



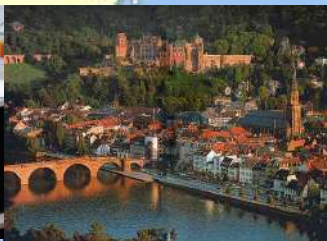
# Real Skills for Scientists



Δρ. Ζωή Κούρνια  
zcournia@bioacademy.gr

11 Νοεμβρίου 2021

<https://bit.ly/308XkJc>



**2001-2006**

**Διδακτορικό στη Χημεία**

**Πανεπιστήμιο Χαϊδελβέργης, Γερμανία**



**1996-2001**

**Χημεία, ΕΚΠΑ**



**Ph.D in Chemistry (2006)  
U Heidelberg**



**2006-2009  
Μεταδιδακτορική  
Ερευνήτρια  
Τμήμα Χημείας  
Πανεπιστήμιο Yale  
ΗΠΑ**



**IIBΕΑΑ  
2009-σήμερα  
Ερευνήτρια**



ingred.io

**Founder, Ingredio  
2017**



<https://bit.ly/308XkJc>



# Current Responsibilities



## Faculty at Biomedical Research Foundation, Academy of Athens

### ○ Research activities

- Understanding the function of oncogenes through biomolecular simulation
- Allosteric computer-aided drug design working with academia & industry

## Faculty at the University of Athens, Department of Informatics

### ○ Teaching

### Founder, Ingredio

## American Chemical Society

- Associate Editor, Journal of Chemical Information and Modeling
- Editorial Advisory Board, ACS Medicinal Chemistry Letters
- Editorial Advisory Board, Journal of Chemical Theory and Computation



## European Commission

- Member of the Infrastructure Advisory Group for the EuroHPC Joint Undertaking
- EC Expert Panels



European Commission

Chair, European Chemical Society Conference in Computational Chemistry 2021

Co-chair, Gordon Research Conference in Computational Chemistry 2022



Gordon Research  
Conferences  
Frontiers of Science



# Πρώτα θέστε το στόχο και μετά την υλοποίηση

## Postdoc Advancement: Marketing Your Value

By Alaina G. Levine  
August 22, 2013

The postdoctoral appointment is not only a time of exploration and hard work, but also a time to learn and hone critical skills that will enable you to move into a position of independent research. Skills such as leadership and management, teambuilding, communication, fundraising, and even marketing are required to advance, and one must be adept in all of

these areas to succeed in this highly competitive economic landscape. There are multiple opportunities for postdocs to not only gain these necessary abilities, but also demonstrate them to current and future employers. The key is keeping a watchful eye out for chances to learn and sharpen your talents and to articulate your value to decision-makers. By **Alaina G. Levine**

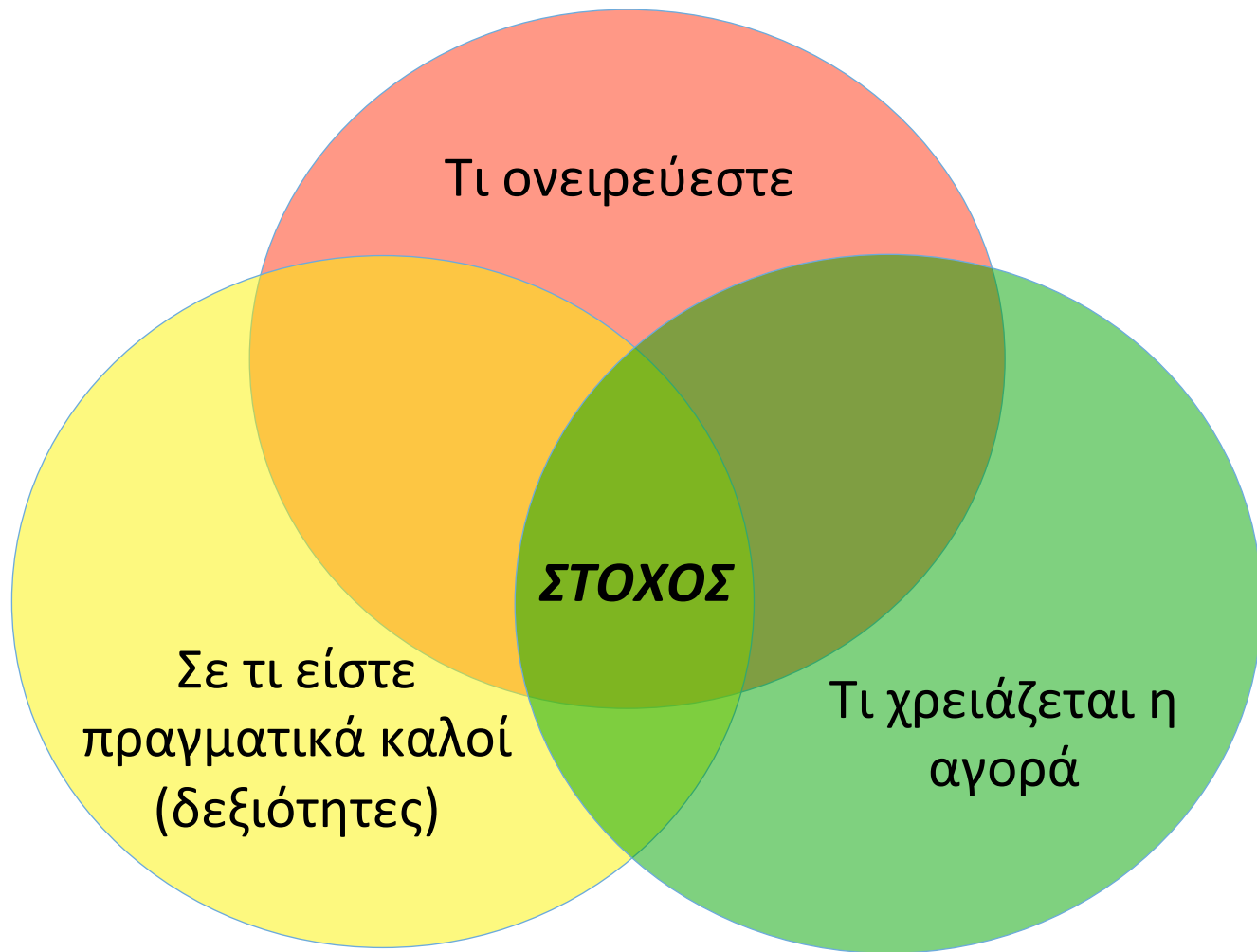
**Zoe Cournia** is a Greek chemist who received advanced training abroad and desired to return to her home nation for permanent employment as a researcher. After graduating with her Bachelor's degree in chemistry from the University of Athens, she pursued her Ph.D. at Heidelberg University, Germany and postdoctoral training at Yale University in New Haven, Connecticut. To stay connected to her country's academic community while away, she corresponded with her undergraduate mentors and asked for introductions to other scientists. Whenever she came home on holiday, she volunteered to give research talks at her alma mater and elsewhere. Pretty soon, she was receiving invitations from universities across the nation to give seminars. "I may have left the country physically, but I never left the Greek academic system," she says. After five years of notable research which included publishing, presenting, and mentoring combined with connecting with colleagues and lecturing activities in Greece, Cournia landed a job as an investigator (lecturer) in pharmacology and pharmacotechnology at the Biomedical Research Foundation Academy of Athens, Greece.

