



SUCCESS IS NOT FINAL,  
FAILURE IS NOT FATAL:  
IT IS THE COURAGE TO  
CONTINUE THAT COUNTS.  
SUCCESS IS STUMBLING  
FROM FAILURE TO FAILURE  
WITH NO LOSS  
OF ENTHUSIASM.  
*Winston Churchill*

# How successful proposals are selected

Deniz Uner

One of the many evaluators for MSCA PF proposals

# The evaluators: Appointment process

- Selection is based on a match between your expertise and the keywords of a number of proposals
- Evaluators should not have any conflict of interest
  - Family membership
  - “Academic family” membership
  - Having helped preparation of a proposal
  - Having a proposal under evaluation



# Evaluator Training

- An online training is compulsory to ensure that
  - you are aware of the process and its structures
  - the specific strategies of the evaluation policies
    - Being specific of what you are critical about
    - Evaluation RUBRIK
    - No scoring before consensus is established between all of the evaluators
    - ....
  - You understood the contents: quizzes and repeats until you demonstrate capacity to grasp the ground rules and protocols.



# Project assignments

- You are asked to check and accept the assignment
- Or declare Col to reject the evaluation because you
  - Have joint publications with PI or the Host
  - Have other collaborative work
  - ....
  - In the last three years



# Assignment of the proposals and first round of evaluations

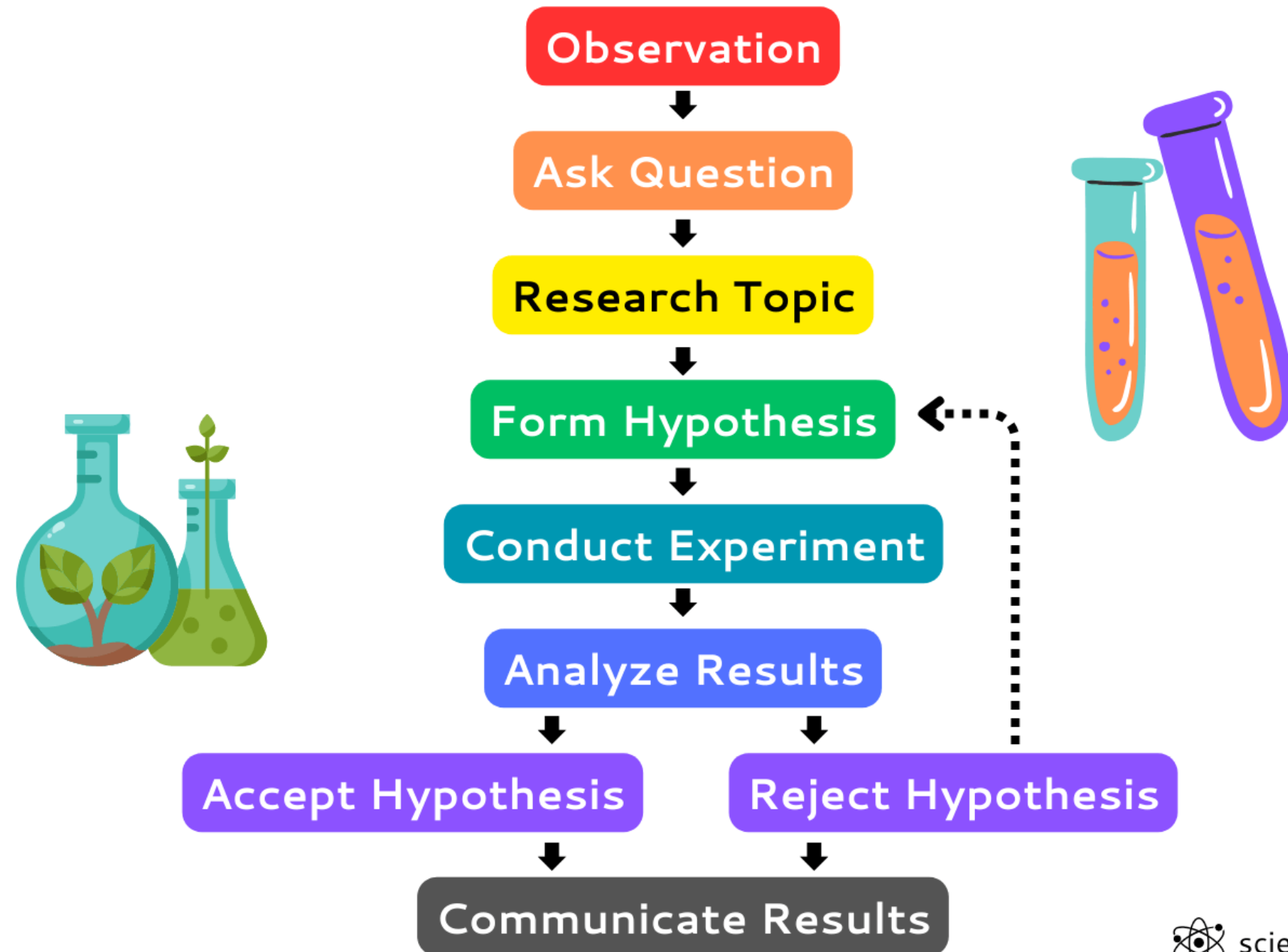
## **Vice Chair**

- Responsible for smooth running of the evaluation process,
- Person in charge of reading the proposals for the clarity and adherence to the ground rules
- Person in charge for conflict resolution
- Person in charge in final ranking processes!

