«A goal without a plan is just a wish.»
Antoine de Saint-Exupéry
Introduction

This Erasmus+ Term

The next Erasmus+ Term (2021 – 2027)

Why should you / your department write / participate in a project?

EU priorities for higher education & why it is supporting Higher Education Institutions (HEIs)

What is out there for HEIs?
  - Key Action (KA) 2
  - KA 3
  - Others

ERASMUS is a backronym meaning:

*EuRopean community Action Scheme for the Mobility of University Students.*
Introduction

- What is Erasmus+ “One Integrated Programme” (how is KA2 & 3 different from KA1 – Mobility programs)?
- Workplace traineeships, staff training and teaching activities
- Cooperation: universities, research organisations, companies, NGOs, local, regional, national authorities
- Why?
  - Deep economic crisis
  - High youth unemployment
  - Skills gaps & low employability of graduates
  - A global competition for talent:
  - Complementarity between formal, informal and non formal learning
  - Need for closer links with world of work
Some Statistics

- Overall budget: €14.7 billion (expected to double in the new Erasmus term of 2021 – 2027)

- **Strategic Partnerships (SP)**
  - Around 25,000 linking together
  - 125,000 schools, vocational Education and Training institutions, higher and adult Education institutions, Youth organisations and enterprises

- **Knowledge Alliances (KA)**
  - More than 150 set up by 1500 higher Education institutions and enterprises
The Next Erasmus+ Terms (2021-27)

- Double the funds available to €30 billion
- Triple the number of participants
- Internationalization
- Simplification
- Digitalization
- Bringing in more European identity
Why should you / your department write / participate in a project?

- Koç University’s Strategic Internationalization Plan (KUSIP)
  - «As one of the leading research universities in Turkey, integrating internationalization in its education, research, student life and staff opportunities has always been a key component of its internationalization efforts.»

- Raise your profile
- Expand your capacity by collaboration & learning best practices
- Worldwide networking opportunity
- Turkey, 2018 - Education, Training and Sport (Erasmus+) 36 projects, €10.581.717 >
COOPERATION PROJECTS

Cooperation between schools, universities, youth organisations, public authorities and enterprises helps create more relevant and modern education and youth systems, with stronger links between the worlds of work and education.

ERASMUS+ ALSO SUPPORTED TURKISH ORGANISATIONS

36 in capacity building projects in the field of education and youth
8 in collaborative partnerships in the field of sport
5 in social inclusion through education, training and youth projects

Accepted CB in HE Projects 2018

<table>
<thead>
<tr>
<th>Country</th>
<th>Nr of projects in which the country is involved</th>
<th>Nr of projects in which the country is involved as coordinator</th>
<th>Nr of Joint Projects</th>
<th>Nr of Structural Projects</th>
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<td><strong>103</strong></td>
<td><strong>133</strong>*</td>
<td><strong>14</strong>*</td>
</tr>
</tbody>
</table>

KU – Erasmus+ Project

- Ongoing: Peacemakers (Coordinator), WALADU (Partner), BANUU (Partner)
EU priorities for higher education & why it is supporting HEIs

The European Union’s (EU) five main priorities in the field of higher education are:

- To **advance the EU as a centre of excellence** in education and training
- To **support partner countries** outside the EU in their efforts to modernise their education and training systems
- To promote **common values** and closer understanding between different peoples and cultures
- To support higher education institutions in Member States and beyond in their efforts to internationalize national education and training systems
- To improve the quality of education and training services in the EU and beyond through mutual learning, comparison and the exchange of best practices

https://ec.europa.eu/education/policies/international-cooperation/international-cooperation-and-policy-dialogue_en
This KA is expected to result in the development, transfer and/or implementation of innovative practices at organizational, local, regional, national or European levels.

A more modern, dynamic, committed and professional environment inside the organization.

Increased capacity and professionalism to work at EU/international level.

Opportunities for innovation projects and exchange of good practices.
What is out there for HEIs?

