



**K2A**  
**fundraising**  
**and grant**  
**management**  
**workshops**  
**2021**

# ABOUT THE WORKSHOPS

Knowledge2Action network in South-Asia (K2A) is welcoming applications for a series of three inter-related workshops between September – November 2021. The workshops will include a combination of presented content, participant perspectives, funder perspectives, group working on case-studies and moderated discussions.

The workshop series aims

- To strengthen research capacities in institutions
- To promote best practices for fundraising for collaborative research and educational programs among institutions
- To share best practice for developing and nurturing partnerships
- To promote sharing of best practice for effective research management, among network partners

The K2A program is part of the Clusters of Cooperation in the Global South (CLOC) and is sponsored by the Swiss Universities Development and Cooperation Network (SUDAC) of swissuniversities.

**Mode:** The workshops will be conducted virtually via the GoogleMeet platform.

**Timeline:** 3 related workshops are planned in September - October - November 2021

**Duration:** 2-4 hours/ each workshop

**Who can participate:** University/institution administrators, faculty members, research managers, PhD and Post Doc researchers can apply.

It is important to note that we would like participants to attend all 3 workshops as it is essential for skill-building.

**Expected workshop learning outcomes:** Attendees at the workshops will have the opportunity to interact with each other in a structured manner and will work towards the following learning outcomes:

- Awareness of relevant national and international funding opportunities
- Awareness of do's and don'ts for writing successful collaborative proposals
- Awareness of key enablers for building and sustaining successful partnerships
- Insights into effective donor relationship management
- Insights into the benefits of enabling research management
- Insights into building research capacity

## Workshop details

### **Session 1: Funding landscape and writing successful grant proposals (14 September 2021, 4-6 pm IST)**

This introductory session will cover the following topics:

- The funding lifecycle
- Understanding the diverse kinds of funding opportunities for different stages of career, exchange visits, collaborative research, interdisciplinary research and opportunities for researchers from South-Asian countries to work with each other and with partners in Switzerland
- Funding opportunity analysis tool for researchers
- Putting together a successful proposal and budget
- Institutional registration with funding agencies



- Additional considerations for the application package
- The importance of peer input at the pre-submission stage
- Institutional pre-award research support
- Useful resources



**Session 2: Building and sustaining partnerships  
(potentially in the week of 4-7 October 2021, for 3 hours)**

This interactive session will focus on the steps leading up to the creation of successful collaborations. The session will allow for a specific focus on the perspectives of South-Asian members of the K2A network and introduce teamwork. The content will include the following topics:

- The essence of a collaboration
- Taking a step-wise approach to partnership building
- Involving local communities in knowledge generation- participant perspectives, from South Asian research institutions, South Asian NGOs and Swiss counterparts
- An international dimension to partnerships
- Components of a successful collaboration - this section will also include sharing of attendee experiences with enablers for partnerships
- Challenges for collaborations - this section will also include sharing of attendee experiences on barriers for partnerships
- Collaboration planning as a tool for fundraising
- Researcher perspective: Prof Rene Veron
- Funder perspective 1: K2A Small grants by Prof. Swetha Rao Dhananka
- Funder perspective 2: Leading House ZHAW on the 2021 calls for proposals
- Two case studies focused on collaboration planning for a specific call. These case studies will be designed to consolidate learnings from Session 2

**Session 3: Working effectively with stakeholders  
(potentially in the week of 10-12 November 2021, for 3 hours)**

This interactive session will focus on best practice for working with all stakeholders. The content will include the following topics:

- Working with your institution: Institutional strategy, intramural funding support, research administrative support, financial management, research outcomes
- Working with collaborating institutions: Communication in partnership, governance, conflict resolution, credit sharing and others
- Working with funders: Communication, reporting, acknowledging funding support, research outcomes, follow-up for funding
- Sharing of experiences- participant perspectives, from South Asian research institutions, South Asian NGOs and Swiss counterparts
- Two case studies (i) structuring research offices and (ii) managing a large multi-institutional consortium. These case studies will be designed to consolidate learning from all 3 sessions and will additionally raise awareness about institutional support functions

## Fees:

The workshop series has no registration fees and is scholarship-based to the selected participants

## Certificate of attendance:

A certificate of attendance will be provided by the K2A network upon successful completion and active participation in all 3 workshops

## Number of participants:

Total number of participants upto 20 (shortlisted from applications received)

Register here: <https://bit.ly/3iVpfDc>

Application deadline: 10 September 2021

## About the trainer:

**Dr Savita Ayyar**, the Founder and sole proprietor of Jaquaranda Tree, is a research management professional with over a decade of experience in the field. Dr Ayyar undertakes work on behalf of various institutions to generate solutions to specific research management needs. Her approach is focused towards understanding research management requirements for each of her clients at depth and towards developing solutions catering uniquely to identified needs.

Dr Ayyar has a background in Life Sciences, having trained in Cell and Developmental Biology at the Doctoral and Postdoctoral levels, at the University of Cambridge, UK. She was previously a member of staff at the Wellcome Trust in London. Dr Ayyar was previously the Head of Research Development at the National Centre for Biological Sciences in Bengaluru, with overview for a portfolio spanning international partnerships, grant management, philanthropic fundraising and endowments, management of intramural funding, news & communications and the interfacing of research funding with research ethics.

Dr Ayyar is currently working on behalf of the DBT/Wellcome Trust India Alliance to develop IRMI, the India Research Management Initiative.

# PARTNERS



Know more about the K2A network and its partner institutions here- <https://bit.ly/3Dd3vLs>

For enquiries, please contact:

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