**Science Careers** from the journal *Science*

*"You need to be focused on the science, but you also have to have a career perspective in mind. You need to know where you want to go."*—**Zoe Cournia**

- Το πιο σημαντικό βήμα για την **επιτυχία** είναι να θέσετε ένα στόχο τον οποίο ονειρεύεστε.
- Δημιουργήστε ένα **ρεαλιστικό πλάνο για τα επόμενα 5 και 10 χρόνια** βασισμένοι στα προσωπικά σας
  - Όνειρα
  - Δεξιότητες
  - Ταλέντα
  - Αγορά

[http://sciencecareers.sciencemag.org/career\\_magazine/previous\\_issues/articles/2013\\_08\\_22/science.opms.r1300135](http://sciencecareers.sciencemag.org/career_magazine/previous_issues/articles/2013_08_22/science.opms.r1300135)



# Θετικές επιστήμες: Η Αριστεία είναι το κυριότερο κριτήριο

## Basis to a successful pathway is:

- **Excellent technical skills, publication record & funding**
  - Strong background in physical chemistry
  - >50 peer-reviewed publications
  - Over 1.5M € in independent funding
- **Hard work**
- **Read relevant scientific papers** in your area from top journals
- Follow the **literature** for your project (and related projects)
- Identify the **objectives of your project** early on and keep designing it as you move on
- **Attend and present** at major science meetings in your area (ACS National Meetings, European Chemical Society, Gordon Research Conferences) and more specialized workshops
- **Attend seminars** at your Institute and outside



# ...Υπάρχουν όμως και άλλες δεξιότητες

## ....But **SOFT SKILLS** are required

- Practice **writing** skills
- Strong oral **presentation** skills
- **Networking** skills
- **Marketing** of your work, **social networks**
- Ability to work in diverse **Teams**
- **Enthusiasm**
- **Flexibility**
- Have a **high tolerance** for failure and criticism
- Know when you should stop trying

“Everyone is talented, but having something to say, and the WAY to say it so that people listen to it, that’s a whole other bag”





# Μερικές κατευθύνσεις ακόμα..

- **Present your work** at internal group meetings & international conferences
- **Volunteer to organize** a symposium at your home institute or a conference
- **Volunteer to serve** as an officer of an internal/local/national meeting
- Always **contribute to the discussion** (start from group meetings...)
- Make sure you have a **LinkedIn page or webpage**
- Listen to constructive criticism but **ignore destructive criticism**
- Have a **healthy life outside of the lab** is also crucial

# Μερικές κατευθύνσεις ακόμα..

- ❖ Αναζητήστε μέντορες που μπορούν να σας συμβουλεύσουν
- ❖ Να ρωτάτε πολλές ερωτήσεις και feedback
- ❖ Μην φοβάστε να κάνετε λάθη
- ❖ Να είστε πάντα αξιόπιστοι και συνεπείς
- ❖ Αν κάτι δε δουλεύει, προχωρήστε με εναλλακτικές λύσεις
- ❖ Δουλέψτε ομαδικά – Ακούστε την ομάδα σας και τους συνεργάτες σας
- ❖ Εμπιστευθείτε το ένστικτό σας



# Some things money can't buy...

- Σκληρή δουλειά
- Καλά καθορισμένος στόχος – να ξέρετε τι θέλετε να πετύχετε
- Χτίζουμε το βιογραφικό μας με μικρά βήματα
- Να είστε ενθουσιασμένοι και να το δείχνετε
- Πάρτε Ρίσκο!
- Εξασκήστε soft skills (marketing, networking...)
- Εξασκήστε το γραπτό λόγο (blogs, review articles...)
- Αναπτύξτε ηγετικές ικανότητες
- Υψηλή ανοχή στην αποτυχία και στην εποικοδομητική κριτική



# Πώς θα γράψω μία πρόταση χρηματοδότησης;

- Identifying the call
- Having a great idea that will solve a real-life problem
- Innovative but realistic – need to be at least TRL7
- Finding the right partners

1. Follow the directions of the call
2. Start early
3. Contact the program officer
4. Engage in clear and persuasive writing
5. Think like a reviewer

# Πώς θα γράψω μία πρόταση χρηματοδότησης;

**Apply Project Management procedures during the preparation of the project**

**Assign clear roles and duties between partners**, by focusing of related explicit know-how and expertise, per partner.

**Fulfilling the corresponding requirements of the Call**, with detailed, exact *-but also simple and easy-to understand-* argumentation.

