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

https://www.whereisroadster.com/
Outline of the Presentation

- 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 are 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
Expected Results of KA2

- 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.
The Next Erasmus Program (2021-27)

- **Double** the funds available to €30 billion (Higher education at least €8,64 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
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
Turkey – Erasmus + 2018 Cooperation Projects

- **Grants**: €27.07 million
  - Higher education: €2,310,448
  - School education: €4,715,552
  - Vocational education & training: €14,543,006
  - Adult education: €3,130,079
  - Youth: €2,612,176

- **Organisations**: 1,045
  - Higher education: 186
  - School education: 593
  - Vocational education & training: 120
  - Adult education: 21
  - Youth: 112

- **Projects**: 183
  - Higher education: 12
  - School education: 28
  - Vocational education & training: 10
  - Adult education: 21
  - Youth: 112

- **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

<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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<tbody>
<tr>
<td>Austria</td>
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<td>3</td>
<td>8</td>
<td>1</td>
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<td>Denmark</td>
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<td>Estonia</td>
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<td>0</td>
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<td>Finland</td>
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<td>6</td>
<td>17</td>
<td>2</td>
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<tr>
<td>former Yugoslav Republic of Macedonia</td>
<td>4</td>
<td>1</td>
<td>4</td>
<td>0</td>
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<td>Germany</td>
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<td>6</td>
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<td>Greece</td>
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<td>1</td>
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<td>Turkey</td>
<td>9</td>
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<td>8</td>
<td>1</td>
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<tr>
<td>United Kingdom</td>
<td>28</td>
<td>5</td>
<td>8</td>
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<td><strong>Total</strong></td>
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<td><strong>103</strong></td>
<td><strong>133</strong></td>
<td><strong>14</strong></td>
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</table>

### 2019 Erasmus+ Başvurularının Sektörel Dağılımı

<table>
<thead>
<tr>
<th>Sektörler</th>
<th>Başvuru Sayısı</th>
<th>Kabul Edilen Proje Sayısı</th>
<th>Toplam Onay Hibe (Avro)</th>
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<tbody>
<tr>
<td>Okul Eğitimi</td>
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<td>27,9 Milyon</td>
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<tr>
<td>Mesleki Eğitim</td>
<td>2.624</td>
<td>567</td>
<td>26,7 Milyon</td>
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<tr>
<td>Yetişkin Eğitim</td>
<td>557</td>
<td>81</td>
<td>6,3 Milyon</td>
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<tr>
<td>Yükseköğretim</td>
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<td>281</td>
<td>53,8 Milyon</td>
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<tr>
<td>Gençlik</td>
<td>2.713</td>
<td>259</td>
<td>8 Milyon</td>
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<tr>
<td>Avrupa Dayanışma PROGRAMI</td>
<td>349</td>
<td>234</td>
<td>5,4 Milyon</td>
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<td><strong>TOPLAM</strong></td>
<td><strong>12.816</strong></td>
<td><strong>2.364</strong></td>
<td><strong>128 Milyon</strong></td>
</tr>
</tbody>
</table>

* Sözleşme süreçleri devam ettirülken verilerde değişiklik olabilir.
* Verilerin anlaşılabilirliği bakımından yuvarlatılmış yaklaşık rakamlar kullanılmıştır.

www.ua.gov.tr
KU – Erasmus+ KA2 Projects

- **Ongoing**: BANUU (Partner), UNIC (Partner)

**PEACEMAKERS**
*(2017 – 2020):*

- Peace Dialogue Campus Network: Fostering Positive Attitudes between Migrants and Youth in Hosting Societies
- Over the past years the Eurasian landscape has witnessed unprecedented levels of international migration. The UN statistics estimated that in 2015 the number of international migrants worldwide...

**WALADU**
*(2016 – 2019):*

- Development and Structuring of BA Courses in Archaeology in Iraq
- During the last decades the Iraqi HE System has suffered for a remarkable drop of quality and competitiveness. Education and cultural heritage have been seriously threatened and both teaching qual...

**KUSIF**
*(2015 – 2017):*

- Social Impact Measurement Tools for Young Social Entrepreneurs
- The Know Your Impact: Social Impact Management Tools for Young Social Entrepreneurs programme has been developed and implemented between the years 2015 and 2017 by four organizations: Koç Universi...

**HEIDA**
*(2014 – 2016):*

- Data driven decision making for internationalization of higher education: Bridging the gap between faculty and admin using effective communication platforms
- The project's acronym is HEIDA (for Higher Education, Internationalization, Data) and responds to two specific needs: a data collection and sharing tool for the internationalisation activities of ...
EU’s priorities for higher education & why it is supporting the HEIs

- To advance the EU as a centre of excellence in education and training
- To support partner countries outside the EU in their efforts to modernize their education and training systems
- To promote common values and closer understanding between different people 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
What is out there for HEIs?

