




# UNLOCKING AND MANAGING RESEARCH FUNDING PROGRAM – INTRODUCTORY SESSION

 **Date: Thursday, January 16, 2025**

 **Time : 9h00 am - 12h30 pm**  
**Total number of hours : 3.5 hours**

 **Location:** Campus of Innovation and Sports, (CIS-USJ), Beirut

 **Modality:** On-site

 **Language:** English



 **For Registration: Click here**



**Mr. Antoun Andrea**

Mr. Andrea is a seasoned professional with over 13 years of experience in senior management roles across the development, consulting, and training sectors. He is the founder and CEO of RainMakers, a business development firm based in Istanbul, and the Executive Chairman of KeyLearn SAL, a learning solutions provider in Beirut. Antoun also founded ANAT, a Lebanese consulting firm specializing in organizational development.

With expertise in NGO management, project management, business development, and strategic planning, Antoun has worked with governments, NGOs, universities, and corporations across the EMEA region. He has delivered training and consulting services to organizations like AUB CEC, PWC Academy, and Oxfam, making him a sought-after expert in his field.

Antoun is an expert trainer at the Professional Training Center of USJ.

**DESCRIPTION**

By the end of this training, participants will gain a comprehensive understanding of the grant proposal development process, including essential terminology and strategies for identifying and qualifying funding opportunities. They will also learn to structure effective proposals, understand the evaluation process from the funder's perspective, and grasp the key criteria used to assess submissions.

**⚠ Important Notice:** During the last session, an expert will intervene to present a program conducted by the company "Knowledge E (KnE)".

**OUTLINE**

**Session 1: Introduction to Proposal Development**

- a. Acquire the basics of grant proposal management process
- b. Get acquainted with the terminology
- c. Learn where to find funding opportunities and how to qualify them

**Session 2: What Is Needed on the «Other Side»**

- a. Identify the component of grant proposal
- b. Learn what happens on the «Other side»
- c. Understand the criteria to assess proposals

**SESSION PLANNING**

**SESSION 1**

**January 16, 2025**  
 9h00 am - 10h30 am  
**Introduction to Proposal Development**  
 Mr. Antoun Andrea



10h30 am - 11h00 am

**Coffee Break**

**SESSION 2**

**January 16, 2025**  
 11h00 am - 12h00 pm  
**What Is Needed on the «Other Side»**  
 Mr. Antoun Andrea

**SESSION 3**

**January 16, 2025**  
 12h00 pm - 12h30 pm  
**Expert intervention from Knowledge E (KnE)**  
 Expert by KnE