**Relevance to the specific objectives of the Call**

**Coverage of all necessary requirements** by providing dedicated text for this purpose, especially to explain relevance to the EC Work Programme.



# Πώς θα γράψω μία πρόταση χρηματοδότησης;

**Detailed description of the current state-of-the-art as of existing technology –**  
*How will the project contribute to growth and via which specific methodology, per case?*

**Define clear and explicit objectives as well as detailed motivation.**

**Promote a reliable methodology and a detailed concept,** *by focusing on technology, market requirements, business aspects, regulation, social issues, etc.*

**→ Credibility of the proposed methodology**

**Emphasize on expected impacts with measurable KPIs**

**Demonstrate innovation potential**

# Πώς θα γράψω μία πρόταση χρηματοδότησης;

**Good exploitation policy**, by all involved actors in order to:

- assure innovation capacity
- create new market opportunities
- strengthen competitiveness and growth of companies, bring benefits for the market and the end-users

**Reliable dissemination and communication plans**, *by all involved actors and targeting a variety of potential recipients*

**Emphasis on IPRs management** (knowledge management and protection), *where relevant*

# Πώς θα γράψω μία πρόταση χρηματοδότησης;

**Exact Work Plan**, with appropriate WPs complementing one each other – *Quality and Effectiveness*

**Detailed and homogeneous analysis of each WP** *with appropriate*

- *Tasks*
- *Deliverables*
- *Milestones*

**Good timing for all expected Tasks**

**Balanced justification of all requested costs and/or resources.**

# Πώς θα γράψω μία πρόταση χρηματοδότησης;



**Suitable risk and innovation management – Contingency planning**

**Professional Project Management framework**

**Process and methodology for appropriate internal governing of the project consortium, *to assure achievements of all expected aims in due-time***

**Clear roles for the involved partners/actors** (a leader should be assigned to each WP)

**Assurance for continuous and dynamic management and overview of all actions**

# Πώς μπορώ να κάνω την ιδέα μου προϊόν;

## 1. Η ιδέα πρέπει να αντιμετωπίζει ένα ΑΛΥΤΟ πρόβλημα της αγοράς

- ✓ Ερευνα Αγοράς
- ✓ Μελέτη Ανταγωνισμού
- ✓ Ποιοι είναι οι πελάτες
- ✓ Ομάδα
- ✓ Διεθνής προσέγγιση/Στόχευση αγοράς
- ✓ Καταλληλος επιχειρηματικός σχεδιασμός
- ✓ Ξεκάθαρο όραμα
- ✓ Πρώτες πραγματικές δοκιμές του προϊόντος





# Πώς μπορώ να κάνω την ιδέα μου προϊόν;

- Η ιδέα από μόνη της δεν έχει μεγάλη αξία όσο η σωστή υλοποίηση

- ☐ Υπομονή και Επιμονή
- ☐ Υποστήριξη
- ☐ Ομάδα
- ☐ Ταλέντο
- ☐ Γνώση
- ☐ Πόροι



# Πώς μπορώ να κάνω την ιδέα μου προϊόν;

## 2. Πάρτε Υποστήριξη!

- ✓ Υπηρεσίες οικονομικών συμβουλών
- ✓ Λογιστική και εταιρική διαχείριση
- ✓ Γραφειακή υποδομή
- ✓ Δικτύωση
- ✓ Προβολή
- ✓ Συμβουλευτική
- ✓ Δημιουργία εταιρικής ταυτότητας και επικοινωνίας
- ✓ Ολοκληρωμένο πρόγραμμα επιχειρηματικής κατάρτισης, ειδικά προσαρμοσμένο για τις ανάγκες νεοσύστατων επιχειρήσεων.



# Θερμοκοιτίδες νεοφυών επιχειρήσεων



Θερμοκοιτίδα  
νεοφυών  
Επιχειρήσεων  
Αθήνας



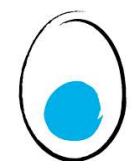
ORANGE  
GROVE  
Patras

ACCEPTING APPLICATIONS  
APPLY BY FEBRUARY 28



**INCUBATOR**

POWERED BY  **FOUND.ATION**



egg

**in\*vent**  
ICT

powered by



Digital



**FOUND.ATION**

# Θερμοκοιτίδες εξωτερικού



# 3. Χτίστε την Ομάδα σας

- Κοινό όραμα
- Δέσμευση
- Αξιοπιστία
- Δεξιότητες
- Backup – να μπορούν να σας καλύπτουν
- Να περνάτε καλά