- **KA2**: Cooperation for Innovation and Exchange of Good Practices
  - 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 personalized 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
Capacity Building

- **Aim:**
  - Modernize, internationalize and increase access to higher education, address the challenges facing eligible Partner Countries’ higher education institutions and systems

- **Main activities:**
  - Curriculum development activities
  - Modernization of governance and management of HEIs and systems
  - Strengthening of relations between higher education and the wider economic and social environment
  - **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
## KA2 Project Submission Deadlines

<table>
<thead>
<tr>
<th></th>
<th>Deadlines</th>
<th>Contact</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Strategic Partnerships</strong></td>
<td>Third week of March, <strong>Youth:</strong> First week of February, last week of April, first week of October</td>
<td>Turkish National Agency</td>
</tr>
<tr>
<td><strong>Knowledge Alliances</strong></td>
<td>End of February</td>
<td>EACEA (Education, Audiovisual and Culture Executive Agency)</td>
</tr>
<tr>
<td><strong>Capacity Building in HE</strong></td>
<td>First week of February</td>
<td>EACEA</td>
</tr>
</tbody>
</table>

[https://www.ua.gov.tr](https://www.ua.gov.tr)
Key Action 2

- KA200: SP addressing more than one field
- KA201: SP for school education
- KA202: SP for vocational education and training
- KA203: SP for higher education
- KA204: SP for adult education
- KA205: SP for youth
- KA206: KA for higher education
- KA207: Sector Skills Alliances in vocational education and training
- KA211: CB in higher education
- KA213: CB for youth in ACP countries, Latin America and Asia
- KA214: CB for youth in neighboring and enlargement countries
- KA219: SP for schools only
- KA230: European Universities
### KA3 Project Submission Deadlines

<table>
<thead>
<tr>
<th>Youth Dialogue</th>
<th>First week of February, last week of April, first week of October</th>
<th>Turkish National Agency</th>
</tr>
</thead>
</table>

https://www.ua.gov.tr
Key Action 3

- KA313: Forward Looking Cooperation Projects
- KA314: Policy experimentations
- KA347: Youth Dialogue Projects
- KA357: Dedicated VET Tools
- KA359: Partnerships of apprenticeships
- KA366: Social inclusion through education, training and youth
- KA367: VET-Business Partnerships on Apprenticeships/Work-based learning
- KA369: European Youth Together
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
- Assisting the activities
- Budget Management
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 (Türkiye Ulusal Ajansı)
## 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>
</tr>
</thead>
<tbody>
<tr>
<td>Denmark, Ireland, Luxembourg, Netherlands, Austria, Sweden, Liechtenstein, Norway</td>
<td>294</td>
<td>241</td>
<td>190</td>
<td>157</td>
</tr>
<tr>
<td>Belgium, Germany, France, Italy, Finland, United Kingdom, Iceland</td>
<td>280</td>
<td>214</td>
<td>162</td>
<td>131</td>
</tr>
<tr>
<td>Czech Republic, Greece, Spain, Cyprus, Malta, Portugal, Slovenia</td>
<td>164</td>
<td>137</td>
<td>102</td>
<td>78</td>
</tr>
<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>
<td>39</td>
</tr>
</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>Region</th>
<th>Manager B2.1</th>
<th>Teacher/Trainer/Researcher/Youth worker B2.2</th>
<th>Technician B2.3</th>
<th>Administrative staff B2.4</th>
</tr>
</thead>
<tbody>
<tr>
<td>Denmark, Ireland, Luxembourg, Netherlands, Austria, Sweden, Liechtenstein, Norway</td>
<td>353</td>
<td>289</td>
<td>228</td>
<td>189</td>
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<tr>
<td>Belgium, Germany, France, Italy, Finland, United Kingdom, Iceland</td>
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<td>257</td>
<td>194</td>
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</tr>
<tr>
<td>Czech Republic, Greece, Spain, Cyprus, Malta, Portugal, Slovenia</td>
<td>197</td>
<td>164</td>
<td>122</td>
<td>93</td>
</tr>
<tr>
<td>Bulgaria, Estonia, Croatia, Latvia, Lithuania, Hungary, Poland, Romania, Slovakia, Serbia, the Republic of North Macedonia, Turkey</td>
<td>106</td>
<td>88</td>
<td>66</td>
<td>47</td>
</tr>
</tbody>
</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
**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) They must also involve, as full partners, the Ministries responsible for higher education in each of the eligible Partner Countries targeted by the project.
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:** number differs if it is national or multi-country project (refer to guide page 165)

- **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
### Work Package Payment Rate

<table>
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<tr>
<th>Country Category</th>
<th>Manager (€/hour)</th>
<th>Teacher/Trainer/Researcher/Youth worker (€/hour)</th>
<th>Technician (€/hour)</th>
<th>Administrative staff (€/hour)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Denmark, Ireland, Luxembourg, Netherlands, Austria, Sweden, Liechtenstein, Norway</td>
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<td>74</td>
<td>55</td>
<td>39</td>
</tr>
</tbody>
</table>
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](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](https://oip.ku.edu.tr/?q=search-results&keyword=&type=51)

▪ LinkedIn groups


▪ Salto: [https://www.salto-youth.net/tools/otlas-partner-finding/organisations/](https://www.salto-youth.net/tools/otlas-partner-finding/organisations/)

▪ Global Development Network: [http://www.gdn.int/partners-funders](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 (~ 30 points)
  - Quality of the Project Design & Implementation (~ 30 points)
  - Quality of the Project Team & Cooperation (~ 20 points)
  - Arrangements
  - Impact & Dissemination (~ 20 points)
Useful Links

- https://ec.europa.eu/programmes/erasmus-plus/node_en