



Posts Collection 2017

CSCS adheres to the Charter of the European Solidarity Corps

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January 7, 2017

CSCS adheres to the Charter of the European Solidarity Corps, the new European Union initiative which creates opportunities for young people to volunteer or work in projects that benefit communities and people around Europe. It was announced by the President of the European Commission, Jean-Claude Juncker in September 2016, and officially launched in December 2016.

Throughout the year, the European Commission will invite organisations to apply for funding or other support for projects which fit with the Mission and Principles of the European Solidarity Corps.



In addition, organisations willing to present their proposals must also adhere to the Charter of the European Solidarity Corps.

All organizations will undergo checks to become accredited to run projects for the European Solidarity Corps, and before they are allowed to search for and recruit participants for their projects.

Announcements about the European Solidarity Corps will be made on the relevant European Commission social media accounts and in specialist publications.

Centro Studi Cultura Sviluppo has been accredited as work placement company by the Cooperation Organisation for Vocational Education, Training and the Labour Market (SBB).
The call to participate in the Advanced Composite Repair Training is now open!

Celebrated in Pistoia the European Alliance for Apprenticeship awarding the participants of the skillman piloting courses

 cscs.it

May 31, 2017

In collaboration with the local Incubator, Skillman has promoted in Pistoia, the Italian capital of culture 2017, the celebration of the European Alliance for Apprenticeship. The event took place the 26th of May and was an opportunity to talk about the apprenticeship schemes and the mobility for learning opportunities including the presentation of the Erasmus Program for Young Entrepreneurs done by the Intermediary Organisation 'EM – Entrepreneurs Mobility'.

The event, with a large participation of apprentices, companies, schools and other social partners, envisaged speeches by the Deputy Mayor, the company representatives and the apprentices and ended with the delivery of the award certificates and the gadgets to all the students and apprentices participants to the skillman pilotings held in Italy.

CSCS signed the European Alliance for Apprenticeships pledge at EAFA 2017

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June 5, 2017

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The European Commission, Directorate General Employment, Social affairs and Inclusion, Unit E.3 – VET, Apprenticeships & adult learning, has organised the High-Level Meeting of the European Alliance for Apprenticeships (EAFA) on 30 and 31 May 2017 at the Malta College of Arts, Science and Technology (MCAST), Paola PLA, Valletta in Malta.

The event, aimed to celebrate four years of the European Alliance for Apprenticeships was available on [webstreaming](#) and was participated by stakeholders from all over Europe.

The two days meeting was enriched by many speakers from the European Social partners and by Mr James Calleja, Director of Cedefop and Mr Joao Santos, Deputy Head of Unit, DG EMPL. The programme was expecting to identify and design the targets of the Alliance for the next period analysing the state of the art of EafA after four years from Leipzig to Valletta. The highlights about the Alliance experiences and wishes given by the participant stakeholders were full of interesting topics as the conclusion that the apprenticeship has a value for both excellence and inclusion.

The ceremony ended with the signature of new pledges.

CSCS and the municipality of Santander signed a cooperation protocol under the EM IX project

 cscs.it

June 5, 2017

The bilateral agreement has been signed under the Framework Partnership Agreement (2017-2021) of the Erasmus for Young Entrepreneurs Programme.

The agreement sets a number of goals for the Santander City Council concerning the exchange between Spanish and European entrepreneurs. Municipality indeed will support the business exchanges through its "self-employment" service.

The European partnership Entrepreneurs' Mobility, coordinated by CSCS, envisages to carry out a total of 380 business exchanges in a period of 24 months.

This volume of exchanges will allow 200 young entrepreneurs from the partner countries to go abroad for a period ranging from a minimum of one to a maximum of six months. The purpose is to acquire entrepreneurial and management skills by collaborating with an experienced host entrepreneur.

CSCS and Ankara Chamber of Commerce (ATO) signed a cooperation protocol under the EM IX project

 cscs.it

June 27, 2017

The bilateral agreement among CSCS and ATO has been signed under the Framework Partnership Agreement (2017-2021) of the Erasmus for Young Entrepreneurs Programme.

Ankara Chamber of Commerce (ATO) is one of the biggest Chambers in Turkey, with around 170.000 registered businesses and plays a leading role in promoting and supporting entrepreneurship across the country. ATO provides support to SMEs in 46 different sectors varying from energy, machinery and metals, cosmetics, information technologies, telecommunications, tourism, logistics, automotive industry and so forth via 68 committees that actively engage with the SMEs. Through media, press and its website, ATO reaches 5.000.000 residents in metropolitan borders of Ankara. ATO is also member of Entrepreneurs Mobility Consortium within Cycle 7 and 8.



The agreement sets a number of goals for ATO concerning the exchange between Turkish and European entrepreneurs. ATO indeed is expected to support 31 successful relationship, involving 6 Host Entrepreneurs and 25 New Entrepreneurs.