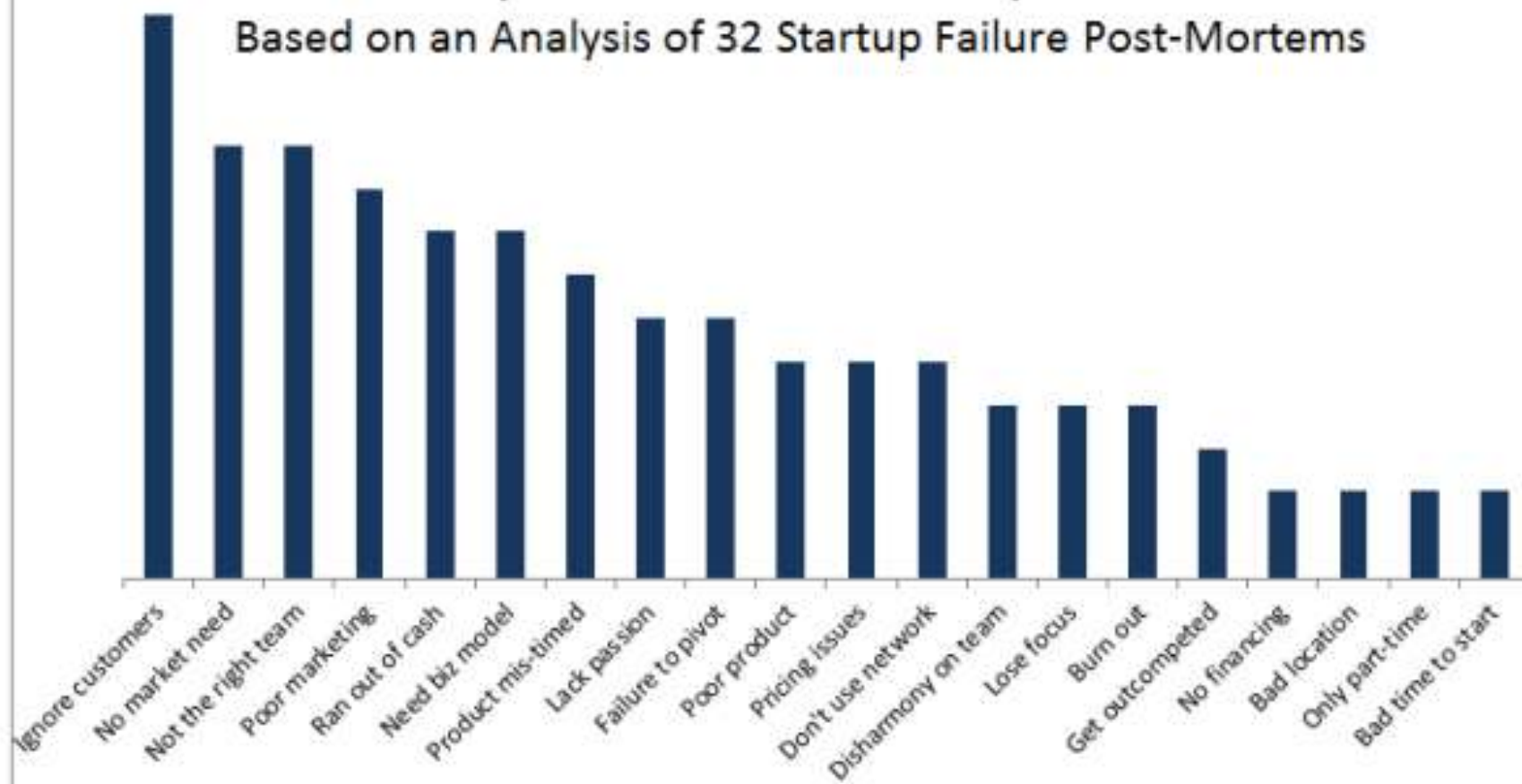
# 4. Χρηματοδότηση

- The 3Fs = Friends, Fool and Family
- Crowdfunding
- Business / Startup competitions /prizes
- European Commission funding (H2020, Horizon Europe)
- National Funds (ΕΣΠΑ)
- Private Investors (equity)



# Top 20 Reasons Startups Fail

Based on an Analysis of 32 Startup Failure Post-Mortems



# Πριν ξεκινήσετε χρειάζεστε απαντήσεις:

- ❑ Ποιο είναι το πρόβλημα που θα λύσετε με την ιδέα σας;
- ❑ Ποιο είναι το προϊόν που προσφέρει τη λύση;
- ❑ Ποια είναι η αγορά (οικονομικο μέγεθος);
- ❑ Ποιος είναι ο ανταγωνισμός και σε τι διαφέρετε;
- ❑ Πώς θα έχετε κέρδος;
- ❑ Ποια είναι τα πιθανά έσοδα, έξοδα, και κέρδη σε 5 ετη;
- ❑ Ποιο το υψος της χρηματοδότητης και ποιο το ROI?
- ❑ Έχετε παντετάρει την τεχνολογία σας?



# Ευρωπαϊκά και Εθνικά προγράμματα χρηματοδότησης



<https://www.espa.gr/el/Pages/procsimsea.aspx>

Εργαλειοθήκη Ανταγωνιστικότητας για Μικρές και Πολύ Μικρές Επιχειρήσεις

Αναμένεται

Η Δράση στοχεύει στην ενίσχυση υφιστάμενων μικρών και πολύ μικρών επιχειρήσεων, προκειμένου να αναβαθμίσουν και να βελτιώσουν την ανταγωνιστική τους θέση στην εσωτερική και εξωτερική αγορά, επενδύοντας στον εκσυγχρονισμό του παραγωγικού εξοπλισμού τους και στην πιστοποίηση των προϊόντων τους.

