



**IMPRS on Cognitive NeuroImaging
Module 5: Softskills Courses**

Workshop

**“Grant Proposal Development –
How to design and communicate your project convincingly”**

22–23 January 2026, each 09:00–17:00

with Dr Sabine Preusse

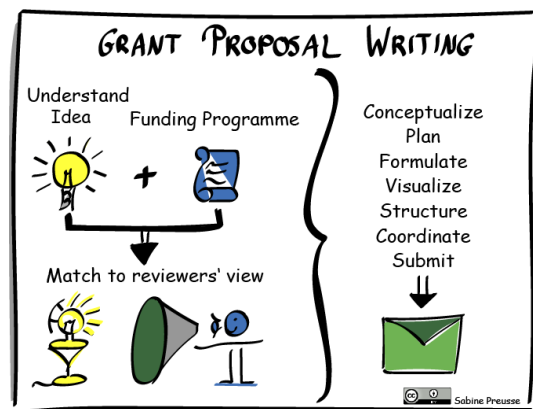
WORKSHOP DESCRIPTION

Motivation and objectives

Successful grant proposal writing is a fundamental basis to fund a career in research. There are plenty of national and international funding programmes with different funding schemes. Each scheme has its individual context and thematic focus, eligibility and funding rules, submission and evaluation process, and evaluation criteria. Thus, the detailed features and aspects of a successful proposal in one funding scheme are naturally differing from those of a successful proposal in another funding scheme. However, the process of how to work out these details is a common denominator to the different funding schemes. It requires skills way beyond the ability to work out a research idea in detail.

Therefore, this workshop focuses on a) how to develop your idea for a project into a sound work programme, b) how to match it to the requirements of the funding programme and c) how to facilitate the communication with the reviewer by presenting your complex ideas in an easy-to-understand way.

To achieve this, we will try out the RaumZeit Toolkit for designing and communicating your research project convincingly by working on your own research project. This may be a new idea for a real grant proposal or your current research project.



Besides, you will obtain a lot of background information on different funding programmes, evaluation processes and potential pitfalls.

Transfer of workshop contents into real-life grant proposal writing

You can get individual feedback on your proposal with respect to the workshop contents once you have written the first draft any time after the workshop.





WORKSHOP CONTENTS

22 January 2026

9:00–12:30 Funding programmes and how to read the documents (3.5 hours)

- The triangle of projects
- Overview on funding opportunities
- Background information on funding programmes and evaluation processes
- How to read the official documents
- The funding scheme fingerprint

12:30–13:30 Lunch break

13:30–17:00 Develop your idea into a work plan (3.5 hours)

- Elements and structure of a work plan
- The Disney method
- Developing your idea for a research project into a first work plan
- Visualization of the work plan

23 January 2026

9:00–12:30 Communicate your project convincingly (3.5 hours)

- Matching your idea to the funding programme of choice
- Communication with the reviewer
- Objectives and how to get the details to make them SMART
- Innovative aspects

12:30–13:30 Lunch break

13:30–17:00 Impact and budget (3.5 hours)

- Where to put which information in the proposal and how to write about it convincingly?
- The eagle's perspective on research projects
- Impact
- Budget calculation
- Coordination of the overall process

TRAINER:

Dr Sabine Preusse

<https://en.raum-zeit.de>

After obtaining her PhD in Astrophysics, Dr. Sabine Preusse, decided to quit academia in 2006 and move on to the project management of European Funded Research projects in the Steinbeis-Europa-Zentrum. Besides writing grant proposals and being a project manager in the field of production technologies, she further trained herself as a business economist (IWW) and a professional business trainer. With this she founded her own company RaumZeit e.K. Coaching Training Beratung in 2011 and is now (also as a professional business coach) supporting researchers of all levels and disciplines in grant proposal writing, the implementation of research projects, dissemination and exploitation of project results, and Open Educational Resources.

Since 2011 Sabine Preusse has given more than 150 two-day workshops on grant proposal writing and more than 80 coachings with respect to grant proposal writing, design of research projects and career for young researchers, postdocs and professors.





VENUE: Charlotte Bühler Room (C402)
Max Planck Institute for Human Cognitive and Brain Sciences, Leipzig

MAXIMUM NUMBER OF PARTICIPANTS: 12

REGISTRATION: Through OpenCampus

CREDIT POINTS: Participants have the possibility to receive 0.5 ECTS CPs
Conditions: At least 80% attendance

