2021 ETCP Catalogue

2021 European trainings

Face-to-face Seminars Live Webinars Full Online

www.etcp.fr



What a year. Lockout, lockdown, open, close again.

And still online possibilities to keep in touch with you.

We thank the 312 participants of 2020 who used our Platform to gain qualification about new financial perspectives.

Here we stand, still fully dedicated to on-the-job concrete trainings with full online, live webinars and hopefully face-toface again. Take care, see you soon

Franck SOTTOU, director



Why to use ETCP?

- Because we like to make it concrete:
 - Small groups
 - Full interaction (open floor, chat and questions)
 - Concrete and specific (direct work on your documents/cases)
- Because we have experience on it
 - More than 7000 participants since 2004
 - More than 300 participants last year in our Webinars
 - Secured ETCP Platform for full access to documents and reporting
- Because we focus on results
 - For each participant a welcome / final Quiz
 - For each participant a final Certificate of Qualification



How it works?

- Step 1 : Pre-registration on line on https://etcp.fr/register/
 - Pre-register to save your seat
 - You can register as individual or register as a group
- Step 2 : you make final registration
 - Final registration to get your invoice
 - Each participant get a Voucher to get access to ETCP platform
- Step 3 : you log on ETCP platform
 - For each Seminar a specific AREA including all invitations, links and documents
- Step 4 : you get your certificates
 - A certificate of qualification based on a Quiz
 - A certificate of attendance based on participation
 - in case of group registration, full group reporting about participation to the trainer manager



The overview

Trainings	Goal	Live Webinar	jan f	eb mar	ch ar	oril <u>m</u> a	y june	Face-to-F	ace j	uly aug	ust se	pt c	ct no	v dec	PLACES
Covering EU funds from A to Z	Building your capacities to manage projects and programmes integrating financial and technical aspects	2-day		C	n den	nand		5-day			6-	10		6-10	Paris
SCO and Simplification	Screening options based on the most secure and simple methods	1-day		11		19	9 10	3-day				20	-22		Athens
Integrated Territorial development and smart cities (NEW)	Implementing place-based and spatial instruments for smart development	1-day						3-day					4-6	5	Prague
Control and on-the-spot checks study visit (NEW)	Looking for errors and irregularities in a more effective way	2-day						4-day					26-2	29	Dubrovni
Errors, Irregularities and suspected fraud	Getting positive opinion on the Management Declaration of Assurance	1-day					11	3-day			15	-17			Barcelona
State aid, Public Procurement and PPP	Improving management of competition rules and reducing the level of errors + special focus on State Aid Reform	2-day						2-day				11	-12		Budapest
Risk Management and sampling	Mapping, scoring and mitigating the risks using sampling methods	2-day					24	3-day						20-22	Lisbon
Indicators and better Monitoring	Focusing on common, core and specific indicators, baselines and targets	1-day				8		2-day			23	-24			Madrid
Project & Programme Management 2021- 2027 (NEW)	Integrating technical and financial issues to make better projects and reports	1-day			1	.9		2-day						16-17	Roma
Results-Oriented Management (ROM) Online	Getting the essentials of project and programme management integrating modernised logframes and indicators	А	nypla	ce, Anyt	ime : 2	2-month	n full acc	ess online	to vid	eos, qui	z and p	resenta	tions		Full online
Making you Better Project manager Online (NEW)	Getting the essentials of efficient and effective project management	Anyplace, Anytime: 2-month full access online to videos, quiz and presentations													
Making you Better Verification officer Online (NEW)	Getting the essentials of prevention, detection and correction of errors, irregularities and fraud	А	nypla	ce, Anyt	ime : 2	2-month	n full acc	ess online	to vid	eos, qui	z and p	resenta	tions		Full Online



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Face-to-Face Seminars





Face-to-Face Training

6-10 September 6-10 December

Paris

By Franck Sottou Colm Dunne Goran Zakanji



Learning objective

 Building your capacities to manage projects and programmes integrating financial and technical aspects in the perspective of the new 2021-2027 generation

Learning points

- Integrating fully the new aspects of the 2021-2027 generation with a specific focus on output-result-based approach & Simplified Costs Options
- Presenting EU Strategies and policies in line with the new intervention logic (results/outputs)
- Getting key alerts about errors, irregularities and fraud
- Looking to the key methods for management verification, certification and audits
- Introducing tools and procedures (checklist, sampling & risks management)
- Insisting on specific issues such as Public procurement, State aid and Enabling conditionalities
- Focusing on new the Territorial Instruments

Special points

- Ex-ante and ex-post tests (making you a more qualified officer)
- One cohesion dinner

Fees

- 1405 € (lecturing costs, 4 lunches + 1 dinner)
- Special discount (15% early registration or 10% with 2 or more participants)



DAY 1 **Morning session** Step 1: Kicking off the seminar 9.00am to 12.30pm Feed back on initial knowledge and key learning objectives • Lessons learnt from 2014-2020 The New aspects for 2021-2027 • Better accountability at programme & project level Key alerts about EU Funds (most common errors and risks) Lunch from 12.30pm to 2.00pm Afternoon session **Step 2: Understanding Key Regulations and Definitions** 2:00pm to 4.30pm • Programme, Operation, contract and actions: what's new? • Key players (beneficiaries, recipients, partners, suppliers and target groups) • Key functions (programming & planning, preparation & submission, contracting, verification & payments, closure, certification and audit) • Full understanding of the "new" intervention logic (theory of change) Example of "good" projects & operations

*Registration and welcome coffee: 9:00-9:30 15-minute breaks at 10.30am and 3.15pm



DAY 2

Morning session 9.00am to 12.30pm

Step 3: Giving an Overview of New EU strategies and programmes

- The new targets and instruments including green deal
- EU Strategies and policy objectives : online data
- The specific recommendations for States and Regions
- The New Operational Programmes: specific objectives and indicators
- The Baselines and Targets of priorities and the Performance Framework
- The concrete vision of Operational Programmes (case studies)

