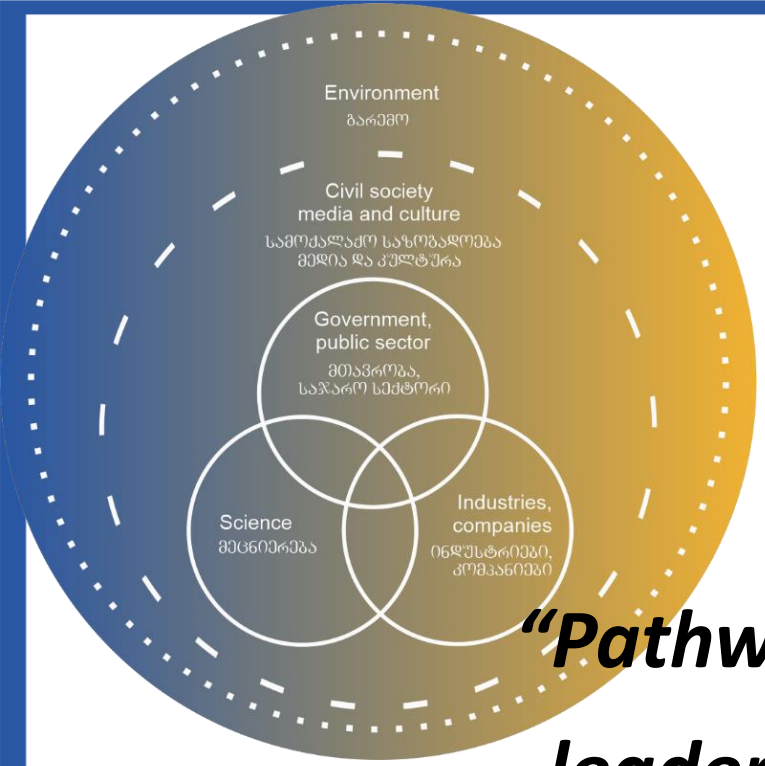

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EU ENI East Twinning project
Supporting inter-sectoral collaboration possibilities between
Research and Industry
GE 18 ENI OT 02 19

Training for PhD students and young scientists:

"Pathways towards international networks and leadership of international projects consortia"

13 (2 hours) – 14 (2 hours) July 2021, at 13:00 – 15:00 Tbilisi time (= 11:00 – 13:00 CET)

by Gilbert Ahamer,
Inese Gavarāne and Wolfgang Polt

science KNOW

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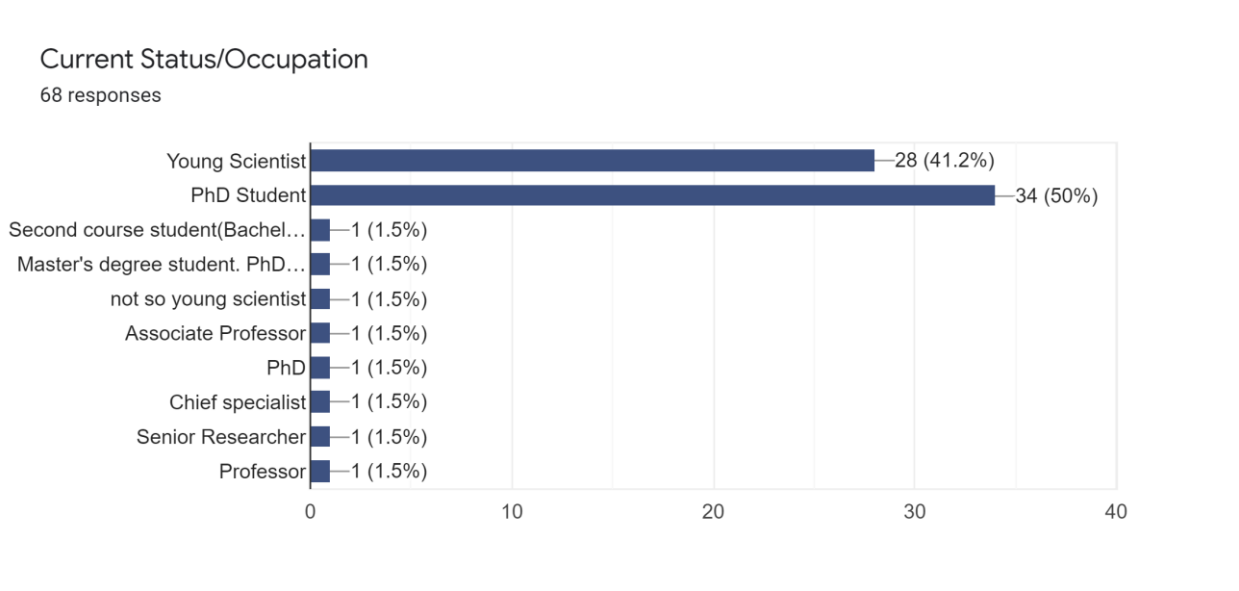
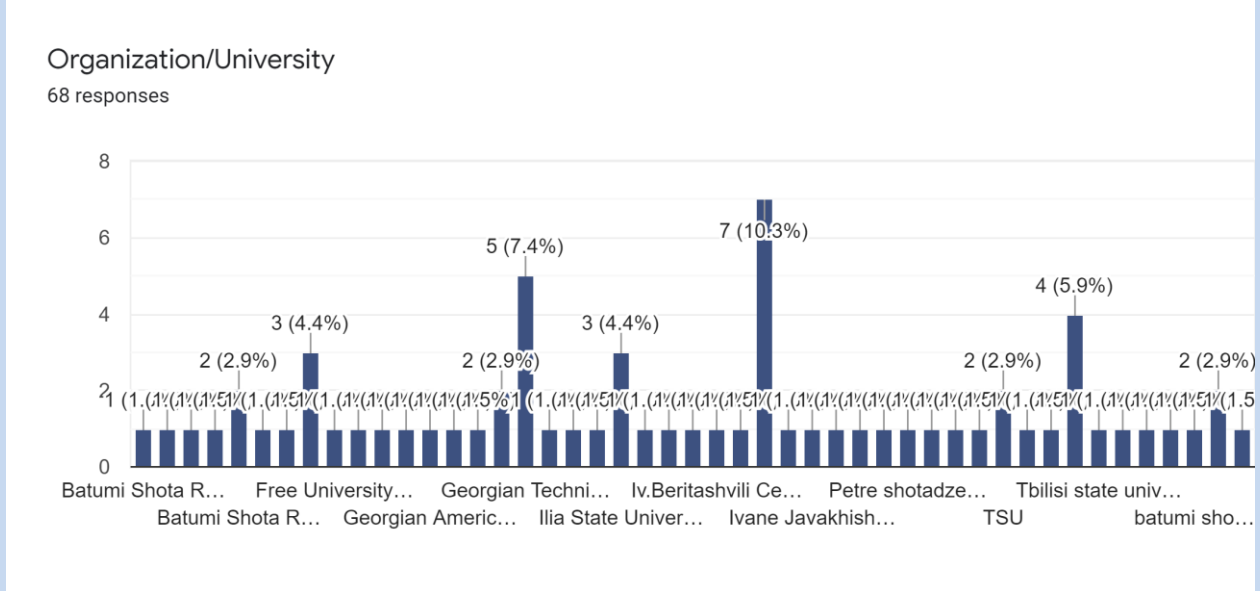
Thank you for joining us!





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Your go-to interaction app for hybrid meetings

Engage your participants with live polls, Q&A, quizzes and word clouds — whether you meet in the office, online or in-between.

Icebreaker: Day 1

Day 1: **What was my funniest event** – but at the same time typical event– when trying to build up a scientific network and collaboration?

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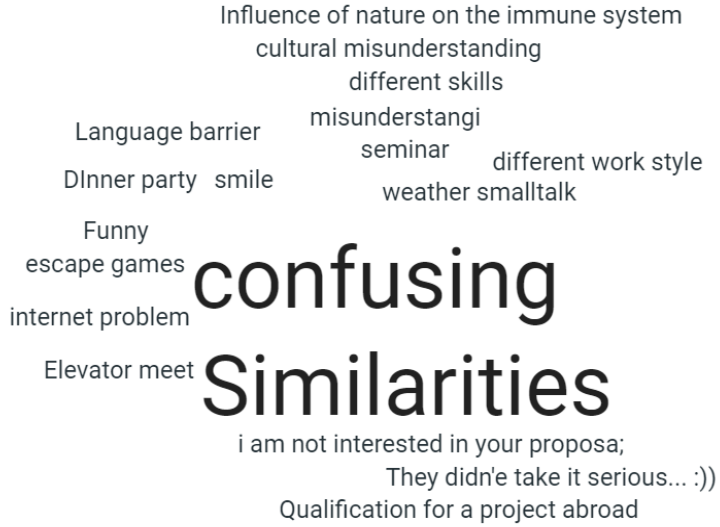
Icebreaker results from 13 July

In one word, how would you describe your mood?

What benefits could a good international collaboration have?

What was your funniest – but at the same time typical – event when trying to build up a scientific network and collaboration?



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Section 1:

Personal communication for networking:

Who? How? Why?

Mr. Gilbert Ahamer, Twinning component leader


Why

You were just involved in *YOUR* daily life – Welcome *NOW* to our seminar!

Let's start with a saying from my country:

This means: when positive **mindsets** become materialised & implemented, success can be found.

Question: on which level will we work?

=> We work on the META-level:

μετα = beyond

meta-targets, meta-message

QM: Mental concepts ➔ physical reality

Therefore, our **first duty** is:

Conceptualise strongly!

Intro

Therefore, what we need to do today:

1. Conceptualise!

2. Think of which institutional **frames** we need to make dreams come true

3. Encourage others to view life the same way (= "science networking & consortia")

Imagine your *IDEAL* scientific network

Possible motivations:

1. Improve your *inspiration* received from international practice
2. Increase your *methodologies* by professionalizing them internationally
3. Widening your *background* understanding by including dissenting views
4. Strengthening your *publications* by co-authorships & better writing style
5. Enlarging your *reaching-out* by enlarging the public for your findings.

*These motivations mean **quantifiable targets** in several dimensions:*

- 1. *Conceptual* inflow
- 2. *Methodical* soundness
- 3. *Contextual* framing
- 4. *Products'* outflow
- 5. *Resulting* outreach

Write down *your* target 1

Write down *your* target 2

Write down *your* target 3

Write down *your* target 4

Write down *your* target 5


Who

Our mathematical formula (☺)

person = f (target)

your “ideal” person = f (*your* target)

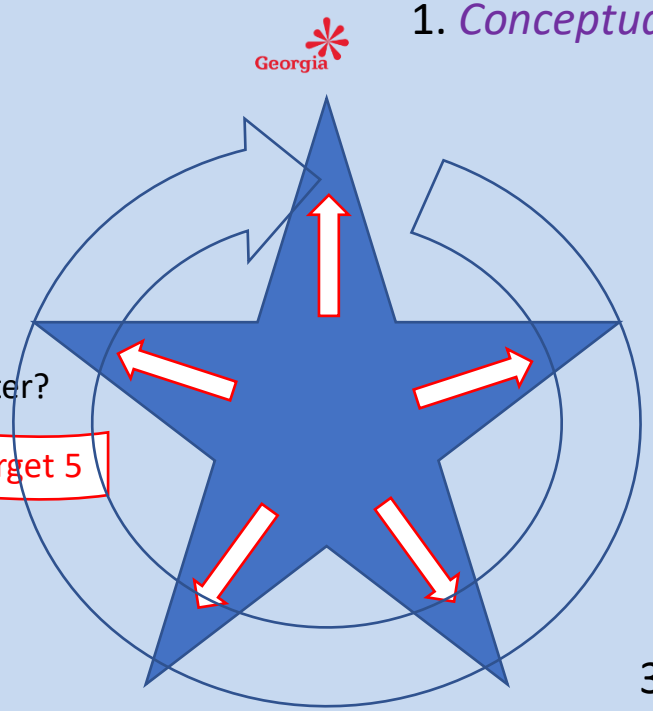
“person = f (target)”: Converting targets into persons

When you see these (or rather your) targets – how do they translate into finding suitable persons?

