

Smart-BEEJS Project Recruitment and Eligibility Details

[Positive Energy Districts](#) (PEDs) can generate local decentralised and innovative energy ecosystems, placing the consumer at its centre. The EU has used the *Strategic Energy Technology Plan* to transfer power to consumers, by decentralising the energy ecosystem to the local district-level. One of the targets of the plan is to establish "100 positive energy districts by 2025 (baseline 2015) and 80% of electricity consumption to be managed by consumers in 4 out of 5 households". In particular, PEDs are local developments and networks of homes, workplaces and traffic systems which, together, generate more energy than is consumed. This is achieved through a combination of lower energy usage and the local generation of renewable energy. Individual buildings can both generate and share energy, with design and materials ensuring less energy is needed. Any spare energy can then be supplied back into the grid, for others to benefit from.

Recruitment Procedures

The successful candidates will have excellent academic training to Master's level or equivalent and the potential and the drive to be outstanding doctoral candidates. You will also have excellent organisational, communication and interpersonal skills and be able to work to meet deadlines as well as travel across Europe as required by the project. The selection will be based on a Competence-based selection criteria framework (in accordance with the EU Code of Conduct for the Recruitment of Researchers).

Applications

Candidates must apply, electronically, for one or a maximum of two positions and indicate their preference. Applicants must submit:

- Academic Transcripts of previous degree(s).
- Curriculum vitae of at most 3 pages with contact details of two referees. Please ask your referees to send letters to the contact person listed for each project before the closing date.
- Personal statement (max 1 ½ pages) describing: (a) your motivation; (b) why are you applying for this specific position(s), defining clearly the PhD project that you are applying for and your preference; (c) why do you consider yourself a suitable candidate for this position(s).
- A brief research proposal (max 3 pages) in relation to each of the PhD subject(s) that you are applying for (see list of PhD projects below).
- Proof of English fluency.

Recruitment

Recruitment will be based on a three-stage process.

1. Shortlisting

Initial shortlisting of candidates will be undertaken by the project teams responsible for the relevant project(s) applied for. This decision will be taken on the basis of the application documentation, including the academic references, and will be based on the following criteria:

- **Qualifications:** The diploma and grades achieved. The project teams reviewing the applications will make appropriate adjustments to account for national differences in education systems.
- **Motivation and interest in the field:** Genuine interest in the field, willingness to embrace inter-disciplinarity and international mobility.
- **General attributes:** Creativity, independence and interpersonal skills.
- **Experience:** Experience and merit, including non-formal qualifications such as experience working in relevant sectors.
- **Knowledge, skills and competencies:** Specific knowledge and skills. Fluency in English is mandatory.

2. Invitation to a Recruitment Meeting in Nottingham

All shortlisted candidates will be invited to Nottingham Business School., Nottingham Trent University, to participate in a 2-day recruitment meeting that will involve a series of activities, enabling faculty and candidates to meet each other.

On Day 1, candidates will first be briefed by the Programme Coordinator and Scientific Manager on the SMART-BEEJS project. This will include an overview of the individual topics, how they relate to each other, and how the unique SMART-BEEJS doctoral training programme will work. After this, each candidate will deliver a 10-minute presentation on their Master's research (or equivalent), to SMART-BEEJS academic team members, followed by a maximum of 10 minutes discussion.

Day 1 will conclude with an informal gathering of candidates and faculty.

Day 2 will consist of formal interviews, with each candidate being interviewed by potential supervisors. Each interview panel will include at least one member of the SMART-BEEJS team who will not be involved in supervising that candidate's preferred project.

3. Final Selection

After the interviews have concluded, the interviewing panels will meet together and make a joint decision on the 15 candidates to be offered positions as ESRs in the SMART-BEEJS Innovative Training Network. All candidates must communicate their final decision within 3 weeks of the date of notification.

The interview process will be conducted in accordance with the requirements of SMART-BEEJS partner university requirements; and in accordance with the European Charter for Researchers and Code of Conduct for the Recruitment of Researchers.