The European partnership Entrepreneurs' Mobility, coordinated by CSCS, envisages to carry out a total of 380 business exchanges in a period of 24 months.

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New materials for professionals working with victims or perpetrators of violence have been produced by the EUREhabChildren team

A series of valuable products for resilience training has been created by 'Resilience', a project led by Blickpunkt Identität and carried out by CSCS and other institutions

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July 4, 2017

'[Resilience](#)', the project coordinated by Blickpunkt Identität and carried out by CSCS in partnership with other 8 european institutions, has been a relevant experience that helped individuals to 'bounce back' from life's challenges.

Its main objective was to establish "resilience" as a horizontal theme in adult education enabling individuals to adapt to a changing society and labour market requirements and to strengthen self-confidence and personal fulfilment.

Teachers and trainers, as main target group, can find a series of helpful tools for training adults on the web site. Products includes:

- a set of [Guidelines](#) for introducing resilience into adult education,
- a [Selection Box](#) that contains exercises, methods and/or didactic learning approaches where resilience can be included e.g. in language courses, personal development, integration of immigrants, and guidance measures focusing on personal competence development,
- an [Interview Scheme](#) for teachers and trainers to assess resilience and ensure that the needs of their target groups will be addressed effectively,
- a [self evaluation questionnaire](#) to reflect your own resilience,
- an [online game](#) to promote the topic resilience

Through resilience training, people can gain important skills like stress management, resource-seeking, flexibility and the ability to face the future in a positive way. Training helps them to extend their ability to take action, see themselves as self-efficient and realise their personal and professional ambitions.

The know how developed along this project will be gladly shared by CSCS and the rest of the partners to support future projects on this topic.

The Europemobility.eu network expresses its concern about the proposal for a regulation of the European Parliament and of the council

 cscs.it

August 3, 2017

The Europemobility.eu network, joined by more than 300 EU organisations, expresses its concern about the nonsensical idea to cancel sending and coordinating structures.

The network that play a major role in giving opportunities for mobility considers that this approach will make things more difficult, especially for the beneficiaries, and will expose youngsters to possible dangers with any third part able to monitor and help.

According to Europemobility.eu network, the proposal laying down the legal framework of the European Solidarity Corps and amending Regulations could have a huge negative impact and hopes for its reconsideration since:

1. the role of the intermediary organisations has to be reinforced instead of cancelled and integrated in the ESC legal system,
2. the intermediary organisations can provide: information, recruitment and matching process, preparation and training, on going assistance and monitoring and post-placement support,
3. the e-learning solutions have to be complementary for the training and can not replace the live face to face learning experience,
4. the geographical scope of the ESC should be extended to include partner countries.

The synergy among sending, receiving and coordinating organisations may create the best volunteering experience for youngsters. The new rules of ESC can generate different problems: first of all, without the work of promotion and assistance of sending and coordinating organisations, there can be a decrease of the number of the youngsters reached and informed upon ESC and no assistance in the application. This can happen especially among youngsters in particular condition of isolation and disease. Secondly, the role of the sending organisations is also following the volunteers during their service, in the case of conflicts and problems. The suppression of sending organisations will have the consequence of not properly accompanying the volunteer during his service. Thirdly, there won't be activities of promotion and information to new potential receiving organisations and these ones can't be accompanied and helped in the accreditation process.

Caronte, the project that turn the challenge of raw materials dependence into a strategic strength, has been launched the past 5th and 6th July 2017

 cscs.it

August 6, 2017

The National Research Council hosted the Kick-off Meeting of Caronte in Bologna, Italy, the last 5th and 6th July 2017.

The project, with the aim to speed up the time-to-market of innovative products, will undertake activities to foster innovative approaches and strategies in retrieving, effectively organizing and properly sharing scientific and technical information regarding the science and innovation frontiers within companies that operate in the raw materials sector.



To this purpose Caronte intends to achieve an innovative continuing education programme that provides coaching and accompanying measures to SMEs, R&D managers/directors and R&D&I consultants via a multifaceted team composed by multidisciplinary professionals.

CSCS is engaged in the development of Caronte's learning model and in the definition of the technology learning system.

The skillman project also contributes to Caronte's project objective and support the creation of a comprehensive knowledge among professionals thanks to the work carried out to develop the curriculum manager 4.0.

CSCS and Dekaplus signed a cooperation agreement under the EM IX project

 **cscs.it**

September 17, 2017

The bilateral agreement among CSCS, represented by Giovanni Crisonà, and Dekaplus Business Service Ltd, represented by Christos Nicolaides, has been signed under the Framework Partnership Agreement (2017-2021) of the Erasmus for Young Entrepreneurs Programme.

