



# Conference topics & speakers in a nutshell

**EARMA CONFERENCE, MALTA 2017**



*Release Version 1*

# Conference Programme

## Monday, 24<sup>th</sup> April 2017

<i>Event</i>	<i>Time</i>	<i>Venue</i>
General Assembly Meeting,	17:00 – 18:00	Republic Hall
Reception Welcome - Pro Rector, University of Malta	18:00 - 18:10	Sacra Infermeria
Networking Reception - Facilitator: Sean Weafer	18:10 – 20:10	Sacra Infermeria

## Tuesday, 25<sup>th</sup> April 2017

Welcome and Opening Address: Chris Agius	9:00 – 9:20	Republic Hall
Keynote Session 1: Panel Debate	9:20 - 11:00	Republic Hall
Coffee Break	11:00 - 11:30	Sacra Infermeria
Parallel Session 1	11.30 - 12.30	<i>See below</i>
Lunch	12.30 - 13.50	Sacra Infermeria
Parallel Session 2	13.50 - 14.50	<i>See below</i>
Parallel Session 3	15:00 – 16:00	<i>See below</i>
Coffee Break	16:00 - 16:30	Sacra Infermeria
Parallel Session 4	16:30 - 17:30	<i>See below</i>
Conference Dinner	19:30 - late	Mediterranean Conference Centre

## Wednesday, 26<sup>th</sup> April 2017

Keynote session 2	9:00 – 10:00	Republic Hall
Coffee Break	10:00 – 10:30	Sacra Infermeria
Parallel Session 5	10:30 – 11:30	<i>See below</i>
Parallel Session 6	11:40 – 12:40	<i>See below</i>
Lunch	12:40 – 14:00	Sacra Infermeria
Parallel Session 7	14:00 – 15:00	<i>See below</i>
Parallel Session 8	15:10 - 16:10	<i>See below</i>
Coffee Break	16:10 - 16:40	Sacra Infermeria
Parallel Session 9	16:40 – 17:40	<i>See below</i>
Closing Session	17:40 – 18:00	Republic Hall

2017

# Conference keynotes

## Conference Keynotes

### Day 1: Tuesday, 25<sup>th</sup> April 2017

<p><b>Negotiating Research: What is the Best Deal for Europe?</b></p> <p><b>Panel Debate</b></p> <p><b>9.20-11.00</b></p>	<p>A diverse panel of leading experts will offer opinion and debate the key issues that will affect the jobs of all research managers going forward. The issues covered span: how to distribute funding for research at European level in the most efficient way; the factors most detrimental for achieving the 'Best Deal for European Research'; the potential roadblocks in negotiating FPg; the role of EARMA in influencing or monitoring. Anticipate an exciting start to the conference and be ready to cast your votes too!!</p>	<p><b>Panelists: Christina Miller, UKRO Director, Peter Fisch, independent expert, formerly EC); Thomas Estermann (Director, Governance, Funding &amp; Public Policy Development at EUA); Dr James Foden (Director of R&amp;I Programmes Malta Council for Science and Technology).</b></p> <p><b>Faciliator: Sean McCarthy.</b></p> <p>Plenary Session Republic Hall</p>
---	---	---

### Day 2: Wednesday, 26<sup>th</sup> April 2017

<p><b>Business as usual? Framework 9 and the Future of the West</b></p> <p><b>9.00-10.00</b></p>	<p>The keynote explores in some depth the political background to recent changes and how it might affect Framework 9. The evolutionary course charted by the EC for Framework 9 which is 'business as usual' is vulnerable to the geopolitical turbulence engulfing the West. This inspiring talk will examine the depth of the threats such as Brexit and proposes creative responses for institutions such as the universities and the EC.</p>	<p><b>William Cullerne Bown, Founder and Executive Chairman of *Research (*parent company of Research Professional).</b></p> <p><b>Chair: David Lauder, University of York</b></p> <p>Plenary Session Republic Hall</p>
--	--	---

Please see the [EARMA Conference 2017 Book of Abstracts](#) for a more comprehensive explanation of the topics below.