**Επιχειρησιακό πρόγραμμα:** ΕΠ Ανταγωνιστικότητα, Επιχειρηματικότητα και Καινοτομία

**Περιοχή εφαρμογής:** Όλη η Ελλάδα

**Περίοδος υποβολής:** 6/2/2019 έως εξαντλήσεως προϋπολογισμού

[Προσθήκη στα Προγράμματά μου](#)

[Περισσότερα ...](#)

# European Funding Opportunities for SMEs

- European Fund for Strategic Investments (Investment Plan for Europe): <http://www.eib.org/efsi/>
- Horizon 2020: <https://ec.europa.eu/programmes/horizon2020/>
- COSME: [https://ec.europa.eu/growth/smes/cosme\\_en](https://ec.europa.eu/growth/smes/cosme_en)
- EU Health Programme: [https://ec.europa.eu/health/funding/programme\\_en](https://ec.europa.eu/health/funding/programme_en)
- Consumer Programme: <http://ec.europa.eu/chafea/consumers/>
- Customs 2020:  
[https://ec.europa.eu/taxation\\_customs/business/customs-cooperation-programmes/customs-2020-programme\\_en](https://ec.europa.eu/taxation_customs/business/customs-cooperation-programmes/customs-2020-programme_en)
- European Investment Bank InnovFin: <http://www.eib.org/en/products/blending/innovfin/index.htm>

# European Funding Opportunities for SMEs

- Fiscalis: [https://ec.europa.eu/taxation\\_customs/fiscalis-programme\\_en](https://ec.europa.eu/taxation_customs/fiscalis-programme_en)
- Anti-Fraud Info System: [https://ec.europa.eu/anti-fraud/home\\_en](https://ec.europa.eu/anti-fraud/home_en)
- EURES: <https://ec.europa.eu/eures/public/homepage>
- Employment and Social Innovation Programme:  
<http://ec.europa.eu/social/main.jsp?catId=1081>
- Implementation of single market for financial services:  
[https://ec.europa.eu/growth/single-market/services\\_en](https://ec.europa.eu/growth/single-market/services_en)
- European statistical programme:  
<http://ec.europa.eu/eurostat/web/ess/about-us/statistical-programmes>

# European Funding Opportunities for SMEs

- Connecting Europe Facility (Energy – Telecom – Transport):  
<https://ec.europa.eu/inea/en/connecting-europe-facility>
- Digital Single Market support programme:  
[https://ec.europa.eu/commission/priorities/digital-single-market\\_en](https://ec.europa.eu/commission/priorities/digital-single-market_en)
- EEEF (European energy efficiency fund): <https://www.eeef.eu/home.html>
- PF4EE (Private finance for energy efficiency):  
<http://www.eib.org/products/blending/pf4ee/index.htm>
- ISA2 programme - modernising the public sector: [https://ec.europa.eu/isa2/home\\_en](https://ec.europa.eu/isa2/home_en)
- Enhancing consumers involvement in EU policy-making in the field of financial services:  
[https://ec.europa.eu/info/business-economy-euro/banking-and-finance/consumer-finance-and-payments/consumer-financial-services/increasing-consumer-involvement-financial-service-policy-making\\_en](https://ec.europa.eu/info/business-economy-euro/banking-and-finance/consumer-finance-and-payments/consumer-financial-services/increasing-consumer-involvement-financial-service-policy-making_en)

# Horizon 2020

- EIC Accelerator (SME Instrument):

<https://ec.europa.eu/easme/en/eic-accelerator>

- Future Emerging Technologies: <https://bit.ly/2rHrBe6>

- Fast track to Innovation:

<https://ec.europa.eu/easme/en/eic-fast-track-innovation-fti-0>

- Soft blending:

[https://ec.europa.eu/europeaid/policies/innovative-financial-instruments-blending\\_en](https://ec.europa.eu/europeaid/policies/innovative-financial-instruments-blending_en)



# European Institute of Innovation & Technology



Manufacturing

# European Institute of Innovation & Technology

## Innovation Communities

- What makes a successful Innovation Community?
- EIT Innovation Hubs
- Monitoring and assessment
- EIT funding model
- Contractual relations

## Innovation

- EIT Climate-KIC Model
- EIT Digital Model
- EIT Food Model
- EIT Health Model
- EIT InnoEnergy Model
- EIT Raw Materials Model

## Entrepreneurship

- Women Entrepreneurship
- EIT Community start-ups
- EIT Climate-KIC's offer
- EIT Digital's offer
- EIT InnoEnergy's offer
- EIT Health's offer
- EIT Raw Materials' offer
- EIT Food's offer

## Education

- EIT Label
- EIT Label - Call for Applications 2018
- EIT Learning Outcomes
- EIT Learning Concept
- Innovation Community programmes
- Master's Programmes
- PhD Programmes
- EIT Migrant Initiative

## Outreach

- EIT Regional Innovation Scheme (RIS)

## EIT Awards

- 2018 Awards
- 2017 Awards
- 2016 Awards
- 2015 Awards
- Winners
- INNOVEIT

<https://eit.europa.eu/activities>

# European Institute of Innovation & Technology

- Innostars
- Business Idea Competition
- Starship Program

## Στόχοι:

- ✓ 165 Startup & 160 νέα προϊόντα
- ✓ 1.000.000 φοιτητές
- ✓ Incubation 340 νέων ιδεών

## Ανοικτά προγράμματα

[Mentoring & Coaching Network](#) (σε εξέλιξη)

[Investor Network](#) (σε εξέλιξη)

[Crowdfunding](#) (σε εξέλιξη)

[Gold Track](#) αναμένεται ανακοίνωση για τον 2ο κύκλο

<https://innovation.ekt.gr/el/EITHealth>



Γιώργος Μέγας  
[megas@ekt.gr](mailto:megas@ekt.gr)

# EIT Manufacturing



| EIT Manufacturing: Για πρώτη φορά ελληνικό πανεπιστήμιο είναι βασικός εταίρος και η μεγάλη ευκαιρία της Ελλάδας!

