



# Writing a Winning Erasmus CBHE Grant

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# What is Erasmus+



# Erasmus+

**Erasmus+** is the EU's programme to support education, training, youth and sport in Europe. It has offered a life changing experience to more than 10 million participants over the last 30 years, and will continue offering opportunities to a wide variety of individuals and organisations for the next seven-year lifecycle (2021-2027).

Programme Website <https://ec.europa.eu/programmes/erasmus-plus>

# Key Actions

## **Key Action 1: Learning mobility of individuals**

Learning mobility opportunities aim to encourage the mobility of students, staff, trainees, apprentices, youth workers and young people.

## **Key Action 2: Cooperation among organisations and institutions**

The cooperation among organisations and institutions is expected to result in the development, transfer and/or implementation of innovative practices at organisational, local, regional, national or European levels

## **Key Action 3: Support for policy reform**

Opportunities under this Key Action contribute to supporting the overall EU policy agenda, the Education and Training 2020 cooperation framework, and the Youth Strategy.

# Key Action 2

## Key Action 2: Cooperation among organisations and institutions

### Capacity building (higher education) - CBHE

- supports international cooperation projects based on multilateral partnerships between organisations active in the field of higher education.
- It supports the relevance, quality, modernisation and responsiveness of higher education in third countries not associated to the Erasmus + programme for socio-economic recovery, growth and prosperity and reacting to recent trends, in particular economic globalisation but also the recent decline in human dev

## Key Action 2: Objectives

- **Improve the quality of higher education**
- **Improve the level of competences, skills and employability potential of students**
- **Promote inclusive education, equality, equity, non-discrimination**
- **Enhance the teaching, assessment mechanisms for HEI staff and students,**
- **Increase the capacities of HEIs, bodies in charge of higher education and competent authorities**
- **Improve the training of teachers and continuous professional development in order to impact**
- **Stimulate cooperation of institutions, capacity building and exchange of good practices.**

## Key Action 2: Expected Impact

- Modernised HEIs which will not only transfer knowledge but also will create economic and social value
- Improved access to and quality of higher education,
- Increased participation of HEIs located in remote areas;
- Governance for efficient and effective policymaking and policy implementation in the field of higher education;
- Regional integration and establishment of comparable recognition, quality assurance tools to support academic cooperation, mobility for students, staff and researchers;
- A stronger link and cooperation with the private sector, promoting innovation and entrepreneurship; Alignment of the academic world with labour market enhancing employability of students;

## Key Action 2: Expected Impact Cont.

- Increased students sense of initiative and entrepreneurship;
- **Increased level of digital competence for students and staff;**
- Institutional ownership of the CBHE results thus ensuring sustainability;
- National ownership by experimenting and mainstreaming positive and best practices in HE;
- Increased capacity and professionalism to work at international level: improved management competences and internationalisation strategies;
- Increased quality in the preparation, implementation, monitoring and follow-up of international projects.

# Types of Projects

Each participating organisation must be **located** in a **Programme Country** or in an **eligible Partner country**.

**STRUCTURAL PROJECTS: Partner Country Ministries for HE must participate**

## National Projects

**(1 Partner Country only + min.  
2 Programme Countries)**

- Min.1 HEI from each Programme Country
- Min.3 HEIs from the Partner Country
- **At least** as many Partner Country HEIs as Programme Country HEIs

## Multi-Country Projects

**(≥ 2 Partner Countries+ min.  
2 Programme Countries)**

- Min.1 HEI from each Programme Country
- Min.2 HEIs from each Partner Country
- **At least** as many Partner Country HEIs as Programme Country HEIs



# CBHE priorities and types of projects

## National Projects

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

Must address

- a **national priority** when available or
- a **regional priority** in other regions in which the national priorities are not available

## Multi-Country Projects

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

Must address

-a **regional priority** for the region concerned (regional projects)

or

**common** to different regions (cross-regional projects)

## Key Action 2: REGIONAL PRIORITY AREAS

- For Strands 1 and 2, proposals must respect pre-defined regional priorities, which are published on the Funding and Tender Opportunities Portal (FTOP):

<https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/home>

## PROJECT STRANDS

In order to respond to the various challenges in the third countries not associated to the programme, the CBHE action is composed of three specific Strands:

# Strand 1 - Fostering access to cooperation in higher education

Designed to attract less experienced HEIs and small-scale actors to the CBHE action to facilitate access to **newcomer organisations**.

