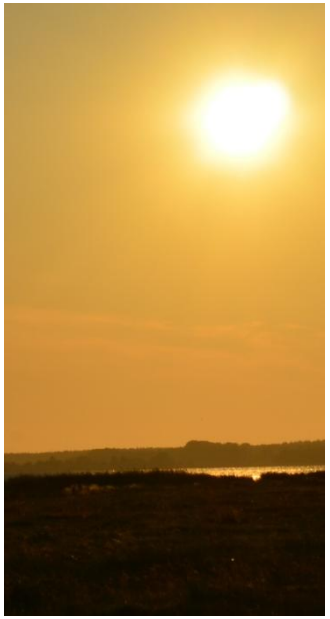
Support for Teachers & Scientists

Funding



How to apply for funding

- Importance of funding
- The most important thing: the "Idea"
- Where are potential funding resources
- The call
- The exposé
- Partners and associates
- Writing a successful proposal

Importance of funding

Proposals (ideas and good reasons)

Funding

Projects (staff, equipment)

Results

Publications (peer review)

Four top reasons proposals do not get funded

- Funding source does not believe you understand the problem
- Funding source does not believe in your solution
- Funding source does not believe in your qualifications
- Funding source does not believe or trust your budget

The most important asset: the idea

- First comes the idea, then the funding
- Without a good idea and structure it is more difficult / impossible
- Your research idea / proposal should bring a benefit to science and society
- Do not expect or create „rocket science", the best ideas are simple and elegant
- Create an appropriate structure around your ideas

A good marriage

- Donors will give money to meet their needs and interests, not yours. The name of the game is to find a good marriage.

Where are potential funding resources

- You have the idea, now you have to look for an institution or organization who could finance this
- Funding is usually subject dependent and country specific

  Vietnam ≠ Germany

- There are all kind of fundings:
  - Big to small
  - Complicated to easy
  - Flexible to strict

List of potential funding resources (internationally)

- http://www.terravivagrants.org/Home
- https://www.gov.uk/government/collections/darwin-initiative-funding-schemes-and-how-to-apply
- http://www.wwct.org.uk/
- http://www.cepf.net/grants/Pages/default.aspx
- https://www.macfound.org/
- http://www.fordfoundation.org/work/our-grants/

List of potential funding resources (Germany)

- http://www.foerderdatenbank.de/
- http://www.fisaonline.de/index.php?lang=dt

  Agriculture and Food

List of potential funding resources (Vietnam)

?

Tipps and Tricks

- Varying institutions have RSS feeds or Newsletter

The call

When you found an interesting call, watch carefully:

- Topic of the call and projects to be funded
  - *Priority Areas*
  - *Priority Regions*
- Deadline
- Application process
- Funding purpose (incl. key words and reasons for funding)
- Funding requirements (who can receive money)
- How much money and which project duration is possible
- Which issues will be funded (material, travel costs or personal costs)

If this does not fit to 100% forget the call!

The exposé

What is it?

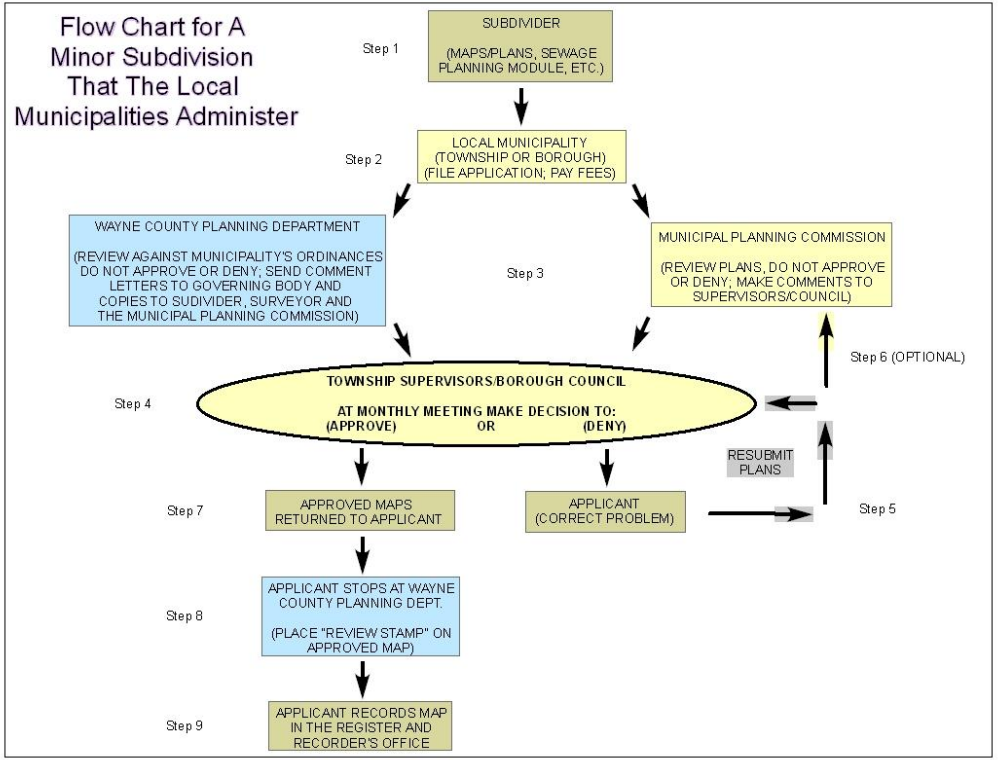
The research exposé is an outline of the proposed project that is designed to:

