

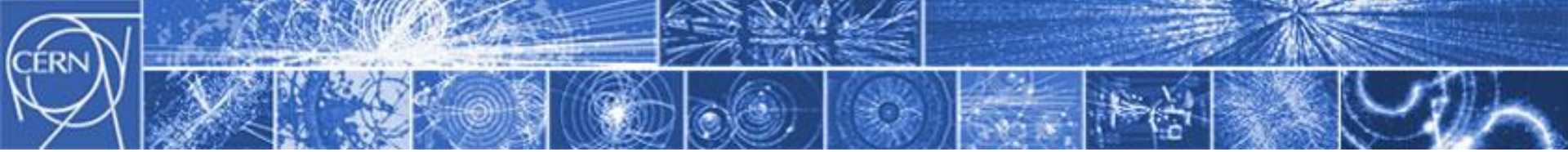
# CERN

European Organization for Nuclear Research  
Organisation Européenne pour la Recherche Nucléaire

## Fast *know-how* workshop on initiating EU proposals

**Module 4:**  
**Practical Exercise**  
Pablo Garcia Tello (EU Office)



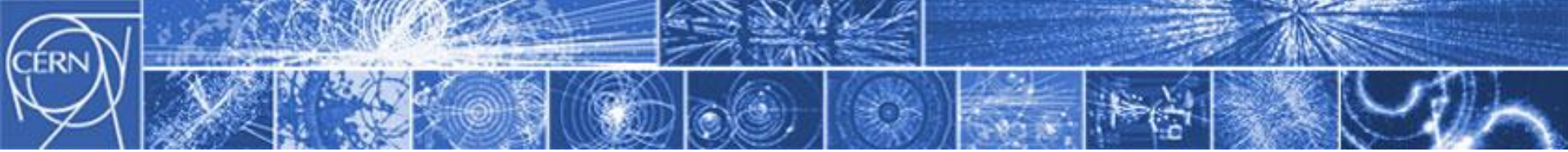


# Exercise

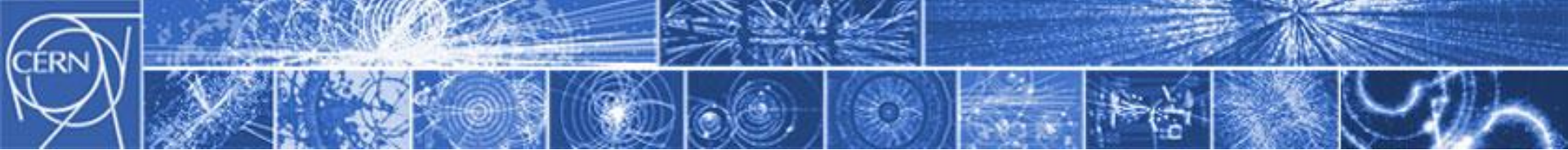
**Each one of you have 10 min to give an “elevator speech” about your project.**

**You will need to answer the following 3 questions:**

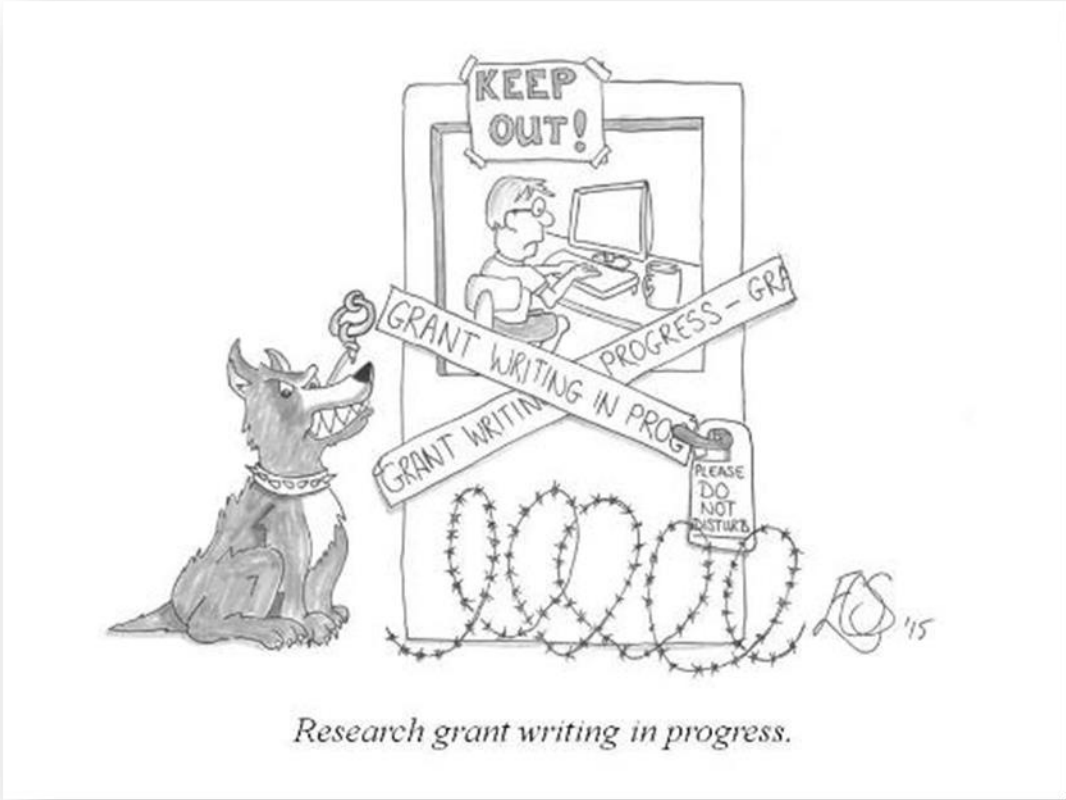
- 1. What is the wow! factor of your project (i.e. think about technology).**
- 2. How your project could create a product for the market.**
- 3. Who do you need to partner with to do so.**



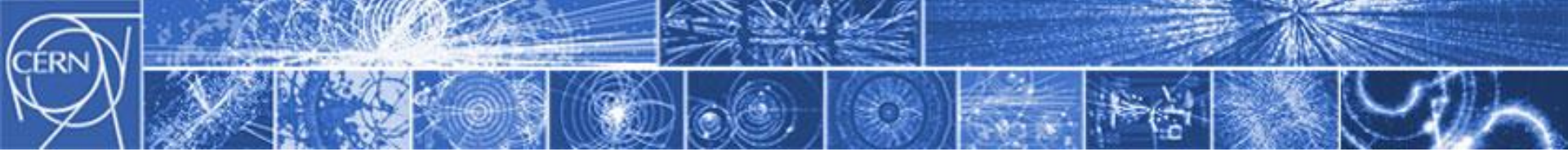
**Who wants to start?**



# Final key messages...



**Challenge yourselves and your partners when writing proposals**



**Questions?**