Act as a first step for HEIs and organisations with a smaller operational capacity located in third countries not associated to the programme to access and increase means to reach out to people with fewer opportunities.

This Strand will **finance small-scale projects to reduce the internationalisation gap among HEIs** from eligible third countries not associated to the programme, from the same country or Region.

## Focus on:

- HEIs from least developed countries not associated to the Erasmus + programme;
- HEIs located in remote regions/areas of third countries not associated to Erasmus + programme;
- Newcomers or less experienced HEIs and Faculties from third countries not associated to the programme;
- Involvement of students and staff with fewer opportunities.

## Strand 2 - Partnerships for transformation in higher education

Introduce new approaches and initiatives in higher education, based on peer learning and transfer of experience and good practice affecting not only the institutions but also the society at large.

The projects' outcomes should have a significant and long-term impact.

- **Innovation in higher education** in order to enhance its relevance for the labour market and the society.
- **Promoting reform in HEIs** to become catalysts of economic and social development in the third countries not associated to the programme.

## Strand 3 - Structural reform projects

Support efforts in third countries not associated to the E+ programme to develop coherent and sustainable systems of higher education to meet their socio-economic needs and broad ambition to create a knowledge-driven economy

- **Promote cooperation and mutual learning** among and between public authorities at the highest institutional level of the EU Member states or countries associated to the Erasmus+ programme and the eligible third countries not associated to the Erasmus + programme.
- **Promote inclusive higher education systems** that can provide the right conditions for students of different backgrounds to access learning and succeed.
- **Increase the capacities of HEIs of third countries** not associated to the Erasmus + programme, bodies in charge of higher education and **competent authorities (notably Ministries)** through their participation in the definition, implementation and monitoring of reform processes to modernise their higher education systems, particularly in terms of governance and financing;
- **Identify synergies with ongoing EU initiatives** in the third country(ies) not associated to the programme in areas covered by Erasmus+ .

## **Strand 3 - Structural reform projects : Activities**

**Contribute to efficient and effective policy making in the field of higher education by involving other stakeholders in the Higher Education field**

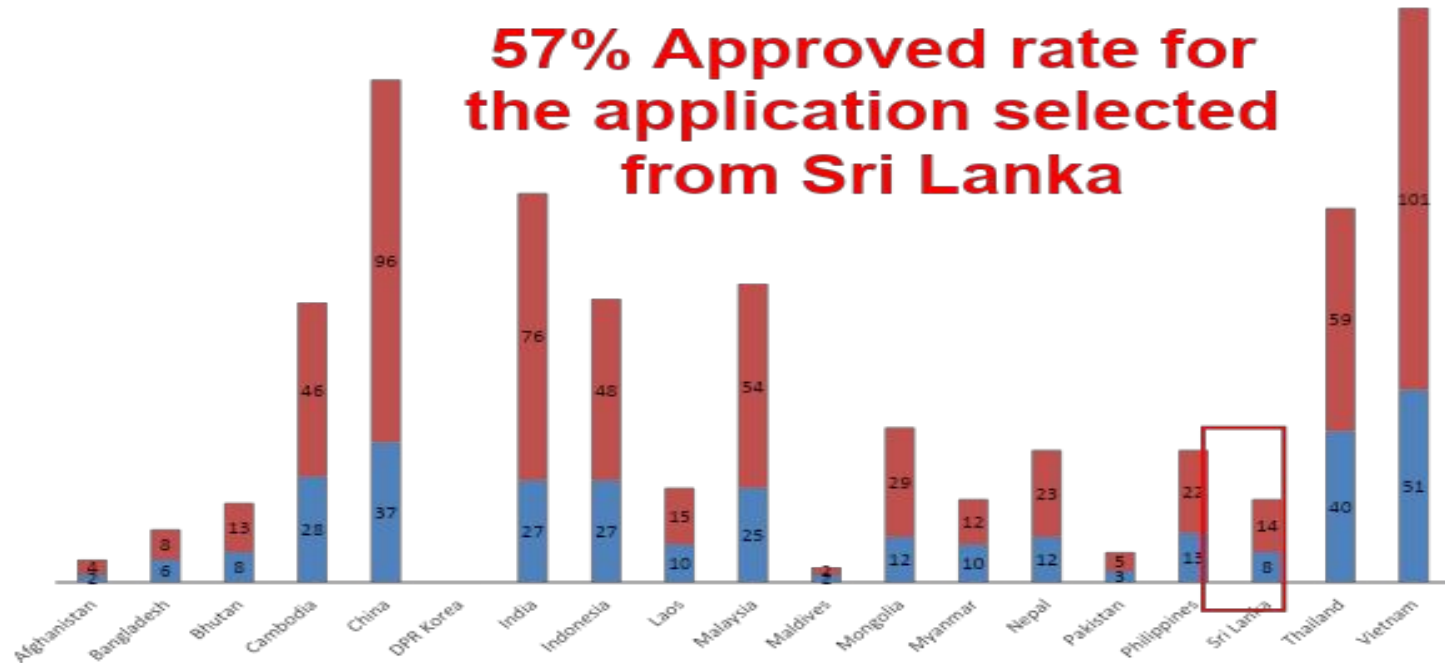
**Foster national ownership by experimenting and mainstreaming positive and best practices in Higher Education at national and/or regional level**