Person Specification

| Criteria | Essential | Desirable | Demonstrated at |
|---|-----------|-----------|-----------------|
| Qualifications and Experience | | | |
| Master level or equivalent in relevant discipline | ✓ | | DOCs |
| Knowledge of various research methodologies | ✓ | | DOCs |
| UG degree in relevant discipline or equivalent qualification/experience | ✓ | | DOCs |
| Membership of professional body | | ✓ | DOCs |
| Non-formal qualifications | | ✓ | DOCs |
| Transferable skills from non-academic experience | | ✓ | DOCs |
| Motivation and interest in the field | | | |
| Experience in relevant research field | ✓ | | DOCs/Pres/Int |
| Established track record in research or work experience in relevant subject commensurate with stage of career | ✓ | | DOCs/Int |
| Depth and breadth of understanding of subject matter at a complex conceptual level | ✓ | | DOCs/Pres/Int |
| Willingness to embrace inter-disciplinarily and international mobility | ✓ | | DOCs/Int |
| General attributes | | | |
| Ability to articulate a research vision and strategy for development, implementation and delivery of successful research projects | ✓ | | DOCs/Pres/Int |
| Excellent written and verbal communication skills including presentation skills | ✓ | | DOCs/Pres/Int |
| Excellent interpersonal skills, communication style and team working | ✓ | | DOCs/Int |
| Evidence of positive working relationships within the University, community, business and other partners | ✓ | | DOCs/Int |
| Commitment to excellence in research | ✓ | | DOCs/Int |
| Commitment to working within professional and ethical codes of conduct | ✓ | | DOCs/Int |
| Ability to explain complex ideas clearly using simple language | | ✓ | DOCs/Pres/Int |
| Skills and competences | | | |
| Communicating and Influencing | | | |
| Communicates information effectively to a wide range of diverse stakeholders, influencing events | ✓ | | DOCs/Pres/Int |

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| <u>Making informed decisions</u> Uses analyses, reports and data to test the validity of options and assess risk before taking decisions. Ensures optimum decisions are taken. | ✓ | | DOCs/Int |
| <u>Organisation and delivery</u> Plans time taking account of organisational priorities and other colleagues' work roles to achieve results. | ✓ | | DOCs/Int |
| <u>Adaptability</u> Willingly takes on new tasks/adopts new approaches as required as appropriate to role. Participates in progress meetings and takes responsibility for keeping professional skills and knowledge up to date. | ✓ | | DOCs/Int |
| <u>Creativity and innovation</u> Seeks out, reviews and implements new ways of working to improve delivery of research outputs | ✓ | | DOCs/Int |
| Fluency in English | ✓ | | DOCs/Int |
| Working level understanding of host institution's language | | ✓ | DOCs/Int |

* DOCs = Application Documentation and related documents; Pres = Presentation; Int = Interview

Eligibility criteria

Applicants need to fully respect all three eligibility criteria (to be demonstrated in the CV): **Early-stage researchers (ESR)** are those who are, at the time of recruitment by the host organisation, in the first four years (full-time equivalent) of their research careers and not have a doctoral degree. Full-time equivalent research experience is measured from the date when you obtained the degree entitling you to embark on a doctorate (either in the country in which the degree was obtained, or in the country in which you are recruited), even if a doctorate was never started or envisaged. You may therefore be required to provide documentation proving your eligibility for recruitment.

Conditions of international mobility of researchers: You are required to undertake trans-national mobility (i.e. move from one country to another) when taking up the appointment. You must not have resided or carried out your main activity (e.g. work, studies) in the country where you have been recruited "*for more than 12 months in the 3 years immediately before your recruitment date*". Holidays are not counted. Your employer is required to verify this fact, therefore you may be required to provide supporting documentation proving your place(s) of residence or work during the previous 3 years. Note that the mobility rule applies only to your first recruitment within the project, and not to other organisations to which you might be sent on secondment. Finally, the mobility rule is related to your residence and not to your nationality.

English language: Network fellows (ESRs) must demonstrate that their ability to understand and express themselves in both written and spoken English is sufficiently high for them to derive the full benefit from the network training.