- **KA2:**
  - Strategic Partnerships
  - Knowledge Alliances
  - Capacity Building

- **KA3:** Support for policy reform
  - Jean Monnet
  - Sport
Strategic Partnerships

- **Aim:**
  - To enhance **stronger cooperation** between HEI and with key stakeholders (enterprises, research organisations, social partners, local/regional authorities, other sectors) to foster quality and innovation in HE

- **Main activities:**
  - Develop, test, implement new joint curricula, joint study programmes, common modules, intensive programmes
  - Develop project-based cooperation with enterprises to study real-life cases
  - Exploit the potential of Open Educational Resources, collaborative and personalised learning
  - Integrate various study modes (distance, part-time, modular)

- **Duration:** 2-3 years
- **Funding:** €300k - €450k
Knowledge Alliances

**Aim:**
- To enhance structured and long-term cooperation between HEI and enterprises to develop innovative ways of producing and sharing knowledge in result-driven projects, particularly in emerging fields.

**Main activities:**
- Delivery of new multidisciplinary curricula responding to business needs
- Stimulate entrepreneurship and entrepreneurial mind-set of students, academic and company staff
- Facilitate the exchange, flow and co-creation of knowledge between HEIs and enterprises

**Duration:** 2-3 years

**Funding:** €700k - €1m
Aim:
- To enhance structured and long-term cooperation between HEI and enterprises to develop innovative ways of producing and sharing knowledge in result-driven projects, particularly in emerging fields

Main activities:
- Delivery of new multidisciplinary curricula responding to business needs
- Stimulate entrepreneurship and entrepreneurial mind-set of students, academic and company staff
- Facilitate the exchange, flow and co-creation of knowledge between HEIs and enterprises
- Joint projects: New curricula & degrees, learning and teaching methodologies, staff development, quality assurance, governance, Bologna tools
- Structural projects: Reforms at national level with support of authorities in Partner Countries (eg. governance and management of higher education systems…)

Duration: 2-3 years
Funding: €500k - €1m
KA3: Support for Policy Reform

- **Aim:**
  - To support EU developments in HE Policy for a higher systemic impact

- **Main activities:**
  - Support the OMC, HE modernisation agenda, Bologna process
  - Development and implementation of EU transparency tools (ECTS, …)
  - Recognition of qualifications (NARIC)
  - Network of HE reform experts in Neighbouring and Enlargement countries
  - International policy dialogue
  - Worldwide alumni association
  - International attractiveness and promotion
<table>
<thead>
<tr>
<th>KA2 Project Submission Deadlines</th>
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<tbody>
<tr>
<td><strong>Strategic Partnership in the field of youth (KA205)</strong></td>
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<tr>
<td><strong>Strategic Partnership in HEI (KA203)</strong></td>
</tr>
<tr>
<td><strong>Knowledge Alliances</strong></td>
</tr>
<tr>
<td><strong>Capacity Building in HE (KA 211)</strong></td>
</tr>
</tbody>
</table>
What is my function? How I am going to help you?

- Giving a more extensive presentation on Erasmus+
- Helping out with the Project idea development
- Identification of the problem tree, strategy, partners
- Assisting throughout the submission process
- Helping out with the administrative work if the Project Proposal is accepted
- Budget Management
- Assisting the activities
The presentation until this slide is prepared for the “first-timers”, from the next slide on there is more detailed explanation for those who are willing to write / participate in a project.
Strategic Partnerships (KA203)

- **Aim:** Supporting innovation & exchange of good practices
- **Partners:** minimum three organizations from three programme countries
- **Duration:** 2 – 3 years
- **Priorities:**
  - **Horizontal Priorities:** Supporting opportunities for all in acquiring and developing key competences, including basic skills; Social inclusion; Common values, civic engagement and participation; Environmental and climate goals; Innovative practices in a digital era; Supporting educators, youth workers, educational leaders and support staff; Sustainable investment, quality and efficiency of education, training and youth systems; Social and educational value of European cultural heritage, its contribution to job creation, economic growth and social cohesion
  - **Field Specific Priorities:** Promoting internationalization; Tackling skills gaps and mismatches; Rewarding excellence in learning, teaching and skills development; Building inclusive higher education systems; Fostering civic engagement
- **At least one priority of each category must be met.**
Activities

▪ **Strengthen the cooperation** and **networking** between organisations;

▪ Testing and/or implementation of **innovative practices** in the field of education, training and youth;