0

BY ΓΩΓΓΟΣ ΚΟΥΡΚΟΥΤΑΣ ON 28/01/2019

MUST-READ, NEWS, VIPNEWS

Πραγματοποιήθηκε την περασμένη Παρασκευή συνέντευξη τύπου στο Χίλτον με αφορμή την έναρξη της λειτουργίας του νέου – έβδομου κατά σειρά – κέντρου καινοτομίας του EIT, EIT Manufacturing. Για πρώτη φορά ένα ελληνικό πανεπιστήμιο και συγκεκριμένα το Πανεπιστήμιο Πατρών, είναι ο βασικός εταίρος του EIT ενώ ηγείται μιας μεγάλης ευρωπαϊκής κοινοπραξίας με 50 συνεταίρους από 17 χώρες!

STARTUPPER

# Πού θα βρω πληροφορίες για χρηματοδότηση;

- Εθνικό Κέντρο Τεκμηρίωσης (ΕΚΤ)
- Δίκτυο PRAXI
- Γενική Γραμματεία Έρευνας και Τεχνολογίας (ΓΓΕΤ), ΕΣΠΑ
- RSS Feeds of News alerts of EU Research:  
<http://ec.europa.eu/research/index.cfm?pg=morepress>
- Specialized clusters in Greece: Corallia, Hbio...
- Newsletters from incubators/accelerators in Greece and in Europe
- Epixeiro.gr
- Social Media (Twitter in particular)

# Connecting Platforms

European Commission > 10 Priorities > Jobs, growth, investment > Plan >

<https://ec.europa.eu/eipp/desktop/en/index.html>

## European Investment Project Portal (EIPP)

The meeting place for project promoters and investors



Search



enterprise  
europe  
network

<https://een.ec.europa.eu>

# EASME: Executive Agency for SMEs

SME SUPPORT 

<https://ec.europa.eu/easme/en>

## **SME Instrument**

Funding and support for innovative Small and Medium-sized Enterprises (SMEs)



## **COSME**

COSME - the EU programme for the Competitiveness of Small and Medium-sized Enterprises (SMEs)



## **Your Europe Business**

Practical guide to doing business in Europe



## **Horizon 2020 SME Innovation Associate**

Matching SMEs and talented researchers!



## **Enterprise Europe Network**

Enterprise Europe Network helps small and medium-sized enterprises (SMEs) make the most of business opportunities in the EU and beyond.



## **EIC Fast Track to Innovation (FTI)**

Fast Track to Innovation (FTI) supports close-to-the-market innovation activities



## **Horizon 2020 INNOSUP**

Enhancing SME innovation capacity by providing better innovation support



## **Intellectual property**

EASME manages a number of intellectual property (IP) initiatives including IP Helpdesks for supporting SMEs





# European IPR Helpdesk

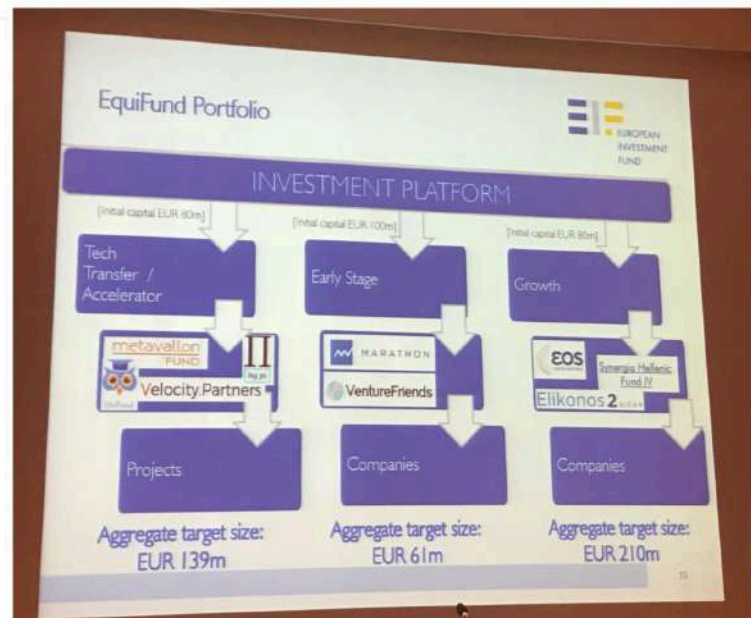
- <https://iprhelpdesk.eu>
- Training
- Library
- IP Highlights
- IP SME corner
- Ambassadors



# European Investment Fund (EquiFund) Greece

**410 εκατ. ευρώ ζητούν αποδέκτες!**

Φεβρουάριος 19, 2018 - 08:52  **Print**



**Tech Transfer/Accelerator:**

Metavallon

Velocity.Partners

Uni-Fund

Big Pi

**Early Stage:**

Marathon

Venture Friends

**Growth:**

EOS

Synergia Hellenic Fund IV

Elikonos 2 Sicar

# Προετοιμασία για το EquiFund investors pitch



Πολύ ξεκάθαρο **επιχειρηματικό μοντέλο** & έτοιμο **proof of concept**

**Quantify possible success scenarios** (Be prepared to explain your exit strategy):  
Value creation, timeline, likelihood, risks

