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# “Brussels meets Zagreb”

**2 Training Modules in 5 Days**

**EU Funding & EU Affairs Training**

**2011 Seminar Dates:**

**Module 1**

**Module 2**

**“How to be successful  
with EU Funding”**

**“Working with  
the EU”**

**February, 24-25, Zagreb**

**March 30-April 1, Brussels**

**Supported by:**



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# **“Brussels meets Zagreb”**

**EU Funding & EU Affairs Training** - a 2 module cycle on EU funding & EU Affairs

## **Module 1**

### **“How to be successful with EU Funding”**

**February 24-25, 2011**

Module 1 will take place in the  
Faculty of Economics and Business of the University of Zagreb premises

# “Brussels meets Zagreb”

## EU Funding & EU Affairs Training

### Module 1 “How to be successful with EU Funding”

February 24 – 25, 2011, Zagreb

## Organizers:

**European Training Institute (ETI)** - Brussels' leading training centre in EU Public Affairs & Lobbying. ETI is the only training centre in Brussels offering a full range of programmes and seminars dedicated to European Public Affairs. ETI programmes and seminars are fully interactive, they examine all aspects of Public Affairs management, the working of the European Institutions and the best ways of influencing their policies.



**Stephane Vanderveken**, Managing Director



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**Faculty of Economics and Business, University of Zagreb** - The Faculty of Economics and Business was founded in 1920; hence, it represents the oldest institution of higher education in this part of Europe as a part of the University of Zagreb. Today, the Faculty of Economics and Business Zagreb is the leading and the largest institution of higher education for entrepreneurial education in the SE European region.

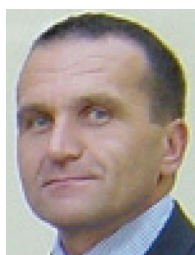


**Nevenka Čavlek, PhD.**, Vice Dean for International Relations



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**CBBS - Management Consulting & Business Building Co. Ltd** seated in Zagreb is management consulting and lobbying company, with international experience and excellent networking in Central & Eastern Europe. The main focus of CBBS activities are international partnerships, EU Affairs /Funding and new business developments in Croatia and SE Europe.



**Berislav Čižmek**, CEO



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# “Brussels meets Zagreb”

## ZAGREB – Module 1, February 24-25, 2011

### “How to be successful with EU Funding”

ETI speakers (**Mr. Jan Droege**, Partner, Schumann Associates,  
**Ms. Oana Pennu**, Senior Manager, Schumann Associates)

#### Day 1, February 24, 2011

**9.00 – 9.30** Course opening ceremony

**9.30 – 10.45** Start of the training. Course objectives. EU money for Croatia & SE Europe: Structural and Cohesion Funds and External Aid Programs

**10.45 – 11.30** Business in the neighborhood. EU External Aid.

**11.30 – 11.45** Coffee Break

**11.45 – 13.00** Overview of Regional Operational Program in Croatia. Funding opportunities for regional stakeholders. In depth understanding of the Regional Operational Program

**13.00 – 14.15** Lunch

**14.15 – 15.30** Croatian & regional success stories – experience & best practice in EU programmes and funding. Part I

**Mr. Darko Stilinović** – Head of the Department, Ministry of Regional Development, Forestry and Water Management - **“IPA Cross border cooperation programmes”**

**Mr. Morvai Balázs** - Project Manager, Európa Universitas Kft., Hungary - **“Development of environmental companies in Hungary using different EU funds”**

**15.30 – 15.45** Coffee Break

**15.45 – 17.30** Speaking EU Project Management language: Basic rules, definitions and terminology of EU projects: Call for proposals and its concept note, call for tenders and its procurement process, selection procedure and criteria. Role of Managing/Implementing Authorities. Liaison and communication with Managing and Implementing Authorities.

**17.30** Wrap-up Day 1.

## Day 2, February 25, 2011

**09.00 – 09.15** Q & A on Day 1. Feedback from participants: comments and suggestions

**09.15 – 10.30** Positioning for success – the role of applicant guidelines: partner finding, consortium building, partnership agreements, methodology etc. – Critical success factors

**10.30 – 10.45** Coffee Break

**10.45 – 12.00** Successful implementation of the project: financial management and invoicing.

**12.00 – 13.00** Lunch & Networking

**13.00 – 14.30** Croatian & regional success stories – experience & best practice in EU programmes and funding. Part II

**Ms. Andrea Vugrinović**, consultant, ex director of AZRA - Varaždin County Regional Development Agency, Varaždin - **“Challenges in the preparation and implementation of EU projects – success stories”**

**Mr. Zdravko Špirić, PhD**, EU evaluator of FP5, FP6 and FP7, Scientific director at Oikon Ltd. - Institute for Applied Ecology, Zagreb - **“Framework programmes - FP6 & FP7”**

**Ms. Marina Dabić, PhD**, Full Professor at the Department of International Economics at the Faculty of Economics and Business of the University of Zagreb - **“Presentation of EU project - Tempus: Modernising higher education”**

**14.30 – 16.30** Practical exercise By Group. Elaborate a convincing proposal and a sound concept to apply for funding. Presentation of the project proposals drafted by the participants.

**16.30 – 17.00** Wrap-up training course and Evaluation.

**17.00** End of the Module 1

# Speakers

## Module 1

### “How to be successful with EU Funding”

February 24-25, 2011

#### ETI speakers:

**Mr. Jan Droege, Partner**, Schumann Associates, email:[jan@schumanassociates.com](mailto:jan@schumanassociates.com)

**Ms. Oana Pennu, Senior Manager**, Schumann Associates, email:[oana@schumanassociates.com](mailto:oana@schumanassociates.com)

#### Croatian & regional speakers:

##### Day 1

**Mr. Darko Stilinović** – Head of the Department, Ministry of Regional Development Forestry and Water Management of the Republic of Croatia, Zagreb, email:[darko.stilinic@mrrsvg.hr](mailto:darko.stilinic@mrrsvg.hr)

**Mr. Morvai Balázs - Project Manager**, Európa Universitas Kft., Hungary, email:[hunioprojekt@europauniversitas.hu](mailto:hunioprojekt@europauniversitas.hu)

##### Day 2

**Ms. Andrea Vugrinović**, consultant, ex director of AZRA - Varaždin County Regional Development Agency, Varaždin, email:[andrea.vugrinovic@gmail.com](mailto:andrea.vugrinovic@gmail.com)

**Mr. Zdravko Špirić, PhD**, EU evaluator of FP5, FP6 and FP7, Scientific director at Oikon Ltd. - Institute for Applied Ecology, Zagreb - “Framework programmes - FP6 & FP7”, email:[zspiric@oikon.hr](mailto:zspiric@oikon.hr)

**Ms. Marina Dabić, PhD**, Full Professor at the Department of International Economics at the Faculty of Economics and Business of the University of Zagreb, email:[mdabic@efzg.hr](mailto:mdabic@efzg.hr)