



Reinitialise



REINITIALISE

Preserving fundamental rights in the use of
digital technologies for e-health services

SECOND INTENSIVE TRAINING COURSE
ON TRANSVERSAL SKILLS

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Programme

Monday 7th March, 2022 Introduction to research impact Barbara Chiuconi – University of Macerata Venue: MS Teams: <u>LINK</u>	
10 am – 13 pm	<ul style="list-style-type: none">- Introduction to the Intensive Training Course- Why are we talking about impact? The context of the EU research policy.- Types of impact- Results-outcomes-impact- Exercise
14 pm – 16 pm	<ul style="list-style-type: none">- Measures to maximise impact: dissemination, exploitation, communication- Exercise- Conclusions, introduction to the REINITIALISE Knowledge Platform and training evaluation

Training objectives

The training aims to give participants an introduction to the concept of impact and innovation in the context of the EU policies on research. Contents will include: an overview of the kind of impacts generated by research, the concept of innovation, impact and outcomes; factors needed to have a societal impact of research, the skills needed by researchers in order to conduct impactful research.

The trainer

Barbara Chiuconi is head of the Grant Office at the University of Macerata. She is an experienced project manager of 7FP and Horizon 2020 projects and she also gained a remarkable expertise in EU project design. Since 2012 she has organized or held as teacher training activities for the benefit of PhD students and Post docs on transversal skills. She is contact person at University of Macerata for the European Commission for Human Resources Strategy Group for Researchers Initiatives and external expert of the EU Commission of the applications of the HR Logo (Excellence in Research initiative).



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<p align="center">Tuesday 8th March, 2022</p> <p align="center">Communications to policymakers</p> <p align="center">Andrew Manasseh: University of Turin.</p> <p align="center">Venue: ZOOM: <u>LINK</u></p> <p align="center">Meeting ID: 873 4230 8538 Passcode: 040340</p>	
10.00-11.15	Kick-off – Input on policy briefing
11.15-11.30	Coffee break
11.30-12.30	Tasks
12.30-13.30	Lunch break
13.30-14.45	Input – Presentation
14.15-15.00	Coffee break
15.00-16.00	Practice and Q&A

The aim of this training is to give the transversal skills for participants so that they are be equipped to create impactful project communications to policy makers.

Policy briefing documents

This workshop includes input on the structure for policy briefing memos and a method for writing them. The format and length of any policy paper varies but they should all include:

- The mission statement of the paper – what to expect
- The background – narrative that takes us by the hand and bridges to the policy choice
- The options – what is your research pointing to? What decisions do policy makers need to get to.
- What is your ask? What do readers need to appreciate, know or do?
- Follow up – what do you want and what's the action?

Presentation skills

Researchers need to be able to pitch their research to decision makers at meetings or conferences. We will give participants individual practice, rehearsal and feedback on their communication skills.

- Vocal techniques to add impact – intonation, pauses, speed, word stress
- Speak clearly – enunciate sounds and project the voice
- Messages that presenters want their audiences to remember
- How people remember presentations, talks, discussions
- How to respond to different types of questions and comments
- How to control nerves – relaxing, breathing, preparation, rehearsal

The trainer

Andrew Manasseh has over 25 years communications management and training experience in Asia, the Middle East, Africa and Europe. He gained expertise in managing European Commission funded programmes and the communications skills needed for the EU public sector and Institutions.



He has been based in Brussels since 2004 and manages projects that develop the communications skills politicians, diplomats, civil servants and project managers from EU institutions, EU funded projects, governments, and the corporate sector. He has trained projects partners and researchers from numerous EU funded projects and at the university of Turin.



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Monday-Tuesday 14th – 15th March, 2022 Research, innovation and entrepreneurship Lorenzo Compagnucci – University of Macerata Venue: ZOOM: LINK	
Monday 14th March, 2022	
10 am – 13 pm	<ul style="list-style-type: none"> - Introduction - Teambuilding - Research, innovation and entrepreneurship - Teamwork - Design Thinking and creativity – part 1
14 pm – 17 pm	<ul style="list-style-type: none"> - Design Thinking and creativity – part 2 - Teamwork
Tuesday 15th March, 2022	
10 am – 13 pm	<ul style="list-style-type: none"> - Business Model Canvas and teamwork - Setting up an elevator pitch
14 pm – 17 pm	<ul style="list-style-type: none"> - Teamwork - Final pitch

Training objectives

The course draws on the challenging role of researchers within the novel Third Mission of the university. Academia is increasingly expected to contribute to green growth and sustainable development, by acting also as a facilitator between industry, government, society at large and environment. The aim of the course is twofold. First it provides a selection of both theoretical concepts and tools to understand the relationship between innovation, knowledge transfer and entrepreneurship. Second, the course seeks to stimulate an “entrepreneurial approach” by focusing on soft skills, teamwork, and crossfertilization among participants with different background and expertise.

The Trainer

Lorenzo Compagnucci, Ph.D., is Postdoctoral Researcher in Applied Economics at the Department of Law of University of Macerata. His research focuses on the Third Mission of the university, entrepreneurship and innovation, blockchain, sustainability, cultural and creative industries, China. He is member of the scientific committee of the Italian Society of Economic and Industrial Policy (SIEPI) and of the c.MET05 National University Centre for Applied Economic Studies. He collaborates with the Office for the Valorisation of the Research (ILO) and Placement of University of Macerata. He is a lawyer. He has (co-)authored peer reviewed papers in international journals that he has presented at conferences in Europe, Asia, Africa and USA. He has a MSc in Economics from the University of Sussex. Contact: @ lorenzo.compagnucci@unimc.it, [Research Gate](#) - [Google Scholar](#).