The successful applicants will be employed directly by the host institutions, as described at the table of PhD Projects:

1. [Nottingham Business School, Nottingham Trent University](#) (NTU) – ESR7 & ESR12.
2. [Institute for Renewable Energy, Accademia Europea di Bolzano](#) (EURAC) – ESR8 & ESR11.
3. [Institute of Energy Systems and Electrical Drives, Technische Universität Wien](#) (TUW) – ESR4 & ESR6.
4. [Centre for Psychological Research and Social Intervention, Instituto Universitário de Lisboa](#) (ISCTE-IUL) – ESR1 & ESR2.
5. [Department of Renewable Energy, Instituto Tecnológico de Canarias S.A.](#) (ITC) – ESR5 & ESR14.
6. [Sustainability Research Group, Department of Social Sciences, University of Basel](#) (Basel) – ESR10 & ESR13.
7. [Urban Economics Group, Wageningen University and Research](#) (WUR) – ESR3 & ESR15.
8. [Environment and Resources Department, RWI- Leibniz Institute for Economic Research](#) (RWI) – ESR9.

For an informal discussion regarding the overall project, please contact Dr Kostas Galanakis, on +44 (0)115 848 8690, or via email Kostas.Galanakis@ntu.ac.uk. For details regarding any particular ESR project, please see contact details for each one.

Key Dates

Closing Date: 30 June 2019

Invitation to interview: 8 July 2019

Interview Date: 23-24 July 2019

Targeted Starting Date: 1 October 2019

Benefits

Successful applicants will be appointed to the base of the salary rates that are defined by the *Marie Skłodowska-Curie Actions, Innovative Training Networks*.

The successful candidates will receive a 36 month, full-time employment contract as per Marie Skłodowska-Curie Actions (MSCA) regulations for early stage researchers. The monthly salary (Living Allowance) will be confirmed upon offer, paid in the currency of the host country, and with a correction factor applied to the host country. The approximate monthly salary (Living Allowance) before employer and statutory deductions is (equivalent in euros):

| <u>Host Organisation</u> | <u>Country</u> | <u>Living allowance*</u> | <u>Mobility allowance**</u> |
|--|-----------------------|---------------------------------|------------------------------------|
| 1. Nottingham Trent University | UK | €4,571 | €600 |
| 2. Accademia Europea di Bolzano | IT | €3,414 | €600 |
| 3. Technische Universität Wien | AT | €3,489 | €600 |
| 4. Instituto Universitário de Lisboa | PT | €2,753 | €600 |
| 5. Instituto Tecnológico de Canarias S.A | ES | €3,120 | €600 |
| 6. University of Basel | CH (Switz) | €3,963 | €600 |
| 7. Wageningen University | NL | €3,528 | €600 |

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| 8. RWI- Leibniz Institute for Economic Research | DE | €3,172 | €600 |
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**before employer and statutory deductions*

*** before taxes*

Researchers are eligible for a mobility allowance of €600/month (before taxes). Researchers may also qualify for a family allowance of €500/month depending on family situation at the time of recruitment. Please visit the [EU MSCA website](#) for further information.

The ESRs will be enrolled in a vibrant PhD programme. In addition to their individual PhD projects, all ESRs will benefit from a dedicated training programme comprising an integrated curriculum of local and intensive network seminars, summer-school action-based learning, workshops and engagement with cutting-edge collaborative research.

*The Smart-BEEjS consortium is committed at the highest level to ensuring that equality, diversity and inclusion remain at the heart of all we do and have already fulfilled the gender-diversity threshold set by the EU **with 40% of the participants being women**. However Smart-BEEjS have an ambitious mission to advocate for gender parity and wish to continue to attract a diverse pool of candidates to apply for the opportunity to become a **Marie Skłodowska-Curie fellow(s)**.*

*Therefore Smart-BEEjS promotes a working and learning environment based on **merit** where all can fulfil their potential and in which all are treated with dignity and respect, regardless of age, disability, gender reassignment, marital or civil partnership status, maternity or pregnancy, race and ethnicity, sex, sexual orientation or religion or belief.*

This role does not meet the minimum requirements set by Schengen or UK Visas & Immigration to enable sponsorship of migrant workers. Therefore, we cannot progress applications from candidates who require sponsorship to work in the Schengen Area or UK.