**Foster regional academic cooperation and promote voluntary convergence of the third countries not associated to the Erasmus + programme towards a common regional strategy in the field of Higher Education**

**Foster the introduction of funding mechanisms**

**Enhance the attractiveness of the teaching profession**

# Good News : Applied and selected applications involving asian HEIs



## Improving Access to Science and Technology Higher Education in Resource-Poor Institutions through an Open Platform for Technology Enabled Active Learning Environment/ TEAL2.O

### Partner Institutions:

- 1.University of Peradeniya, Sri Lanka (Coordinator)
- 2.Asian Institute of Technology, Thailand
- 3.Indian Institute of Information Technology, Allahabad, India
- 4.Vellore Institute of Technology, India
- 5.University of Bologna, Italy
- 6.University of Stavanger, Norway
- 7.University of Moratuwa, Sri Lanka
- 8.Naresuan University, Thailand
- 9.Sri Lanka Technological Campus
- 10.Transilvania University of Brasov, Romania
- 11.RK University, India

**Project Period:** 2020-2023

**Project Reference:** 609871-EPP-1-2019-1--LK  
-EPPKA2-CBHE-JP

**EU Grant:** 999,049.00 Euro



**KA2** – Cooperation for innovation and the exchange of good practices – **Capacity Building in the field of Higher Education**



Co-funded by the  
Erasmus+ Programme  
of the European Union



## Developing Inclusive Education for Students with Disabilities in Sri Lankan Universities (IncEdu)

### Partner Institutions:

1. University of Peradeniya (Coordinator)
2. University of Ruhuna
3. Eastern University of Sri Lanka
4. Sri Lanka Technological Campus
5. Masaryk University, Czech Republic
6. Zagreb University of Croatia
7. Transilvania University of Brasov, Romania
8. Uppsala University of Sweden

**Start:** 01/01/2020

**- End:** 31/12/2023

**Project Reference:** 609871-EPP-1-2019-1--LK  
-EPPKA2-CBHE-JP

**EU Grant:** 912,225.00 EUR

**Website:** [www.pdn.ac.lk/cbhe-incedu/](http://www.pdn.ac.lk/cbhe-incedu/)

**KA2** – Cooperation for innovation and the exchange of good practices – **Capacity Building in the field of Higher Education**



Co-funded by the  
Erasmus+ Programme  
of the European Union

# Enhancing Governance, Management and Reform in Sri Lankan Universities through Non-Academic Staff Training/ENACT

## Partner Institutions:

1. Eastern University (EUSL) (Coordinator)
2. University of Peradeniya (UoP)
3. Sri Lanka Technological Campus (SLTC)
4. University of Moratuwa (UOM)
5. Rajarata University of Sri Lanka (RUSL)
6. University of Ruhuna (UOR)
7. Visshe Uchilishhte po Menidzhmant (VUM), Bulgaria
8. ULisboa – Instituto Superior Técnico (UDL), Portugal
9. GEORG-AUGUST-UNIVERSITÄT GÖTTINGEN, Germany
10. Masaryk University (MU)
11. European Center for Quality Ltd. (ECQ), Bulgaria