DekaPlus Business Services is a consulting and professional training company located in Cyprus that facilitates individuals and organizations to achieve sustainable performance improvement. It provides consulting services to businesses, primarily in strategic planning, management development, professional education, subsidy acquisition and European program participation. The company has managed to secure access to services of experts from around the world.



According to the cooperation agreement, Dekaplus will be committed in supporting and facilitating the exchange between local and foreign entrepreneurs.

The number of foreseen exchanges managed by Dekaplus is 35.

The European partnership Entrepreneurs' Mobility, coordinated by CSCS, shall run for 24 months allowing a total of 380 business exchanges. Young entrepreneurs are expected to acquire entrepreneurial and management skills by collaborating with an experienced host entrepreneur.

CSCS celebrates the European Vocational Skills Week with an event dedicated to the “mobility learners”



November 25, 2017

On the occasion of the European Skills Week, CSCS organized an event addressed to students, apprentices and entrepreneurs.

The ceremony took place in Pistoia and represented a great opportunity to enhance the results achieved during the last year and to celebrate the most active Italian and foreign entrepreneurs of the Erasmus for Young Entrepreneurs program.

Youngsters which attended courses in CSCS participated actively in the event.

The video summarizes the highlights of the ceremony.

Here see the program of the event



PROGRAM

November 16th, 2017

5:00 PM

Opening Speech
Giovanni Crisonà, President of CSCS

5:10 PM

Introduction to the Erasmus
for Young Entrepreneurs
Ana Maria Sarateanu
Project Manager

Presentation by Teresa
Cuzzolin, Host Entrepreneur

Presentation of Guillermo José
Barreto Suarez, New
Entrepreneur

5:30PM

Experiences from VET learners
Greta Bilanzola, Project
Officer

Presentation Michael Steiner

Presentation Philip Panzar

6:00PM

Awards Ceremony

6:30PM

Aperitivo for all participants

CSCS, via Puccini 80, 51100, Pistoia

CSCS and Metropolis signed an agreement aimed at promoting the Programme 'Erasmus for Young Entrepreneurs'

 cscs.it

September 17, 2017

Centro Studi "Cultura Sviluppo" signed an agreement with Metropolis, a cultural association committed in the promotion of various initiatives addressed to raise awareness and support for young people. In particular Metropolis is promoting cultural exchanges, vocational integration and transnational cooperation through the project "Accademia Cinema Toscana".

Both CSCS and Metropolis are engaged in fostering economic development and entrepreneurial culture, creating new businesses and support innovation actions.

Due to this common interest, the two institutions declare through the agreement their intention to establish a partnership aimed at promoting the Programme "Erasmus for Young Entrepreneurs" and the initiatives of the "Accademia Cinema Toscana".



BASF Group, the renowned largest chemical producer in the world, sent its apprentices and tutors to Pistoia, in collaboration with...

 cscs.it

September 28, 2017

the local Incubator incubatore.net CSCS which is carrying on many mobility initiatives, among others the Erasmus For Young Entrepreneurs Project.

The tutors have arrived on the 13th September 2017 to monitor five students from BBS Wirtschafft 1 Ludwigshafen who are carrying out a traineeship at local enterprises in Pistoia with the programme of italymobility.com.

BBS Wirtschafft 1 Ludwigshafen is a VET college which offers a wide range of vocational education and higher commercial courses, and its students are often employed as apprentices by the chemical company BASF.

This is a very special year for the town of Pistoia cause it is the actual Italian Capital of Culture of 2017.

The students and the tutors will, therefore, have the opportunity to take part in lots of cultural events, from live concerts to art exhibitions, as well as in many other tourist attractions and activities.



