



## **WORKSHOPS offered by TUTECH INNOVATION GMBH**

Contact and further information

**TUTECH INNOVATION GMBH**

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## OUR INTENTION

To meet the growing demand for complementary skills training, Tutech offers a range of workshops on topics relating to technology transfer and research and innovation management. These workshops are derived from our own practical experience as research managers and technology transfer professionals. Tutech has been a pioneer in offering services to assist researchers in establishing and managing international collaborative research projects. We have considerable experience in coaching researchers from a wide variety of backgrounds, disciplines and experience as well as nurturing those doing PhDs, participating in graduate schools or in the early stages of career development. Our workshops serve the needs of industry professionals as well as experienced and early-stage researchers.

Workshops are offered on Tutech's premises and at other locations. We are committed to

### **Workshop outlines**

The following provides a short description of standard workshops in our portfolio. Example programmes are available on request, as are proposals for variations.

For further information please visit [tutech.academy](http://tutech.academy) or send your enquiry to [academy@tutech.de](mailto:academy@tutech.de).

providing not only training, but also a useful networking opportunity. Our aim is that each workshop should attract participants from a variety of disciplines and cultural backgrounds.

Below is an overview on workshops offered on a regular basis. Dates and venues are published on our web page [tutech.academy/](http://tutech.academy/). We also give in-house seminars at the request of clients.

If you are interested in hosting one of our seminars please ask for a detailed offer. We are also happy to provide tailor-made workshops subject to time available. Charges for the preparation of these are subject to negotiation.

# TUTECH ACADEMY

## Workshop announcement

### 2019

#### **How to develop a strategic plan for funding your research**

Tuesday, 12 February 2019

09:00–16:30

Fee : € 500,00 plus VAT

Web : <https://tutech.de/en/termine-veranstaltungen/how-to-develop-a-strategic-plan-for-funding-your-research/>

#### **Addressing Impact in Research Proposals**

Tuesday, 19 March 2019

09:00–16:30

Fee : € 500,00 plus VAT

Web : <https://tutech.de/en/termine-veranstaltungen/addressing-impact-research-proposals/>

#### **ReMaT Research management training for early-career researchers**

Monday 01 & Tuesday 02 April 2019

09:00–16:30

Fee : € 500,00 plus VAT

Web [https://tutech.de/en/termine-veranstaltungen/remat-research-management-training-for-early-stage-researchers-04\\_2019/](https://tutech.de/en/termine-veranstaltungen/remat-research-management-training-for-early-stage-researchers-04_2019/)

#### **Business Contracts in English**

Thursday 23 & Friday 24 May 2019

09:30–17:00

Fee : € 1200,00 plus VAT

Web <https://tutech.de/en/termine-veranstaltungen/business-contracts-in-english/>

**For registration and terms & conditions see [tutech.academy](https://tutech.academy)**

## HOW TO DEVELOP A STRATEGIC PLAN FOR FUNDING YOUR RESEARCH

Tuesday 12 February 2019 09:00–16:30

The continuity of research funding often makes or breaks a research career at the postdoctoral stage. As institutional core funding diminishes and external funding becomes more and more competitive, how do you build your resources systematically and mitigate the risk of gaps in funding?

This workshop explores the concept of strategy in the research context in order to identify, select and exploit funding opportunities more effectively. Having a clear idea of your research direction facilitates aligning even small projects to larger goals, making individual proposals more compelling. It will also help to avoid the trap of letting funding dictate your research focus which leads to a fragmented track record.

Taking account of the individual research setting

the goal of the workshop is to create a strategic plan for funding your future research. Participants will learn how to apply key elements of strategy to develop their research agenda, identify a portfolio of funding opportunities to be pursued in the coming years and manage the grant life cycle systematically to build the resources and capabilities necessary to deliver long-term sustainable research.

*Target group* This two-day workshop is designed for postdoctoral researchers with one to four years of research experience after the PhD degree. It is limited to 12 participants.

*Duration* 2 days

*Language* English

*Trainer* Thomas Koch

## Addressing Impact in RESEARCH PROPOSALS

Tuesday 19 March 09:00 –16:30

The expected impact of a proposed research project becomes more and more essential in many grant applications. In order to be successful with their proposal applicants need to analyze and describe the impact of their work convincingly. This workshop aims to give an understanding of the concept of impact and measures to use in order to maximize it. Workshop participants are encouraged to bring their own research project ideas for discussion during the workshop.

*Target group* The workshop is designed for researchers intending to apply for public funding, but may also be useful for funding advisors who need to know about the practical side to proposal preparation.

*Duration* 1 day

*Language* English

*Trainer* Monica Schofield

## ReMaT : *Research management training for early-career researchers*

Monday 01 & Tuesday 02 April 2019 09:00–16:30

Responding to the ever increasing demand for complementary skills training for those starting their research career, ReMaT is an intensive two-days workshop comprising of five modules which introduces students to research management topics and skills now considered essential for a career in research, or to make the transition from research into other functions. The modules cover: contexts of modern research and career perspectives; project management; intellectual property rights; grant acquisition, and exploitation and commercialisation of research. Implicit in the workshop is skills development in social interaction and networking.

This workshop was developed with EU funding

in collaboration with Helmholtz Association Brussels Office and Oxford University on the basis of assessment of requirements assessed by European focus groups. It involves several highly experienced trainers.

*Target group* Early-stage researchers, e.g. PhD candidates or post docs.

*Duration* 2 days

*Language* English

*Trainer* Monica Schofield & Dr. Margarete Remmert-Rieper

## BUSINESS CONTRACTS IN ENGLISH

Thursday 23 & Friday 24 May 2019 09:30–17:00

This seminar is intended to provide a better understanding of the basics of modern application of so called „Boilerplate Clauses“. It is based on numerous „Case Studies“, from business life, which provide the highest degree of „hands-on“ experience in linguistic usage. It starts with an analysis of the basic steps in the contract design and discusses the different types of boilerplates applied. Participants will receive „sample boilerplates“ during the seminar.

*Target group* Those who are involved in international contracts in their company or institution

*Duration* 2 days

*Language* English, German explanations are given if necessary

*Trainer* Stuart Bugg



### **TUTECH INNOVATION GMBH**

Tutech Innovation GmbH is a company owned jointly by Hamburg University of Technology (TUHH) and the Free and Hanseatic City of Hamburg whose mission is to promote effective transfer and exploitation of scientific and technical knowledge.