2017

# Conference parallel session 1

Tues 11.30 - 12.30

**Parallel Session 1** *(subject to possible change)*

<p><b>Preparing Your Researchers for Ethical Approval</b></p>	<p>The session will help research managers to better advise their researchers and be informed on good ethical processes. Identify how to address ethical issues using practical examples and attend the session to be better equipped to guide others within your consortia on ethical compliance and approval.</p>	<p><b>Mr. Isidoros Karatzas</b> <b>European Commission</b></p> <p>MA Grima Hall</p>
<p><b>The 3-in-1 Horizon 2020 Financial Checkpoint Essentials</b></p>	<p>Learn tips and techniques for the effective financial management of H2020 in a session. Understand the financial reporting mechanism to manage projects, be equipped with the tools to prepare successful periodic checks and gain knowledge of financial checkpoints through test cases based on our hands-on experience. The session will provide guidelines and recommendations to optimise your project's finances.</p>	<p><b>Mr Yoram Lev-Yehudi, MD, Beacon Technology</b></p> <p>Temmi Zammit Hall</p>
<p><b>Hiring the Right Staff to Negotiate Research: From Position Description to Candidate Selection</b></p>	<p>Learn useful tools to identify and hire the right person for the job. Describe job/position descriptions in the most optimal way and learn ways to unearth the right candidate's competencies and skills, plus more. This session uses a case approach to guide you through the entire process to boost your ability to attract the most suitable research management candidate.</p>	<p><b>Ms. Barbara Gray, East Carolina University</b></p> <p>David Bruce Hall</p>
<p><b>Bumpy road from idea to market in H2020 proposals: US perspective</b></p>	<p>Most academics are struggling with the innovation concept in H2020 proposals. What really is a market assessment, exploitation strategy, or business plan? Additionally, how does a project go from proposal to the market? This session delivered by an experienced industrial market analyst, will outline the commercial value of research and help chart a path to market to exploit the project results. The session will advise participants to embed these into H2020 proposals and projects.</p>	<p><b>Mr Lance Leverette, Industrial Market Research Analyst USA</b></p> <p>Vassalli Hall</p>
<p><b>Do we need 'perfect proposals'?</b></p>	<p>Following up a thought-provoking talk last year Peter Fisch (formerly DG Research) again questions some the classical arguments about H2020 in order to stimulate a debate on the future of European Research Funding. With success rates an increasingly 'hot issue' and participants pressured to produce the 'perfect proposal', the session examines if more stringent rules will lead to a fairer evaluation procedure and a reduction in proposal costs. Whether two-stage proposals are a solution and lessons from scoping papers is also covered.</p>	<p><b>Peter Fisch, Independent expert (formerly European Commission)</b></p> <p>Republic Hall</p>
<p><b>Funding strategies and the funding model canvas</b></p>	<p>Increase your competitiveness in the current funding landscape and find out about the funding model canvas. Learn about best practice and performance indicators for raising subsidies. Find out about the 9 factors which is based on the unique experience of working with high performing research teams and organisations and in writing over 200 successful grant applications from different countries. This is a sponsored session by the topstart academy.</p>	<p><b>Patrick de Boer, Partner, ttopstart academy; Andree Schram, Senior Consultant ttopstart academy</b></p> <p>La Cassiere Hall</p> <p><i>Sponsored session</i></p>

