

## **Alliance COLOURS**

COLOURS - COLlaborative innOvative sUstainable Regional univerSities

*EU funded project*

**Organised by:** Josip Juraj Strossmayer University of Osijek (Croatia, [www.unios.hr/en/](http://www.unios.hr/en/)) and Universidad de Castilla-La Mancha (Spain, [www.uclm.es](http://www.uclm.es))

**September 19<sup>th</sup> 2025 (online, via Teams)**

### ***How to prepare a research proposal to apply for funding?***

*Online workshop for students from Entrepreneurship and Innovativeness (UNIOS) PhD program and Economics & Business (UCLM) PhD program*

**Objectives:** PhD students will learn how to face the challenge of preparing a proposal to get funding for their research (for example, to bid for competitive grant calls or to apply for post-doc position at the end of their PhD studies). The focus of the workshop is on the process of preparing a research proposal to apply for funding – from identifying a research problem additionally strengthened with the description of appropriate methodological approach(es) to providing information on scientific and practical relevance of the research. This process should produce a research proposal which could be of interest for funding from different stakeholders (government, business, civil society...).

**Organization:** one whole afternoon-evening (3,5 hours) will be allocated to this workshop. Students are expected to attend it all the time, as the format is interactive and includes work in teams and presentations of their outputs.

### **Participants involved:**

- **8 students from each university**, already in second or third year, would be invited to participate.
- **8 instructors:** 2 invited speakers and 6 (three from each university) instructors to accompany students' groupwork and the presentation of their proposals.

### **Time schedule / contents (3.5 hours):**

- 16:00 – 16:10** Welcome and presentation of the activity schedule (Maria and Slavica)
- 16:10 – 16.30** Introduction of participants
- 16:30 – 17.30** - Two inspiring and brief talks (**30 min each**) from two experienced researchers:

**Professor Estrella Díaz Sánchez**, Universidad de Castilla-La Mancha (UCLM), Faculty of Law and Social Sciences, Ciudad Real, Spain: *Crafting competitive project proposals*  
**Dr. Lex van Teeffelen**, HU Business School, Utrecht, the Netherlands: *Targeting EU funding possibilities*

17:30 – 17:40 Break

**17:40 – 18:40** Work in parallel teams: 4 groups of four students (from both universities) - will draft a potential proposal for a research project on a topic of their choice<sup>1</sup>. They will be accompanied by professors/instructors from the programs during this task, who will provide support in case of difficulties.

**18:40 – 19:20** Plenary reporting - to briefly present their draft projects to the audience and receive reactions/feedback (10 min per group).

**19:20 – 19:30** wrapping up and goodbye!

### **Estrella Diaz (UCLM)**

Short bio: Dr. Díaz is full professor of Marketing at the Universidad de Castilla-La Mancha, a distinguished researcher and Marie Skłodowska-Curie Senior Global Fellow (<https://blog.uclm.es/estrelladiaz/>). She has led a EU Horizon 2020 project and is currently a full academic member of the Young Academy of Spain, the Global Young Academy and the Academy of Social Sciences and Humanities. She has also received several Spanish national research grants and has completed postdoctoral research stays in different countries.

### **Lex van Teeffelen (HU Business School, Utrecht)**

Short bio: Dr. Lex van Teeffelen is Professor of Entrepreneurial Finance at the HU Business School Utrecht: <https://www.linkedin.com/in/lexvanteeffelen/>. He publishes primarily on SME Finance, SME Innovation and Support, Firm Acquisition and Succession: [https://www.researchgate.net/profile/Lex-Teeffelen?ev=hdr\\_xprf](https://www.researchgate.net/profile/Lex-Teeffelen?ev=hdr_xprf). His research department targets national and EU funding on a regular basis. The past 15 years he has been involved in a dozen of EU grant applications.

### **Organising committee:**

Prof. Slavica Singer, JJ. Strossmayer University in Osijek, Croatia

Prof. Suncica Oberman Peterka, JJ. Strossmayer University in Osijek, Croatia

Prof. Montserrat Manzaneque, Universidad de Castilla-La Mancha, Spain

Dr. María Ángeles Tobarra, Universidad de Castilla-La Mancha, Spain

Prof. María Ángeles Davia, Universidad de Castilla-La Mancha, Spain

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<sup>1</sup> Based on topics which would be of potential interest for students from both universities and attuned with the research lines we share in both PhD programs.