PhD Projects: A Brief Description

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| Fellow <i>ESR1</i> | Host institution ISCTE-IUL (Co-supervised WUR) <i>Contact person: Dr Susana Batel, Leonardo Sousa</i> <i>Phone: +351 217903089 (Ext. 713381), +351 217650390</i> <i>(Ext. 291704)</i> <i>Email: susana.batel@iscte-iul.pt , leonardo.sousa@iscte-iul.pt</i> | PhD enrolment Yes (ISCTE-IUL) |
| Title and relevant Work Package(s): Citizens' perceptions of PEDs: An integration framework of citizens' socio-psychological factors with stakeholders' economic and political priorities. | | |
| Objectives: To generate a holistic framework understanding and comparing stakeholders' and citizens' points of view in order to provide guidance to policy makers designing interventions and communication in renewable energy and energy efficiency schemes. | | |
| Expected Results: Investigate whether efforts at city level for green energy generation and efficiency are driven by a few decision makers or by citizens' will ; and with what effect for the sustainability of the scheme. Understand the socio-psychological, cultural context, economic and political factors shaping the dual relationship between citizens and policy makers. Develop and validate a socio-psychological framework, conditioning the application of any policy intervention. | | |
| Planned secondment(s): Torres Vedras Town Hall, 20%. <i>Create a case reference by integrating a socio-psychological and economic check-list for adapting existing, or designing new, interventions.</i> WUR, 10%, <i>experience work done as advisors to city decision makers.</i> | | |
| Fellow <i>ESR2</i> | Host institution ISCTE-IUL (Co-supervision EURAC) <i>Contact person: Dr Susana Batel, Leonardo Sousa</i> <i>Phone: +351 217903089 (Ext. 713381), +351 217650390</i> <i>(Ext. 291704)</i> <i>Email: susana.batel@iscte-iul.pt , leonardo.sousa@iscte-iul.pt</i> | PhD enrolment Yes (ISCTE-IUL) |
| Title and relevant Work Package(s): Inclusive PEDs: Case Study Lessons for energy justice and eliminating energy poverty. | | |
| Objectives: To develop a typology that characterises districts as environmental sustainable and promoting social justice, based on an integrative and interdisciplinary understanding (sociological, economic, technological, business) of energy generation, use and efficiency systems. The project uses this typology to generate path dependent models of intervention that will maximise energy equality. | | |
| Expected Results: A holistic perspective – unusual in social sciences' research on energy transitions and sustainability issues. A typology of justification (including economic and social criteria), using secondary data and published information. A path dependent model of intervention is developed to maximise the benefits for local citizens, eliminating energy injustice from local intervention designs. | | |

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| Planned secondment(s): Secondment in EURAC, 20% and ITC 10%. <i>The researcher implements a behavioural experiment directly on behalf of the City of Bolzano (at EURAC) and the island of Tenerife (ITC) to validate propositions.</i> | | |
| Fellow <i>ESR3</i> | Host institution WUR (Co-supervision Basel) Contact person: Prof. Eveline van Leeuwen Email: eveline.vanleeuwen@wur.nl Phone: +31317485455 | PhD enrolment Yes (WUR) |
| Title and relevant Work Package(s): PED Planning: interdependences between agents (stakeholders) and their physical and psychological drivers and barriers. | | |
| Objectives: Investigate the behavioural drivers and barriers that help and hinder transition toward PEDs. Provide a framework for nudging agents' behaviour | | |
| Expected Results: Compare the motivations and perceptions of agents participating in transitional energy projects (e.g. in a living lab in Amsterdam), to the general public. Provide a roadmap for participants in new PEDs to adapt to new levels and networks of trust among new and existing agents, the new proximity and roles between suppliers and customers, a new level of risk that is transferred to the individual and the community of the PEDs by the increased level of autonomy. | | |
| Specific Requirements: background in behavioural economics, economic psychology, social psychology or a related discipline; good statistical background (analysis of variance, regression). | | |
| Planned secondment(s): Amsterdam Institute for Advanced Metropolitan Solutions (AMS) 10%, <i>Choice 'live' experiments with variables such as fairness, trust, need for autonomy, social norms etc.;</i> Basel 20%, <i>scenario simulation with different user groups.</i> | | |
| Fellow <i>ESR4</i> | Host institution TUW (co-supervised with WUR) Contact person: Dr. Lukas Kranzl, Senior Researcher Email: kranzl@eeg.tuwien.ac.at Phone: +43 (0) 1 58801 370351 | PhD enrolment Yes (TUW) |
| Title and relevant Work Package(s): Looking Inside the District: Agent Based Simulation of pathways towards affordable and inclusive PEDs. | | |
| Objectives: To develop an empirical agent-based model (ABM) – extending existing methods for pathway-modelling towards affordable and inclusive PEDs – linking the behaviour of households, firms, and public institutions under specific spatial/physical circumstances. | | |
| Expected Results: Understand existing real-life dynamics and test the effects of selected (policy) interventions. The ABM is applied at the household and individual residence/building level to answer short-term what-if questions. These will deliver important insights into system dynamics. This ABM can be used in participatory processes and various types of result (systems insights, scenario analyses, participation processes) can be reported for infrastructure and policy interventions. | | |
| Planned secondment(s): Amsterdam Institute for Advanced Metropolitan Solutions (AMS), 10%, <i>specialist training on ABM;</i> ITC, 20%, <i>model unique physical circumstances (physical isolation)</i> | | |