**Project Period:** 2021-2024

**Project Reference:** 609871-1-2020-1-LK-EPPKA2-CBHE-JP.

**EU Grant:** 912,225.00 EUR

**KA2** – Cooperation for innovation and the exchange of good practices – **Capacity Building in the field of Higher Education**

**Website:** <https://sltc.ac.lk/enact/>

**KA2** – Cooperation for innovation and the exchange of good practices – **Capacity Building in the field of Higher Education**



Strategic Support for Accreditation of Programs  
and Internationalization at South Asian Higher  
Education Institutes (HEIs)



Co-funded by the  
Erasmus+ Programme  
of the European Union

# Strategic Support for Accreditation of Programs and Internationalization at South Asian Higher Education Institutes / SSAPI

## Partner Institutions:

- 1.Capital University of Science and Technology, Pakistan (Coordinator)
- 2.National University of Computer and Emerging Sciences, Pakistan
- 3.Riphah International University, Pakistan
- 4.University of Peradeniya, Sri Lanka
- 5.Sri Lanka Technological Campus (SLTC), Sri Lanka
- 6.Khesar Gyalpo University of Medical Sciences of Bhutan
- 7.Royal University of Bhutan
- 8.Maldives National University (MNU)
- 9.University of Évora, Portugal
- 10.Universität Bremen (UniHB), Germany
- 11.Villa College (VC), Maldives

**Project Period: 2021-2024**

**Project Reference:**

619438-EPP-1-2020-1-PK-EPPKA2-CBHE-JP

**EU Grant:** 876,206.00 Euro

**KA2** – Cooperation for innovation and the exchange of good practices – **Capacity Building in the field of Higher Education**

**Website:** <https://ssapi-project.net/>



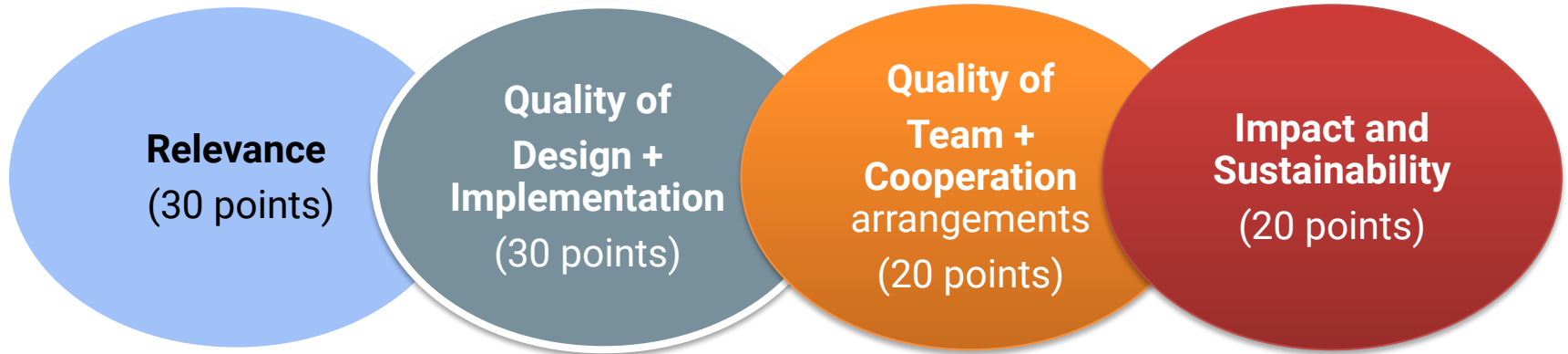
# How to develop an Erasmus+ Proposal

# Things to Consider

To be competitive the project idea should :

- Involve locally all the departments that might contribute to your project from the beginning;
- Fit with the CBHE objectives, priorities and requirements;
- Reflect the internationalisation strategy of your institution and of your partners;
- Be supported by the hierarchy of your institution and benefit from the previous institutional experience in CBHE but also in other international projects;
- Be innovative in comparison with other existing CBHE projects.

# Award Criteria



**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"**

## Step 1

### Relevance of the project

#### Purpose

The proposal is relevant to the objectives and activities of the CBHE action and specificities of the Strand. It constitutes **an adequate response to the current needs and constraints of the target country(ies) or Region(s)** and of the target groups and final beneficiaries.