CSCS Statistics

 erasmus-entrepreneurs.info/cscs-statistics

February 6, 2017

Information, Counseling and Support

over 1.000,00 entrepreneurs

Applications management

over 300,00 entrepreneurs

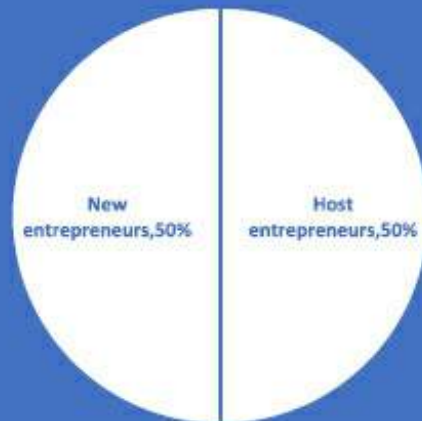
Approved applications

over 250 entrepreneurs

Relationships supported by CSCS

over 200 successful exchanges

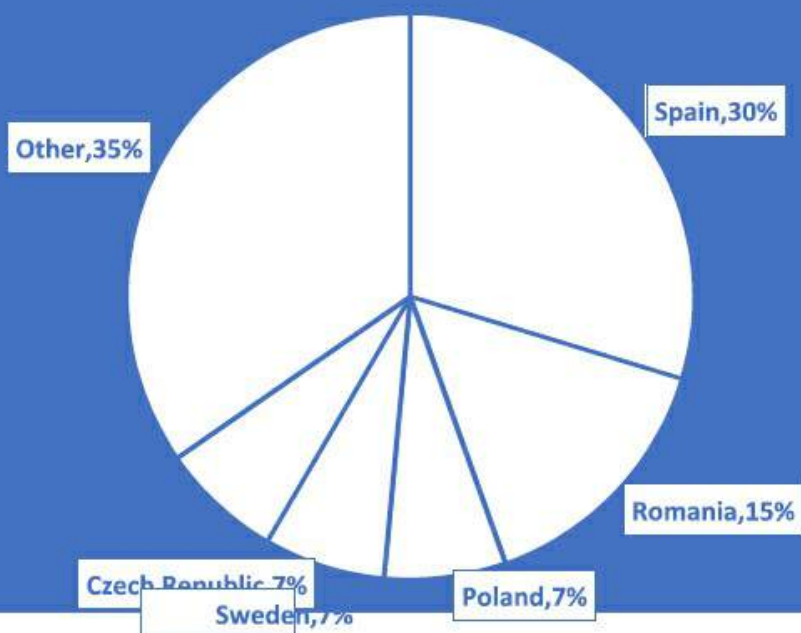
Distribution of entrepreneurs



Destination countries



Country of origin



Entrepreneurs' Mobility Statistics

erasmus-entrepreneurs.info/entrepreneurs-mobility-statistics

February 6, 2017

Information, Counseling and Support

over 6.000,00 entrepreneurs

Applications management

over 1.200,00 entrepreneurs

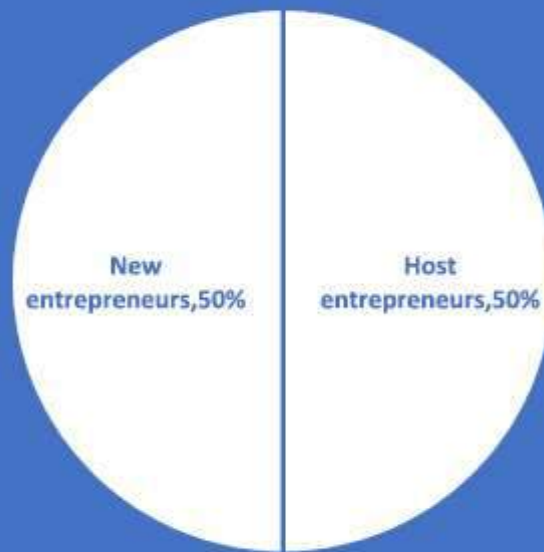
Approved applications

over 1.000,00 entrepreneurs

Successful relationships supported by Entrepreneurs' Mobility

over 650 successful exchanges

Distribution of entrepreneurs



Erasmus for Young
Entrepreneurs

Pushing Up Entrepreneurship

erasmus-entrepreneurs.info/pushing-up-entrepreneurship

March 23, 2017

Success story: Anamaria PAPESTIEVA (NE) and Ottavio SGROSSO (HE)

Brief introduction

Anamaria Papestieva is an e-business graduate, but she soon realised that she wanted to work with a more creative field. So, she started her work and self-education in the web design and development sector, while she came across and applied to the EYE program. Lacking entrepreneurial skills and experience, she lounged to look for an experienced entrepreneur that would help her in acquiring the needed skills for her future business.

Ottavio Sgrosso, Founder & CEO of "Pushapp", seemed to have all the excellence and expertise she was searching for.

Ottavio is passionate about digital entrepreneurship. Over the last years, he counselled several startups, supporting them in the phase of business idea validation. He learned about the EYE program at a startup networking event in his hometown and imagined it was a good way to share domain expertise, network and energy among motivated people. He was right; and he found this motivation to Anamaria.

Activities undertaken:

Among the activities undertaken, the most significant one was Anamaria's involvement in the Pushapp Lab, a startup accelerator program, where she was entrusted with various tasks for its successful completion. As the program was developing, she was involved in all stages of realisation and the startups progress. During this collaboration she managed to observe and get familiar with the requirements needed to develop her own start up and the difficulties that might arise during this process.

One of the most appreciated things from her side was the constant availability of the HE and every team member. At all times she found them eager to provide feedback and share their thoughts and ideas. Ottavio himself and the overall company culture contributed to her positive experience and made the time in the business more enjoyable. Also it helped her develop better relationships with the team and be even more productive.

Benefits achieved:

For Anamaria, the exchange was extremely fruitful, as she was involved in various tasks and actively participated in brainstorming. Learning how to undertake a whole project, starting from client briefing to final product delivery, benefit her regarding communication and time management. Being an active member of a business team made her aware of the importance of team work and strengthened her intuition and leadership skills.