1. *Conceptual* inflow

… who can inspire you?

Imagine *your* ideal partner for target 1



2. *Methodical* soundness

… who can improve your research methods?

Imagine *your* ideal partner for target 2

3. *Contextual* framing

… who brings you into better (societal) context?

Imagine *your* ideal partner for target 3

4. *Products’* outflow

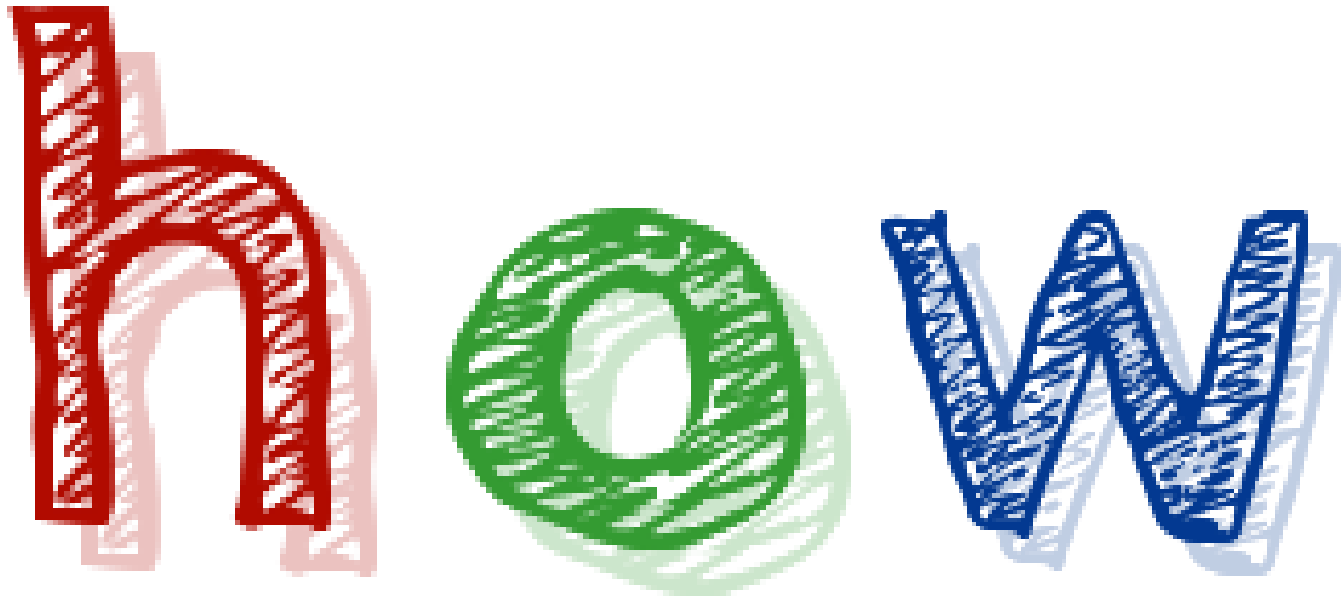
… who brings you into better (societal) context?

Imagine *your* ideal partner for target 4

5. *Resulting* outreach

… who allows you to be known better?

Imagine *your* ideal partner for target 5


how

Our dynamic social equilibrium

Which type of person should you choose?

Your interest ≅ your partner's interest

(level)

(achievement)

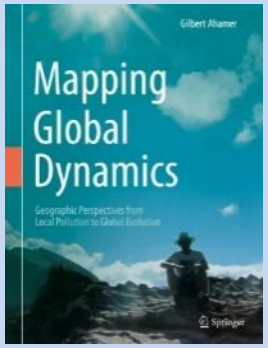
(seniority)

should match (or *complement*)

(level)

(achievement)

(seniority)



your "ideal" person's motives ≅ *your* motives

Converting targets ⇑ into persons ✚

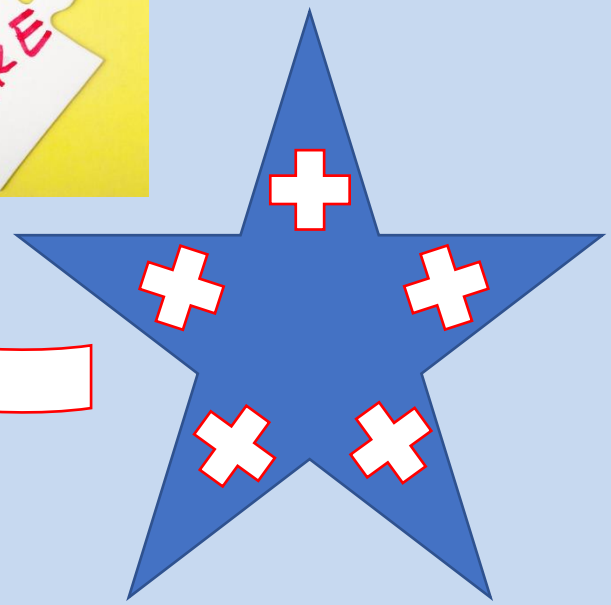
idealised

When you see these (or rather your) targets – how do they translate into finding suitable persons?

1. *Conceptual* inflow

… select an inspirer …

How *you* approach person 1



2. *Methodical* soundness

… select a methodologist …

How *you* approach person 2

3. *Contextual* framing

… select a contextualiser …

How *you* approach person 3

4. *Products'* outflow

… select an implementer …

How *you* approach person 4

5. *Resulting* outreach

… select an outreacher …

How *you* approach person 5

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Interactive work 1:

“How to choose a most suitable person for my networking”

Mr. Gilbert Ahamer, Twinning component leader

10 minutes coffee break!

Section 2:

Institutional international collaboration: the main obstacles and mistakes

Today's sequence of envisaged entities:

Targets => persons => institutions

your "ideal" institution = f (*your* target)

Converting **persons** into **institutions**

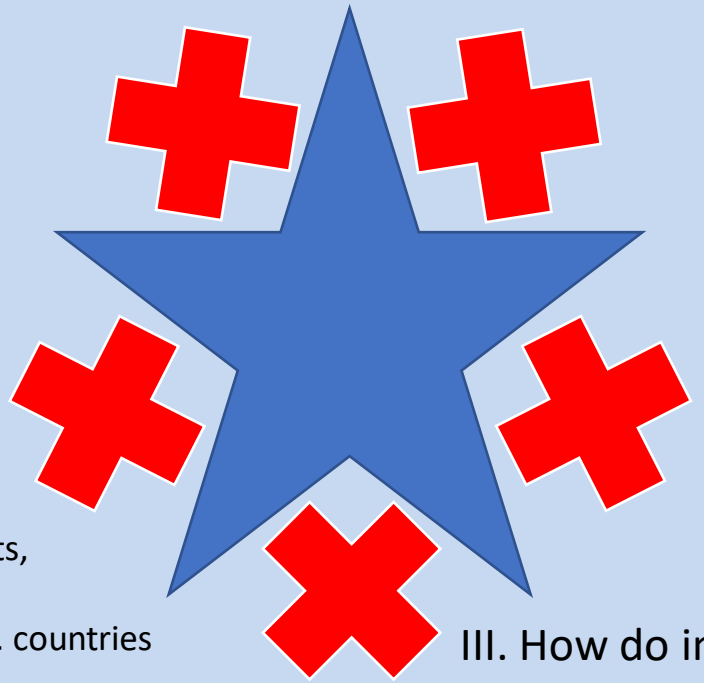
Institutions serve as a *framing structure* that allows individuals to *act*

V. Which result is appropriate for which *payment*?

… minimum daily rates can hinder cooperation

I. Are institutional *concepts* similar? What is considered "progress" for an institution?

… research, administration, consulting, strategy development



IV. What type of *result* brings an institution forward?

… MoU, publications, books, curricula, concepts, policy reports, industrial products, hardware, software, relative attractiveness of cooper. countries

II. Do institutions esteem similar *methods*?

… experimental or theoretical, literature analysis, philosophy; mono- vs. trans-disciplinarity

III. How do institutions *function* internally & administratively?

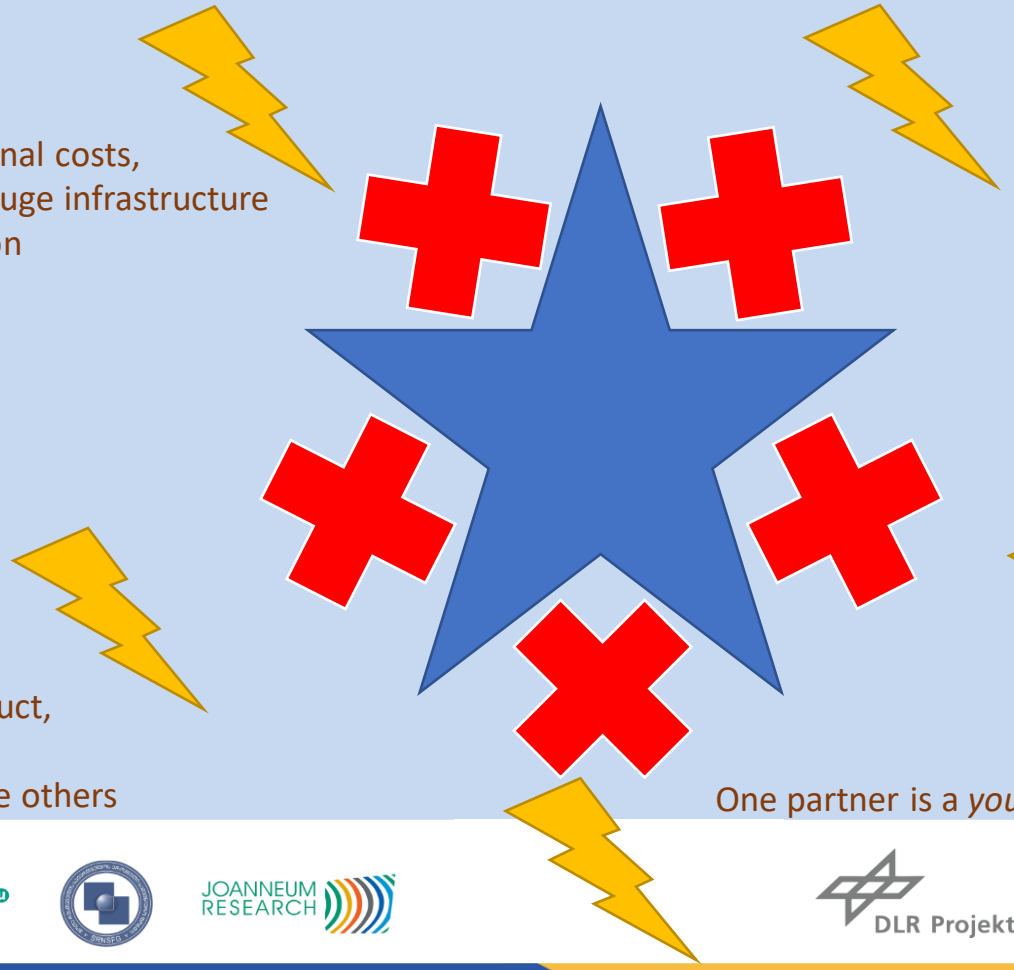
… vertical vs. horizontal authority flow, (un)limited sovereignty