# Conference parallel session 2

<b>The future of EU Funding - Key issues for universities</b>	The session focuses on the key trends that will shape the future of EU funding and reveals their potential impact on universities. It will discuss actions necessary to benefit and continue to use EU funding as instruments to engage with other institutions and partners across Europe in the next decade. A set of thought-provoking questions will engage participants to help inform universities for the next decade of European funding.	<b>Thomas Estermann (Director, Governance, Funding &amp; Public Policy Development at EUA)</b>  Republic Hall
<b>Horizon 2020 legal framework - the modified DESCA model for Marie Sk.-Curie Actions</b>	Discover how to negotiate the best H2020 deal for your consortium and institution. This interactive session designed for both novices and experienced managers' covers the modified DESCA model and introduces the LERU template for MSCA ITN. Find out all about the basics of H2020 legislation.	<b>Mr. Christian Jäger, University of Freiberg</b>  Temi Zammit Hall
<b>The Research Administration Profession in Small Island States and Small Jurisdictions</b>	The world of 'small island states' (i.e. resident population less than 1.5m) and the world of research management and administrators (RMA) are brought together in this session exploring the potential ways the profession can be reshaped and adapted to contextual realities. What are the rationale, role and challenges facing the profession within small island states and small jurisdictions? Experts reveal the optimum profile of RMA personnel to small island states and consider ways the RMA can improve its effectiveness.	<b>Christian Bonnici, University of Malta</b>  La Cassiere Hall
<b>Demystifying Joint Programming</b>	Get a clearer idea how to develop a forward strategy for helping researchers engage with Joint Programming. Learn how it fits within the overall European funding landscape. The session will explain how researchers can engage with Joint Programming (Public-Public partnerships) using case studies of successful partnerships.	<b>Jörg Niehoff, European Commission</b>  MA Grima Hall
<b>Widening Participation and Excellence, new frontiers</b>	Leading experts address the challenges faced in the widening participation and new frontiers agendas in this interactive session. Discover the best measures to widen participation and support intra-country research collaboration. The emerging role of regions is revealed alongside ways to build a support ecosystem for widening activities.	<b>Dr. Magda De Carli, EC, Dr Greg Ambroziewicz, EC; Zygmund Krazinski, Director NCP, Poland; Nadine Catillo, Director, H2020 NCP, Malta Council for Science &amp; Technology;</b> Track 5 Vassalli Hall
<b>Reducing Administrative Burden While improving Information Quality</b>	Researchers spend a lot of time on unnecessary paperwork. Explore the opportunity to reduce undue administrative burden and, at the same time, increase the quality and comparability of research information. This session will walk through the issues and introduce a new initiative called CASRAI to tackle the problem in a user-led approach. Grasp the opportunity to advice and input into a new set of 'administration-led' approaches.	<b>David Baker, Executive Director CASRAI</b>  David Bruce Hall <i>Sponsored session</i>



# Conference parallel session 3

Tues 15:00 – 16:00 **Parallel Session 3** *(subject to possible change)*

<p><b>Crowdfunding - an alternative to research funding cuts?</b></p>	<p>What is crowdfunding? Have you considered it as a source of research income? Using real-life cases, this session explores the real possibilities of crowdfunding, its pros and cons and relevance to you. Discover the terminology used; the online platforms available, the legislation and marketing issues to address and the essential tips for a successful campaign.</p>	<p><b>Dr. Pasi Sihvonen - University of Helsinki, Dr. Matias Partanen - University of Helsinki</b></p> <p>Temi Zammit Hall</p>
<p><b>Where next for open access in Europe?</b></p>	<p>The results of the study by the EC's OpenAIRE project will reveal how European policymakers can achieve the goal of ensuring all scientific papers are freely available by 2020, and to develop a roadmap for the transition. The findings to be released in April 2017 will be a unique opportunity to publicly share and discuss open access.</p>	<p><b>Mr. Rob Johnson, Research Consulting</b></p> <p>MA Grima Hall</p>
<p><b>A value proposition model for research management and administration; using it in practice</b></p>	<p>What is the value proposition of the Research Support Office (RSO)? Are they thought through, formulated, and presented to stakeholders? Who are these stakeholders? The session presents a refined tool building on the feedback of the Values Proposition Model for Research Support VESPERS model, presented at the INORMS Conference in Melbourne in 2016. The audience is invited to test the tool on its own services, in this interactive session.</p>	<p><b>Dr. Olaf Svenningsen, DARMA Dr. Helen Kosgaard, University of Southern Denmark.</b></p> <p>David Bruce Hall</p>
<p><b>International collaborative research and the role of associated countries</b></p>	<p>The increased spotlight on the role of associated countries within H2020 is covered in this session. Insights into Switzerland and Norway are explored outlining their status, model of participation and experience. The latest developments and prognosis from BREXIT is presented. Ideas to maximise international collaboration in the remaining half of H2020 and into FP9 will be discussed.</p>	<p><b>Ms Charlotte Geerdink, European Advisor for Innovation, SwissCore, Yngve Joseph Foss, Head of Office &amp; IGLO Chair, Research Council of Norway, Brussels, Ms Christina Miller, Director, UKRO</b></p> <p>Republic Hall</p>
<p><b>European Research and Innovation Centres in Brazil, China and USA – the step ahead on cooperation and internationalization of EU research &amp; innovation SPI</b></p>	<p>Find out for the first time the new services, structures and strategies of three international centres, being set up in response to a H2020 call to foster European cooperation on research and innovation. The centres, acting as service providers for European researchers, are CEBRABIC in Brazil; ERICENA in China and Near US in USA. Discover from executive coordinators from each centre the benefits for you and the cooperation opportunities in Brazil, China and USA.</p>	<p><b>Dr Markus Will, Fraunhofer IPK, Dr.Svetlana Klessova Inno TSD, Dr Sara Medina, SPI, Dr. Robert Sanders, EBN</b></p> <p>Vassalli Hall</p>
<p><b>Aligning research impact with the needs of industry: new challenges on the horizon</b></p>	<p>This session will look at how business engagement and outreach can be encouraged among university researchers, so that the at times divergent interests of universities and businesses can be better aligned when it comes to bidding for funding. It will address how university-business collaboration may be challenged by emerging themes in the funding landscape, such as mission-oriented call topics and the wider use of output-based funding.</p>	<p><b>Dr. Marnix Smit – Senior Consultant, Idox</b></p> <p>La Cassiere Hall <i>Sponsored session</i></p>