#### Objectives

The objectives are based on a sound needs analysis (SMART). **They address issues relevant to the participating organisations** (in line with the modernisation, development and internationalisation strategy of the targeted HEIs), and development strategies.

#### Link to EU policy and initiatives

The proposal takes into account and enhances complementarity/synergies with other interventions funded by the EU and other entities (donors, public and private), where appropriate.

#### EU added value

The proposal demonstrates that **similar results could not be achieved without the cooperation of HEIs from the EU** Member states or third countries associated to the programme and without the EU funding.

**In particular for Strand 2** The proposal contains innovative elements and state of the art methods and techniques in the identified area of intervention. The proposal clearly addresses the pre-defined regional priorities for the target country(ies) or Region(s).

# Quality of the project design and implementation

**Coherence:** the overall project design ensures consistency between project objectives, methodology, activities and the budget proposed. The proposal presents a coherent and comprehensive set of appropriate activities.

**Work plan:** quality and effectiveness of the work plan, including the extent to which the resources assigned to work packages are in line with their objectives and the deliverables.

**Quality control:** control measures (continuous quality evaluation, peer reviews, benchmarking activities, mitigating actions etc.) and quality indicators ensure that the project implementation is of high quality.

**Methodology:** the logic of the intervention is of good quality, planned outputs and outcomes are coherent and feasible, and key assumptions and risks have been clearly identified (**Logical Framework Matrix (LFM) is adequate**)

**Budget:** the proposal is cost efficient and allocates the appropriate financial resources necessary for a successful implementation of the project. The estimated budget is neither overestimated nor underestimated.

**Environmental sustainability:** the project is designed in an eco-friendly way and incorporates green practices (e.g. green travel) in different project phases.



# Quality of the partnership and the cooperation arrangements

**Management:** solid management arrangements are foreseen. Timelines, governance structures, collaboration arrangements and responsibilities are well defined and realistic

**Composition:** the partnership gathers a mix of organisations with the necessary competencies relevant to the objectives of the proposal and to the specificities of the Strand.

**Tasks:** roles and tasks are assigned on the basis of the specific know-how, profiles and experience of each partner and are appropriate

**Collaboration:** effective mechanisms are proposed to ensure efficient collaboration, communication and conflict resolution between the partner organisations and any other relevant stakeholders.

**Commitment:** the contribution from the project partners is significant, pertinent and complementary; the proposal demonstrates the partners' involvement, commitment and ownership of the project's specific objectives and results, in particular from the third countries not associated to the programme

## In particular for Strand 2

- The proposal involves relevant non-academic organisations and stakeholders that will bring an innovative added-value to the proposal objectives.

# Sustainability, impact and dissemination of the expected results

**Exploitation:** the proposal demonstrates how the outcomes of the project will be used, how multiplier effects will be ensured, and provides means to measure exploitation within the project funding time and after.

**Dissemination:** the proposal provides a clear and efficient plan for the dissemination of results, and includes appropriate activities and their timing, tools and channels to ensure that the results and benefits will be spread effectively.

**Impact:** the proposal ensures a tangible impact on its target groups and relevant stakeholders at local, national or regional level.

**Open access:** if relevant, the proposal describes how the materials, documents and media produced will be made freely available and promoted through open licenses and without limitations;

**Sustainability:** the proposal explains how the project results will be sustained financially (after the end of project funding) and institutionally (activities and services continuing to be in place) and how the local ownership will be ensured.

## In particular for Strand 2

- The proposal ensures a significant impact on the institutions of the third countries not associated to the programme, in particular on the development of their innovation capacities and the modernisation of their governance, in opening themselves up to the society at large, the labour market and the wider world.
- The proposal demonstrates its potential to impact the society and/or the economic sector.

## Step 2

**The EU Delegation(s) in the relevant eligible third country(ies) not associated to the Erasmus + programme will be consulted on the following aspects:**

- Recognition of HEIs by the national competent authorities
- Feasibility of the project in the local context of the third country(ies)
- The project is contributing to the local needs in the priority area
- Overlapping with existing initiatives in the chosen thematic area funded by the EU Delegation, national or international donors

***Only projects that have passed successfully the consultation of the EU Delegation(s) will be proposed for an EU funding.***

*As a result, a number of proposals will be proposed for an EU grant in accordance with the ranking of proposals on the basis of the award criteria in decreasing order and the results of the consultation of the EU Delegation, within the limits of the available budget per Region and up to a maximum of two funded proposals per applicant organisation.*

*An indicative budget is foreseen for each of the three Strands, however a budget transfer from one Strand to another is possible*

# Essential documentation are available on the Erasmus+ website

- Erasmus+ Programme Guide;
- Call for proposals;
- CBHE priorities;
- Budget allocation;
- E-form and attachments;
- The instructions for completing the Application Package;
- The Guide for experts;
- List of CBHE selected projects;
- Frequently Asked Questions.



