

## **Paid to research: how to prepare successful funding applications**

### **Target group:**

Master students, doctoral candidates and post-doc researchers.

### **Objectives:**

This seminar supports participants in learning how to adequately prepare their own successful applications for scholarships, travel grants and research funding (both in Germany and beyond).

### **Description:**

On the first day of the workshop, participants are helped to identify suitable funding sources, to understand what evaluators are looking for when assessing an application, to think strategically about the formal and informal contacts that the applicant might entertain with the funding body in question and, finally, to prepare the structure underpinning the actual writing of their application. On the second day of the workshop, participants meet the trainer through a series of one-to-one meetings. Within this context, they have the opportunity to discuss their specific situation, eventual challenges they are facing and possible ways forward to prepare successful applications through a dedicated tailor-made approach.

### **Contents in brief:**

- Identifying the most suitable funding bodies.
- Understanding what evaluators are looking for in an application.
- Keeping in touch with the funding body (do's and don'ts).
- Exploring how to enhance one's own image to "stick out from the rest".
- Structuring the writing of the funding application itself.

### **Methodology:**

- Background theoretical information to bring everybody up to speed.
- Practical exercises to learn how to prepare a funding application.
- Plenum discussion to share best practice within the group.
- Working together with a partner to test one's approach.
- One-to-one session for enhanced tailor-made support.

### **Trainer:**

Dr. Matteo Garavoglia is Research Associate at the University of Oxford. Previously, he was the Italy Program Fellow at the Brookings Institution's Centre on the United States and Europe and Adjunct Professor at Johns Hopkins University's Paul H. Nitze School of Advanced International Studies (SAIS) in Washington DC. Matteo was educated at the universities of London (SOAS), Paris (Sciences Po) and Berlin (FUB). He lived in twelve countries across four continents and speaks English, French, German, Italian and Spanish. Matteo worked with Impulsplus for over a decade and provides workshops on the following subjects: "Almost there: preparing for the viva defense"; "Team communication: key roles and intercultural contexts"; "Rhetoric and speaking in public: an introduction to theory and practice"; "Leadership and supervision in academia: multiple perspectives for greater effectiveness"; "Visible and influential: networking at conferences and across cultures"; "Just landed: an introduction to life and academia in Germany"; "Paid to research: how to prepare successful funding applications"; "Clear, engaging and persuasive: academic writing to stand out"; "Discrimination, diversity and inclusiveness: awareness training for men in academia"; "Leading the leader: lateral leadership to manage bosses and supervisors".