

“H2020 Teaming Call – Project Writing Camp”

Instructions for Pitch Preparation

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How to prepare successful pitch?

- An Honest pitch
- Highlight the benefits
- Short and decisive
- Do your Homework
- Show numbers behind your numbers
- Pitch should say something about you
- Eyeing Success

Without data
you're just
another person
with an opinion.

W. Edwards Deming

**"If you torture the data long
enough, it will confess."**

Ronald Coase

*Professor Emeritus of Economics
University of Chicago Law School*

Slide 1

Who are we?

- Our research team
- Our background
- Our current legal status et.

Our research team consists of 120 researchers, from which 95 are PhD and 25 MSc in different fields.

The researchers comes from all over the world and are average 35 years, etc.

The Centre was established within Technical University of Wien in 2004..

Slide 2

What we do?

- Research fields
- Groups
- Interests
- Other (non-research) activities

Our research is mainly focused on knowledge discovery, big data, nanotechnology, etc

The Centre is also very interested in collaboration with industry and main stakeholders of the sector.

Slide 3

What we have achieved so far?

- Projects
- Publications
- Infrastructure
- Other achievement

Here you can list all projects, publications, infrastructure and achievement that can be considered as relevant and can further present your organizations and its potential.

Slide 4

Vision and mission for the new or upgraded Centre of Excellence

What are you trying to do and in what direction you want to orient growth and development of your organization?

e.g.

Mission

Through a unique blend of curricular, experiential, and research programs delivered within a student-centric culture, Rochester Institute of Technology prepares its students for successful careers in a global society.

Vision

RIT will be a great world university whose academic portfolio, research agenda, and educational model align with the shifting needs of a complex planet.

Slide 5

How we want to do it?

- Type of activities included in our project

Explain all the activities that you want to include in your project e.g. reorganization of research fields, gap analysis, development of new business plan etc.

Slide 6

With whom we want to work?

- Partnership
- Complementarities
- Plan for long-term collaboration

We want to work with this partner because of their world class expertise in the following fields which will give us opportunity to upgrade our human resources by allowing our researchers to gain experience and know-how...

Slide 7

How we will fund it?

- Plan for long-term sustainability
- Sources of funding
- Diversification of revenue streams
- External stakeholders

We have planned to diversify of sources of funding through intensification of our collaboration with industry, we have planned to increase the number and value of our commercial contracts with the stakeholders from the sector by 30% until end of year 2022.

Last tips 1/2

- Do not forget you have only 6 minutes
- Simply, short, easy!
- Use meaningful and related images
- Be smiley.
- Tell them a Story



Last tips 2/2

- ‘ Pitch me like I’m your best friend’
- Directly give them what they look for
- Keep them awake and engaged
- Present in as much as interactive
- Focus on what they are looking for

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Teşekkür ederim!

Thank you!

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