The screenshot shows the top navigation bar of the Erasmus+ website. It features the European Commission logo on the left. The main header is dark blue with the text "Erasmus+ EU programme for education, training, youth and sport". Below this is a horizontal menu with items: Home, About Erasmus+, Opportunities (highlighted), Programme Guide, Resources and tools, and News. A dark blue breadcrumb trail below the menu reads: "You are here: Erasmus+ / Opportunities / Organisations / Cooperation among organisations and institutions". On the left side of the page, there is a dropdown menu titled "Overview of opportunities under Erasmus+" with "Individuals" selected. To the right of this menu, the text "Cooperation among organisations and institutions" is displayed in a bold, dark blue font.

**Cooperation among organisations and institutions**

[LINK](#)



# Writing a Winning Grant Proposal

# Good Proposals are not Enough for EU Funding

## Types of Choices

- Research
- Capacity Building (CBHE)
- Industry Collaborations
- Student/Staff Exchange

## Ways of winning

- Individual (Self Management)
- Consortium (Group Management)



# Before you start

1. The most important things is to **read the “Project Call”** and attend information sessions
2. **Underline the specific words, phrases, guidelines, directions, etc.**  
If not “Most great proposals become good proposals at this stage”
3. **Learn the objectives of the call:**
  - What is the funding agency and their objectives,
  - Why they advertise this,
  - Does this call is different from previous calls (if so why)
4. **Communicate** with funding agency (if you have doubts)
5. Analyse your **competitive advantages**
6. Have a sense about the **“probability of getting a fund”** under a particular call before you start.



Success occurs when  
opportunity meets  
preparation

Zig Ziglar

**More than 15% of proposals miss important parts of instructions, guidelines, etc. (NSF, USA proposals)**

# Plan well ahead

## Select a team

- **Individual:** From whom you can get support and instructions.
- **Group:** Collaboration, corporation and punctuality are more important than “Smart Brains”.

*Brainstorming: describe their **exigence** (why they are personally interested in the topic) and **kairos** (why this is a relevant and timely topic for others), Write down their current understanding of each topic and enthusiasm*

## Preliminary data

- Collect sets of information/data for your next proposal well in advance (For CB projects: interviews, surveys, etc.)
- Assign some preliminary work to your group members.

## Thorough Literature Search

- Need to identify gaps.



# Satisfying People

## Reviewers

- You need to convert complex ideas into simple linear text, figures, tables, etc.
- They know (at least act) better than you: if you convince that is not enough, they have to be convinced and convincing them is tough.
- They may look for weak points in your proposal (since all proposals are good).
- They also look for evidence.
- **Writers and Readers see text/graphs/etc. differently.**

## Funding Agency

- Address all requirements mentioned in the “grant call”

## Collaborators

- Distribute appropriate workload and budget for them



# Identifying the Gaps

## If you cannot show gap(s), you will not get funds

Use negative words to show gaps

- Nobody, none, no information, etc.
- What was not done
- No wishy-washy approach

### Don't use

- To the best of our knowledge, Most of the previous research, Only few of the researchers

### Objective should be clear

- Don't use: to study, to investigate. Use: "to determine", "to develop", "to solve".



**Pinpoint the Gap!**

# Management

## Time management

- Think: Could you can allocate a significant time to develop a proposal

## Scope

- Clear cut boundaries of the project (No more, No less)

## Budget

- Don't be greedy (Ensure good value for the money)
- Don't try to buy too many instruments, add money only for the people who are needed to accomplish the tasks, all activities should be covered, allocate enough money for co-investigators/collaborators.



# Invitation

- **Writing a CHBE Proposal “ Transforming Sri Lankan Libraries to Digital Era”**

**Need two EU partners**

# GOOD LUCK!



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