# Conference parallel session 4

Tues 16:30 - 17:30

**Parallel Session 4** *(subject to possible change)*

<p><b>Marie Skłodowska-Curie actions - Individual fellowships: young researchers' future is a big deal to EU</b></p>	<p>Access the expertise and knowledge of leading advisers on MSCA including the expert knowhow and feedback of an EU evaluator – of International Fellowship (IF) and Innovative Training Network (ITN) schemes. Learn what it takes to convince an evaluator of the validity of your proposal. Hear the winning proposal experiences of the University of Trento and how to provide better support to applicants.</p>	<p><b>Dr. Mario Roccaro (EC)</b> Republic Hall</p>
<p><b>Lower success rates in Horizon 2020 - the RMA perspective, pains and remedies</b></p>	<p>Discover various ways to improve proposal success rates. Gain insights from multiple perspectives and countries. Expert inputs and audience interactions will raise awareness of RMA's roles alongside discussion of a future structured research approach. Find out what more a research adviser can do even when what they are already doing is the best possible!</p>	<p><b>Ms Katrin Reschwamm, Eurelations AG, Mr Yoram Bar-Zeev, Beacon; Dr Mohammed Belhaj, University of Gothenburg, Mr Bruno Wöran, Merinova</b>  Vassalli Hall</p>
<p><b>Hard kicking soft tools for optimal matchmaking</b></p>	<p>Possess the tools for forming, sustaining and enhancing researcher relationships for grant success. Discover the theory and practical knowledge of relation building within pre-award research management. The session reveals the 'hard skills' of fund raising for research grants alongside building of trustful relations, communication skills and active 'nudging'.</p>	<p><b>Ms Jane Lykke Boll, University of Copenhagen</b>  La Cassiere Hall</p>
<p><b>From Valletta to Delphi, from Europe to China, an insight in foresight!</b></p>	<p>Find out about the future of R&amp;I in China. New business models and cooperation opportunities will be shared. 16 critical drivers transforming the R&amp;I landscape will be revealed with 4 key future scenarios to inform institutional STI collaboration and for future-proofing. Brainstorming about the future of internationalisation, EU-China collaboration and rethinking the future of research management roles are key parts of this interactive session.</p>	<p><b>Mr Epaminondas Christofilopoulos, Foundation for Research and Technology Hellas</b>  MA Grima Hall</p>
<p><b>What European Researchers should be aware of when receiving US federal funds</b></p>	<p>Do you have US funds as part of your funding portfolio? Do you know what you need to be aware of when receiving US Grants and Contracts? This interactive session is a must for those with US funding and addresses crucial questions on how to best manage compliance issues and mitigate risks. Real-world examples of risk assessments and audit findings are coupled with participant experiences.</p>	<p><b>Ms. Jennifer Ponting, Harvard University, Robert Andresen University of Wisconsin-Madison</b>  Temi Zammit Hall</p>
<p><b>Research Management Associations in small countries – challenges and opportunities</b></p>	<p>Research Management Associations (RMA's) have grown but what type of activities are relevant for them in a small country? How do those activities create value for members? What are the benefits – and drawbacks – of a formal organization vs. an informal network? Putting the RMA development into perspective, the session explores evidence from Leiden Group, EARMA and DARMA, (Danish Association for Research Managers and Administrators). The session ends with open discussion.</p>	<p><b>Dr Olaf Svenningsen, DARMA</b>  David Bruce Hall <i>Sponsored session</i></p>

