



## HEART – Training on impact of research and stakeholder engagement

University of Macerata - Creahub – Via Gramsci 29, Macerata  
April 18<sup>th</sup>, 2018

**Trainers: Loredana Marmora and Giovanna Giuffrè (ISINNOVA)**

9.30	<b>Introduction</b> <ul style="list-style-type: none"><li>• Training agenda</li><li>• Experiences on stakeholder engagement</li></ul>
10.00	<b>Stakeholders engagement: process and methods</b> <ul style="list-style-type: none"><li>• Why engage with stakeholders and how to identify them</li><li>• Methods for stakeholder engagement</li><li>• Monitoring and evaluating the engagement</li><li>• Questions and Answers</li></ul>
11.30	<i>Break</i>
11.50	<b>Stakeholder engagement processes: experiences in two European project</b> <ul style="list-style-type: none"><li>• URBACHINA AND FRESHER</li><li>• Hand on: How to plan an engagement process?</li><li>• Report from the group work</li></ul>
13.00	<i>Break</i>
14.30	<b>Focus on two methods for stakeholders involvement</b> <ul style="list-style-type: none"><li>• Workshop facilitation: the three horizon model</li><li>• Survey: Delphi and Delphi like</li></ul>
15.30	<b>Delphi survey: how to use it effectively</b> <ul style="list-style-type: none"><li>• Hand on: how to elaborate the results of a survey?</li><li>• Report from the group work</li><li>• Wrap up and final remarks</li></ul>
17.30	<b>Closure</b>