For Ottavio, Anamaria's contribution has been significant as she shared a valuable know-how in a field yet to be mastered by his company: front end development. She was able to communicate all her ideas and suggestions effectively and she played a major role in the acceleration program for digital startups, the Pushapp Lab, impressing the team with her skills and results.

Ottavio and Anamaria decided to continue their cooperation after the official end of the exchange. The exchange was organized by NIO Asset Technology (Greece) and HIO Eduforma (Italy).

NE Quotation: EYE program helped me gain technical skills and capabilities, but also enriched my networking and communication skills and strengthened my self-confidence and decisiveness in favor of the role of new entrepreneur

HE Quotation: Hosting foreigner entrepreneurs can generate an enormous value as I strongly believe that diversity and inclusion is a competitive advantage that improves the creativity, innovation and performance of our people and products.

Local contact points involved in the exchange:

New entrepreneur's contact point:

Asset Technology (Athens, Greece)

Stylianos-Manos Andreadis

asset@asset-tec.gr

Host entrepreneur's contact point:

Eduforma (Padova, Italy)

Dario Dessanai

europrogettazione@eduforma.it

Erasmus for Young
Entrepreneurs

The European Commission, Directorate General Employment, Social affairs and Inclusion, Unit E.3 – VET, Apprenticeships & adult learning, has organised the High-Level Meeting of the European Alliance for Apprenticeships (EAFA) on 30 and 31 May 2017 at the Malta College of Arts, Science and Technology (MCAST), Paola PLA, Valletta in Malta.

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The ceremony ended with the signature of new pledges.

Acquiring entrepreneurial skills in Italy

erasmus-entrepreneurs.info/acquiring-entrepreneurial-skills-in-italy

June 5, 2017

Presentation of the exchange:

Mireia Iriondo, young Spanish entrepreneur came to Italy for a 5 months exchange. Her idea was to learn more about the H2020 projects and to learn from an experienced entrepreneur how to obtain funding and how to set a sustainable business.

Short description of the exchange:

NE followed the HE having the possibility to see what she was doing, to ask questions about the activities, to learn from the processes. The cooperation has been structured in such a way that NE could see the various aspects of the business during her stay. Entrepreneurs dedicated 1 day / week to each other: the business plan of the NE has been improved, some management aspects discussed, and a marketing strategy organized. HE asked the NE to also work on a dissemination strategy; and learned from the NE some aspects connected to social networks coverage. NE also helped the HE with the delivery of some consultancy services (trainings).

Profile of the entrepreneurs:

Mireia Iriondo, NE of the EYE Programme, Basque Country, Spain – interested to learn more about the sector of European funding and implementation of projects

Edi Fanti, HE of the EYE Programme, working on European projects in Prato, Italy

Quote of the NE:

"I learnt a lot about the sector: not only how to obtain funding, but also how to implement a project (monitoring, reporting, make use of best practices, review, improve). Financial aspects are more clear to me, and I understand more about cash flow, sustainability, management. I am sure any young entrepreneur would really benefit from such an exchange."



Quote of the HE:

"The exchange with Mireia has been really useful. She is a quick learner (she speaks perfectly Italian) and she has been able to help me with the implementation of some projects, as well as with the dissemination strategies. I am sure she is going to benefit from this experience and we are going to stay in touch for potential cooperation after the end of this Erasmus relationship."



New and experienced entrepreneurs shall apply for the programme via the web page www.erasmus-entrepreneurs.eu

For further information about the programme:

Ms. A. Sarateanu, CSCS

anna.sarateanu@cscs.it

Ms. Maria Luisa Melon Ruiz

adl-autoempleo@ayto-santander.es

Erasmus for Young
Entrepreneurs

Young Italian Entrepreneur in a business exchange in Bulgaria

erasmus-entrepreneurs.info/young-italian-entrepreneur-in-a-business-exchange-in-bulgaria

June 15, 2017



Presentation of the exchange:

NE supports the HE in all activities carried out in the company, in order to have the chance to learn from her and to better understand how the business is run.

The main activities aim to getting to know the host company in all aspects and getting to know the management of the customer orders and their monitoring: communication and dealing with the customers and comprehending their needs; creating estimates compared to customer needs; management of relations and dealing with suppliers and external consultants; visits to the supplier firms; management of the production process – from supplies to orders; market analysis for the HE searching trends of the market in Italy and Europe; identification and contact with potential customers; identification of business opportunities to cooperate in the future.

Profile of the entrepreneurs:

Desislava Harizanova, 5 months, clothing industry.