Main *obstacles and mistakes* regarding institutions: some examples

= inconsistencies between institutions' targets or mindsets

One partner does research,
another partner administration & consulting,
but each one has no understanding for the
mindset of the other (= *lives in another mental world*)

One partner calculates only direct, personal costs,
while the other partner must finance a huge infrastructure
with differentiated internal administration



One partner is in economics,
another partner in natural science,
and each one believes doing "*real*" science –
not "*illegitimate*" methods in science

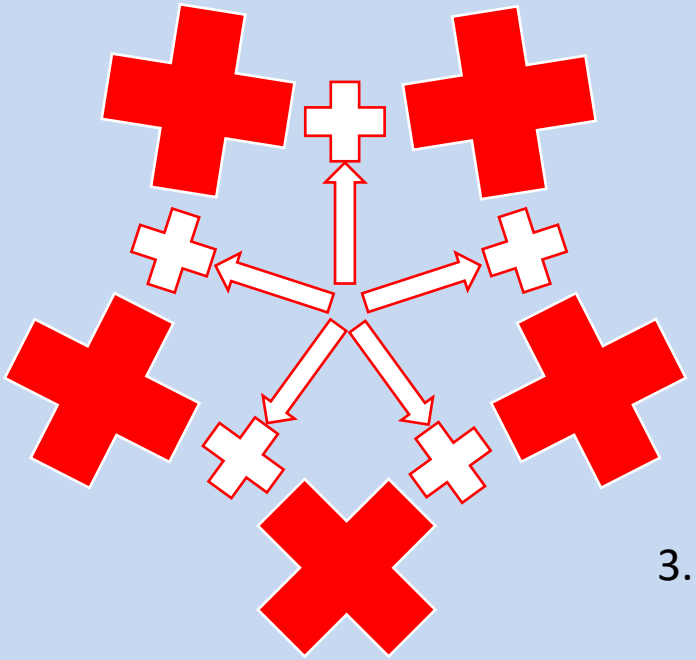
One partner aims at publishing only,
another partner creates a software product,
the third creates a museum exposition;
and all *do not respect* the outcome of the others

One partner is a *young* start-up firm, the other a *classical* academy or ministry

The overall image: targets ⇧ => persons ✚ => institutions ✖

Our “meta-map”:

1. *Conceptual* inflow



2. *Methodical* soundness

3. *Contextual* framing

4. *Products’* outflow

5. *Resulting* outreach

“⬠” means five dimensions for success

“+” means symbiosis, synergy

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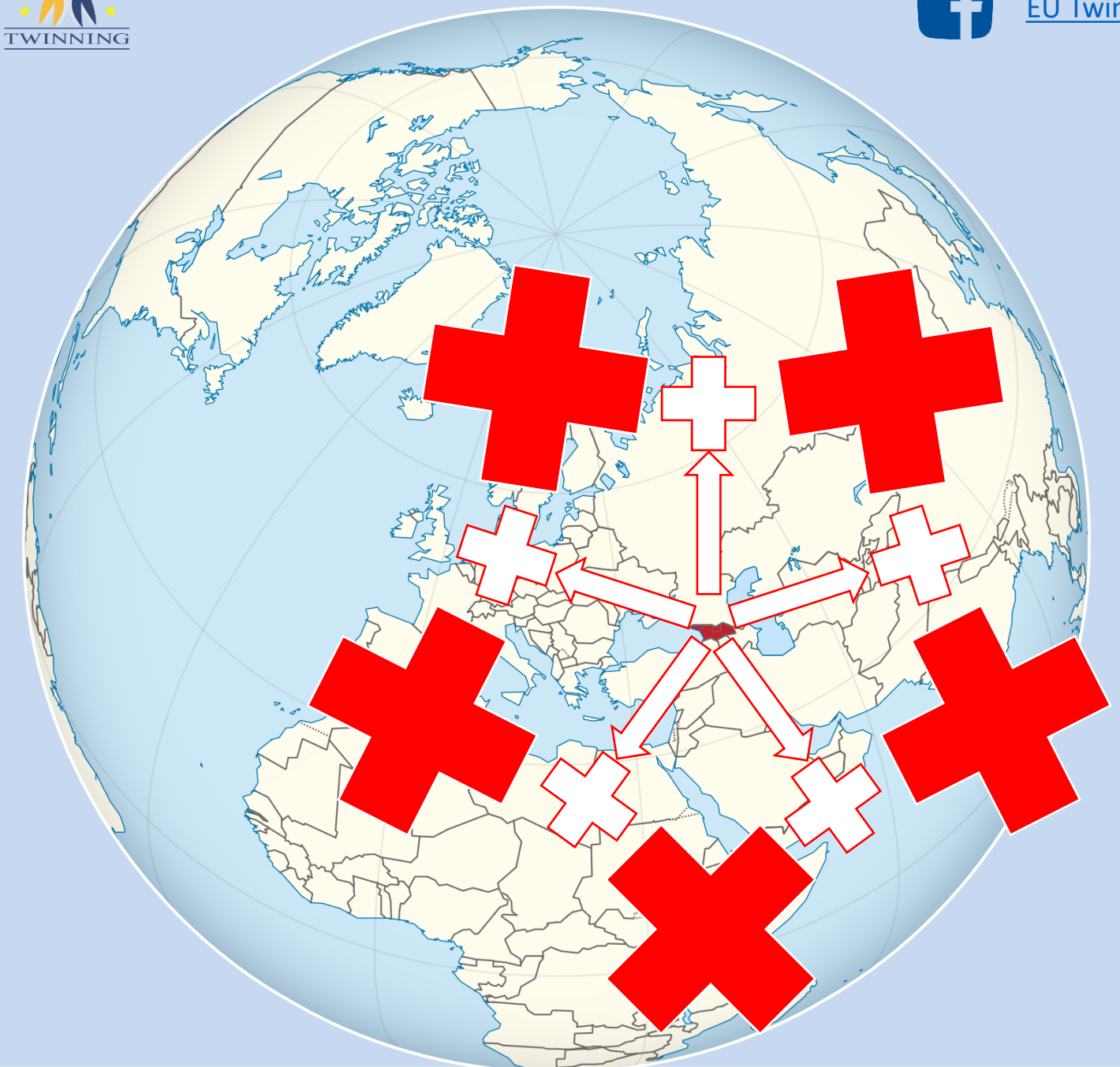


Your concept for Georgia in global networks

Science Networx Gilbert Ahamer

Interactive work 2:

“How to find partner institutions and to initiate collaboration?”

Mr. Gilbert Ahamer, Twinning component leader

Section 3:

Young scientist: opportunities & challenges – symbiosis vs parasitism

Ms. Inese Gavarāne, Resident Twinning Advisor

Profile of famous & successful scientist

- open-minded and flexible – involvement in state and private sectors
- write papers and proposals
- communicate with a variety of audiences
- educate others
- keep an attitude of service towards the population
- take responsibility for investigations and actions
- effective communicator
- they can combine work and private life

In front of attempts to take away our enthusiasm …
WE HAVE TO KEEP OUR *TEMPO* !

Skills are important

- Develop your own research ideas: actively develop your talent
- Think about context: scientific and societal relevance
- Feasibility of research
- Realistic planning of a project
- Project formulation and planning

Think about future!

What should your track record should look like:

- Publications
- Patents
- Grants/awards
- International experience or activities
- Network: scientific and industrial/societal
- Dedication level

Number of publications and impact factors are easy to quantify...

“the paper” is the currency of science

Thinking ‘I can do better’ can improve performance

Funding

Research themes:
Public grants
Private grants
Public Private Partnerships

Personal grants, e.g. scholarships, awards etc. :
Public grants
Private grants

Examples of international actions:
Horizon Europe
Erasmus+
Marie Skłodowska-Curie Actions **NEW CALL!!!**
DAAD
Scholarships of scientific societies
COST short-term trainings
Collaboration project announced by embassies
…

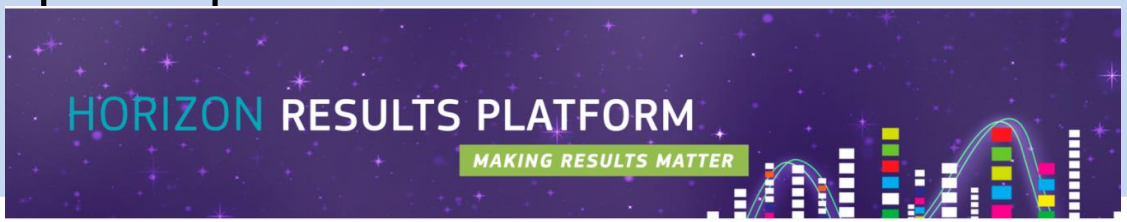
EUROAXESS: information on job vacancies & funding opportunities

Create your list of the possible funding sources and regularly check information!

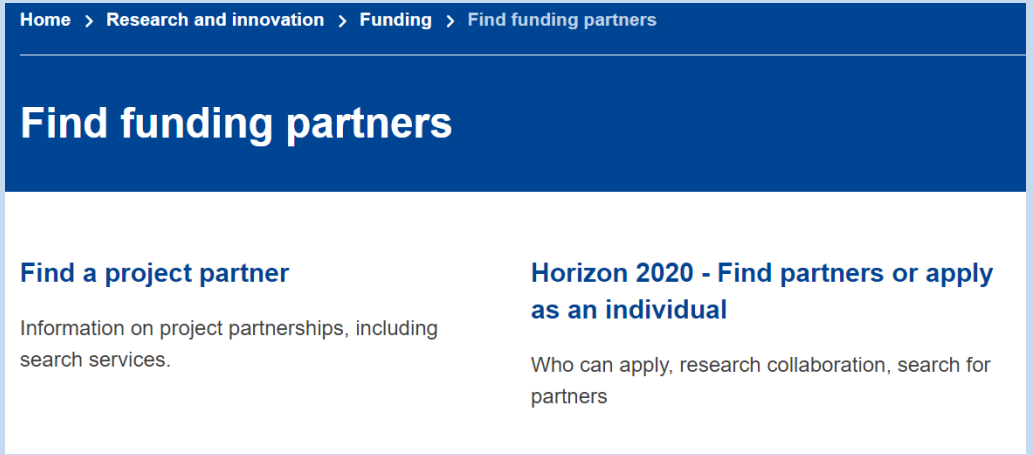
Funding: tips & tricks

Track record:
You have to be able to show that you are a trustworthy academic person to invest money in!