# Conference parallel session 5

<b>The ultimate RA support system for ERC candidates</b>	This session outlines the framework and components of an ultimate support system for ERC candidates. A whole compendium of issues is addressed from ERC timeline to screening of candidates; from application tactics to dealing with ethical, technical and administrative issues; from building the budget to quality assurance. The programme realities are made clear.	<b>Ms. Yasmin Wachs - Beacon Tech Ltd,</b>  MA Grima Hall
<b>Internal invoicing - nightmare or challenge? How to follow internal rules and national law while administering an EU project.</b>	This session sets out the new H2020 rules for internal invoicing and the challenge to adhere to internal rules within your institution. A number of scenarios and cases are considered to provide practical issues and examples.	<b>Ms. Sussi Mikaelsson, Umeå University; Mrs. Malin Ceder, University of Gothenburg; Mrs. Carina Forsberg, Umeå University; Ms. Dorothea Kapitza, Legal Adviser, Helmholtz Association</b>  David Bruce Hall
<b>RAAAP: Research Administration As A Profession</b>	This session reveals the results and key findings from the largest-ever survey of the RMA profession. NCURA-funded the work and skills survey is based on a dataset of 2,500 responses, (of which 800 in Europe). The facilitated discussions will stimulate ideas for further questions and the suggestions for an ongoing longitudinal assessment of RMA professional skills, work needs and workforce trends.	<b>Dr Simon Kerridge, University of Kent</b>  Vassalli Hall
<b>When to Say No and How to Say It: Turning Negative Situations into Positive Results</b>	Have you been at the receiving end of an unreasonable work request or unpleasant demand? Want to know how to learn the important skill of when to say no and how to say no? This participatory session sets out to explore the different types of behaviours, (including our own) and the ways we can turn a negative into positive situation.	<b>Mr Robert Andresen, University of Wisconsin-Madison</b>  La Cassiere Hall
<b>The Profile of Successful Organisations in Horizon 2020</b>	Gain a unique insight into the research support practice of a major cohort of leading research organisations. In this interactive session, find out also about the design of the research offices, the support offered to academics and the attitude of senior management to EU funding. The talk is based on experiences from the cohort of 74 research institutions.	<b>Sean McCarthy, Hyperion</b>  Republic Hall
<b>EARMA addresses diversity – the CD Working Group</b>	Research managers deal with diversity in terms of culture, gender, language and tradition across many contexts e.g. international collaborations or workplace. This session explores the agenda of the Working Group on Cultures and Diversity (CD-WG). Members present an overview of the WG status and strategic themes. There is also an invitation to discuss diversity topics and offer suggestions for future group activities and themes.	<b>Dr Olaf Svenningsen, DARMA</b>  Temi Zammit Hall