Lunch from 12.30pm to 2.00pm

Afternoon session 2:00pm to 4.30pm

Step 4: Making better monitoring and evaluation of interventions

- The new Common and core indicators
- Indicators for ESF+, ERDF/CF and other Programmes
- Indicators and goals of Sustainable Development
- Selection of Project, contract, action or group of projects, operation
- Better on-going monitoring and evaluation of impact of intervention
- Case studies & Exercise on specific 2021-2027 OPs / Action Documents



^{*15-}minute break at 10.30am and 3.15pm

DAY 3 **Morning session Step 5: Tackling new management verification work** 9.00am to 12.30pm Real and simplified costs options Success conditions for Simplified Costs Options and data collection Payment conditions and adjustment procedures Better on-going verification of the deliverables and results Specific attention paid to Community rules (State Aid, Public Procurement, gender, non-discrimination, environment, durability...) Lunch from 12.30pm to 2.00pm **Afternoon session Step 6: Looking for reasonable assurance** Reinforcing sampling at expenditures and operation levels 2:00pm to 4.30pm Distinction between errors, irregularities and fraud Better identification of errors and related risks Sampling methodologies Better on-the spot verifications and sampling of expenditure items Exercise on errors, irregularities and fraud: consequences for sampling



^{*15-}minute break at 10.30am and 3.15pm

DAY 4						
Morning session 9.00am to 12.30pm						
	Lunch from 12.30pm to 2.00pm					
Afternoon session 2:00pm to 4.30pm	 Step 8: Taking into account the Audit dimension System audit Audit of annual accounts and audit of operations Solving irregularities together: improving the AA opinion 					
Evening session 7 pm	Step 9: Sharing experiences and building capacities Dinner in the centre of Paris with all participants and ETCP team					
DAY 5						
Morning session 9.00am to 12.30pm	 Step 10: Wrapping up the seminar and final evaluation General correction of all questions of the test Focus on some key point to remember / to improve Specific assessment of the effect of the seminar and future needs Certificates ceremony 					

^{*15-}minute break at 10.30am and 3.15pm



Errors, Irregularities and suspected Fraud

Face-to-face
15-17 September 2021
Barcelona

by Franck SOTTOU Inga MOISIEJUTE



Control and Annual Closure Preventing, detecting and correcting errors

Learning objective

Getting positive opinion on the Management Declaration of Assurance

Learning points

- Lesson from the past: key irregularities and fraud, key alerts from auditors, key obstacles to closure and where they come from, key steps to ensure full and balance closure (process and planning)
- Specific problems and discussion of best practices
- Operations closed? Phasing and functional operations
- Financial engineering instruments: specific issues about beneficiaries/recipients/outputs and results
- Identifying the right and important indicators;
- Dealing with bottlenecks for the solution of irregularities: investigations, audits and checks
- Ensuring sound prevention, detection & corrections
- Closing specific operations and checks after closure: durability
- Improving sampling methods
- Dealing with suspended / corrected operations
- Adjusting the Management & Control system.

Special points

- Discussions, group work, cases and example
- Fees
 - 1305 € (lecturing costs + lunches)
 - Special discount (15% early registration or 10% with 2 or more participants)



Errors, Irregularities and suspected Fraud *Preventing, detecting and correcting errors*

DAY 1: From a Managing Authority / IB perspective

Registration

9.00 to 9.30am

Morning session

9.30am to 12.30

Step 1: Introduction and overview

- Preparation of MDA and annual summary
- Sampling of management verifications: risk assessment and (non)statistical
- Methodology for supervision of delegated tasks
- SCOs and simplification specific dimensions
- Financing not linked to costs

Lunch from 12:30pm to 2:00pm

Afternoon session

2.00pm to 4.30pm

Step 2: Detection and corrections

- Main irregularities in accounting year 2018/2019
- Risks management and sampling
- Reinforcement of ex-ante and on-the-spot checks
- Overview of the new EC guidance

Step 3: Special risk management of (suspected) frauds

- Fraud indicators and red flags
- Case studies on mitigation actions and residual risks



^{*}Registration and welcome coffee: 9:00-9:30 15-minute breaks at 10.30am and 3.15pm

Errors, Irregularities and suspected Fraud *Preventing, detecting and correcting errors*

DAY 2: To the Audit Authority and Certifying Authority perspectives

Morning session

9.00am to 12.30pm

Step 4: AA perspective

- System audits, audit of operations and audits of accounts
- Statistical and non-statistical sampling
- Off-the-shelf sampling methodologies non proportional allocations, regional clustering
- AA reliance on management verifications conditions, scope and extent of AA verifications
- Audit of SCOs, ex ante review
- Audit of indicators

Lunch from 12:30pm to 2:00pm

Afternoon session

2.00pm to 4.30pm

Step 5 : CA perspective

- Annual accounts
- Ongoing assessments
- Recoveries, pending recoveries and withdrawals

Step 6: Looking for clear definitions and calculations

- The crucial role of the Tolerable Error Rate (TER/RTER)
- Calculation of the ER: examples and definitions
- New Regulations and new Guidance: effects on procedures and tools

^{*15-}minute break at 10.30am and 3.15pm



Errors, Irregularities and suspected Fraud *Preventing, detecting and correcting errors*

DAY 3: To get all together a reasonable assurance

Morning session

9.00am to 12.30pm

Step 7: Specific alerts and points of control

- Checks after the closure of operations : durability
- Conditions for safe application of professional judgement

Step 8: Prevention of errors

- Working with the beneficiaries (guidelines, FAQ, open days...)
- Safeguards in the management and control system
- Ex-ante checks and internal risks

Lunch from 12:30pm to 2:00pm

Afternoon session

2:00pm to 4.30pm

Step 9: Follow-up of findings and effective corrections

- Treatment of findings: financial corrections at beneficiary & CA level
- Consequences of findings: extension of sampling and a qualitative extension of control
- Management of error risks: analysis of systemic effects and adjustment of control work program

Step 10: Action plan

• Wrap up and completion of the Action Plan



^{*15-}minute break at 10.30am and 3.15pm

Indicators and Better Monitoring (new)

Making better data collection

Face-to-face
23-24 September 2021
Madrid

By Franck Sottou, Colm Dunne



Indicators and Better Monitoring Making better data collection

Learning objective

Making results-oriented reports more strategic, graphic and analytical

Learning points

- Improving on-going evaluation and strategic monitoring of funds and new instruments
- Getting more in-depth knowledge of project monitoring in relation to programme / call management
- Distinction and linkages outputs / results
- Evidence-based approach: data, figures and gap management (less binary approach)
- Clearer vision of results: target group, baseline / target and possible immediate / intermediate change
- Reports looking to the whole chain of results with clear accountability ceiling (to be defined)
- Contribution of intervention well defined (from outputs to outcomes)
- Relevance, Coherence, Efficiency and Effectiveness and Sustainability
- Specific risks / assumptions and mitigation identified for outputs / outcomes
- Use of indicators in monitoring financial and physical progress of projects and programmes.