Build:
Academic publication list – double check your results
Work in consortia: use conferences to initiate seeds of academic cooperation, co-publication
Work in public private consortia



European Commission, official website (europa.eu)



Do not be upset with:
mistakes
declines
no feedback
…

We all are humans, and it is part of a daily communication

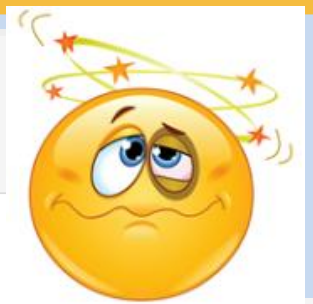
Funding: tips & tricks

EU Findings and tenders:

Funding & tenders (europa.eu)

STATUS	COUNTRY	CITY	LEGAL NAME	BUSINESS NAME	PIC
VALIDATED	GE	TBILISI	SHOTA RUSTAVELI NATIONAL SCIENCE FOUNDATION		972704167

STATUS	COUNTRY	CITY
DECLARED	GE	Tbilisi
SLEEPING	GE	Tbilisi

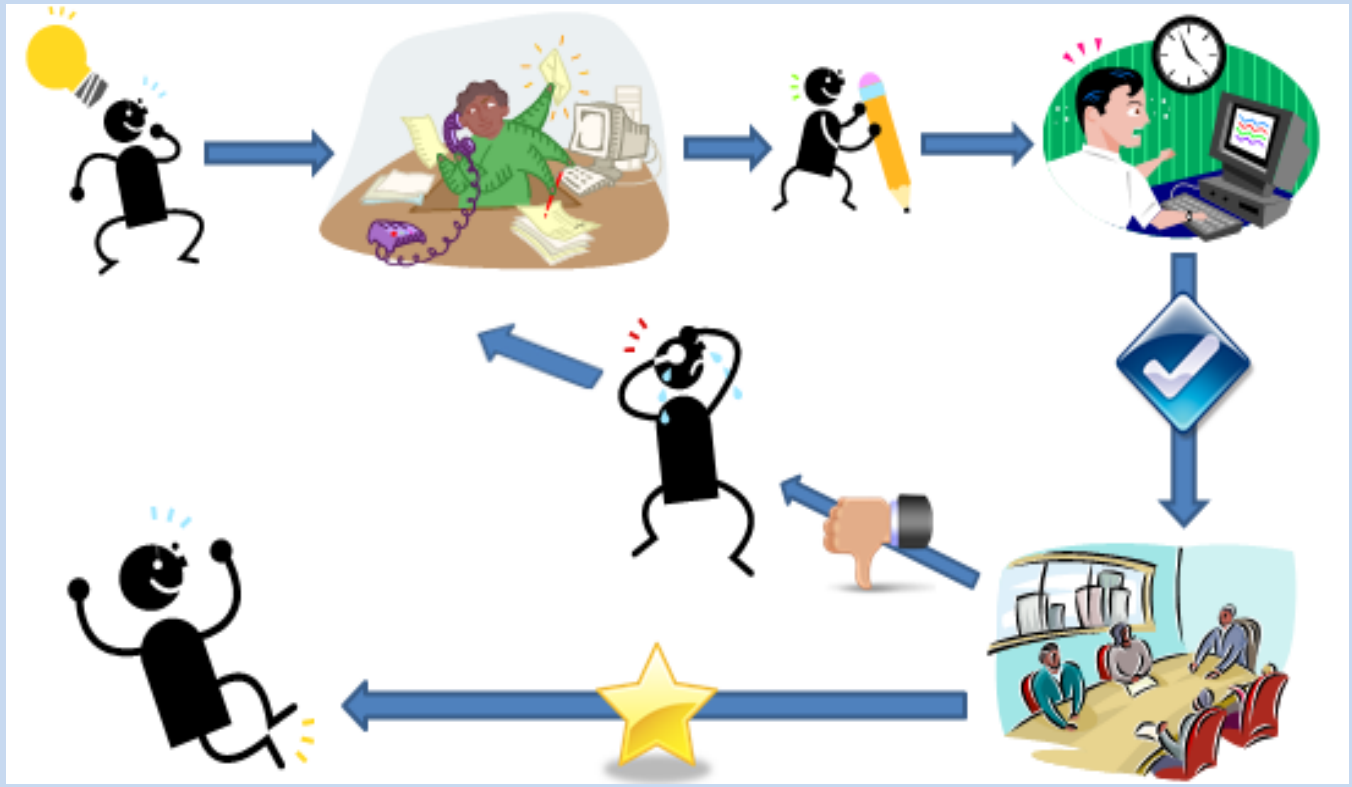


STATUS	COUNTRY	CITY
No records found		

Can check your organisation Participant Identification Code (PIC): Funding & tenders (europa.eu)

Make a list of National Contact Points of different programmes
Choose the optimal option:
- ✓ individual involvement
- ✓ institutional involvement

Proposal writing is a process



- Starts from idea and progress through several stages.
- Iterative process (majority of grants do not receive funding the first time around)

If you don't get funded – can learn new information about ways that you can improve your application

Symbiotic +/+ **system** Parasitic +/-

- Working **through community** to deliver relevant and effective social impact for their members
- Working **with the community** to develop and facilitate solutions that are community based, as well as relevant and meaningful to the experience of the members within the community
- **Connecting communities** with more established ‘host’ communities, to work together for mutual benefit
- **Opening pathways** for value exchange between individuals and diverse communities and encouraging ongoing relationships
- **Creating the link** between social capital and social cohesion

- Copies:

- Inappropriate usage of resources
- Benefit only for one side
- Loss of meaningful solutions
- “Alternative” scientific facts – fake news

Symbiotic relationship is always preferable to a parasitic one

"The root causes of the social challenges we face lay in our lack of understanding of **how important we are to each other**. If we can create environments **where communities and their members can unite** to each share their unique human value in solving their shared social challenges, adversity can become our advantage. We can **become our own teachers and learn the vital lesson of interdependence.** Only through this can we begin to undermine the very foundations of conflict and disadvantage"

Gavin Ackerly, Founder of the **Symbiotic Innovation**

Do not believe what we say: Believe the Nobel prizes

nature OUTLOOK

Jules Hoffmann

What is the secret to conducting Nobel prizewinning science?

"Science is a very stressful job because you have ***to choose*** *the right field, get good results and then* ***publish those results before your competitors…***
Intellectual freedom is also crucial…"

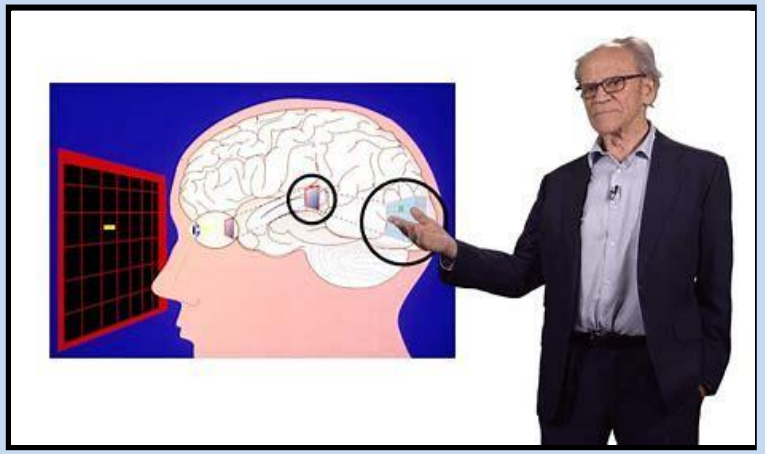
What advice do you give to your students?

"I advise young students ***to choose*** *a good subject and a good supervisor. In addition,* ***I encourage them to be aware of all the progress in their field... Also, I tell them…: be open and interact with other fields****."*

Nature 514, doi:10.1038/514S5a

Do not believe what we say: Believe the Nobel prizes

nature OUTLOOK



Torsten Wiesel

What was your relationship like with David Hubel, the other half of your scientific team?

"We usually carried out two experiments per week on Tuesdays and Thursdays, ***often working through the night, then the next day we would analyze the data and plan the next experiment…"***

What tips would you give to a young scientist today?

"Science should be fun: you should enjoy what you do*. My advice for an undecided brilliant young person looking for an area of research is to* ***enter the field with the sincere intention of helping to solve the intriguing questions..."***

Nature 514, doi:10.1038/514S11a

Interactive work 3:

A belief system within which problems are identified, tackled and solved

Fishbone diagram: problem, contributing factors & causes

Ms. Inese Gavarāne, Resident Twinning Advisor

Explanation of home task:

Georgian science achievements 2020/2021

Inese Gavarāne and Gilbert Ahamer

Home task: three outstanding Georgian science achievements 2020/2021

What is most telling in your opinion?
Which achievements describe best Georgian science?

Provide material from your experience and knowledge!

Scientific field
Publishing date
Journal title, impact factor
Link on publication
Authors, affiliation
Short description for wide public (max 3 sentences)
Other important comments

Your information will be used to develop e-leaflets and will be distributed among wide public and international partners – in order to further promote Georgian science internationally!

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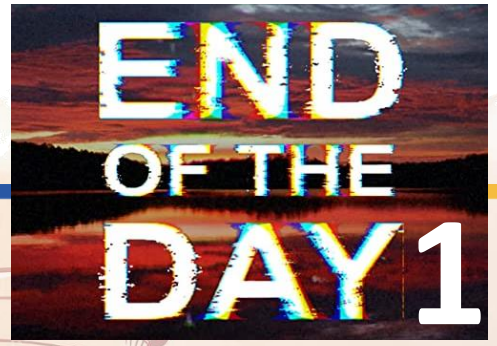

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მადლობა ყურადღებისთვის

Thank You!

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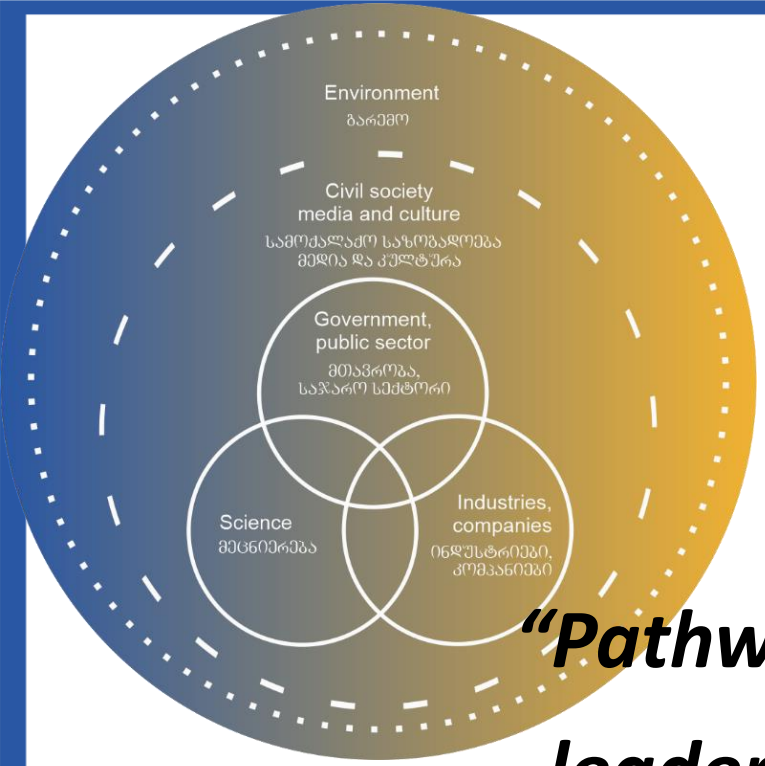

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Welcome to Day 2!