- Define a clear question and approach to answering it
- Highlight its originality and/or significance
- Persuade potential partners and/or funders of the importance of the work, and why you are the right person to undertake it

The exposé

How does it look like:

- About 2-3 pages
- Ideally with a flowchart or process diagram (e.g. flow chart for a minor subdivision …)



Partners and associates

The European Way

The Vietnamese Way

TRƯỜNG ĐẠI HỌC LÂM NGHIỆP VIỆT NAM

BỘ NÔNG NGHIỆP VÀ PHÁT TRIỂN NÔNG THÔN

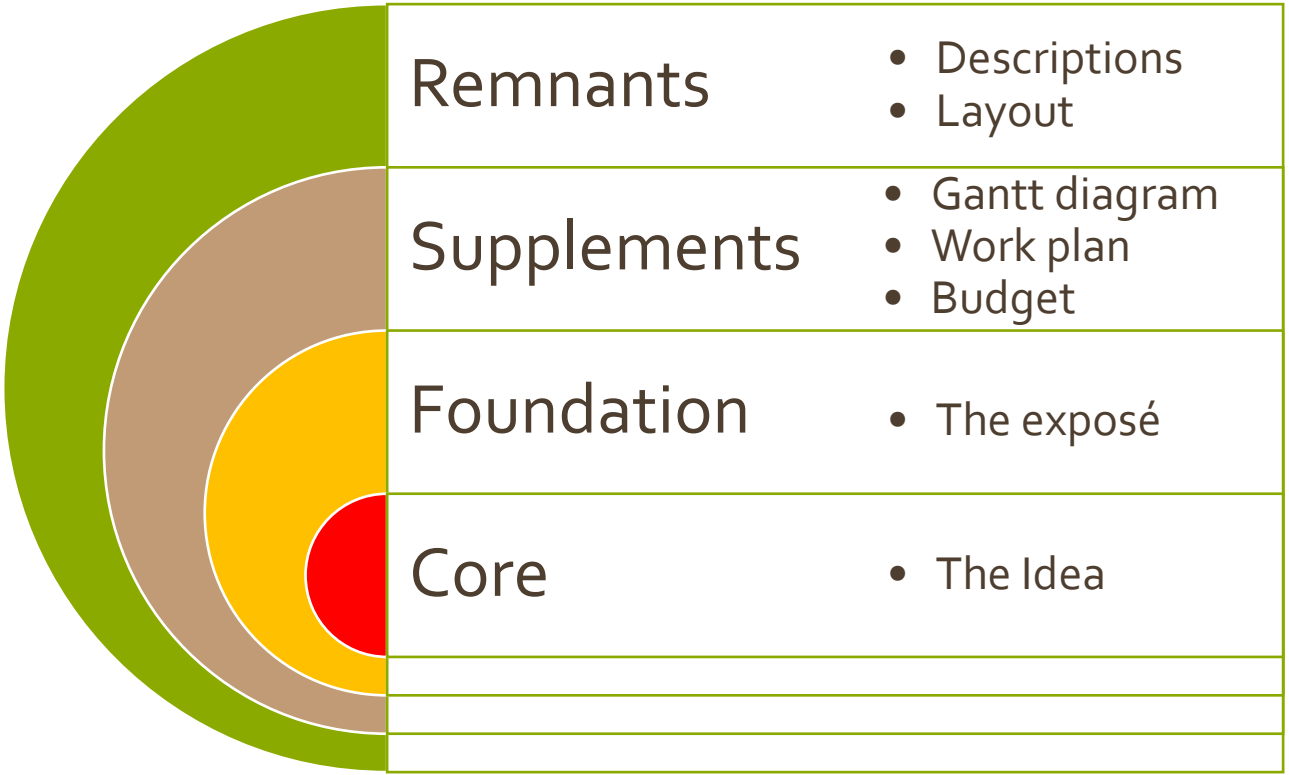
Partners and associates

- **Why:** Sharing tasks, distributing duties and obligations, learning from each other, but also sharing funds
- An appropriate arrangement / network is necessary
- **For German donors and investors:**
  - Ideally, collaboration partners should have a fruitful long-term collaboration
  - Partners should know each other
  - Memorandum of Understanding or other signed document often necessary as minimum level
  - Contact address and short description usually required for the proposal / application

The proposal

- A PROPOSAL is a representation of your program. - “You never get a second chance to make a first impression.” No misspelled words, no white out. Accurate, crisp, clean.
