Funding & EU Affairs Training - a 2 module cycle on EU funding & EU Affairs

Module 1

“How to be successful with EU Funding”

February 24-25, 2011

Module 1 will take place in the
Faculty of Economics and Business of the University of Zagreb premises

“Brussels meets Zagreb”

EU Funding & EU Affairs Training

Module 1 “How to be successful with EU Funding”

February 24 – 25, 2011, Zagreb

Organizers:

European Training Institute (ETI) - Brussels' leading training centre in EU Public Affairs & Lobbying. ETI is the only training centre in Brussels offering a full range of programmes and seminars dedicated to European Public Affairs. ETI programmes and seminars are fully interactive, they examine all aspects of Public Affairs management, the working of the European Institutions and the best ways of influencing their policies.



Stephane Vanderveken, Managing Director



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Faculty of Economics and Business, University of Zagreb - The Faculty of Economics and Business was founded in 1920; hence, it represents the oldest institution of higher education in this part of Europe as a part of the University of Zagreb. Today, the Faculty of Economics and Business Zagreb is the leading and the largest institution of higher education for entrepreneurial education in the SE European region.



Nevenka Čavlek, PhD., Vice Dean for International Relations



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CBBS - Management Consulting & Business Building Co. Ltd seated in Zagreb is management consulting and lobbying company, with international experience and excellent networking in Central & Eastern Europe. The main focus of CBBS activities are international partnerships, EU Affairs /Funding and new business developments in Croatia and SE Europe.



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“Brussels meets Zagreb”

ZAGREB – Module 1, February 24-25, 2011

“How to be successful with EU Funding”

ETI speakers (**Mr. Jan Droege**, Partner, Schumann Associates,
Ms. Oana Pennu, Senior Manager, Schumann Associates)

Day 1, February 24, 2011

9.00 – 9.30 Course opening ceremony

9.30 – 10.45 Start of the training. Course objectives. EU money for Croatia & SE Europe: Structural and Cohesion Funds and External Aid Programs

10.45 – 11.30 Business in the neighborhood. EU External Aid.

11.30 – 11.45 Coffee Break

11.45 – 13.00 Overview of Regional Operational Program in Croatia. Funding opportunities for regional stakeholders. In depth understanding of the Regional Operational Program

13.00 – 14.15 Lunch

14.15 – 15.30 Croatian & regional success stories – experience & best practice in EU programmes and funding. Part I

Mr. Darko Stilinović – Head of the Department, Ministry of Regional Development, Forestry and Water Management - **“IPA Cross border cooperation programmes”**

Mr. Morvai Balázs - Project Manager, Európa Universitas Kft., Hungary - **“Development of environmental companies in Hungary using different EU funds”**

15.30 – 15.45 Coffee Break

15.45 – 17.30 Speaking EU Project Management language: Basic rules, definitions and terminology of EU projects: Call for proposals and its concept note, call for tenders and its procurement process, selection procedure and criteria. Role of Managing/Implementing Authorities. Liaison and communication with Managing and Implementing Authorities.

17.30 Wrap-up Day 1.

Day 2, February 25, 2011

09.00 – 09.15 Q & A on Day 1. Feedback from participants: comments and suggestions

09.15 – 10.30 Positioning for success – the role of applicant guidelines: partner finding, consortium building, partnership agreements, methodology etc. – Critical success factors

10.30 – 10.45 Coffee Break

10.45 – 12.00 Successful implementation of the project: financial management and invoicing.

12.00 – 13.00 Lunch & Networking

13.00 – 14.30 Croatian & regional success stories – experience & best practice in EU programmes and funding. Part II

Ms. Andrea Vugrinović, consultant, ex director of AZRA - Varaždin County Regional Development Agency, Varaždin - **“Challenges in the preparation and implementation of EU projects – success stories”**

Mr. Zdravko Špirić, PhD, EU evaluator of FP5, FP6 and FP7, Scientific director at Oikon Ltd. - Institute for Applied Ecology, Zagreb - **“Framework programmes - FP6 & FP7”**

Ms. Marina Dabić, PhD, Full Professor at the Department of International Economics at the Faculty of Economics and Business of the University of Zagreb - **“Presentation of EU project - Tempus: Modernising higher education”**

14.30 – 16.30 Practical exercise By Group. Elaborate a convincing proposal and a sound concept to apply for funding. Presentation of the project proposals drafted by the participants.

16.30 – 17.00 Wrap-up training course and Evaluation.

17.00 End of the Module 1

Speakers

Module 1

“How to be successful with EU Funding”

February 24-25, 2011

ETI speakers:

Mr. Jan Droege, Partner, Schumann Associates, email:jan@schumanassociates.com

Ms. Oana Pennu, Senior Manager, Schumann Associates, email:oana@schumanassociates.com

Croatian & regional speakers:

Day 1

Mr. Darko Stilinović – Head of the Department, Ministry of Regional Development Forestry and Water Management of the Republic of Croatia, Zagreb, email:darko.stilinic@mrrsvg.hr

Mr. Morvai Balázs - Project Manager, Európa Universitas Kft., Hungary, email:hunioprojekt@europauniversitas.hu

Day 2

Ms. Andrea Vugrinović, consultant, ex director of AZRA - Varaždin County Regional Development Agency, Varaždin, email:andrea.vugrinovic@gmail.com

Mr. Zdravko Špirić, PhD, EU evaluator of FP5, FP6 and FP7, Scientific director at Oikon Ltd. - Institute for Applied Ecology, Zagreb - “Framework programmes - FP6 & FP7”, email:zspiric@oikon.hr

Ms. Marina Dabić, PhD, Full Professor at the Department of International Economics at the Faculty of Economics and Business of the University of Zagreb, email:mdabic@efzg.hr