EU ENI East Twinning project
Supporting inter-sectoral collaboration possibilities between Research and Industry
GE 18 ENI OT 02 19

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13 (2 hours) – 14 (2 hours) July 2021, at 13:00 – 15:00 Tbilisi time (= 11:00 – 13:00 CET)

Q&A

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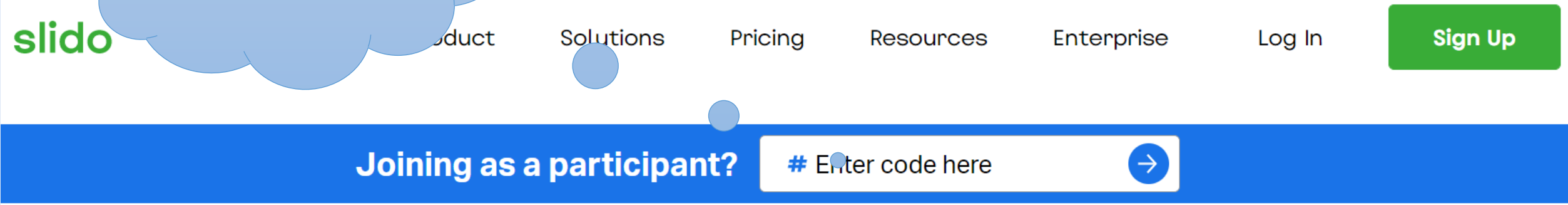

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Icebreaker: Day 2

Day 2: **My favourite "first and only sentence"** that I will use to capture and include a new person into my planned scientific cooperation

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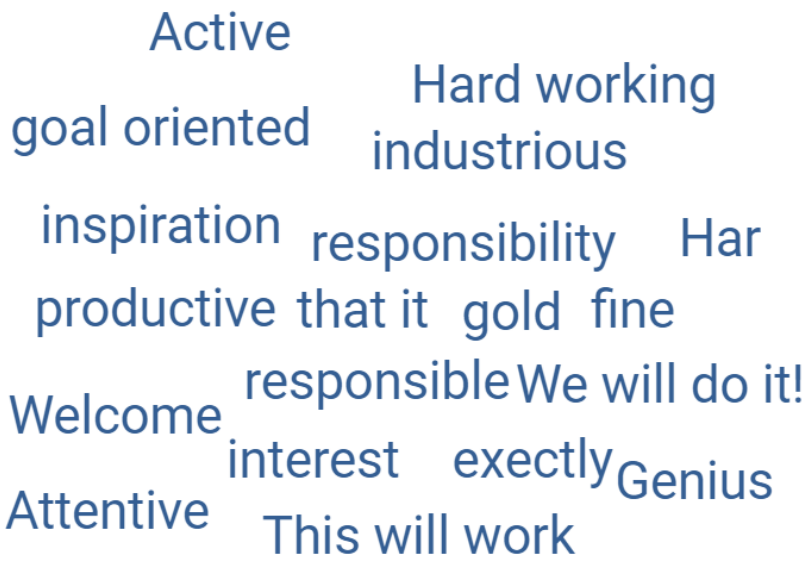
Icebreaker results from 14 July

How do you feel today?

My favorite "first and only phrase" that I will use to capture and include a new person into my planned scientific cooperation



Message to trainers

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Section 4:

What are your real personal needs and where are your obstacles?
Leadership of an international consortium: big game – big challenges

Please prepare your questions!

Q&A

Mr. Wolfgang Polt, Project Leader

How to become (and remain) part of international consortia

- **Be visible on the international scene** – at conferences, in (professional) social media (ResearchGate, Academia, LinkedIn, …) , with a good (personal, institutional) home page
- **Be attentive** – follow the international tenders / calls for proposals very closely (best: urge your institution to set up regular screening of international calls and good internal communication; e.g. for Horizon Europe)
- **Read the call text very carefully** – they are often ambiguous and need interpretation. Communicate intensely with your partners and make sure you have a common understanding before elaborating the proposal
- **Be prepared for the cumbersome part(s)** – most international projects involve a good deal of admin and paper work. You will not be well regarded by your partners if you are the one who does not deliver in time / flawlessly. If you want to lead (large) projects make sure your institution has the capacity to support you (→ Twinning with SRNSF should enhance this capacity)

How to become (and remain) part of international consortia

- **Be reliable** – consortia of projects often establish a longer lasting collaboration of partners in varying combinations. You will not be asked again if you turn out to be an unreliable partner missing deadlines and failing to provide inputs of high quality

Once you have become visible and experienced:

- **Be proactive** – don't (only) wait to be invited, approach potential partners proactively ("Hey, we have a really interesting research idea/approach…")
- **Make sure you are part of the Steering fora of the project** to have a say on the direction and to best place your interests

Sustained (i.e. on a broad scale and in the long term) success can only be achieved if **individual, organizational and systemic capacities reinforce each other:** as an individual scientist you need supporting institutions and a well-functioning 'research and innovation system'. Hence you have an interest in helping to establish such a setting!

Interactive work 4:

“First steps in creation of an international consortium”

Mr. Wolfgang Polt, Project Leader

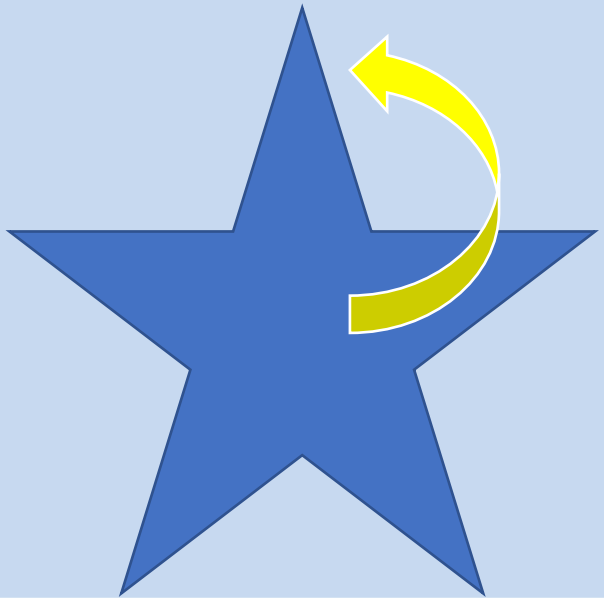
Section 5:

Profile of a successful scientist: “merge profiles” and follow your carrier

Mr. Gilbert Ahamer, Twinning component leader

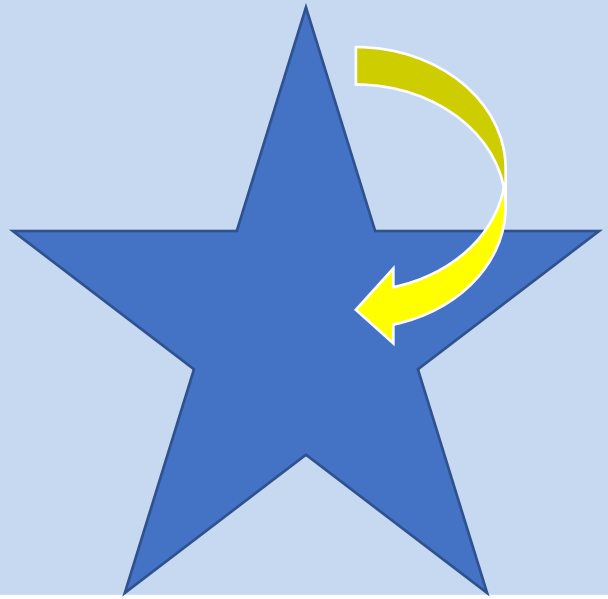
Day 1:

from inside out



Day 2:

from outside in



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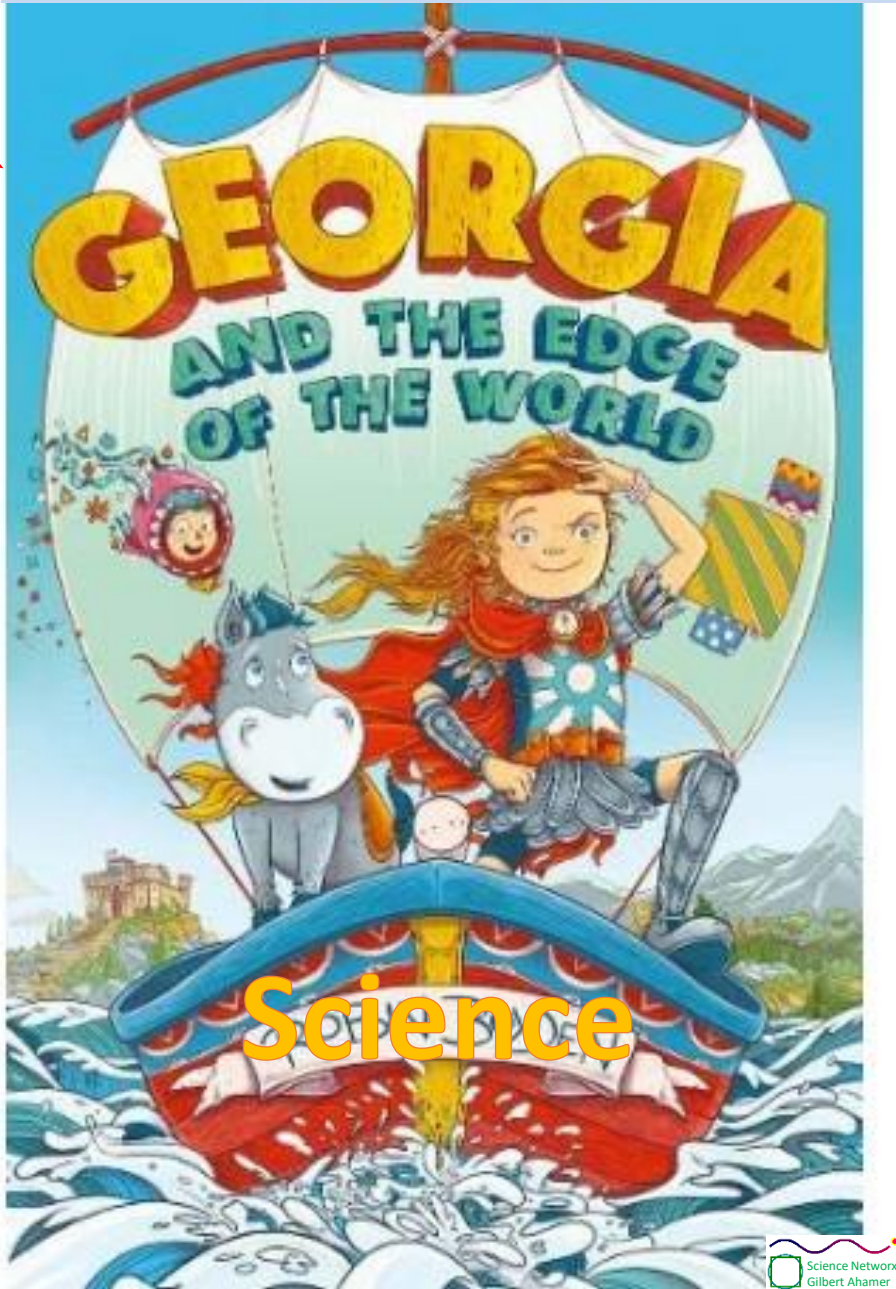
TWINNING

follow your carrier

EU Twinning in Science-Business links



Science Networx
Gilbert Ahamer

Repetition: what we envisaged yesterday

1. Create first your ideal mindset in your imagination
2. Define your personal targets
3. Conceive your ideal personal partners
4. Conceive your ideal partner institutions