Special points

- Discussions, group work, cases and examples
- Practical examples applied to different sectors and interventions

Price

- 1109 € (lecturing costs + lunches)
- Special discount (15% early registration or 10% with 2 or more participants)



Indicators and Better Monitoring Making better data collection

DAY 1					
Registration 9.00am to 9.30am Morning session 9.00am to 12.30pm	 Step 1: Laying the foundations by linking Reporting, Monitoring & Evaluation Traditional and modernised Intervention logic - the rationale for greater results orientation How indicators connect projects, programmes and policies How to link in an efficient way reporting, monitoring and evaluation 				
	 Step 2: Anticipating future evaluations in a clever way Outputs and efficiency: examples Results and effectiveness: examples Improving coherence in indicator systems and data collection 				
	Lunch from 12:30pm to 2:00pm				
Afternoon session 2:00pm to 4.30pm	 Step 3: Focusing on ESF+ Approach to Monitoring & Evaluation ESF guiding principles The focus on changes in the target group Common/Core output and results indicators, baselines and targets, longer term results Specific reporting conditions about participants 				

*Registration and welcome coffee: 9:00-9:30 15-minute breaks at 10.30am and 3.15pm



Indicators and Better Monitoring Making better data collection

DAY 2

Morning session

9.00am to 12.30pm

Step 4: Focusing on ERDF / CF Approach to Monitoring and Evaluation

- The results-oriented approach explored
- The focus on changes at sector level: examples
- Common/Core indicators: examples applied to different sectors and intervention types and first assessment of impact in line with new definitions

Lunch from 12:30pm to 2:00pm

Afternoon session

2:00pm to 4.30pm

Step 5: Tackling Indicators in Managing Programmes and calls

- Specific objectives and the results oriented approach
- Indicators for Milestones and the Performance Reserve
- Good practices in indicator systems

Step 6: Dealing with reporting in 2021-2027

- Reporting types and methods: linking the reports from beneficiary to annual reports and sizing-down the text to the point
- Planning for effective communication: examples of graphics / illustrations

Step 7: Full action plan for better reporting



^{*15-}minute break at 10.30am and 3.15pm

Simplified Cost Options and Simplification

Face-to-face 20-22 October 2021 Athens

By Franck Sottou Peter Vlasveld Patrick Wamper



Learning objective

Simplifying programming, contracting, verification and monitoring all together

Learning points

- Presenting all Simplified Cost Options and their success conditions
- Looking to the most up-dated experiences at EU and Member-States level
- Listing simplification actions (quick-wins and long-term success)
- Ensuring the best collection of data and calculations
- Tackling adjustments of the Management & Control System
- Anticipating audit and screening the selection, contracting and reporting phases
- Mitigating the risks: sampling, walk-through testing

Special points

• Discussions, group work, cases and example

Price

- 1305 € (lecturing costs + lunches)
- Special discount (15% early registration or 10% with 2 or more participants)



DAY 1

Morning session * 9.30am to 12.30pm

Step 1: Defining requirements for simplification

Success conditions and key topics listed

- Lessons learnt: reduction of administrative burdens?
- Focus on key options and elements of simplification: quick wins

Step 2: Discussing simplification in case of SCO: unit cost, lump sum & flat rates Examples of simplification steps

- The options in details, calculation and up-dates methods
- The conditions for payments of the operation & reporting arrangements
- The consequences on Public procurement & State Aid
- The choice of the indicators: from inputs to outputs / results

Lunch from 12.30pm to 2.00pm

Afternoon session 2.00pm to 4.30pm

Step 3: Ensuring a secure calculation and control of SCO

Practical cases and proposal of concrete solutions

- Historical and accounting data
- Single lump sum and draft budgets
- The specific cases of staff costs & indirect costs
- The specific case of infrastructures

*Registration and welcome coffee: 9:00-9:30 15-minute breaks at 10.30am and 3.15pm



DAY 2

Morning session

9.00am to 12.30pm

Exercises in group: targeting & calculation workshop

Practical cases and proposal of concrete simplification

- Simplification with SCO unit costs
- Simplification with SCO lump sum and single lump sums
- Simplification with SCO flat rates & indirect costs

Lunch from 12.30pm to 2.00pm

Afternoon session

2.00pm to 4.00pm

Exercises in group: thematic workshop

Practical cases and proposal of concrete simplification

- Trainings and education
- Support to businesses / start-ups
- Research and development
- Energy and transport
- Fight against poverty
- Migration and border controls
- Local infrastructures



^{*15-}minute breaks at 10.30am and 3.00pm

DAY 3	
Morning session 9.00am to 12.30pm	 Step 4: Setting-up a new simplified system Exercises of simplification of the Management & Control system New ex-ante checks and selection process Simplification of Contract & adjustment process Simplification of Management & Control system Better prevention and management of risks Sampling of expenditures and operations New checks on-the-spot
	Lunch from 12.30pm to 2.00pm
Afternoon session 2.00pm to 4.00pm	 Step 5: Defining concrete steps of simplification Full action plan designed with participants New Delegated acts (DA) for SCO New audit trail as managerial exercise Full action plan

^{*15-}minute breaks at 10.30am and 3.00pm



State Aid, Public Procurement and PPP

Face-to-face
11-12 October 2021
Budapest

by Alun Williams, dr Balázs Dencső



State aid, Public Procurement and PPP Making smarter control of competition rules

Learning objective

• Improving management of competition rules (PP and State Aid) in a secure and simpler way