**Benchmark your pricing** (letters of intent do help!)

Clear **focus for immediate future** & ensure that **customer proposition** is solid

Thorough **analysis of competition**

Be ready to **defend your competitive advantage**

# Beyond funding: In-kind contributions

- Participate in start-up accelerators
- Network
- Bootcamps
- Business plan development
- Intellectual property assistance
- Exhibition/travel funding
- Developing soft skills (negotiation skills, lab management, marketing)



# Funding to go abroad: IAESTE, AIESEC, AEGEE

- **IAESTE:**

- Opportunities for STEM undergraduates to gain work experience in Europe
- [iaeste@central.ntua.gr](mailto:iaeste@central.ntua.gr) ή Γραφείο του Τμήματος Ανταλλαγής Φοιτητών - Ι.Α.Ε.Σ.Τ.Ε (Πολυτεχνειούπολη Ζωγράφου, Κτίριο Διοίκησης, Όροφος 2ος, Γραφείο 201)
- <https://iaeste.org/> or <https://www.facebook.com/iaesteAthens/>

- **AIESEC:**

- Exchange program in Marketing, Business Administration, Informatics
- Global Volunteer (NGOs) / Global Talent (companies) / Global Entrepreneur (startups)
- <https://aiesec.org> or <https://www.facebook.com/AIESEC.Greece/>
- <https://www.aueb.gr/el/content/πρόγραμμα-διεθνούς-πρακτικής-άσκησης-aiesec>

- **AEGEE**

- Intercultural student exchanges in Europe, <http://www.aegee-athina.gr>

# European Research Council (ERC)

- Priority to support young researchers in the early career (**Starting Grants**), to make the transition to independence
- Can participate by presenting research projects during the annual calls
- Open to ALL thematic projects
- **ERC Executive Agency (ERCEA - see next slide)** provides Job Opportunities for Young People:
  - 1,300 Blue Book Trainees (5-month in-service training for young university graduates)
  - Interim ECREA positions
  - Spontaneous applications

<http://bit.do/Cournia>

## NEWS

ECREA General Assembly to take place in 20-24 May

15.05.2019

ECREA European Media and Communication Summer School: Last chance to register (deadline 15 March, 2019)

13.03.2019

Call for participation in new Task Forces on critical issues in contemporary academia (deadline 4 April 2019)

07.03.2019

## DATES TO REMEMBER

20  
MAY

MON, 20 - 24 MAY 2019

ECREA General Assembly

## ECREA WEEKLY DIGEST

- information on upcoming academic events
- announcements of job openings
- calls for publication
- promotion of major publications by ECREA members, such as books and journal special issues

Published weekly on Fridays.

To post information, please email the ECREA Weekly Digest Editor at [mailinglist@ecrea.eu](mailto:mailinglist@ecrea.eu).

[GUIDELINES FOR POSTING](#)

## UPCOMING EVENTS

Journalism & Communication Education  
TWG Conference

17.05.2019 | Salzburg, Austria

Children's online worlds, digital media and  
digital literacy

# Marie Skłodowska-Curie Actions

- The Marie Skłodowska-Curie activities support the training, mobility and qualifications of researchers and research infrastructures.
- They offer research positions inside and outside the EU, regardless of nationality and belonging to all stages of the researcher's career.
- If you are a researcher interested in doing research in Spain you can find offers host (expressions of interest) of Spanish authorities in the Spanish Portal of the Horizon 2020 program
- The strategy LEADERSHIP INDUSTRIAL offers opportunities for SMEs and young entrepreneurs (SME Instrument)

# EURAXESS Job Portal

Network of information services and support to researchers from the European Commission who wish to pursue their research careers in Europe and partner countries.

- [Job offers](#) in the Portal
- [EURAXESS Career Development Centres](#)
- [Training for Researchers](#)
- [Training to Enhance Researcher Skills](#)
- [Doctoral Training Principles](#)

<http://bit.do/Cournia>



# Erasmus+: 30 years in the making



# 9 MILLION



PEOPLE



**HIGHER  
EDUCATION  
STUDENTS**  
4 400 000



**YOUTH  
EXCHANGES**  
1 400 000



**VOCATIONAL  
TRAINING LEARNERS**  
1 300 000



**EDUCATION STAFF  
AND YOUTH WORKERS**  
1 800 000



**EUROPEAN  
VOLUNTEERS**  
100 000



**ERASMUS  
MUNDUS STUDENTS  
AND STAFF**  
100 000

# Erasmus+

The EU programme for  
**Education, Training, Youth and Sport in Europe**



**2014-2020**

Erasmus+

3 Key Actions  
(KA)

1. Learning mobility of  
individuals

2. Cooperation for innovation &  
exchange of good practices

3. Support for policy reform

Key Actors

National Agencies  
National Offices  
The Commission  
EACEA

Specific Actions

Jean Monnet

Sport



## DID YOU KNOW THAT...?

### Erasmus+

... More and more young people are using Erasmus+ exchanges to gain valuable work experience abroad

... Five years after graduation, the unemployment rate of young people who studied or trained abroad is 23% lower than that of their non-mobile peers

... 1 in 3 Erasmus+ trainees are offered a position by the company they trained in

... Since the start of Erasmus+ (2014), over 2 million people have participated in the programme

... 1 in 3 youth mobility participants comes from a disadvantaged background

... Erasmus+ is helping to address match-fixing and doping in sports

<http://ec.europa.eu/erasmus-plus>



# #EUSOLIDARITYCORPS



[europa.eu/solidarity-corps](https://europa.eu/solidarity-corps)