- A PROPOSAL is a request. - Don't forget to ask for the money. Don't beg. Don't be arrogant.
- A PROPOSAL is persuasion.
- A PROPOSAL is a promise. - Don't promise what you cannot deliver. Deliver more than you promised.
- A PROPOSAL is a plan.

Writing a successful proposal



The funding proposal

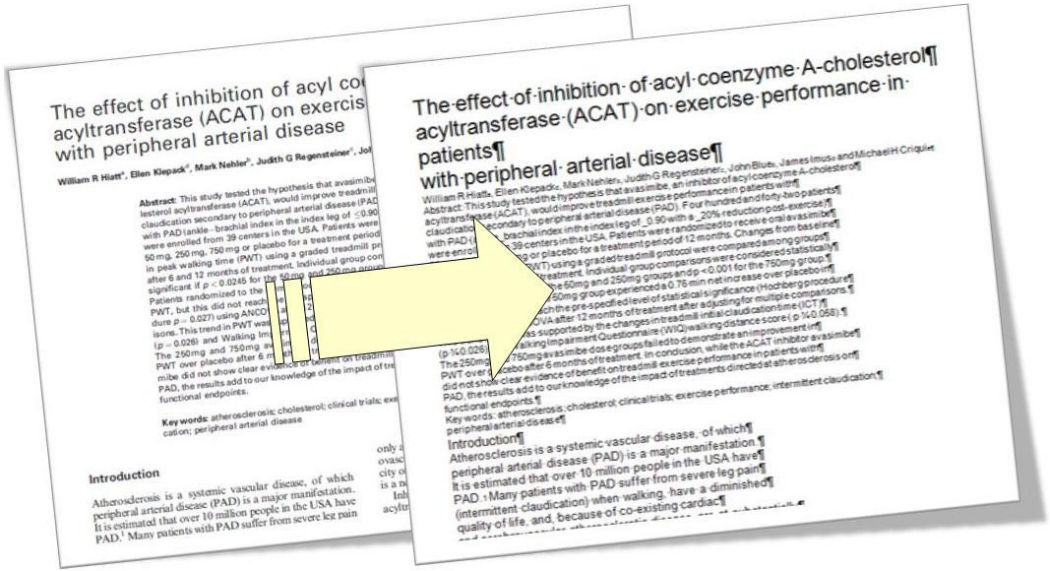
- Often the format is defined by the donor
- Different amount of pages (about 12 for BMBF proposals)
- Recognize the general deadline of the call
- Write "together" with your partners and associates
  - Distribute tasks and duties with clear deadlines
  - Concentrate on specific knowledge and capacities of each partner
  - Respect deadlines, but also demand material from partners according to the deadlines

The funding proposal

- Do not copy texts from other sources into your proposal, except it is really useful and suitable (usually this will happen with 1 up to 3 sentences)
- A good proposal is like a peer-review publication, every sentences is well formulated and related to the topic of the proposal – redundant information need to be removed

The funding proposal – the layout

- A funding proposal is congruent and consistent
- Layout plays an important role