# Conference parallel session 6

<b>Experience the novel Impact Canvas tool</b>	Discover a new practitioner based tool to develop and communicate the impact of research projects. Aimed at pre-award advisers the session will engage participants to consider the Impact Canvas tool and to share understanding on how and when to apply it as a facilitating tool.	<b>Ms. Leena Köppä - Tampere University of Technology; Ms. Stina Boedeker - University of Tampere; Dr. Jörg Langwaldt - Tampere University of Technology.</b>  David Bruce Hall
<b>H2020 Financial Reporting – latest retroactive changes in the Model Grant Agreement</b>	Understand definitively the options provided in the latest H2020 Model Grant Agreement (MGA) to calculate personnel costs using the hourly rate. Learn what needs to be done and the pros and cons from the methods available. Additionally, the session covers 'internal invoices' and outlines the prospects for new Commission advice on this matter.	<b>Dr. Poul Petersen, University of Copenhagen, Dr. John Donovan, Dublin Institute of Technology</b>  Temi Zammit Hall
<b>Comparative Approach to Measuring Social Impact</b>	This session will explore definitions of impact, with a particular emphasis on societal impact and approaches to measuring it from the perspective of Ireland (University College Dublin), and members of the AURORA Network: UK (University of East Anglia), Sweden (University of Gothenburg) and Belgium (University of Antwerp). A question and answer session will secure inputs on how other countries encourage and measure societal impact and encourage examples of effective support for the issue in the university sector.	<b>Mr Liam Cleere, Dr Anna Augustyniak, Ms. Emma Fadden, University College Dublin</b>  MA Grima Hall
<b>Untangling the European Funding Landscape</b>	Learn how to better navigate the funding landscape and understand the reasons underlying the increasing number of actions at European level and how they interact with each other and H2020. Engage in a discussion on how the European landscape might evolve in the future and the potential implications for EU funding strategy.	<b>Christine Miller, UKRO Director</b>  Republic Hall
<b>Collaboration with Japan</b>	Tap into opportunities to collaborate with institutions and funders in Japan. Explore how you can benefit from a wide range of collaboration funding and current joint initiatives and also learn the lessons from past endeavours. Japanese based funder agencies and universities come together to present, lead discussion and facilitate a lively Q/A session.	<b>Ms. Yoshie Kawahito, Osaka Uni; Prof. Nobuo Ueno, Japan Soc. for the Promotion of Science; Ms. Kumiko Nakayama, Japan Science &amp; Technology Agency</b>  Vassalli Hall
<b>Using Research Professional - a practical example</b>	This practical session demonstrates how Research Professional has been implemented at one successful European university to great satisfaction. Olaf Svenningsen at the University of Southern Denmark will share his experience of using this resourceful tool to raise awareness of available funding opportunities amongst their researchers and ultimately to help increase external research income.	<b>Dr. Olaf Svenningsen, DARMA</b>  La Cassiere Hall <i>Sponsored session</i>



# Conference parallel session 7

Wed 14:00 – 15:00

**Parallel Session 7** *(subject to possible change)*

<p><b>Clinical Trials and Horizon 2020: Squaring the circle</b></p>	<p>The session will equip research management personnel with tools for assisting researchers interested in applying to H2020 Clinical Trial topics, constructing Clinical Trial budgets (under the H2020 limitations) and tackling inherent conflicts (ethical, operational, budget). The session will try to iron out discrepancies that exist to better establish and plan a clinical trial focused project.</p>	<p><b>Ms. Yasmin Wachs - Beacon Tech Ltd</b>  David Bruce Hall</p>
<p><b>Privacy in research: asking the right questions</b></p>	<p>The complex work of compliance with data protection brings challenges to existing research practices, especially in research involving human subjects. This interactive session emphasises the instruments for the early assessment of risks in processing data and the support needed for researchers across the whole data lifecycle. A privacy impact assessment is advocated and the experiences of experts in different countries shared.</p>	<p><b>Mrs. Esther Hoorn, University of Groningen</b>  MA Grima Hall</p>
<p><b>Certified Research Manager – an added value?</b></p>	<p>The session run by some of the members from the first cohort of EARMA’s Certified Research Manager (CRM) provides an opportunity to consider their perspectives on the contribution and value of the certification. The positives and negatives, the costs and benefits are expressed. The presenters outline their plans for a global network of CRMs preceded by a Q/A slot.</p>	<p><b>Mr Jakob Feldtfos Christensen, Aarhus University; Mrs Esther Philips, Leiden University; Dr Evelina Brännvall, Luleå University of Technology</b>  Republic Hall</p>
<p><b>Bridging the Gap between Research Development and Research Administration</b></p>	<p>Discover more about the research development functions of numerous institutions and new administrative support models. Real life examples are shared include the facilitation of internal and/or external expert review prior to proposal submission, concierge services for industry-heavy research portfolios, and building sponsored proposal development “tool kits” for your website.</p>	<p><b>Ms Jennifer Ponting, Harvard University</b>  Temi Zammit Hall</p>
<p><b>Applying for NIH Grants by Non-US Organisations – Lessons Learnt</b></p>	<p>Tap into the insights, experience and lessons learnt of those who have successfully applied and coordinated NIH grant funded projects. Find out about the submission process, how to avoid errors and the do’s and don’ts. Practical knowhow and advice will be shared in this highly informative session.</p>	<p><b>Mr Yoram Lev-Yehudi, MD, Beacon Technology</b>  Vassalli Hall</p>
<p><b>TR Clara</b></p>	<p>The information for this session will be made available shortly.</p>	<p><b>TR Clara sponsored session</b> La Cassiere Hall <i>Sponsored session</i></p>