Learning points

- Screening Public Procurement Directives & the CJEU case law;
- Understanding concept & key criteria for State Aid about the logic & objectives;
- Improving systems, procedures and tools to prevent, detect and correct errors, irregularities and fraud related to Public procurement & State Aid;
- Making controls more effective and efficient using walkthrough checks;
- Sectoral rules & sensitive sectors.
- Getting examples about State Aid exemptions and in particular GBER
- Tackling the specific risks of De minimis
- Ensuring better risks management of competition rules all together

Special points

- Discussions, group work, cases and examples
- Anticipation of 2021 State aid Reform

Fees

- 1109 € (lecturing costs + lunches)
- Special discount (15% early registration or 10% with 2 or more participants)



State aid, Public Procurement and PPP Making smarter control of competition rules

DAY 1

Morning session

9.00 to 12.30

Step 1: Introducing key tools & criteria for competition rules

- Competition rules: objectives and key principles
- Reform of the EU public procurement rules
- Scope & Definitions, Thresholds, Publicity, Exclusions and Procedures

Step 2: Tackling Public procurement specific risk assessment

- Selection, award criteria, weighing systems, specifications and standards
- Contract amendment & Monitoring requirements
- Abnormally Low Price / Incomplete Tenders / Material Change
- Clear distinction between PP & PPP

Lunch from 12.30pm to 2.00pm

Afternoon session

14.00 to 16.30

Step 3: Public Procurement cases

 Most common errors in: Technical specifications and criteria, Selection, evaluation and award, Contract implementation

Step 4: Public Procurement corrections of cases

Main types of irregularities and their rates of correction: contract notice and tender specification irregularities, irregularities related to tender evaluation, irregularities related to contract implementation

¹⁵⁻minute breaks at 10.30am and 3.15pm



^{*}Registration and welcome coffee: 9:00-9:30

State aid, Public Procurement and PPP Making smarter control of competition rules

DAY 2						
Morning session 9.00 to 12.30	 Step 5: Looking at 2014 General Block Exemption Regulation State Aid Modernisation and GBER Giving aid in compliance with GBER (incl. Aid requiring prior notification and approval) Aids (Regional, SMEs, RDI, Training Environment, Local infrastructure, SSGI SGEI) The specific PPP risks The specific combination of PP and State aid rules: concessions 					
	Lunch from 12.30pm to 2.00pm					
Afternoon session 14.00 to 16.30	 Step 6: Focusing on Sectoral State Aid rules Agriculture, fisheries and aquaculture and 2019/20 reform Universities and RD&I Economic/non-economic activities How to avoid giving State Aid to third parties Sensitive Sectors and 2021 potential changes and specific green deal approach Step 7: Working on Case Studies correction: workshop Detection of errors and list of findings Discussion about the case studies Decisions about corrections and follow-up 					





Integrated Territorial development and smart cities (new)

Face-to-face
4-6 November 2021
Prague

by Richard HARDING, Franck SOTTOU and Guests



Learning objective

• Implementing place-based and spatial instruments for regional development

Learning points

- Presenting 2021-2027 Territorial and Regional dimensions of interventions
- Looking for the best practices of programming, selecting, monitoring and facilitating
- Getting key alerts about strategies, governance, indicators and possible irregularities
- Focusing on Territorial Instruments (ITI, CLLD...) and smart cities
- Insisting on Targeted Territories, specific objectives and Territorial / Regional Strategies
- Alerting about potential errors and irregularities related to territorial instruments

Special points

Visits on-the-spot

Price

- 1305 € (lecturing, lunches and study visits costs)
- Special discount (15% early registration or 10% with 2 or more participants)



DAY 1	
Morning session 9.00am to 12.30pm	 Step 1: Kicking off the seminar Fine-tuning of expectations and key learning points Presentation of the full programme of visits Key alerts about Territorial dimensions (territorial cohesion and spatial planning) Key issue of territorial gap between the capital and other regions Key dimensions of the bottom-up approaches Expectations and specific objectives of the seminar
	Lunch from 12.30pm to 2.00pm
Afternoon session 2:00pm to 4.30pm	 Step 2: Understanding of the Key Instruments Strategies, Programmes and Operations Key aspects (governance, objectives, functions) Different options for territories: urban, rural and/or thematic development 2021-2027 new aspects about territorial instruments (new 5th Policy Objective about Europe closer to citizens, use of a "Lead Fund", economic, social and environmental interlinkages, other tools)

*Registration and welcome coffee: 9:00-9:30 15-minute breaks at 10.30am and 3.15pm



DAY 2		
Morning session 9.00am to 12.30pm	 Step 3: Looking for the best Practices (study visit 1) Best strategies and integration of funds Best operations and specific outputs and results Best governance options Best management, monitoring and evaluation of the strategy 	
	Lunch from 12.30pm to 2.00pm	
Afternoon session 2:00pm to 4.30pm	 Step 4: Insisting on the success conditions (part 1) Selection of the targeted territories and cities Definition of strategies and synergies between funds Involvement of partners, stakeholders and citizens The specific introduction of LAG (pros and cons) Case studies & Exercise on specific 2021-2027 elements Smart cities in concrete: best strategies 	
*15-minute break at 10.30ar	n and 3.15pm	





DAY 3				
Morning session 9.00am to 12.30pm	 Step 5: Looking to the best Practices (study visit 2) Best strategies and governance options Best operations and specific outputs and results Best management, monitoring and evaluation of the strategy 			
Lunch from 12.30pm to 2.00pm				
Afternoon session 2:00pm to 4.30pm	 Step 6: Insisting on the success conditions (part 2) Management of risks Administrative capacities Selection and control of operations Errors, irregularities and corrections Reporting on outputs and results Step 7: Sharing experiences and building capacities			
	Full action plan			

^{*15-}minute break at 10.30am and 3.15pm



Control and on-the-spot checks (new)

Face to Face 26-29 November **Dubrovnik**

By Franck SOTTOU and guests (controllers and auditors)



Learning objective

Looking for errors and irregularities in a more effective way

Learning points

- Presenting new guidance for on-the-spot checks
- Looking to the best practices for detecting and correcting errors
- Getting key alerts about possible irregularities
- Linking in a better way ex-ante / ex-post / desk-based / on-the-spot checks
- Making clear distinction between 1st and 2nd level checks
- Focusing on checklist and specific justifications of errors
- Insisting on correction of errors and dialogue with beneficiaries