She was looking for opportunity to build a solid base to be able to start activity in the clothing industry, and to learn straight from those who already work in the environment. Therefore, she was looking to find very active enterprise environment, which would allow her to fully comprehend the dynamics of labor relations and of the functional and organizational management which develops before, during and after the production process. In other words, to find a company that performs intermediary function between the client-designer and the production suppliers, and that offers a finished product, interacting with a large network of specialized companies involved on different levels in the production process.

Marieta Krasteva, clothing industry, Sofia – Nova Zagora.

She was looking for strongly motivated and enthusiastic person, with the yearning to acquire the most possible information useful for the business, to provide assistance and to participate actively in company dynamics.

Quote of the NE

She have had the opportunity to learn how to run a business brokerage and everything that concerns the process of clothing realization, to see and work in all aspects of the sector: managing orders, marketing, communication with clients, dealing with suppliers, managing the production process.

She would recommend the program because this experience is very fruitful for young entrepreneurs who would like to start up their own activity. She believes that the practice is what makes the difference to be really able to start a new business.

Quote of the HE

New entrepreneur have had the opportunity to see and work in all various aspects of the sector, to comprehend the dynamics and the various mechanisms of the business, to be a part of the company activities.

Host entrepreneur have had a great exchange of ideas and she would like to stay in touch with the new entrepreneur afterwards.

New and experienced entrepreneurs shall apply for the programme via the web page www.erasmus-entrepreneurs.eu

For further information about the programme:

Ms. A. Sarateanu, CSCS

anna.sarateanu@cscs.it

Erasmus for Young
Entrepreneurs

DANIEL CELESTINO AND CARMELA MIMÌ COVIELLO

erasmus-entrepreneurs.info/daniel-celestino-and-carmela-mimi-coviello

July 6, 2017

NEW ENTREPRENEUR: DANIEL CELESTINO (SPAIN)

Company name: Cedar Studio of Architecture, Design and Urban Planning.

Sector: Architectural, urban planning, design.

"Working at Meson Ro, an architectural studio composed by three Young architects and landscapers, with people who have different profiles and interests, has been a great opportunity. In these months I've been involved in landscaping, sustainable architecture and design projects. It's been so interesting, that I can only recommend EYE as a great experience, professional and personal opportunity."



HOST ENTREPRENEUR: CARMELA MIMÌ COVIELLO (ITALY)

Company name: Meson Ro

Sector: Architectural, landscaping, research, coworking.

I'm a young architect with nearly three years experience as self-employed in Spain. I was looking for an international experience in a another studio of architecture to learn how the other people work in another country of the European Union. I found EYE, and considered it as a powerful and interesting opportunity to reach this experience.

My previous experience has allowed me to help the HE from the first day of work. I've been introduced in the studio with other young architects who are doing an internship, all of them from Basilicata.

The first project in which I've participated was the workshop to build a house made with straw and a wood structure. Then we started with the project of a park in which, in collaboration with the University of Basilicata, people of the neighbourhood and other interested students and people from all Italy. In this abandoned area of the city we've done some orchard for the community, an amphitheatre made with straw and a wood pavilion. The project is not finished yet, but the main works have been done.

Other projects in which I've participated has been the design of a terrace for a flat in the city and the design of an Arabic garden for Portofino (Italy).

The closed collaboration between the HE and me has been a great opportunity to know how our profession works in Matera, in particular, and in Italy, in general. The exchange of knowledge between us has been a very productive for both. We both are sure that we will be in touch in the future and we could collaborate for future projects, competitions or research works.

Erasmus for Young
Entrepreneurs

New entrepreneur IÑIGO PARIZA in BELGIUM

erasmus-entrepreneurs.info/new-entrepreneur-inigo-pariza-in-belgium

July 6, 2017



NE: Iñigo P. (ES)

I am really grateful to have been able to participate in the young entrepreneur Erasmus program, as it has allowed me to have a clearer vision of how I should proceed in the beginning of my new career as an entrepreneur. Thanks to the program, I have been able to get in touch with entrepreneurs of areas similar to my business which have transmitted their experience and have given me valuable advice on how to solve the problems that I will encounter at the beginning of my professional activity. On the other hand, I have been able to establish professional relationships that a future can be fruitful in the professional area for both parties. Finally, I have performed a more realized analysis of the market to which I intend to address myself professionally and thus improve my business plan.



HE: Juan Manuel R. Managing Director of Finnova Foundation, Belgium.

As HE of the stay I was able to come into contact with a really interesting and innovative company idea, in a sector such as biotechnology and animal feed in full development within the EU and with great possibilities of success in the common market. Finally, the stay of NE Iñigo P. has served to start a professional relationship that will continue in the future with a view to helping you in every way possible in your new and exciting professional marriage.