# Conference parallel session 8

<b>Third country STI collaboration under Agenda 2030 with low and middle income countries</b>	In 2016 DG-Development Cooperation (DEVCO) consulted stakeholders about a new consensus on development cooperation and created a new impetus on collaborative research and knowledge exchanges. The session asks: Is there a role for HEIs beyond teaching and research, i.e. policy, governance and research support? What's the role of the EC and other stakeholders (e.g.EARMA) in the context of development cooperation? What funding mechanisms are required to support activities across Regions, i.e. beyond EU?	<b>Dr. Robert Burmanjer, European Commission, Dr. Frank Heemskery, Research &amp; Innovation Management Services bvba. Dr Silke Blohm.</b>  MA Grima Hall
<b>Communicating the impact of your institution or project</b>	The purpose of this interactive session is to provide both the theory and a step-by-step approach on how to develop a communications strategy for an institution or project. This is illustrated with two case studies from institutions in Denmark and Spain.	<b>Dr. Dan Csontos, Elevate Scientific; Ms. Lucía Arévalo, EURECAT (Technology Centre of Catalonia)</b>  David Bruce Hall
<b>Future-proofing the profession: developing RMA's careers</b>	Research is evolving and research administrators are continuously challenged to maintain their knowledge and upskill. Understand how this is addressed by one institution that provides formal and informal training, knowledge gathering and development to optimise RMA performance. Delegates will be able to identify and articulate gaps in knowledge/skills; formulate personalised professional development plans and identify and leverage transferable skills within an RM framework.	<b>Ms Tania Tambiah, RMIT University</b>  Temi Zammit Hall
<b>The influence of politics on the research agenda – or unanticipated change events</b>	Political decisions influence the research agenda. Whether anticipated or not, researchers and administrators have to deal with the consequences. In this session experts share their experiences of the effects these have on internal strategies. Participants will gain an insight from 3 countries and political events that have changed the research landscape.	<b>Agatha Keller, ETH Zurich; Dr Simon Kerridge, University of Kent; Ms Barbera Gray, East Carolina University.</b> Republic Hall
<b>Brazil: Steps forward to H2020! Brazilian co-funding schemes to further enhance cooperation between the EU and Brazil in research &amp; innovation.</b>	Experts will present the co-funding mechanisms to engage Brazilian institutions in EU research and innovation. "Guidelines" developed by Brazilian States Funding Agencies (FAPs) will be shared and includes rules such as eligibility criteria and modalities for implementation (proposals preparation and submission, proposals funding lines and budget, and proposals evaluation. The session spans beyond H2020 to include bilateral/joint/coordinated calls and Joint Programming Initiatives.	<b>Mrs. Berna Windischbaur, FFG-Austrian Research Promotion Agency; Mr. Julio Cesar Imenes, FINEP Ms. Chiara Davalli, EBN - European BIC Network</b>  Vassalli Hall
<b>Edinburgh Napier Uni &amp; Worktribe develop and implement an end-to-end research management system supporting the full research cycle</b>	This session will provide a practical demonstration of Worktribe showing its full functionality. It will highlight the motivations for Edinburgh Napier being the first institution to adopt the system. Understand their rationale, the risks, the benefits that have been realised and the key challenges experienced on route to embed the system in the institution.	<b>Mr. Jon Hackney, Worktribe; Ms. Jessie Kennedy, Edinburgh Napier University; Dr Lindsay Ramage, Edinburgh Napier University</b> La Cassiere Hall <i>Sponsored session</i>