Special points

- Visits on-the-spot (one hard, one soft operation)
- One cohesion dinner

Price

- 1405 € (lecturing and study visits costs, 4 lunches + 1 dinner)
- Special discount (15% early registration or 10% with 2 or more participants)
- Special additional packages including evening accommodation will be proposed to participants



DAY 1	
Morning session 9.00am to 12.30pm	 Step 1: kicking off the seminar Fine-tuning of expectations and key learning points Presentation of the full programme of visits Key alerts about Controls and Checks Key issue of risks management and sampling methods Expectations and specific objectives of the seminar
	Lunch from 12.30pm to 2.00pm
Afternoon session 2:00pm to 4.30pm	 Step 2: understanding of the most common errors The potential errors and irregularities: most common alerts The corrections to be applied The checklist to be used (examples and discussions) The organization of on-the-spot checks: planning, process and team 2021-2027 new aspects about checks (electronic data exchange, reporting of irregularities, financial sustainability, risks management, accounting)

*Registration and welcome coffee: 9:00-9:30 15-minute breaks at 10.30am and 3.15pm



DAY 2	
Morning session 9.00am to 12.30pm	 Step 3: Checking projects with infrastructures (study visit 1) Specific outputs and results Recommendations about the costs Competition rules (PP and state aid) Timeline and specific conditions for payment Environmental and horizontal issues Accounting and reporting issues Financial sustainability and revenue
	Lunch from 12.30pm to 2.00pm
Afternoon session 2:00pm to 4.30pm	 Step 4: Improving the checks for projects with infrastructures Selection of the costs / documents to be checked The checklist to be used The dialogue with beneficiaries and partners The potential corrections Case studies & Exercise on specific elements
*15 minute breek at 10 20 am	





DAY 3		
Morning session 9.00am to 12.30pm	 Step 5: Checking soft projects (study visit 2) Specific outputs and results Recommendations about the costs Staff and indirect costs Timeline and specific conditions for payment Competition rules (PP and state aid) Accounting and reporting issues 	
	Lunch from 12.30pm to 2.00pm	
Afternoon session 2:00pm to 4.30pm	 Step 6: Improving the checks for soft projects Selection of the costs / documents to be checked The checklist to be used The dialogue with beneficiaries and partners The potential corrections Case studies & Exercise on specific elements 	
Evening session 7:00pm to 9.30pm	Step 7: Sharing experiences and building capacities Dinner with all participants and ETCP team	
*15-minute break at 10 30a	m and 2 15nm	

^{*15-}minute break at 10.30am and 3.15pm



DAY 4	
Morning session 9.00am to 12.30pm	 Step 8: Tackling the success conditions and open issues The synergies between desk-based on on-the-spot checks The differentiation between 1st and 2nd level checks The application of single audit principle? The specific recommendations for infrastructures and soft projects The follow-up of corrections / systemic errors The prevention measures with beneficiaries
	Lunch from 12.30pm to 2.00pm
Afternoon session 2:00pm to 4.30pm	 Step 9: Drafting Action Plans Key learnings points Key steps to be taken at IB / MA and AA levels Specific assessment of the effects of the seminar and future needs

^{*15-}minute break at 10.30am and 3.15pm



Project Management & reporting 2021-2027 (new)

Face-to-face
16-17 December 2021
Roma

By Colm Dunne, Franck SOTTOU



Learning objective

• Focusing on the new 2021-2027 rules and strategies

Learning points

- Tackling the concrete steps of preparation of new Operational Programmes
- Ensuring better preparation and implementation of reports and evaluations
- Including fully the potential Simplified Costs Options and strategic projects
- Considering the ex-ante evaluation of indicators for 2021-27
- Anticipating potential mid-term reviews
- Getting acquainted with EC expectations in monitoring and evaluating of projects and programmes
- Setting-up the options for impact evaluation
- Using in a better way Common/Core and Programme-specific indicators
- Linking selection, contracting and activities with specific objectives

Fees

- 1109 € (lecturing costs + lunches)
- Special discount (15% early registration or 10% with 2 or more participants)



DAY 1

Morning session 9.00am to 12.30pm

Step 1: Clear definitions and overview of the new framework

- Presenting distinction between old / new logframes
 - from attribution to contribution
- the results-oriented approach
 - Making clear distinction between outputs, results and impact (new definition)
 - Quantitative and qualitative specific results and Impact assessment

Step 2: The financial aspects and simplification of intervention

- Setting-up a clear budget in line with expectations and rules
- risks-based verification (new rules)
- simplified costs options SCO (new options and requests)

Lunch from 12.00am to 1.00pm

Afternoon session

2.00pm to 4.00pm

Step 3: Screening strategies, enabling conditions and synergies (New)

- New priorities and new list of core and common indicators
- Public Procurement, State aid

Step 4: Working on Case Studies to prepare new calls

Looking for efficiency and effectiveness (exercises)

*Registration and welcome coffee: 9:00-9:30 15-minute breaks at 10.30am and 3.15pm



DAY 2

Morning session 9.00am to 12.30pm

Exercises in group: workshop from programming to contracting

Practical cases

- Improvement of selection of beneficiaries
- Appraisal process and eligibility rules
- Selecting operations the options of competitive / non competitive procedures
- Selection criteria and condition for changes

Lunch from 12.30pm to 2.00pm

Afternoon session 2.00pm to 4.00pm

Step 4: Setting-up a new monitoring and evaluation strategy

- The new ex-ante evaluation
- Reporting on performance and mid-term revisions
- Evaluation plan
- Concrete exercise about selection of evaluators (terms of reference / evaluation questions and selection criteria)
- Full action plan about follow up of actions :
- Improvement of monitoring & evaluation / IT Systems
- Project reporting
- Programme and priorities monitoring
- Performance management (financial and technical)