The funding proposal – the title

- The **Title** is every important, but comes usually at the end of the process to cover the included content

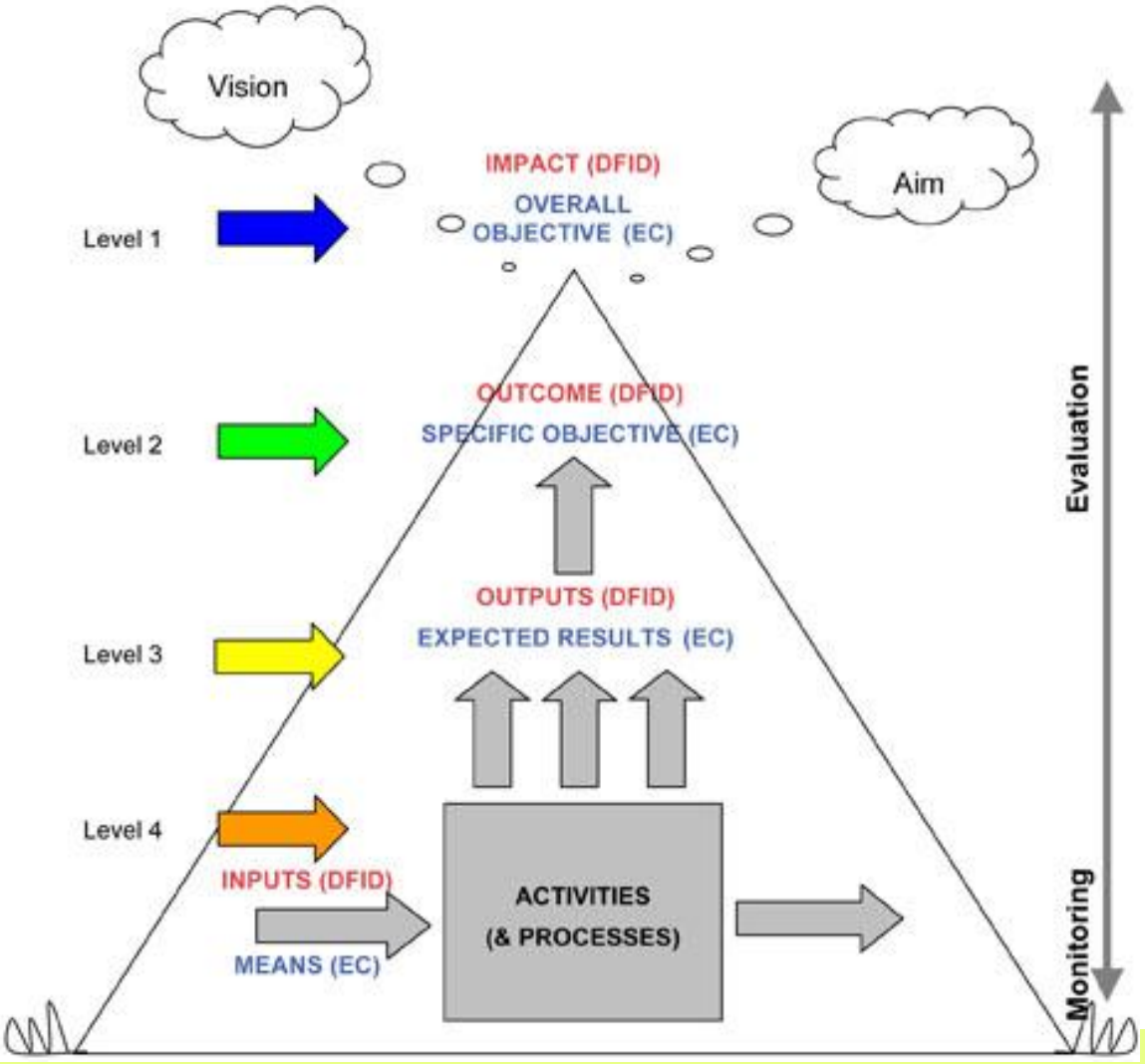
Title #1 - The Systematic Development of a Local Initiative to Create a Learning Center for Community Education

Too long, title 2 is clear also with just a few words

Title #2 - A Local Learning Center for Community Education

Work in a team

- Do not work for your own
- Work in line with the university, with your department or with your colleagues
- Let your proposal be checked by a colleague or expert – get a second opinion also at the end before submission