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| Fellow <i>ESR5</i> | Host institution ITC (Co-supervision TUW) Contact person: Lucía Dobarro Delgado Email: ldobarro@itccanarias.org Phone: +34 922568958 | PhD enrolment Yes (TUW) |
| Title and relevant Work Package(s): Techno-economic analysis of Grid-Connected MicroGrids of PEDs | | |
| Objectives: To generate a methodology for analysing the feasibility of MicroGrid projects, justifying incentives and public support schemes. | | |
| Expected Results: ESR5. (ITC/TUW) A validated methodology based on techno-economic analysis of Grid-Connected MicroGrids of Positive Energy Districts. Contributes guidance and assessment of different solutions regarding affordability for different income groups. A link with ESR4 regarding pathway development and overall system integration with ESR6 (heating/cooling) and ESR7 (mobility), ensures proper consideration of sector coupling. | | |
| Planned secondment(s): TUW, 15%, <i>Techno-economic analysis for Wien</i> ; WUR, 15%, <i>Agent/Stakeholder integration</i> | | |
| Fellow <i>ESR6</i> | Host institution TUW (Co-supervision EURAC) Contact person: Dr. Lukas Kranzl, Senior Researcher Email: kranzl@eeg.tuwien.ac.at Phone: +43 (0) 1 58801 370351 | PhD enrolment Yes (TUW) |
| Title and relevant Work Package(s): Transforming district heating infrastructure towards future proof systems in line with PED characteristics | | |
| Objectives: To analyse technical viability and social justice of transition pathways towards innovative, future proof district heating and cooling in line with PED frameworks. | | |
| Expected Results: Propose a roadmap to transform district heating infrastructure towards future proof systems in line with PED characteristics. | | |
| Planned secondment(s): EURAC, 15%, <i>validate propositions, using database of data</i> ; ISCTE-IUL, 15%, <i>integrate socio-psychological characteristics for transition</i> . | | |
| Fellow <i>ESR7</i> | Host institution NTU (Co-supervision RWI) Contact person: Prof. Robert Ackrill Email: robert.ackrill@ntu.ac.uk Phone: +44 (0) 115 84 84234 | PhD enrolment Yes (NTU) |
| Title and related Work Package(s): Integrating PEDs with the future of urban mobility: Renewable energy generation strategy by PED networks for an ultra-low carbon transport system demand for 2030. | | |
| Objectives: To generate strategic principles for upfront planning, incorporating the emergent energy and infrastructure needs for sustainable mobility into PEDs design. | | |
| Expected Results: Typology of solutions designed for multiple potential combinations for sustainable urban mobility types and renewable energy generation types | | |

Planned secondment(s): Centre of Excellence for Low Carbon and Fuel Cell Technologies (CENEX), 20%. *The researcher experiences the complexities of deploying infrastructure for low-carbon mobility at local level; RWI, 10%, experience evidence-based policy interventions*

| Fellow | Host institution | PhD enrolment |
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| ESR8 | <p>EURAC (Co-supervised with Ruhr-Universität Bochum - RUB)</p> <p><i>Contact person:</i> Dr Nives Della Valle, Senior Researcher Phone: +39 0471 055 711 Email: nives.dellavalle@eurac.edu</p> | Yes (RUB) |

Title and related Work Package(s): Testing Behaviourally Informed interventions to tackle Energy Poverty in Social Housing Districts.