▪ Facilitate the **recognition and validation of knowledge, skills and competences** acquired through formal, non-formal and informal learning;

▪ **Cooperation between regional authorities** to promote the development of education, training and youth systems and their integration in actions of local and regional development;

▪ Support learners with **disabilities/special needs** to complete education cycles and facilitate their transition into the labour market, including by combating **segregation and discrimination** in education for marginalised communities;

▪ Better prepare and deploy the education and training of professionals for **equity, diversity and inclusion** challenges in the learning environment;

▪ Promote the **integration of refugees**, asylum seekers and newly arrived migrants and raise awareness about the refugee crisis in Europe;

▪ Transnational initiatives fostering entrepreneurial mind-sets and skills, to encourage **active citizenship and entrepre-neurship (including social entrepreneurship)**, jointly carried out by two or more groups of young people from different countries.
Funding:

- **Funding:** €300k - €450k
  - The total project grant is a variable amount, defined by multiplying €12,500 by the duration of the project (in months), and capped at €450,000 for projects with duration of 36 months.

  - **Project management and implementation:** Maximum 2750 EUR per month
  - **Transnational project meetings:** €575 - €760 (distance calculator)
  - **Exceptional costs:** 75% of eligible costs & Maximum of 50,000 EUR per project (excluding costs for providing a financial guarantee)
  - **Intellectual Output:** per manager/researcher/technician/admin staff...
  - **Multiplier events:** €100 / €200, max €30,000
  - **Travel:** distance calculator (€20 - €1500)
  - **Exceptional Costs:** maximum up to 80% of eligible costs

- **Application:** Turkish National Agency (Ulusal Ajans)
# Intellectual Output Payment Rates

<table>
<thead>
<tr>
<th>Country</th>
<th>Manager B1.1</th>
<th>Teacher/Researcher/Youth worker B1.2</th>
<th>Technician B1.3</th>
<th>Administrative staff B1.4</th>
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<tbody>
<tr>
<td>Denmark, Ireland, Luxembourg, Netherlands, Austria, Sweden, Liechtenstein, Norway</td>
<td>294</td>
<td>241</td>
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<tr>
<td>Belgium, Germany, France, Italy, Finland, United Kingdom, Iceland</td>
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<tr>
<td>Czech Republic, Greece, Spain, Cyprus, Malta, Portugal, Slovenia</td>
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<tr>
<td>Bulgaria, Estonia, Croatia, Latvia, Lithuania, Hungary, Poland, Romania, Serbia, Slovakia, the Republic of North Macedonia, Turkey</td>
<td>88</td>
<td>74</td>
<td>55</td>
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</tbody>
</table>
Examples

- Educational Network on Soil and Plant Ecology and Management
  - Action Type: Strategic Partnerships for higher education

- CARPE European Sustainable Solutions for Existing and New City Environments
  - Action Type: Strategic Partnerships for higher education

- MedLand: Massive open online courses with videos for palliative clinical field and intercultural and multilingual medical communication
  - Action Type: Strategic Partnerships for higher education
Knowledge Alliances (KA206)

- **Aims**: bridge between HEI and business, co-creation of knowledge and entrepreneurship, results driven. Knowledge Alliances are open to any discipline, sector and to cross-sectoral cooperation. The results and expected outcomes are clearly defined, realistic and address the issues identified in the needs analysis. Knowledge Alliances are meant to have a short and long-term impact on the wide range of stakeholders involved, at individual, organisational and systemic level.

- **Partners**: minimum six organizations from three programme countries (min. 2 HEI & min. 2 corporations)

- **Duration**: 2 – 3 years
Funding

- **Funding**: €700k - €1m
- **Eligible Costs**:
  - Implementation support: project management, project meetings, intellectual outputs etc.
  - Travel: €275 - €360
  - Subsistence costs: Contribution to subsistence costs of participants during the activity
  - Additionally, Knowledge Alliances should budget for the presentation of their project and the results at the University-Business Forum and/or other relevant events (up to five during the project duration).
- **Application**: Education, Audiovisual and Culture Executive Agency (EACEA)
## Intellectual Output Payment Rate