## **Evaluators**

- Read and critically evaluate the proposals against a well prepared RUBRIK.
- Only issues that needs attention is clearly indicated in the first round of the reading.
- Revises the comments after the feedback from the VC

# The Scientific Method



# Consensus phase

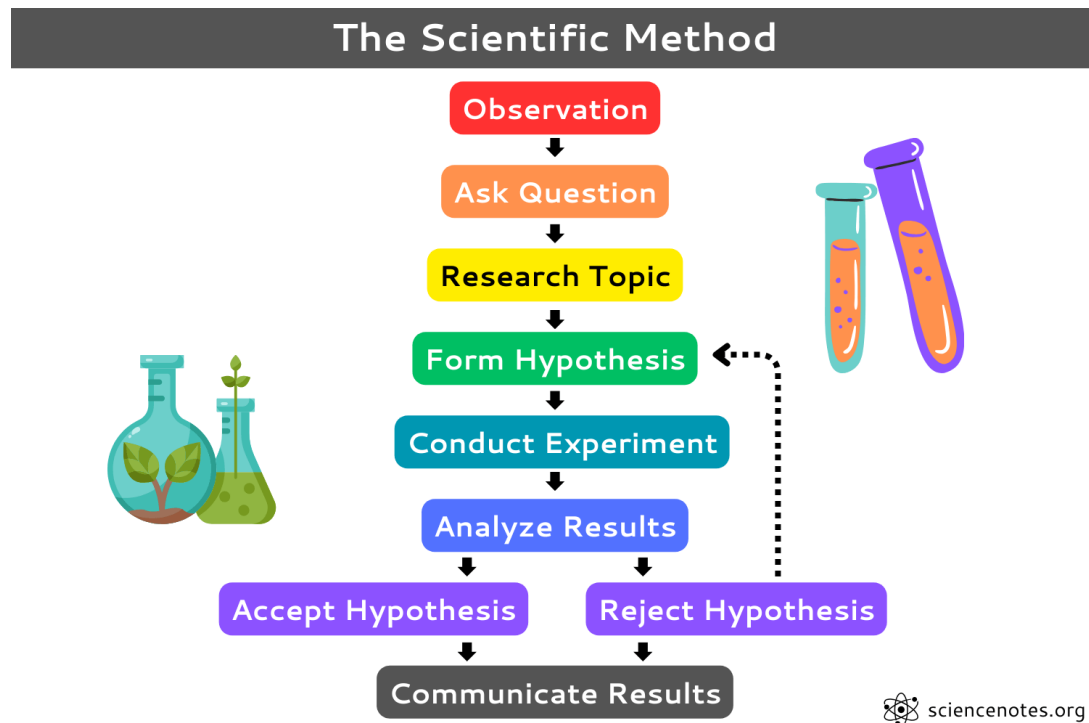
## **Rapporteur**

- One of the evaluators, in charge of the summary of all evaluations
- VC of the rapporteur is VC for the consensus for that particular proposal

## **The process**

- All of the evaluations are consolidated as a draft
- Common points are easy
- Divergences require academic discussions!

# The consensus phase and the scientific method



- The purpose of the consensus phase is to
    - Brush off the prejudices of the individual evaluator
    - Bring issues to the forefront that the other evaluator may have missed
    - Learn from each other
- It is **SCIENTIFIC METHODOLOGY** in action!

# Resolving divergences

## **Social process**

- Negotiation skills are important
  - Kindness
  - Respect
  - Being on time with the responses
  - Adherence to the rules of the evaluation process

## **Academic process**

- Experts of a field can dominate
- Generalists can see deeper aspects
- Differences in background

# Only the exceptional proposals

## PI

- Clear and convincing demonstration of
  - Understanding of the problem,
  - Expertise
  - Academic style
  - Project management capacity

## Host

- Suitability
  - Complementarity of the expertise
- Hosting arrangements
  - Level and the quality of the support provided

Success doesn't come from what you do occasionally, it comes from what you do consistently.

[Marie Forleo](#)

# Scoring

- Only after the contents of the report is approved by all evaluators, followed by the feedbacks given by the VC on the contents!
- Adherence to the scoring RUBRIK is essential.
- A second negotiation phase!
- A very easy process for the excellent proposals,
- The rest always involve several layers of iterations including rephrasing the consensus report.

# Approval

- All of these processes take place in the chat board of SEP, evaluation platform of EC.
- Everything a reviewer contributes is documented.
- Final approval closes the proposal for the evaluators.
- VC takes over for ranking process.



Duatepe Polatli, 1921

- İş Bankası açılış toplantısı:  
Sermayenin azlığına bakarak cesaretiniz kırılmasın. Böyle kurumlar için en kuvvetli sermaye zeka, dikkat, namustur. Teknik ve metodik çalışmasını bilmektir. Bu anlayışla işe sarılıyorsunuz, kesinlikle başarılırsınız.

**Mustafa Kemal Atatürk**  
**1924**

# Thank you

Any questions?