^{*15-}minute breaks at 10.30am and 3.00pm



Risk Management and Sampling

Face-to-face
20-22 December 2021
Lisbon

By Raili Truup, Franck Sottou



Learning objective

• Mapping, scoring and mitigating the risks using sampling methods

Learning points

- Tackling in concrete the identification of specific risks
- Setting-up a full action plan of mitigation actions
- Ensuring selection of operations / expenditures for sampling
- Proportionating the checks to the level of risks
- Planning the checks and organising the visits on-the-spot
- Making clear distinction between statistical / non statistical sampling
- Identifying the best practices for scoring and weighting of the risks
- Defining the qualification of risks managers
- Drafting an Action plan for design of risk management system

Special points

- Discussions, group work, cases and example
- Price
 - 1305 € (lecturing costs + lunches)
 - Special discount (15% early registration or 10% with 2 or more participants)



DAY 1	
Morning session * 9.30am to 12.30pm	 Step 1: the Audit Risk Model (categories of risks and risks factors) Introduction to the Audit Risk Model and how to get to assurance The concept of Materiality and Tolerable Error Rate (TER) The risks in EU Funds: identification, scoring and weighting
	 Step 2: Initial risk assessment methods Classification of risks Specific EU funds risks v. IFAC standards Distinction between audit & verification The specific risk assessment methodology (examples)
	Lunch from 12.30pm to 2.00pm
Afternoon session 2.00pm to 4.30pm	 Step 3: Case study Identification and classification of risks The specific fraud risk assessment system Audit planning: introduction and concrete case work

*Registration and welcome coffee: 9:00-9:30 15-minute breaks at 10.30am and 3.15pm



DAY 2 **Morning session** Exercises in group: risks & mitigation of actions workshop 9.00am to 12.30pm Practical cases of identification of risks all throughout the intervention logic : Inputs / outputs / results Context indicators and expected impacts Mitigation actions and modification of the actions Thematic illustrations Lunch from 12.30pm to 2.00pm **Afternoon session** Step 4: Setting up a new simplified system 2.00pm to 4.00pm System audit: introduction and methods Test of controls, walk-through checks Case study for a walk-through check Lessons to be learnt for Managing Authorities



^{*15-}minute breaks at 10.30am and 3.00pm

DAY 3		
Morning session 9.00am to 12.30pm	 Exercises in group: workshop Practical cases: selection of operations and expenditures to be verified Auditing operations: confirmation of your conclusions about the system Methods and exercises about sampling operations Identification & weighting of risks Corrective action at project and system levels Discussion based on case work 	
	Lunch from 12.30pm to 2.00pm	
Afternoon session 2.00pm to 4.00pm	 Step 5: Full action plan Concluding on results and issuing a clear opinion Findings and conclusions regarding error rates Improvement of control systems and cost-effective controls Focus Annual reports & dealing with the MA's Declaration of Assurance including audit 	

^{*15-}minute breaks at 10.30am and 3.00pm



Live Webinars





Simplified Cost Options



Live Webinar 19 May 2021 10 June 2021

+On demand for specific groups

by

Franck Sottou Peter Vlasveld Patrick Wamper



Simplified Cost Options (SCO) Making simple and secure calculation and implementation

Learning objective

- Integrating straight from the beginning audit recommendations based on the good and "not-so-good" practices and new recommendations for 2021-2027
- Making programming, contracting, verification and monitoring more simple and secure all together.

Learning points

- Presenting all Simplified Cost Options and their success conditions
- Looking to the most up-dated experiences at EU and Member-State level
- Presenting the specific conditions for ESF+ and ERDF
- Listing simplification actions (quick-wins and long-term success)
- Shifting from simple input-activity based to output-results based approach
- Ensuring the best collection of data for calculations and updates
- Tackling adjustments of the Management & Control System
- Anticipating audit and screening the selection, contracting and reporting phases
- Mitigating the risks: sampling, walk-through testing

Methodology

- Online preparation
- Live webinar from 9 to 3.15pm
- Discussions, group work, cases and examples
- Test and certificate of qualification

Fees

399€

All taxes & costs included - VAT exemption a. 132 of Directive 2006/112/EC

Discounts 15% early registration (up to 2 months before the event), 10% for 2 or more participants from the same institution



Simplified Cost Options (SCO) Making simple and secure calculation and implementation

1-day Live Webinar	
Morning	 Step 1: Defining requirements for simplification Options and new requirements The options in details, identification and calculation methods The new Single lump sum and draft budgets: making it fair and secure Focus on key and new elements of submitting SCO Lessons learnt: first SCO for ESF/ERDF and overview of options
	 Step 2: Discussing simplification in case of SCO: unit cost, lump sum & flat rates Examples of good and not-so-good practices The choice of the indicators: from inputs to outputs / results The conditions for calculation and up-dates The conditions for payments of the operation & reporting arrangements The consequences on Public procurement & State Aid
Lunch from 12:00am to 1:00pm	
Afternoon	 Step 3: Ensuring a secure calculation and control of SCO Practical case studies for ESF+ and ERDF and proposal of concrete solutions Historical, accounting data and draft budgets The specific cases of staff costs & indirect costs The specific case of infrastructures / equipment and depreciation Up-dates and correction of errors and irregularities

Welcome: 9:00 / End: 3:15





Errors, Irregularities and Suspected Fraud

Live Webinar 11 June 2021

+On demand for specific groups

Franck Sottou, Inga Moisiejute



Errors, Irregularities and Suspected Fraud *Preventing, detecting and correcting errors*

Learning objective

• Improving management and control of operations and programmes in a secure and simplified way

Learning points

- Screening systems of verification of contracts and operations
- Understanding concept & methods of desk-based and on the spot checks
- Improving systems, procedures and tools to prevent, detect and correct errors, irregularities and fraud;
- Making controls more effective and efficient combining desk-based and on the sport checks;
- Introducing risks management;
- Getting examples of the most common errors and irregularities;
- Tackling the question of suspected fraud;
- Ensuring better professional judgement and correction with beneficiaries

Methodology

- Online preparation
- Live webinar from 9 to 3.15pm
- Discussions, group work, cases and examples
- Test and certificate of qualification

Fees

• 399€

Al I taxes & costs included - VAT exemption a. 132 of Directive 2006/112/EC Discounts 15% early registration (up to 2 months before the event) 10% for 2 or more participants from the same institution



