

<b>Title of the Module:</b>	<b>FUNDING RESEARCH GRANTS</b>	<b>Domain:</b>	<b>ADVANCED TRAINING FOR ALUMNI</b>
<b>Trainer:</b>	Eng. Alaa Sami	<b>Module Code:</b>	ALU-08
<b>Date:</b>	10.10.2016	<b>Language of Instruction:</b>	English
<b>Duration:</b>	One Day (9:00am– 4:00pm)	<b>Target Group:</b>	PhD Candidates, Master Students Post Docs, Alumni

<b>CONTENT:</b>	<ul style="list-style-type: none"> <li>• What characterizes a strong relationship?</li> <li>• Research funding sources and type of clients</li> <li>• Key activities of the 4-phases Fundraising Solutions through Relationships and Thought Leadership</li> <li>• The Power of Questions</li> <li>• Persuasive client-focused case statement and e-mail writing</li> </ul>
<b>LEARNING OUTCOME:</b>	<p>By the end of the module, participants will be able to:</p> <p>Identifying and building sustainable relationship with diversified sources of funding</p>
<b>ORGANISATIONAL REMARKS:</b>	<ul style="list-style-type: none"> <li>• Theoretical input through Power Point Presentation and hand-outs</li> <li>• Brainstorming, group discussions, tasks in groups, synthesis through application, critical incidents and role plays</li> <li>• Materials and media needed: flipcharts, pin board, coloured paper in different shapes, pen markers, white board, Laptop and Data show</li> </ul>
<b>ABOUT THE TRAINER:</b>	<p>Engineer Alaa has a Master Degree in Construction Management from Brighton University, United Kingdom and a bachelor degree in Construction Engineering from the American University in Cairo. Engineer Alaa Sami is a Trainer and Business Development Consultant. He trains and consults for international development organizations such as GIZ, USAID, UNDP, UNICEF and European Union. He has supported foundations, Arab and International firms in engaging more effectively with clients as well as preparing winning strategies for multi-sectors tenders and grants. He is a trainer at the Engineering Service Unit of the American University in Cairo. Alaa has served for several years as the Near East Marketing Director for AECOM, one of the largest US engineering design and project management Services Company.</p>