Vision
Aim
IMPACT (DFID)
OVERALL
OBJECTIVE (EC)
Level 1
OUTCOME (DFID)
SPECIFIC OBJECTIVE (EC)
Level 2
OUTPUTS (DFID)
EXPECTED RESULTS (EC)
Level 3
Level 4
INPUTS (DFID)
MEANS (EC)
ACTIVITIES
(& PROCESSES)
Evaluation
Monitoring

The logical framework matrix

- Invented in the 1960s
- For designing, monitoring and evaluation international development projects
- GIZ / GTZ worked a lot with this

Project Description		Objectively verifiable indicators of achievement	Sources and means of verification	Assumptions
Goal	What is the overall broader impact to which the action will contribute?	What are the key indicators related to the overall goal?	What are the sources of information for these indicators?	What are the external factors necessary to sustain objectives in the long term?
Purpose	What is the immediate development outcome at the end of the project?	Which indicators clearly show that the objective of the action has been achieved?	What are the sources of information that exist or can be collected? What are the methods required to get this information?	Which factors and conditions are necessary to achieve that objective? (external conditions)
Outputs	What are the specifically deliverable results envisaged to achieve the specific objectives?	What are the indicators to measure whether and to what extent the action achieves the expected results?	What are the sources of information for these indicators?	What external conditions must be met to obtain the expected results on schedule?
Activities	What are the key activities to be carried out and in what sequence in order to produce the expected results?	**Means:** What are the means required to implement these activities, e. g. personnel, equipment, supplies, etc.	What are the sources of information about action progress? **Costs** What are the action costs?	What pre-conditions are required before the action starts?

Table 4.3 Logical Framework Matrix for Sarawak River Basin Development and Management (Continued)

Objective Summary	Objective Indicator	Mean of Verification	Assumption
Development Objective (continued)			
Immediate Objective (continued) 2. 3. Water pollution is controlled 4. Establishment of an institutional body at Sarawak River Basin level, and improvement of water utilization with respect to all stakeholders	3. See 1.2 4. 4.1 New Ordinance by Sarawak Government 4.2 No increment or decreasing Water Demand/person/day	3 See 1.2 4.1 The Laws of Sarawak 4.2 KWB report	**Immediate to Development Objectives (continued)** 3 Effective Law Enforcement 3. Integrated Water Resources Management is applied
Outputs (continued) 3. Improvement of River Water Quality 3.1 Additional of Sewage and Wastewater Treatment Plants, and 3.2 Abandon gold mining is restored 4.1 Provision of required draft policy and regulations, and 4.2 Sarawak River Basin Integrated Plan 4.3 Increase public awareness for efficient water utilization.	3. Raw water quality fulfil the INWQS Class IIA/ Class IIB for arsenic and mercury 4. Number of coordination meeting held by State Water Resources Council (SRWC) to promote IWRM	2. 3. Water Quality Monitoring Report for Kuching and Bau area. 4. Annual Report from SRWC and other state institutions	Outputs to Immediate Objectives (continued). **3. Relocation of mixed industries downstream of the Kuching Barrage is taken place** **4.** 4.1 Policy and regulation approved b Parliament, and 4.2 All stakeholders concern and participate in IWRM
Activities 3. Clean River Water Project: 3.1 Sewage and Wastewater Treatment Planning and Implementation 3.2 Restoration of abandon gold mining at Town of Bau 4. Initiate Capacity Building Programme: 4.1 Provision of enabling environment 4.2 Increasing institutional capacity by preparing IWRM for Sarawak River Basin 4.3 Human resources and community development	**Inputs** 1. 2. 3. Budget required 4. Budget required 5. Other pre-condition requirement for 1, 2, 3, and 4	3. The study of Arsenic and Mercury Pollution of Tasik Biru and the Catchment of Bau and Siniawan Water Intake (Ref. 3) 4. Managing Conflicting on River Water Resources: Sarawak River Board Perspective (Ref. 4) 5. Etc. (See References)	**Activities to Outputs** 3. Proper operation of Kuching Barrage towards ensuring uninterrupted supply of fresh water. 4. All stakeholder participate in the programme

Parts of a BMBF proposal (example)