# Conference parallel session 9

Wed 16:40 – 17:40

**Parallel Session 9** *(subject to possible change)*

<p><b>Coaching Researchers to Write Successful Grant Proposals</b></p>	<p>Learn how to apply practical tools to prepare more competitive grant proposals in this informative and popular session. Learn about 12 common pitfalls to avoid and 2 critical steps to double your chances of success. Basic principles of good grant writing will be covered from the phrasing of a compelling research theme to the actual construction of the proposal itself.</p>	<p><b>Dr. Robert Porter</b> Republic Hall</p>
<p><b>Setting up a research project management team: aims and challenges</b></p>	<p>A specialised Project Management Office (PMO) is becoming more desirable. Understand the challenges and advantages of setting up a PMO and the steps to further its development. What is the optimal placement of a PMO in the organizational structure? What sort of managers should work in the team? What kind of qualifications should they possess? And what kind of challenges and advantages are there in the different ways of organizing it? These questions are addressed by experts at University of Helsinki and Aalto University.</p>	<p><b>Dr. Floora Ruokonen, University of Helsinki; Dr. Riikka Raitio, Aalto University; Dr. Tuija Heikura, Aalto University</b> MA Grima Hall</p>
<p><b>The Blended Professional in Academia: bringing them further</b></p>	<p>Find out about the results of a three-fold case study covering the practical work of a 'Blended Professional' in Italy, UK and Netherlands. The outcomes will be highlighted and whether the findings resonate and will inform the research going forward. Audience participation will be encouraged.</p>	<p><b>Dr Mirjam Siesling Tilburg University; Mrs Susi Poli University of Bologna; Dr Aygen Kurt-Dickson, LSE.</b> David Bruce Hall</p>
<p><b>Beyond TRL 7: A Research Manager's Guide to Impact</b></p>	<p>Learn about the many facets of impact and how to develop an impact strategy for H2020 proposals. Identify and classify EU policies, stakeholder interests and establish the market need to help develop an overall project positioning and impact storyline backed by a robust business case to be achieved within - and beyond - the project.</p>	<p><b>Dr. Stephen Webb, RTDS Group</b> Temi Zammit Hall</p>
<p><b>International Research Partnership Grants To Facilitate Global Networks, Leverage New Funding And Advance Research And Innovation</b></p>	<p>University of Waterloo is the most innovative university in Canada. Find out more about its exceptionally successful seed programme – the International Research Partnership Grants which has created global research networks, leveraged new funding opportunities and advanced grand challenges research. Understand why it has contributed to increasing their worldwide recognition. Success, measured in terms of new and additional funding, new research partnerships, impact and commercialisation metrics, will be explained.</p>	<p><b>Mr. Drew Knight, University of Waterloo, Canada</b> Vassalli Hall</p>
<p><b>Free access to Research Infrastructures</b></p>	<p>The session introduces the services of the RICH Consortium, work of National Contact Points and Transnational access opportunities (TNA) for Research Infrastructures. Testimony of TNA will provide participants with useful tips how ensure and benefit from the free of charge access to the best European research infrastructures.</p>	<p><b>Ms. Monique Bossi – Coordinator of Project APRE; Ms. Gaele Decroix - NCP &amp; French Delegate on RI, CEA; Kris Zarb Adami, University of Malta</b> La Cassiere Hall <i>Sponsored session</i></p>

# Useful Notes

## EARMA Conference 2017 Track information

Track 1: Pre-Award - Proposal Development and Funding Opportunities

Track 2: Post Award - Grant Management

Track 3: Professional & Career Development; Transferrable Skills

Track 4: Post-Award - Research Strategies and Policies, the Global Dimension and Collaboration with non-Academic Partners

Track 5: International (new)

Track 6: Sponsored/EARMA Working Groups

## Mediterranean Conference Centre Room information

Seating is available on a first come first served basis for each parallel session. Please note the capacity for each room and arrive early to avoid disappointment and on time to avoid disruption to the speaker sessions!

Republic Hall (1400)

MA Grima Hall (450)

Temi Zammit Hall (230)

Vassalli Hall (150)

David Bruce Hall (90)

La Cassiere Hall (60)

## Delegate Feedback

*We hope you have a thoroughly enjoyable conference. You are kindly reminded to provide us with your feedback to help us understand what worked and what did not, so we can improve for next time!*

**Annual Conference Committee, EARMA**