Objectives: Explore insights from Behavioural Economics to help policy makers understand and target the behavioural mechanisms that hinder an effective transition to PEDs needed to tackle energy poverty in social housing areas.

Expected Results: Design and conduct laboratory and field experiments drawing from behavioural economics. Propose evidence-based policy advice to create PEDs.

Specific requirements: The applicant should have a graduate degree at the MA level (or equivalent) in economics, behavioral economics or econometrics. Training in advanced microeconomics, behavioral economics and econometric methods in required. Knowledge of experimental economics and skills to use statistical software (e.g. Stata) are desirable.

Planned secondment(s): Agenzia per L'Energia Alto Adige – CasaClima, 10%, to disseminate the field experiment in Bolzano Social Housing District to local actors and explore their willingness to promote just energy efficiency; Cognitive and Experimental Economic Laboratory (CEEL) Università Degli Studi di Trento, 15%, to acquire the skills to design and conduct a laboratory experiment on technology acceptance.

| Fellow | Host institution | PhD enrolment |
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| ESR9 | <p>RWI (Co-supervised with Ruhr-Universität Bochum - RUB)</p> <p><i>Contact person:</i> Prof. Dr. Colin Vance, Deputy Division Chief, Phone +49 (201) 8149-237 Email: vance@rwi-essen.de</p> | Yes (RUB) |

Title and related Work Package(s): Monetary and non-monetary measures for reducing dependency on fossil-fuel related mobility needs

Objectives: Identify the scope for incorporating urban planning into the design of PEDs, emphasising on infrastructure and mixed land-use to facilitate low-cost and environmentally benign modes of transportation. Quantify the responsiveness of people to price-based incentives, including gasoline taxes (often unequally distributed).

Specific requirements: The applicant should have a graduate degree at the MA level (or equivalent) in economics or a related field like public policy. Training in statistical and econometric methods is required. Experience in the analysis of spatial data is beneficial.

Expected Results: Index of effectiveness of urban design and price signals in influencing travel choices, behaviour (e.g. rationality vs. psychological, habit) and mode choice.

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| Estimate the influence of transport infrastructure as an incentive to shift away from car use. Fuel taxes effectiveness model to reduce emissions. | | |
| Planned secondment(s): Centre of Excellence for Low Carbon and Fuel Cell Technologies (CENEX), 20%, <i>experience incentive and regulatory framework effectiveness</i> ; EURAC, 10%, <i>spatial modelling experience</i> | | |
| Fellow <i>ESR10</i> | Host institution Basel (Co-supervised NTU) Contact person: Prof. Paul Burger, Phone: +41 61 207 04 03 email: paul.burger@unibas.ch | PhD enrolment Yes (Basel) |
| Title and related Work Package(s): Zero emissions or super conservation in PEDs: Policies and incentives that form citizens' attitudes and trends of consumption behaviour. | | |
| Objectives: Identify policy instruments (regulations, incentives, ownership etc.) that can encourage consumers to develop coherent low carbon consumption patterns by considering issues related to energy poverty. | | |
| Expected Results: Propose a comprehensive set of options for policies by considering the multilevel political system as well as issues of energy equity to establish low carbon consumption patterns. | | |
| Planned secondment(s): <i>GreenVision Energy, 15%, case study in Nottingham</i> ; <i>RWI, 15%, case study in Frankfurt.</i> | | |
| Fellow <i>ESR11</i> | Host institution EURAC (Co-supervised TUW) Contact person: Ph.D. Giulia Garegnani, Senior researcher, Phone: +39 0471 055 674 email: giulia.garegnani@eurac.edu | PhD enrolment Yes (TUW) |
| Title and related Work Package(s): Prioritisation of interventions and measures in districts: a spatial decision support model to support policy makers. | | |
| Objectives: Develop a tool for prioritisation of interventions (incentives, subsidies and measures) in order to tackle energy poverty | | |
| Specific requirements: The applicant should have a graduate degree at the MA level (or equivalent) in the energy system fields. Experience in the analysis of spatial data (GIS) is required. Knowledge of computer languages (e.g. Python, Matlab, C) and a basic Italian are beneficial. | | |
| Expected Results: Integration and implementation of energy models into Geographic Information System (GIS) of PED that defines prioritisation of interventions and measures for building renovation. | | |
| Planned secondment(s): <i>Regione Lombardia, 20%, spatial analysis of different districts at Regione Lombardia</i> ; <i>TUW, 10%, techno-economic analysis</i> | | |
| Fellow <i>ESR12</i> | Host institution NTU (Co-supervision Basel) Contact person: <i>Dr Kostas Galanakis, Programme Leader</i> | PhD enrolment Yes (NTU) |