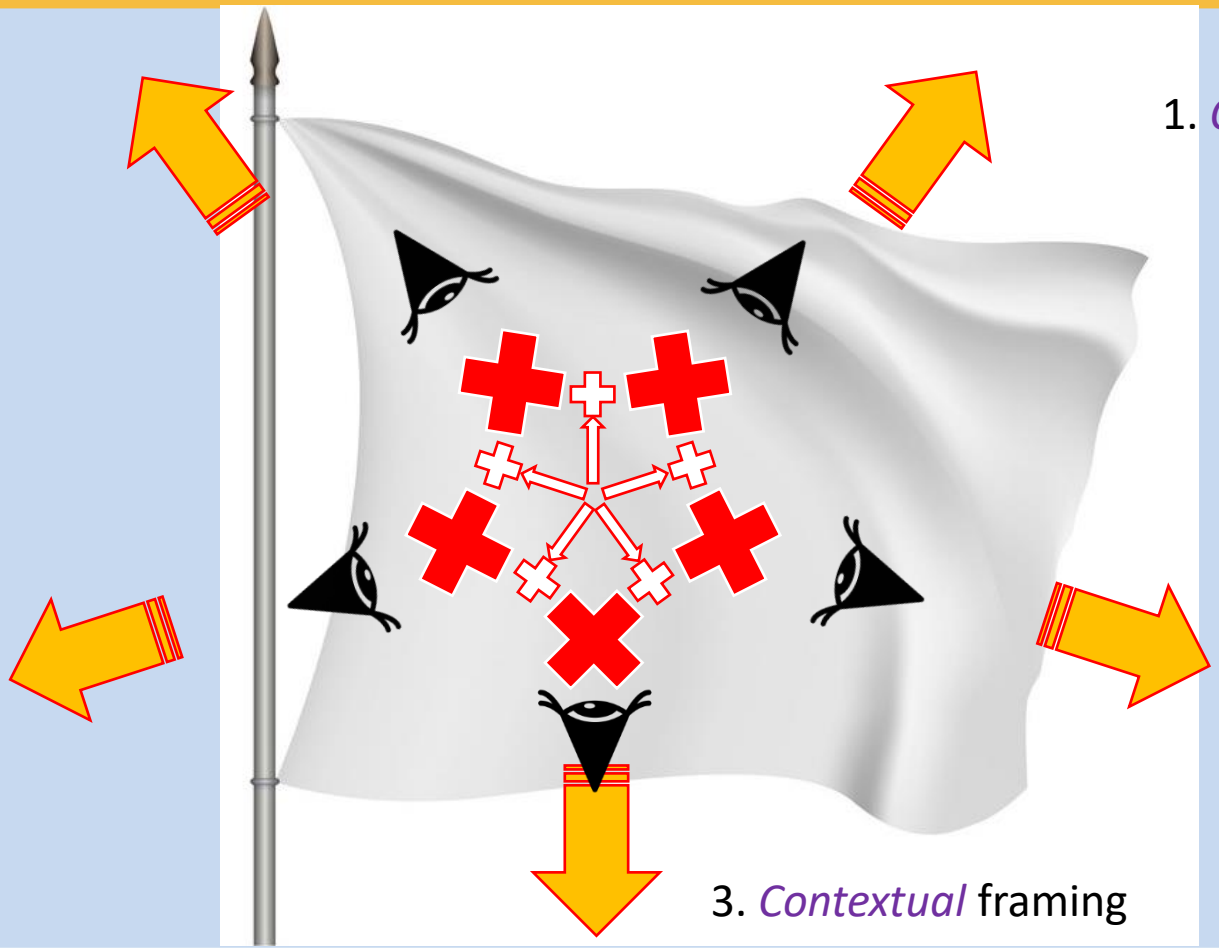
Imagine *your* ideal network!

1-4: What you give them and what they give you

Raise your own flag!

How to prepare yourself? - increase *your* capacity to *give*

5. *Resulting* outreach



1. *Conceptual* inflow

NOT *only* repeat how great you are in your *own view*, but perceive how useful and attractive you are in *your partners' views*!

2. *Methodical* soundness

4. *Products'* outflow

3. *Contextual* framing

Our meta-flag means:

- The procedures of network-building
- The 3 circles of equilibrium & harmony
- Created by 3 constructions of consensus
- Using this logo:

Therefore, your task of creating a network translates to creating equilibrium on all levels from all outside perspectives!

=> Switch perceptions: from *your* perceptions towards your *partners*' perceptions!

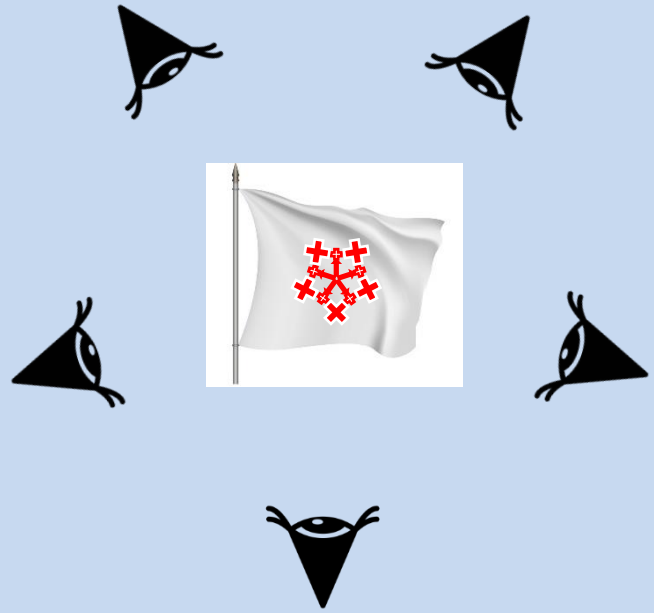
The dimensions of how others may see you

Some examples:

1. You provide a method
2. You provide data
3. You come from a “useful” country
4. Your institution is well-known
5. Within the institutional landscape, you represent a missing role
6. e.g.: “important names” need “diligent workers” … … …

Let us slowly approach this huge task: optimise how *others* see *you*

One option out of many – widely accepted:



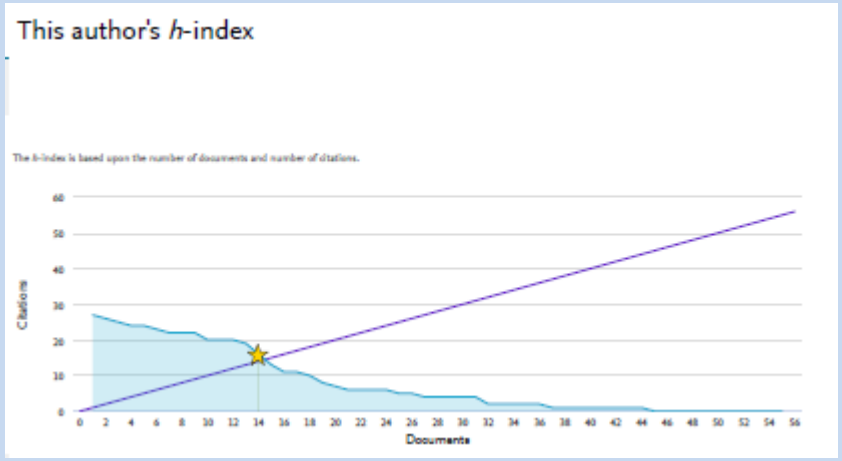
1. Search for "objective" indicators of your "qualities" (if ever possible)
2. Try to use internationally recognised journals to document your achievements
3. Select form *Scopus-listed* journals …
4. … or, if achievable, from *WoS-listed* journals

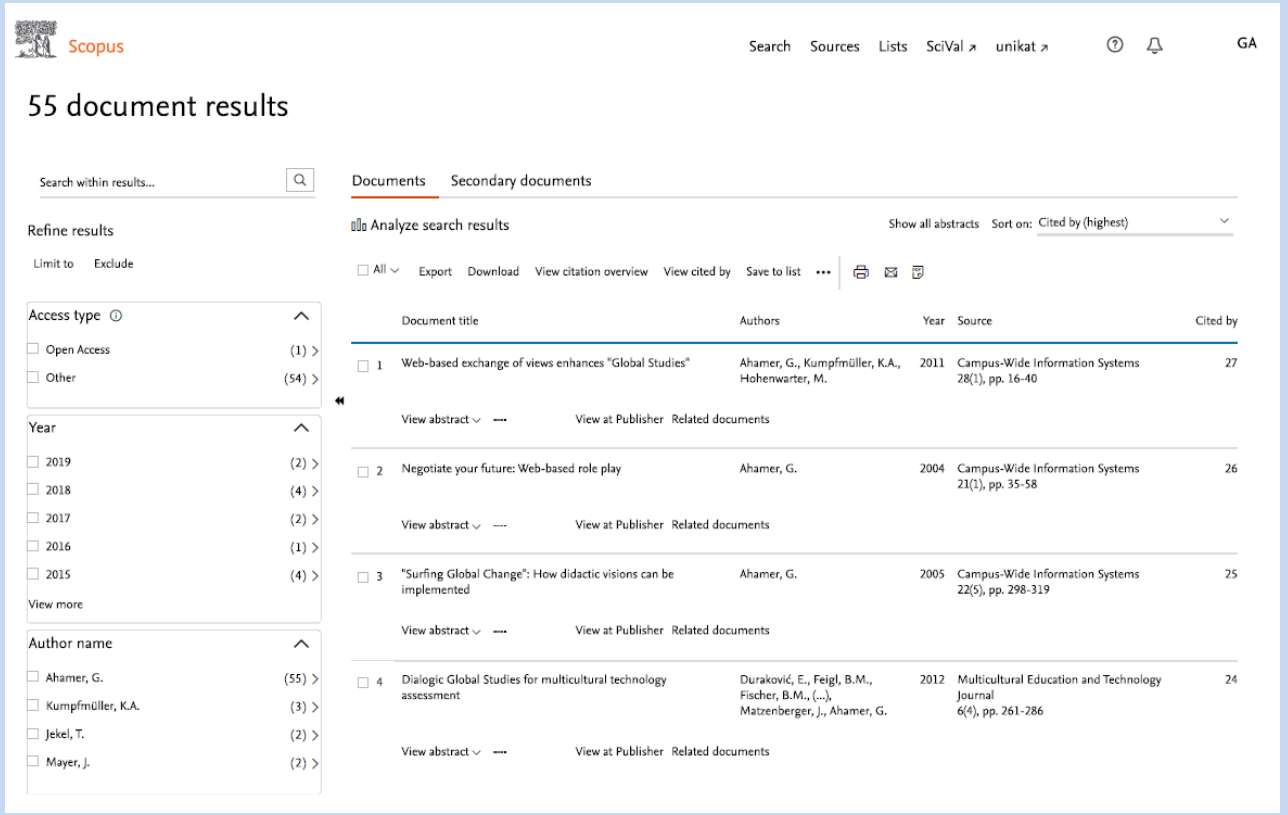
5. From your universities' premises – or via a VPN (virtual private network),