## Who?

Young people aged 18-30

## What?

Volunteering, traineeships and jobs in areas such as social work and integration, environment, culture, education and other

## How long?

Up to 12 months

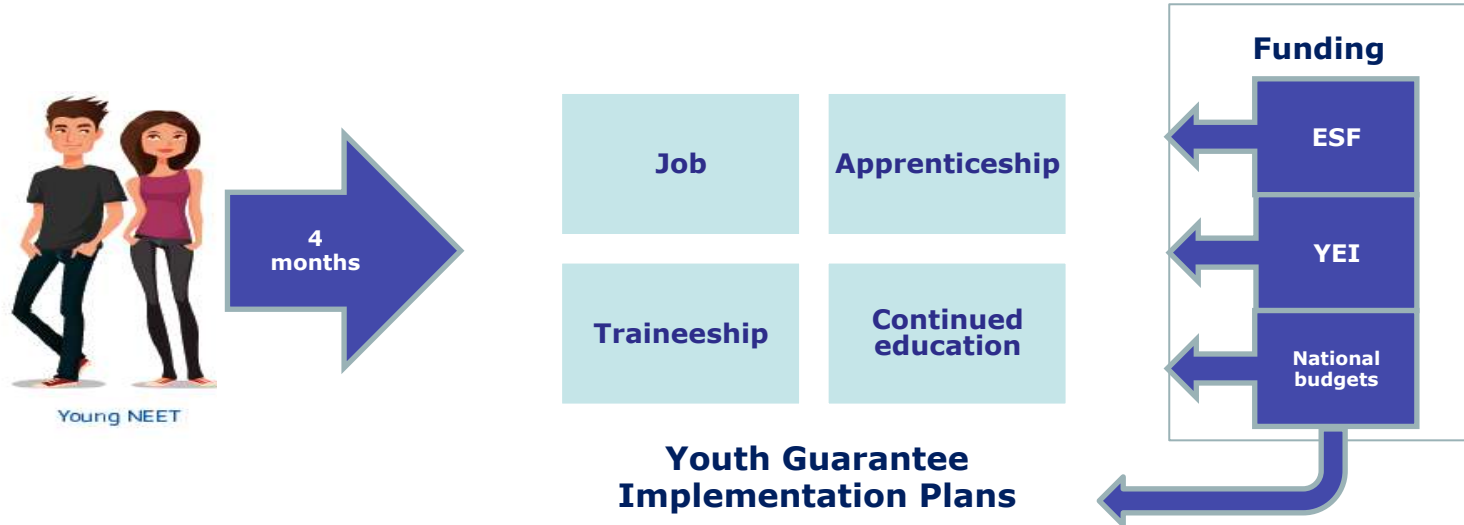
## How?

- ✓ Young people register
- ✓ Organisations search for suitable candidates
- ✓ Young people can apply for advertised opportunities

Register at: [europa.eu/solidarity-corps](https://europa.eu/solidarity-corps)

# Youth Guarantee

Member States have committed to ensure that all young people up to the age of 25 receive (within four months of becoming unemployed or leaving education) a good quality offer of:



# The Youth Employment Initiative



2014 – 2015 € 6,4 billion

2017 – 2020 € 2,4 billion

For the regions with 25% youth unemployment



## 2. Job opportunities

### Your first EURES job



Age group: 18– 35 years

[Watch the video](#)

### Drop'pin@EURES

Youth  
opportunities



[eures.europa.eu/droppin](http://eures.europa.eu/droppin)

[How does it work?](#)

## 4. Skills for the future

<https://ec.europa.eu/digital-single-market/en/digital-opportunity-traineeships-boosting-digital-skills-job>



For students and recent graduates, incl. teachers

# Erasmus for Young Entrepreneurs



## The European exchange programme for Entrepreneurs

Erasmus for Young Entrepreneurs is a cross-border exchange programme which gives new or aspiring entrepreneurs the chance to learn from experienced entrepreneurs running small businesses in other Participating Countries.

## Who can participate?

- ✓ New entrepreneurs, firmly planning to set up their own business or have already started one within the last three years
- ✓ Experienced entrepreneurs who

Join us on





**EU-funded exchange programme for entrepreneurs** from the EU member states and 11 additional countries

**1-6 months exchange** for new entrepreneur with experienced entrepreneur abroad

Opportunity to exchange **knowledge, business ideas, contacts and experiences**

<https://www.youtube.com/watch?v=ie0IS7WWlQg>



European  
Commission

# Five steps exchange programme





Country where the New Entrepreneur stays	Lump Sum per month in €
Denmark	1100
United Kingdom, Ireland	1000
Finland, Sweden	950
Austria, France, Italy, Iceland	900
Belgium, Germany, Luxembourg, Netherlands, Spain	830
Cyprus, Greece, Portugal	780
Turkey	750
Croatia, Malta, Slovenia	720
Estonia, Hungary	670
Czech Republic, Latvia, Poland, Slovakia, Armenia	610
BiZ, Bulgaria, FYROM, Lithuania, Montenegro, Romania, Serbia, Kosovo	560
Albania, Moldova, Ukraine	530
Outermost Regions of EU, OCTs and Entrepreneurs with special needs	1100



# Benefits for Host & New Entrepreneurs





# Thank you!

[www.erasmus-entrepreneurs.eu](http://www.erasmus-entrepreneurs.eu)



European  
Commission



# Thank you!

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**Twitter: zoeournia**