

COST | European Cooperation in Science & Technology

Case Study

Building Network Strategy

About COST

The European Cooperation in Science and Technology (COST) is a funding organisation for the creation of research networks, called COST Actions. These networks offer an open space for collaboration among scientists across Europe (and beyond) and thereby give impetus to research advancements and innovation.

COST Actions are highly interdisciplinary, open, multi-stakeholder, and often involving the private sector, policymakers as well as civil society.



Our Solution

We held a series of strategic executive workshops to bring to light COST'S hidden intelligence.

Through team coaching the management team was able to put forward a compelling vision during the budget negotiations and built the self-confidence needed to look into the future rather than take a defensive position.

The Challenge

Building networks is COST's key objective. However, managers were struggling to translate conferencing into new knowledge communities. COST's Board and the executive team needed to develop a new strategy to improve the efficacy and engagement.

With the new 7-year financial perspective, COST knew that the budget negotiations will be hard. The lack of clear evidence (grants given) of COST Actions' impact was clear.

The ecosystem was behind in digitalization and there was no single database to study the system's overlaps. COST was a network but COST grantees were not really a community and it lacked a common compelling value proposition.

The Impact

COST, which risked being merged with another agency maintained its independent position, and it is still one of the key funding agencies supporting researchers networks in Europe.