6. Use these sites: scopus.com, webofknowledge.com, webofsciene.com

Example of Scopus

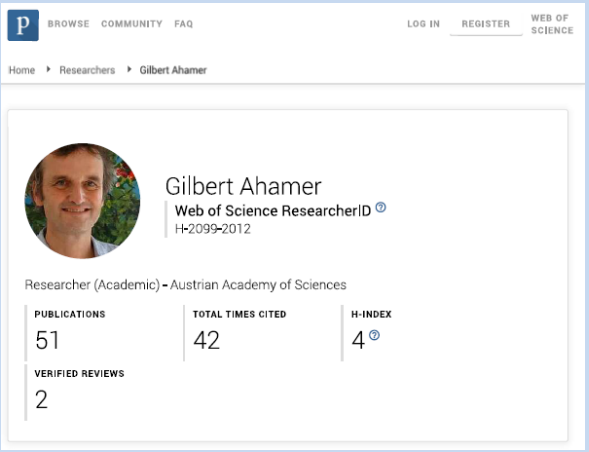
- WoS: Includes the “best” 10,000 journals worldwide
- You may link to the pdf …
- … in case your uni bought the journal
- Hirsch’s h factor: n public with n citations
- Also journals & universities have h factors

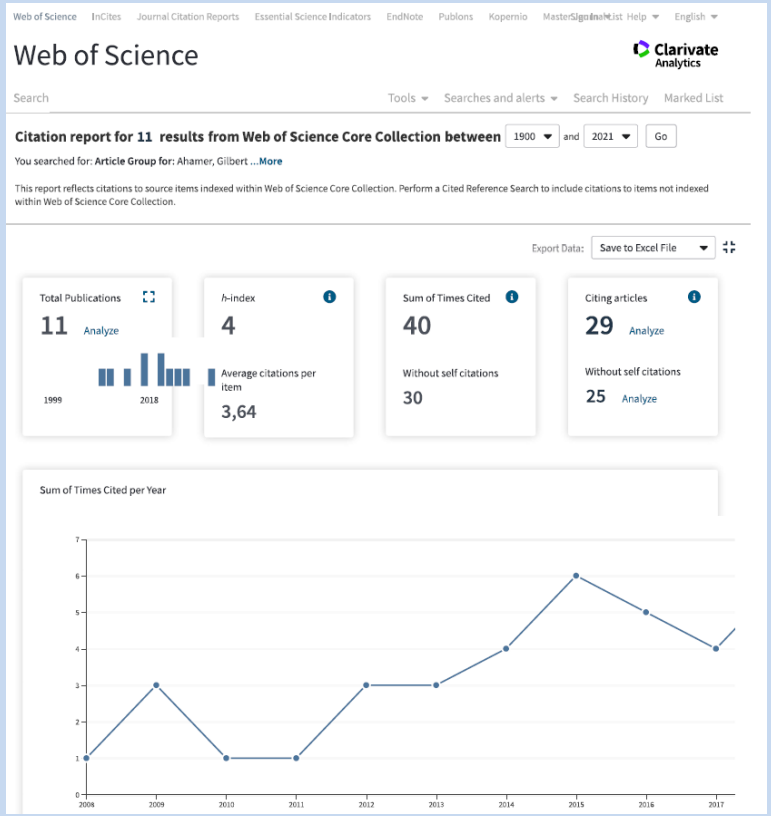


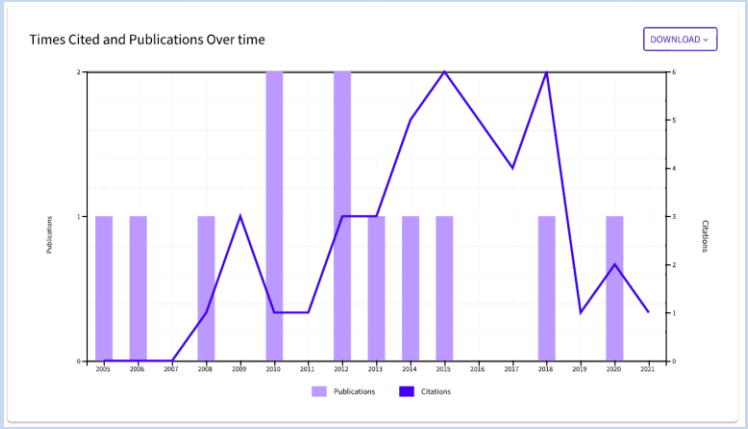


Example of World of Science (WoS)

- WoS: Includes the “best” 10,000 journals worldwide
- Similar to Publons

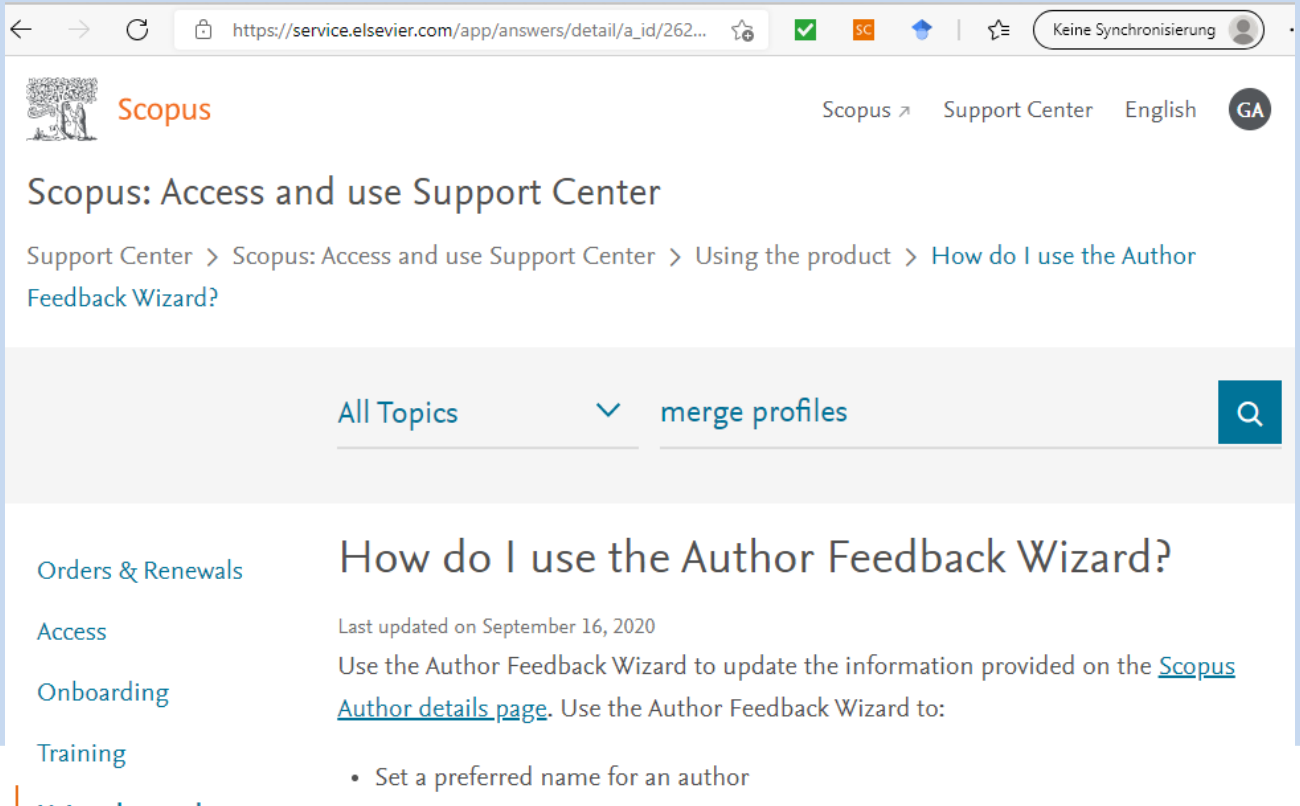


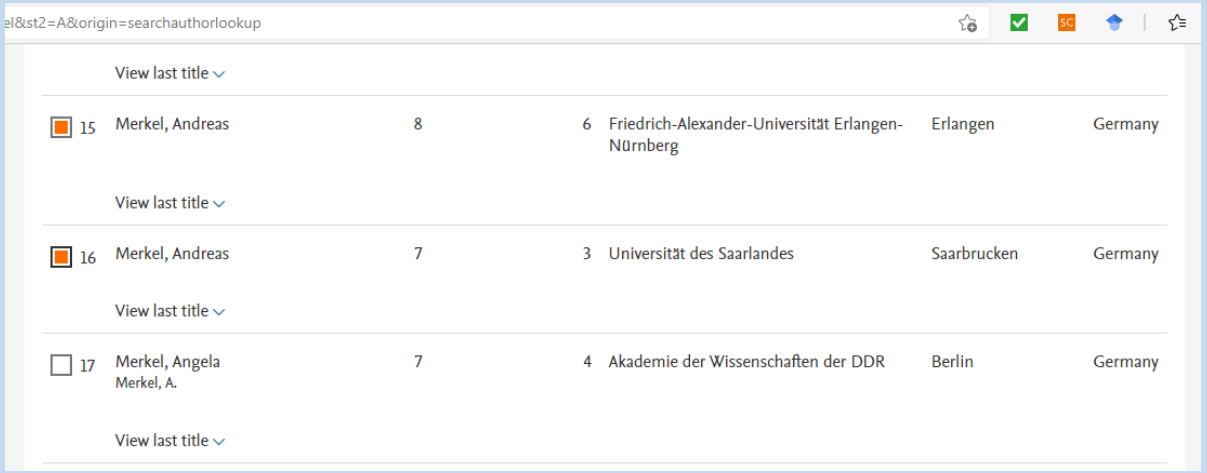




In Scopus, you should merge your profiles

- Often, names or affiliations can be misspelled, especially with non-Latin alphabets:
- In such cases, use the “merge profiles” option



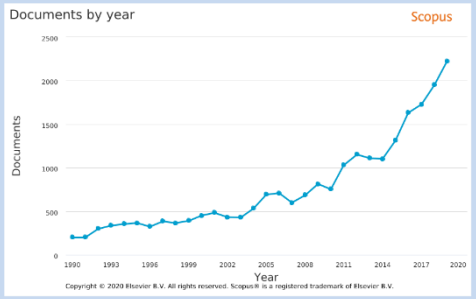


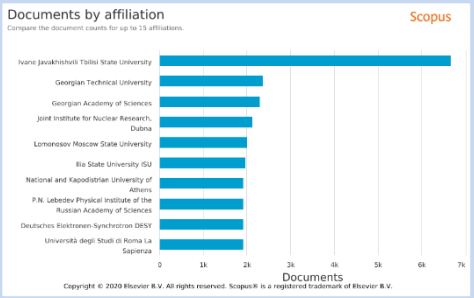
- Always, use the same spelling of institutions!
- Optimally, use the Scopus “author identifier
- …. and the ORCID identifier