- Cover page
- Project topic (budget, duration, contact)
- Current situation
- Ecological and economical relevance
- Objectives
- Project goals related to status of science
- Approach and solutions
- Research & development tasks related to own former studies
- National & international cooperation's
- Distribution of tasks (incl. core competences, infrastructure, staff etc)
- Sustainability potential
- Ecological & socio-economical measures (qualitative and quantitative)
- Budget estimation
- Own budget, work & time plan, staff
- Utilization of results
- Prospects, application potentials & implementation concepts after project

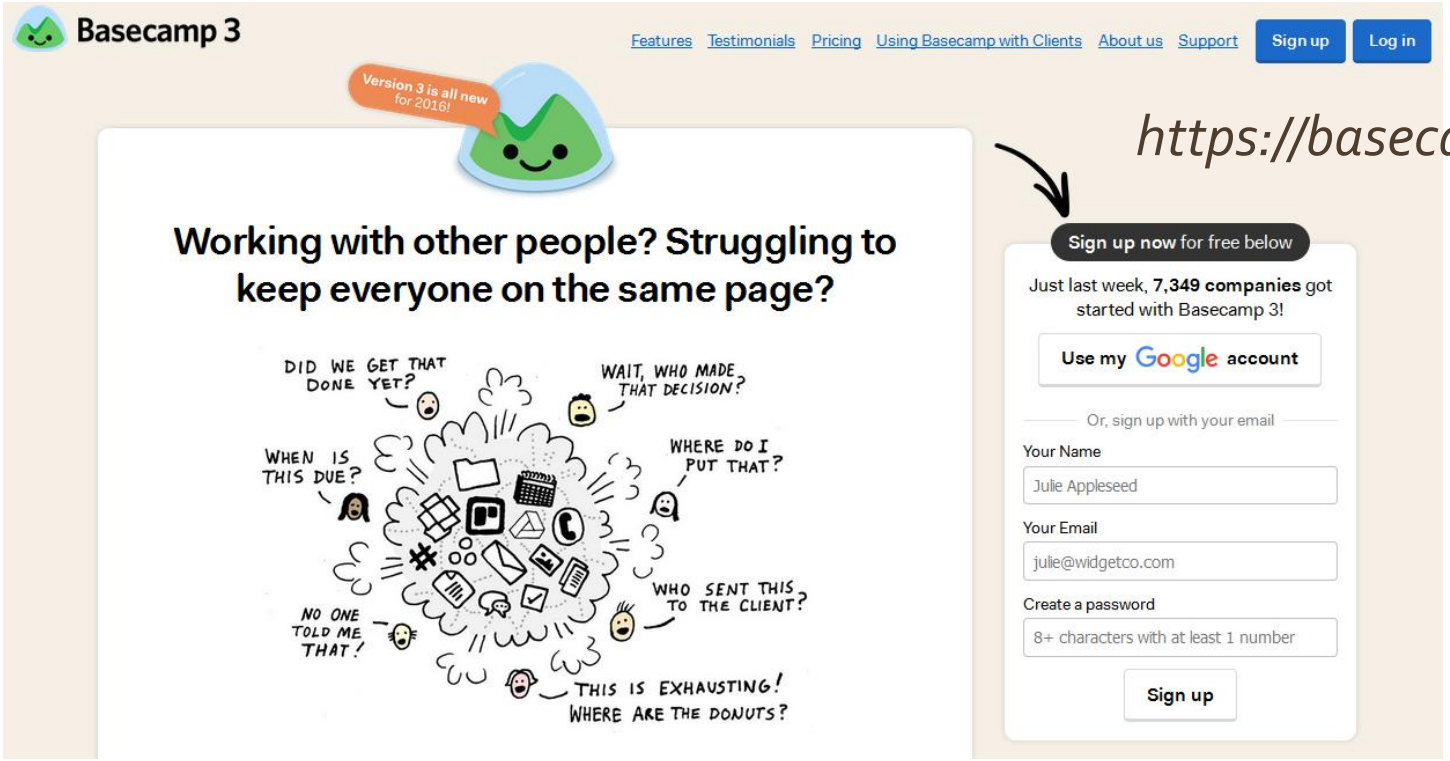
Parts of a BMBF proposal (part II)

- Copyright
- Requirements in the partner country
- Expected goals in the partner country
- Existing contacts and cooperations
- Involvement of relevant stakeholders
- Market and competition analysis
- Evaluation of existing program from other programs and organizations
- Signed memorandum of understanding