<table>
<thead>
<tr>
<th>Country</th>
<th>Manager (B2.1)</th>
<th>Teacher/Trainer/Researcher/Youth worker (B2.2)</th>
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<td>66</td>
<td>47</td>
</tr>
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</table>
Examples

▪ SME and Higher Education Institutes in Innovation Partnerships
  ▪ Action Type: Knowledge Alliances for higher education

▪ Greening Energy Market and Finance
  ▪ Action Type: Knowledge Alliances for higher education
Capacity Building for Higher Education (KA211)

- **Aims**: Increased cooperation between EU & Partner countries, addressing challenges in management and governance of HEIs. This action which aims to support the modernisation, accessibility and internationalisation of higher education in the Partner Countries.

- **Types**:
  - Joint Projects (improve curriculum, governance, staff trainings, strengthening of relations between HEIs and the wider economic and social environment)
  - Structural Projects (reforms in HE systems, modernization policies and development & implementation of internal and external quality assurance systems/guidelines)
**Details**

- **Can be implemented as:**
  - National projects, i.e. projects involving institutions from only one eligible Partner Country;
  - Multi-country projects within one single region, involving at least two countries from this region;
  - Multi-country projects involving more than one region, involving at least one country from each region concerned.

- **Partners:** consortium= minimum three programme countries (3 HEIs) and min. 2 HEIs from partner countries, any public or private organization active in the labour market or in the fields of education, training and youth

- **Duration:** 2 – 3 years
Funding

- **Funding:** €500k - €1m
  - Staff costs: Max. 40% of the total grant
  - Travel costs: €20 - €1500
  - Costs of stay: €40 - €120
  - Equipment: 100% of eligible costs, Max. 30% of the total grant
  - Sub-contracting: 100% of eligible costs, Max. 10% of the total grant
  - Expensive travel costs: maximum up to 80% of eligible costs

- **Application:** EACEA
<table>
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<tr>
<th>Country</th>
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Examples

- Gas and Oil Processing, a European Lebanese Cooperation
  - Action Type: Capacity Building in higher education

- Waste management curricula development in partnership with public and private sector
  - Action Type: Capacity Building in higher education

- Strengthening of Internationalisation in B&H Higher Education
  - Action Type: Capacity Building in higher education
How to come up with a project idea?

- Analysis of self:
  - SWOT
  - Problem Tree
  - Solution Tree
  - Strategy Analysis
  - Stakeholder Analysis

- Logical Framework

- Inspiration:
  - Good Project examples (success stories, good practice etc.):
    https://ec.europa.eu/programmes/erasmus-plus/projects/
How to find partners?

- The European Commission Web Page: https://ec.europa.eu/info/funding-tenders/funding-opportunities/find-project-partner_en
- Among Koç University partners: https://oip.ku.edu.tr/?q=search-results&keyword=&type=51
- LinkedIn groups
- NGOs: https://www.idealist.org/en/organizations?q=&searchMode=true
- Salto: https://www.salto-youth.net/tools/otlas-partner-finding/organisations/
- Global Development Network: http://www.gdn.int/partners-funders
Road Map and Timeline

October 7 - 18: Getting together with the Kariyer Gelisim Merkezi to discuss the SWOT, Problem Tree, Target Analysis, Strategy Analysis, Stakeholder Analysis

October 21 - 31: Logical Framework, activities & budget

November 4 - 15: Searching for possible partners from two EU program countries

Till the end of 2019: Talks & negotiations with the possible partners

January - February: Writing the project, developing the activities

March - April: Finalizing the project, preparing the documents, submission

Deadline: 26 April 2020
Keys of a Successful Project Proposal

- Make sure the project is compliant
- **Justify why** you are doing this project.
- **Fit** into the policy context of Erasmus+
- **The Award Criteria:**
  - Relevance of the Project
  - Quality of the Project Design & Implementation
  - Quality of the Project Team & Cooperation Arrangements
  - Impact & Dissemination
Useful Links

- [https://ec.europa.eu/programmes/erasmus-plus/node_en](https://ec.europa.eu/programmes/erasmus-plus/node_en)
- [https://ec.europa.eu/programmes/erasmus-plus/projects/](https://ec.europa.eu/programmes/erasmus-plus/projects/)