Errors, Irregularities and Suspected Fraud Preventing, detecting and correcting errors

DAY 1	
Morning session	 Step 1: Clear definitions and overview of the new verification framework Errors, irregularities and fraud definitions: examples & case studies New Regulations and new Guidance: effects on procedures and tools Integration of Auditors and EC reports to improve prevention, detection and correction
	 Step 2: The role of verification officer and professional judgment Types of checks (desk-based and on the spot) Risk consideration and the concept of reasonable assurance Minimising excessive checks: through scope or sampling?
	Lunch from 12.00am to 1.00pm
Afternoon session	 Step 3: Payment conditions and contract modification Specific focus on most common and frequent errors Making clear decisions about corrections Tackling the question of suspected fraud Introducing risks management
	 Step 4: Working on Case Studies Discussion about the case studies Decisions about corrections and follow-up
Welcome : 9:00 / End : 3:1	15

Breaks at 10.45am and 12 to 13pm





Live Webinar (9 am to 3.15 pm) On demand for specific groups

Franck Sottou and Guests



Learning objective

Focusing on the new 2021-2027 rules and strategies

Learning points

- Tackling the concrete steps of preparation of new Operational Programmes
- Ensuring better preparation and implementation of reports and evaluations
- Including fully the potential Simplified Costs Options and strategic projects
- Considering the ex-ante evaluation of indicators for 2021-27
- Anticipating potential mid-term reviews
- Getting acquainted with EC expectations in monitoring and evaluating of projects and programmes
- Setting-up the options for impact evaluation
- Using in a better way Common/Core and Programme-specific indicators
- Linking selection, contracting and activities with specific objectives

Methodology

- Online preparation
- Live webinar from 9 to 3.15pm
- Discussions, group work, cases and examples
- Test and certificate of qualification

Fees

399€

Al I taxes & costs included - VAT exemption a. 132 of Directive 2006/112/EC Discounts 15% early registration (up to 2 months before the event) 10% for 2 or more participants from the same institution



DAY 1		
Morning session	 Step 1: Clear definitions and overview of the new framework Presenting distinction between old / new logframes from attribution to contribution the results-oriented approach Making clear distinction between outputs, results and impact (new definition) Quantitative and qualitative specific results and Impact assessment 	
	 Step 2: The financial aspects and simplification of intervention Setting-up a clear budget in line with expectations and rules risks-based verification (new rules) simplified costs options – SCO (new options and requests) 	
Lunch from 12.00am to 1.00pm		
Afternoon session	 Step 3: Screening strategies, enabling conditions and synergies (New) New priorities and new list of core and common indicators Public Procurement, State aid 	
	 Step 4: Working on Case Studies to prepare new calls Looking for efficiency and effectiveness (exercises) 	
Welcome : 9:00 / End : 3:15		

Breaks at 10.45am and 12 to 13pm





Risk Management and Sampling

Live Webinar (9 am to 3.15 pm)
24 June 2021
+On demand for specific groups

By Franck Sottou, Raili Truup



Learning objective

Mapping, scoring and mitigating the risks using sampling methods

Learning points

- Tackling in concrete the identification of specific risks
- Setting-up a full action plan of mitigation actions
- Ensuring selection of operations / expenditures for sampling
- Proportionating the checks to the level of risks
- Planning the checks and organizing the visits on-the-spot
- Making clear distinction between statistical / non statistical sampling
- Identifying the best practices for scoring and weighting of the risks
- Defining the qualification of risks managers
- Drafting an Action plan for design of risk management system

Methodology

- Online preparation
- Live webinar from 9 to 3.15pm
- Discussions, group work, cases and examples
- Test and certificate of qualification

Fees

• 399€

Al I taxes & costs included - VAT exemption a. 132 of Directive 2006/112/EC Discounts 15% early registration (up to 2 months before the event) 10% for 2 or more participants from the same institution



DAY 1	
Morning session	 Step 1: the Audit Risk Model (categories of risks and risks factors) Introduction to the Audit Risk Model and how to get to assurance The concept of Materiality and Tolerable Error Rate (TER) The risks in EU Funds: identification, scoring and weighting The sampling methods and extrapolation of error rate
	 Step 2: Initial risk assessment methods Classification of risks Specific EU funds risks v. IFAC standards Distinction between audit & verification The specific risk assessment methodology (examples) Sample checks in practice
	Lunch from 12.00am to 1.00pm
Afternoon session	 Step 3: Case study Identification and classification of risks The specific fraud risk assessment system Audit planning: introduction and concrete case work Final Test
Welcome: 9:00 / End: 3	2:15

Breaks at 10.45am and 12 to 13pm





Indicators and better Monitoring

Live Webinar (9 am to 3.15 pm) On demand for specific groups

Franck Sottou, Colm Dunne



Indicators and better Monitoring Making indicators and reports more user-friendly

Learning objective

Making results-oriented calls and reports

Learning points

- Improving on-going evaluation and strategic monitoring of funds and new instruments
- Getting more in-depth knowledge of project monitoring in relation to programme / call management
- Distinction and linkages outputs / results
- Evidence-based approach: data, figures and gap management (less binary approach)
- Clearer vision of results: target group, baseline / target and possible immediate / intermediate change
- Reports looking to the whole chain of results with clear accountability ceiling (to be defined)
- Contribution of intervention well defined (from outputs to outcomes)
- Relevance, Coherence, Efficiency and Effectiveness and Sustainability
- Specific risks / assumptions and mitigation identified for outputs / outcomes
- Use of indicators in monitoring financial and physical progress of projects and programmes.