Evaluation Criteria

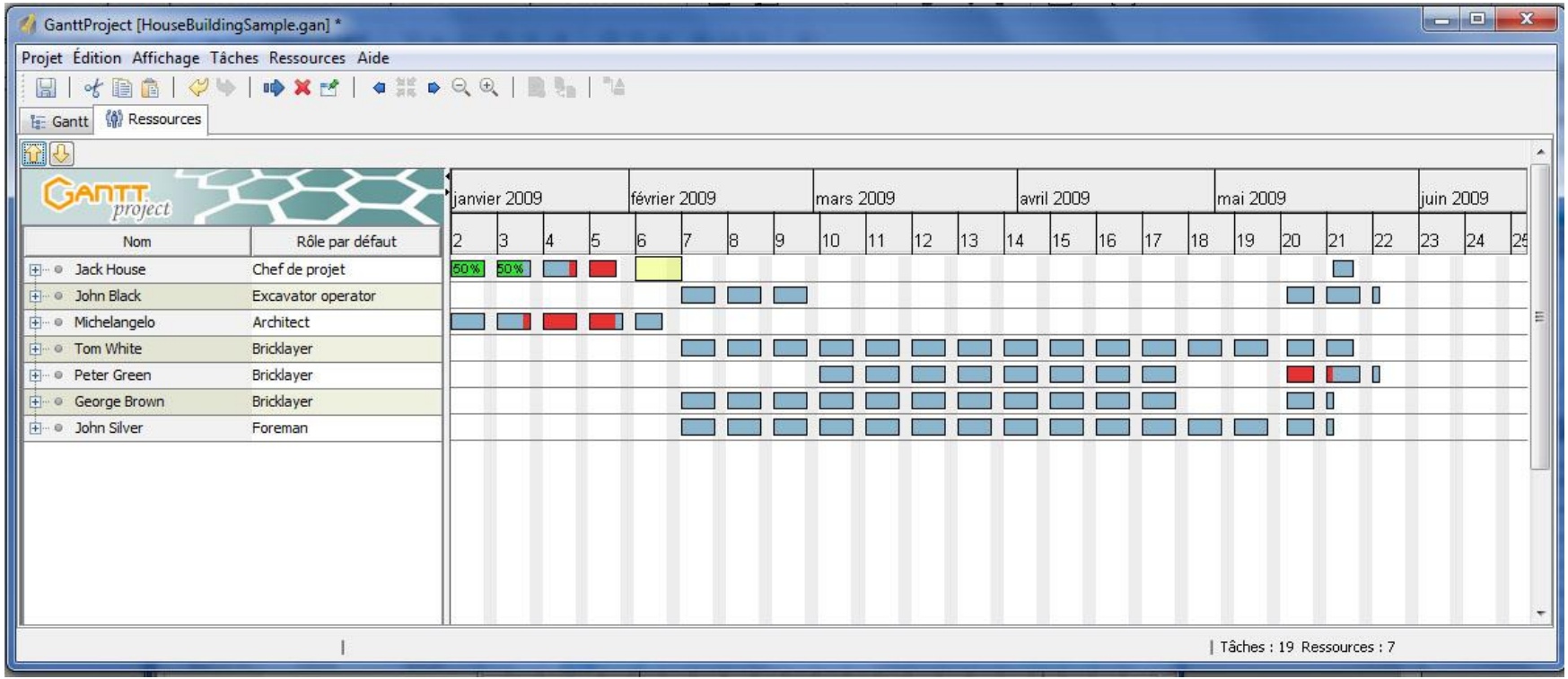
1) Utilized technologies or services, novelty of approaches and solutions, risks	2) Environmental relief (qualitative & quantitative) such as energy and resource efficiency and socio-economic measures (cost saving, creation of new jobs)
3) Level of innovation	4) Contribution to Sustainable Development
5) Collaboration between economy and science	6) Chances of implementation and success
7) Interdisciplinarity, takeover of innovations from science, network coordination, SME implementations	8) Concept for utilization of results, chance-risk weighing for a long-term implementation, applicability and results transfer
9) Analysis of the partner country	10) Analysis of the relevant market

Useful links and tools



https://basecamp.com/

Useful links and tools



http://www.ganttproject.biz/

Thank you for your attention!