Month 1

Month 2

Month 3

Month 4

Month 5

Anticipated objectives:

NE: I wish to participate in the program in the first place because I want to develop my skills as an entrepreneur. In my future stay I hope to acquire sufficient knowledge in the area of biotechnology from the point of view, learning how to be managed funds, investments in my case, because the typical corporate culture of my country of origin, Spain, differs. It is especially important to stay in a country where biotechnology has had a specific and significant weight in the business park, country like Belgium. Finally, I hope to stay to meet all the objectives listed above and to develop a dynamic and independent working group oriented leadership teamwork. HE: Since I have a long experience I think I can teach a lot of different competences to a trainee. Moreover, I have an academic background so I will be pleased to keep teaching and also learning from a young entrepreneur full of new ideas.



"Thanks to the contact with Finnova's excellent legal team, I have been able to solve specific problems that my business plan possessed, and they have given me their approach on how to deal with the legislative framework in which I will have to develop my idea. On the other hand, the contact with the staff of the communication team has given me a creative idea on how to transmit and give visibility to my company using the latest tools that the internet and the new technologies offer us."

Erasmus for Young
Entrepreneurs

Young Turkish Entrepreneur in a business exchange in Italy

erasmus-entrepreneurs.info/young-turkish-entrepreneur-in-a-business-exchange-in-italy

July 6, 2017

Presentation of the exchange:

NE is a freelance that in the past operated linking occasionally Italian and Turkish enterprises between and that would like grow consultancy enterprise specialization in internationalisation of the market in favor of Turkish Small and Medium Enterprise versus EU market, especially Italy, also using EU programs of cooperation.

These activities has been related with EU development programs and projects, contributing to the realization of these projects has been the essential mission. In this perspective, the basic aim has been to develop business having new experiences and networking between NE and HE.



Topics, which focused during the programme are :

1. More technical and practical information about EU Programmes
2. Steps for plan and develop the projects
3. Opportunities for cooperation in business between Italy and Turkey
4. Organisation in San Benedetto del Tronto of a Forum and BtoB in cooperation between NE and HE
5. Establishing of new relationships for building business between Turkey and Italy, Marche Region

Profile of the entrepreneurs:

Company name : BAKKALBASI NE : Ayse Banu Bakkalbasi

Address : Buyukesat Mah. Ugur Mumcu Sk. 78 /9 Cankaya /Ankara Turkiye

Email : bbakkalbasi@gmail.com

Sector of activity : consultancy enterprise specialized in internationalization

Objectives for NE

Expectations from Young Entrepreneurs Program has been the chance to learn from experienced entrepreneurs running small businesses in European Union country. Thanks this program as a new entrepreneur I had the opportunity to work side by side with expert entrepreneurs in European country and to strengthen the competences needed for developing my own enterprise

Company name : FIDEAS SRL

HE : Bartolomei Giuliano

Address : Borgo Cappuccini n. 3 – 63073 OFFIDA (AP) -Italia

E-mail : fideas@topnet.it

Sector of activity :Consultany and EU projects

Objectives for HE

- Partners search in Turkey for European Erasmus Plus and Horizon 2020 projects
- Organization of a country presentation in Italy (San Benedetto del Tronto, Marche Region) for potential partners interested in Turkish market, in cooperation with local chamber of commerce, ad association of artisans and agricultural farmers.
- In this Forum took part also Trade consulate of Turkey Embassy and Turkish governmental Agency for promotion of Investment (ISPAT)
- Permanent Relationship with hosted NE in Turkey and developing business and EU programmes

Quote of the NE

After participation of NE at Young Entrepreneurs Program she have the chance to learn from experienced entrepreneurs and to improve important know-how running small businesses in European Union country.

Quote of the HE

Through the NE, we have contact with consultancy organization operating in Turkey that will be a bridge for potential partnership with public and private organization and for developing together business cooperation and European projects

New and experienced entrepreneurs shall apply for the programme via the web page www.erasmus-entrepreneurs.eu

For further information about the programme: Ms. A. Sarateanu, CSCS anna.sarateanu@cscs.it

**Erasmus for Young
Entrepreneurs**

Young Turkish Entrepreneur in a business exchange in Valencia, Spain

erasmus-entrepreneurs.info/young-turkish-entrepreneur-in-a-business-exchange-in-valencia-spain

July 6, 2017

Presentation of the exchange:

HE has helped the NE acquire the needed skills to run his own business. NE has learnt about managing a technological company and work with staff cooperatively and successfully. NE has been shown how to integrate education and technology in a useful way to attract customers and creating applications. Moreover, NE has acquired the necessary information about iOS and Android system for mobile phones such as ASO (App Store Optimization) and market research. HE has assisted NE in the development of marketing and sales activities, using tools such as Google Analytics, Google Adwords, Hotsuite etc. NE has gained information about how to manage ASO, both internal concerning App content and external (Google, Yahoo etc.), graphic design tasks, strategic App planning background and attention to detail.