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| | Email: kostas.galanakis@ntu.ac.uk Phone: +44 (0) 1158488690 | |
| Title and related Work Package(s): Business Model Archetypes for Value Generation by PEDs. | | |
| Objectives: To identify and codify innovative business models. To formulate competitive strategies utilising value chain needs. | | |
| Expected Results: Develop a framework of commonly understood set of business model archetypes, patterns and visualisations of possible combinations. Provide clarity for managers regarding 'what' key stakeholders' expectations are and 'which set' of expectations should be prioritised for future scenarios. | | |
| Planned secondment(s): <i>Innogy SE, 20%, experience different business models, validate new combinations; Basel, 10%, the users' psychological needs as focal point</i> | | |
| Fellow ESR13 | Host institution Basel (co-supervision NTU) Contact person: Prof. Paul Burger, Phone: +41 61 207 04 03 email: paul.burger@unibas.ch | PhD enrolment Yes (Basel) |
| Title and related Work Package(s): Users as change agents: User driven innovations. | | |
| Objectives: Identify promising opportunities for citizen-consumers to become change agent for low-carbon consumption in the context of PEDs by considering people living and working in PEDs, different social environments as well as socio-psychological factors. | | |
| Expected Results: Revealed changes in energy consumption behaviours of PED citizens induced through technology (e.g., remote steering for electronic devices), the spread of shared economy, and/or social influences. Revealed opportunities for energy providers to align and differentiate their business models to new expectations and behaviours. | | |
| Planned secondment(s): <i>ITC, 15%, explore social norms & network effect in closed-isolated systems; ISCTE-IUL, 15%, integrate social-psychological effects</i> | | |
| Fellow ESR14 | Host institution ITC (Co-supervision RWI) Contact person: Dr Kostas Galanakis, Programme Leader Email: kostas.galanakis@ntu.ac.uk Phone: +44 (0) 1158488690 | PhD enrolment Yes (NTU) |
| Title and related Work Package(s): Bankability of Grid-Connected High RES penetration MicroGrids. | | |
| Objectives: Provide different versions of business models based on microgrids that evolve over time based on the evolution of consumer behaviour, social restrictions and maturity of the system's technical infrastructure, cost efficiencies and of the energy market. | | |
| Expected Results: Provide a pathway for valuable propositions for energy providers and consumers, considering consumer behaviour and needs in changing established infrastructure. Report opportunities, as desirable business models driven from PED microgrids that integrate RE technologies and maximise bankability. | | |

Planned secondment(s): National Energy Action Charity (NEA), 20%, validate proposed pathways; RWI, 10%, compare physical isolated systems with open ones

| Fellow | Host institution | PhD enrolment |
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| ESR15 | WUR (Co-supervision NTU) Contact person: Prof. Eveline van Leeuwen Email: eveline.vanleeuwen@wur.nl Phone: +31317485455 | Yes (WUR) |

Title and related Work Package(s): Backcasting PEDs: an ABM approach

Objective: Developing (desirable) future scenarios and define possible pathways through the use of foresight and back casting techniques in an agent-based context.

Expected Results: Regional foresight workshops; (Desirable) future images; explicit pathways to reach future scenarios and the identification of potential disruptions; design of different long-term interventions.

Specific Requirements: background in economics, spatial planning or governance; experience with both quantitative and qualitative analysis; affinity with agent-based modelling.

Planned secondment(s): Amsterdam Institute for Advanced Metropolitan Solutions (AMS), 10%, training on ABM and foresight workshop for Amsterdam ; NTU, 20%, foresight workshop for Nottingham