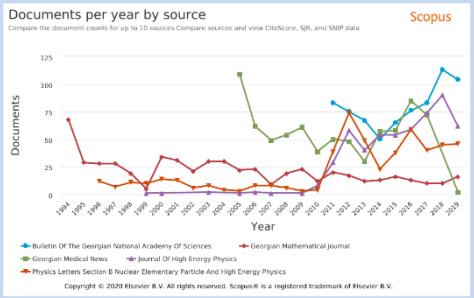
In Scopus, you can group your findings along categories

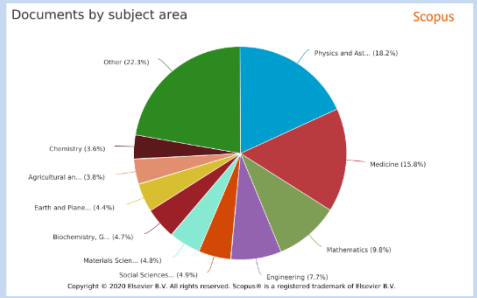
If you select a journal, think of:

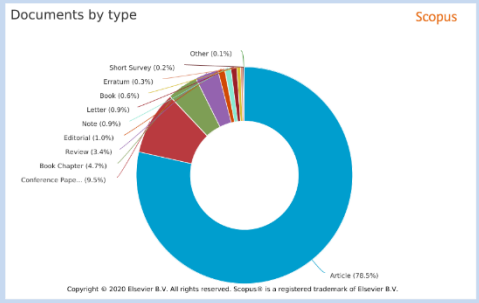
- If it has good impact factor (SJR, SNIP, etc.)
- If you can reach your target to publish in this journal
- If your received reviews have good quality
  – to further improve the quality of your work

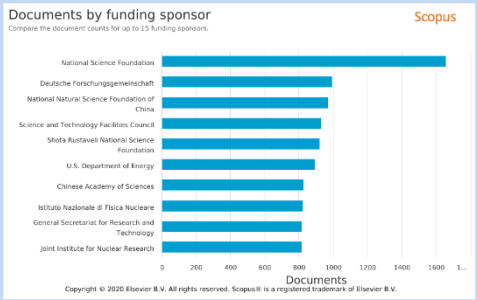












- See my analysis of globalisation journals

Interactive work 5:

“Looking for a suitable journal”

Mr. Gilbert Ahamer, Twinning component leader

10 minutes coffee break!

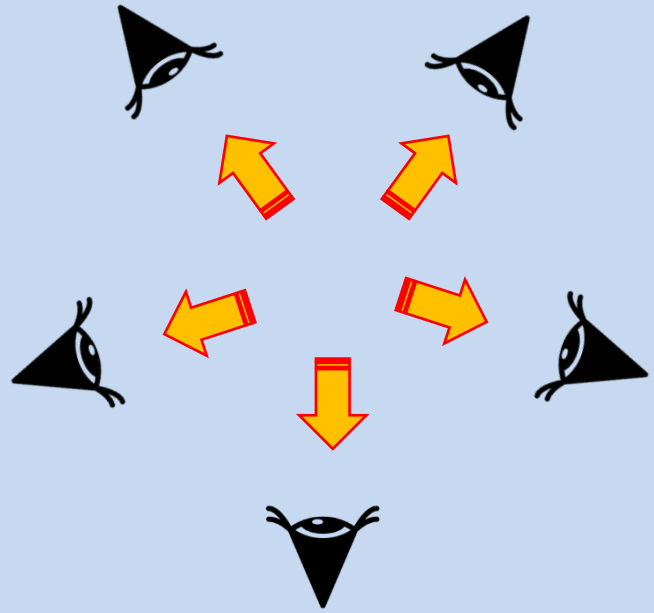
Section 6:

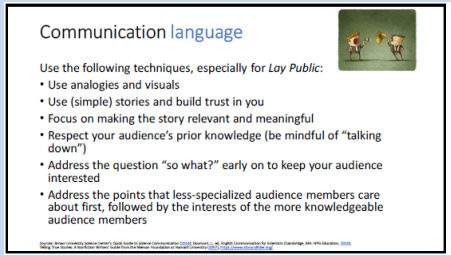
Interdisciplinary projects: why are communication skills important?

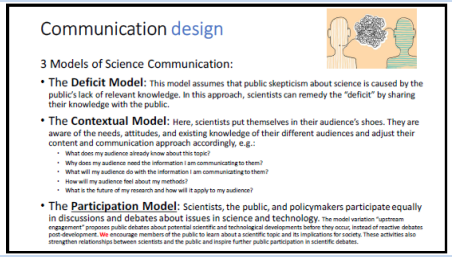
Mr. Gilbert Ahamer, Twinning component leader

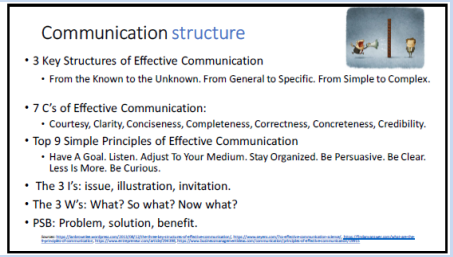
Communicational skills *optimise how others see you*

- Communicate in smooth manner
- Leave chances for the other to “discover” you
- Focus on what you can give
- You may use the “cookbook”
  from an earlier Twinning workshop in November









How do we communicate science?

Science communication skills: top 9 tips

Make sure you understand what your audience is interested in and adapt your communication accordingly.

1. Understand your audience. Put yourself in their shoes. How your research affects their lives.
2. Build your message. What single idea should they leave the room with? What do you want to achieve?
3. Connect with the public. Why should they care about my work? Convey emotion, make them laugh
4. Tell your public a story. Storytelling humanises scientists. Share a personal or professional anecdote.
5. Talk to journalists. Start by understanding why they care about your research. It's a public service.
6. Make your science understandable. We usually overestimate how familiar audience is with the topic. No jargon.
7. Deal with controversial topics. Expect your public's preconceived ideas. Respect their opinion.
8. Embrace uncertainty. What is true today may not be as accurate tomorrow. Uncertainty excites.
9. Mix communication channels. Articles, conference talks, press, social media, blogs, videos.

Source: https://agentmajeur.com/science-communication/, https://agentmajeur.com/humour-science-presentations/

Identify your method

The right audience → with the right message → in the right medium → at the right time

- Know your **audience** (e.g., lay public, the media, policy makers, …)
- Know your **message** (including "So what?" and "Why should I care?")
- Know your **medium** (that I am going to use to communicate my message to my audience)

Sources: General overview on methods: https://libguides.ncl.ac.uk/sciencecommunication, https://www.nature.com/articles/d41586-019-03869-7, https://www.nature.com/articles/d41586-019-01359-4, https://www.ascb.org/science-policy-public-outreach/science-outreach/communication-toolkits/best-practices-in-effective-science-communication/, https://www.pnas.org/content/116/16/7670, https://en.wikipedia.org/wiki/Science_communication

3 steps: https://www.brown.edu/academics/science-center/sites/brown.edu.academics.science-center/files/uploads/Quick_Guide_to_Science_Communication_0.pdf

Communication message

- Once you know your audience, you can develop your message (see Muza).
- Your message should answer the audience's questions like *"So what?"* and *"Why should I care?"* Answers to these questions vary depending on your audience.
- As a science communicator, it is important to *frame* your message in terms that are accessible, relatable, and meaningful for your specific audience.
- Why framing?
  - actively engage your audience with an issue
  - build trust and relationships with the public
  - encourage the public to participate in dialogues about scientific issues.

Sources: Working with Public Information Officers by Dennis Meredith (2010), Working with Print, Broadcast, and Online Media from AAAS Annual Meeting 2013: Communicating Science Seminar, Am I Making Myself Clear? By Cornelia Dean (2006).

Communication medium

Options to choose media:

- **Writing about science:** Use active verbs; avoid jargon, euphemisms, clichés, wordplays, and puns; use analogies and examples; only include critical details; create an outline; tell a story but stay true to the facts; spend a lot of time; revising and rewriting; cite your sources.
- **Visualizing science:** Use a consistent style and format; use colors with purpose; use high-resolution graphics; format your graphics and include labels, legends, and captions.
- **Creating a poster:** Remember that your title is your message; be intentional in your choice of colors; use high resolution visuals; use photos for the general public; use conceptual diagrams for the informed public and non-specialist scientists; use supporting visuals even if your audience is scientists in your field; use text to support your visuals; create a handout of the poster.
- **Speaking about science / presentations:** Give yourself plenty of time to prepare and practice; state your message at the beginning and end of the presentation; give your audience background on your topic; focus on the aspects that are most interesting and relevant to your audience and introduce them early on; engage your audience through questions and dialogue; explain your visuals and use them to support your presentation; talk about the process, not just the results; aim to use less time than you are allotted; leave time for questions; based on what you know about the audience, try to predict their questions and prepare answers. If you use slides: spend one to two minutes per slide; each slide should have a visual element; explain your visuals to your audience; include an outline slide.
- **Using social media:** blogs and other social media platforms such as Twitter and Facebook for a variety of purposes.

Sources: Working with Public Information Officers by Dennis Meredith (2010), Working with Print, Broadcast, and Online Media from AAAS Annual Meeting 2013: Communicating Science Seminar, Am I Making Myself Clear? By Cornelia Dean (2006).

⑥

Interactive work 6:

"Main limitations from different perspectives"

Please identify max 3 main perspectives and 3-5 limitations for each perspective

Perspectives: scientific, business, institutional, personal, economical, geopolitical etc.

Mr. Gilbert Ahamer, Twinning component leader

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Feedback

EU Twinning in Science-Business links

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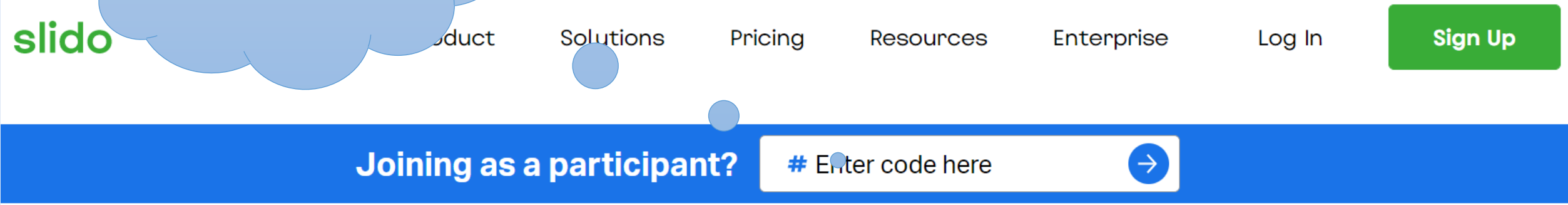

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ENVIRONMENT AGENCY AUSTRIA

JOANNEUM RESEARCH

FWF Der Wissenschaftsfonds.

DLR Projektträger

FFG Promoting Innovation.

ევროკავშირი საქართველოსთვის
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Feedback results from 14 July

Would you recommend this training to a friend or colleague?

How could this training be improved?

To add the examples
in person
make it longer
practical examples
it's fine
step by step to go through the answers of the given templates

face to face

teamwork
face tof ace
more concrete examples, links
making longer
include someone from private sector

Desires for next trainings

More practical works

face to face

more Gilbert

more details

yes do more
will be good
keep this direction
teamworking
practical exepmles
Positive

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Thank You!

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