Methodology

- Online preparation
- Live webinar from 9 to 3.15pm
- Discussions, group work, cases and examples
- Test and certificate of qualification

Fees

399€

Al I taxes & costs included - VAT exemption a. 132 of Directive 2006/112/EC Discounts 15% early registration (up to 2 months before the event) 10% for 2 or more participants from the same institution



Indicators and better Monitoring

DAY 1	
Morning session	 Step 1: Laying the foundations by linking Reporting, Monitoring & Evaluation Traditional and modernised Intervention logic - the rationale for greater results orientation How indicators connect projects, programmes and policies How to link in an efficient way reporting, monitoring and evaluation
	 Step 2: Specific work on the programming / call dimension: Using in a better way Common/Core and Programme-specific indicators Linking selection, contracting and activities with specific objectives Shifting from activities / projects to outputs-result / operation Discussions, group work, cases and examples Practical examples applied to different sectors and interventions
	Lunch from 12:00am to 1:00pm
Afternoon session	 Step 3: Focusing on ESF+ Approach to Monitoring & Evaluation ESF+/ ERDF/CF specific guiding principles. Specific thematic focus on : Health, Circular economy, Digital agenda, Energy

Welcome: 9:00 / End: 3:15

Breaks at 10.45am and 12 to 13pm



Full Online Lessons



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0

Results-Oriented Management (ROM) online full lessons



Results-Oriented Management (ROM)

You are now entering the e-training dedicated to ROM. We wish you an enjoyable journey through the 5 lessons including practical examples, exercises, case studies.

1. Introduction to Results-oriented Management

- 1. Introduction to Results-oriented Management
- Welcome Note
- Glossary, sources & New Logframe
- Quiz: Comprehension check
- 2. Outputs/Results in concrete
- 2. Outputs/Results in concrete
- Where outputs and results are different?
- With specific attention on results
- 3. The old/new EU strategies & common indicators
- 3. The old/new EU strategies & common indicators.
- Where the old logic is becoming new
- To make it concrete and specific
- 4. Baseline & Targets; Milestones
- 4. Baseline & Targets; Milestones
- Where there is a beginning and...an end
- Making it step by step
- 5. Monitoring efficiency & effectiveness
- Where monitoring is better
- The final choice of logic for you
- The final Quiz
- 6. Bonus : Entering the black box
- Entering the black box

Your progress



Results-oriented Management (ROM) for all managers to shift from activity to results-oriented approach

At project and programme level: Understanding traditional & new intervention logic (Theory of Change), Managing EU Funds more efficiently & effectively, Improving definition and identification of results targets & indicators, Developing your results monitoring and evaluation skills and tackling concrete situations

Lesson 1: Key Technical Terms & Definitions ; Presentation of the old/new Logframes

- Welcome note
- Presentation of the lecturers
- 3. Comprehensive description & course agenda
- 4. Documents to be read: References, glossary, logframe

Lesson 2: Outputs in concrete; Results in concrete

- 1. Where outputs and results are different
- 2. With specific attention on results

Lesson 3: The old/new EU strategies & common indicators

- 1. Where the old logic is becoming new
- 2. To make it concrete and specific

Lesson 4: Baseline & Targets; Milestones

- 1. Where there is a beginning and...an end
- 2. Making it step by step

Lesson 5: Monitoring efficiency; Monitoring effectiveness

- 1. Where monitoring is better
- 2. The final choice of logic for you



Making you Better Project Manager (PROJ) Online For project manager to focus on essential elements

Tackling all key aspects of project management: partners, objectives, budget, calendar and reporting: presentations and documents illustrating the techniques and best practices to build your project and ensure secure and effective implementation. Insisting on common mistakes and key risks by anticipating the checks and controls. And giving you key tips about communication and reporting in line with donors and programme expectations. This is the point is this e-learning module, accessible anywhere, anytime, based on the 25 years of experience of ETCP.

Lesson 1: Key Technical Terms & Definitions

- 1. Welcome note
- 2. Presentation of the lecturers
- 3. Comprehensive description & course agenda
- 4. Documents to be read: References, glossary, logframe

Lesson 2: Partners, objectives and working packages

- 1. Where outputs and results are important
- 2. With specific attention on results and delivery timing
- 3. Partnership agreements: key points and mistakes to avoid

Lesson 3: The budget, financial plan and calendars

- 1. Where the budget lines and resources must be specified
- 2. To make the budget completed and simplified (if possible)
- 3. Timeline for spendings, delivering and reporting

Lesson 4: Good monitoring, reporting & communication

- 1. Where to collect and aggregate data
- 2. Making clear and simple communication

Lesson 5: Final closure of the project

- 1. Where to avoid errors and irregularities
- 2. The final choices after closure (revenue, durability...)
- 3. book and data keeping for audit



Making you Better Verification Officer (VERIF) Online for financial officers to prevent, detect and correct errors

Tackling all key aspects of verification: errors, irregularities, suspected fraud, desk-based/on the spot checks, corrections and reporting. Full access during 2 months to videos, presentations and documents illustrating the techniques and best practices to ensure efficient and effective verification of projects and programmes. Insisting on common mistakes and key risks by anticipating the audits and certification. And giving you key tips about simplification and responsibilities in line with Auditors and European institutions expectations. This is the point of this e-learning module, accessible anywhere, anytime, based on the 25 years of experience of ETCP.

Lesson 1: Key Technical Terms & Definitions

- Welcome note
- 2. Presentation of the lecturers
- 3. Comprehensive description & course agenda
- 4. Documents to be read: References, glossary, logframe

Lesson 2: Errors, irregularities and suspected fraud

- 1. Where irregularities must be reported
- 2. With specific attention to justifications of errors
- 3. What to do in case of suspected fraud?

Lesson 3: Detection and correction of errors

- 1. From most commons errors...
- 2. ...to specific risks and sampling methods...
- 3. ... and potential systemic errors

Lesson 4: Making checks more efficient and effective

- 1. Where to focus on documents: sampling and risks
- 2. Responsibilities and professional judgement
- 3. Making specific checks on the spot : checklist and tips

Lesson 5: Getting final reasonable assurance

- 1. Where to introduce/reinforce risks management
- 2. The final conclusions and corrections
- 3. Books and data keeping for audit



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+ Discount of 10% for 2 or more participants from the same institution

277 € for each training including:

- 5 sections equivalent to 1-day
- Quiz and exercises
- Videos and documents
- Certification of qualification

515 € for the Newcomer package

• Full access to VERIF + PROJ



"Just wanted to send you an email as a big thank you for today's session.

I truly enjoyed your manner of passing information in a very clear and informative manner, combined with your funny character. It was the first time I actually did not lose focus for staying so long online.

You also made something I found so difficult to distinguish between intermediate/immediate outcomes/outputs seem entertaining.

A participant