The cooperation project has focused on three main areas: 1. Concept, Design and Development of Mobile Applications 2. Management of a company 3. Marketing and ASO The NE has shadowed the HE and has learnt from him. HE has benefited from the cooperation of the NE in some projects, from fresh ideas on mobile applications, marketing, from the information about the Turkish market and has assigned his experience and knowledge to improve the sales activities in the market. Additionally, NE has learnt Spanish language and has gained another communicative skill.

Profile of the entrepreneurs:

Can Emre SABANCIOGULLARINDAN, 4 months, TECHNOLOGY AND EDUCATION, was looking for a company to integrate his educational and pedagogical skills with technology and applications to keep up with new approaches in educative Mobile Apps.

Alejandro Melero ZABALLOS, TECHNOLOGY, Paterna, Valencia, Spain, was looking for training a young professional who could become a business partner and getting fresh ideas about business in as well as utilizing NE's knowledge and experience in education for new trends for educative Mobile Apps.

Quote of the NE

Having the chance of working abroad for a short time and learning about business with professionals in their fields has been an invaluable experience and a significant opportunity for me.

Quote of the HE

Training a young entrepreneur and cooperating in professionalism as well as learning from him has been a great chance for us in the internationalization of company.

New and experienced entrepreneurs shall apply for the programme via the web page www.erasmus-entrepreneurs.eu

For further information about the programme: Ms. A. Sarateanu, CSCS anna.sarateanu@cscs.it

A new Greek-Italian cooperation is born

erasmus-entrepreneurs.info/a-new-greek-italian-cooperation-is-born-2

July 6, 2017



Success Story:

Stefano Melaragno and Ioannis Polychronakis

Dates of the exchange: 15/06/2016 – 14/10/2016

Duration of exchange: 4 months

New entrepreneur: Stefano Melaragno (Italy)

Company name: M Quadro

Sector: Architectural, construction, engineering and inspection services; Construction sector and real estate

"Sharing experiences, knowledge and ideas with Ioannis well-established firm was a unique opportunity. The Erasmus for Young Entrepreneurs is a valuable programme through which I acquired everything I need to start my own firm. I strongly recommend to apply for it!"

Host entrepreneur: Ioannis Polychronakis (Greece)

Company name: Polyergo constructions

Sector: Construction sector and real estate; Hotel, restaurant, tourism, travel services and wellness

"Stefano brought fresh ideas and new dynamic to our company. EYE programme is a great opportunity to establish cooperation with young entrepreneurs, guide them to fulfill their vision and exchange ideas and experiences that will help me further develop my business"

Stefano is a young building engineer with a strong theoretical and technical background in architectural engineering, wishing to establish his enterprise in the field. He considered EYE as an extremely valuable opportunity to learn how to start up a successful business in a competitive sector such as the one of architectural engineering services.

Ioannis is the manager of Polyergo, a family business established in Crete active in the construction sector but also in the Real Estate and Tourism.

Stefano and Ioannis strongly believe in the importance of networking among entrepreneurs to identify potential partners for the future.

Since the beginning their collaboration was a success!

Stefano was introduced to the company and gradually involved in several projects at the stage of concept design and in an advanced phase. Their collaboration brings to a real exchange of competencies and know-how about design, analysis and construction techniques.

At the early phase Stefano carried out site inspections and surveys in order to collect building information and measurements. Thanks to this period at Polyergo, Stefano had the opportunity to have consultations with clients, to arrange meetings and to discuss how to meet their needs. Ioannis and Stefano collaborated then in a more detailed design phase, regarding folder preparation to obtain building permissions.

Furthermore, Stefano was involved in interior design of various running projects which range from a basic interior design of flat to a large scale renovation of hotels and resorts. Lastly, Stefano was guided by Ioannis in business development and in the preparation of graphic design and production of promotional leaflets and activities about digital business development!

Thanks to this experience and with the support of Ioannis, Stefano improved competencies in running and managing a firm offering architecture and engineering services. He became aware of the difficulties and key aspects of running one's own company. The opportunity to be fully involved in all aspects of this well-established firm increased his architecture knowledge and skills about sustainable constructions and project design and management. Ioannis involved Stefano in Polyergo business activities and succeeded the increasing of the company's productivity and further development.

Both entrepreneurs are committed to stay in touch and continue their relationship by setting up joint business activities in Greece and Italy.

For more information, please contact:

Host entrepreneur's contact point:

Asset Technology (Athens)

Stylianios-Manos Andreadis

asset@asset-tec.gr

Erasmus for Young
Entrepreneurs

"Financial and insurance solutions are improved when Greece meets Cyprus"

erasmus-entrepreneurs.info/financial-and-insurance-solutions-are-improved-when-greece-meets-cyprus

July 14, 2017

Success Story:Grigorios VALAVANIS and Loukas DIMITRIOU

Dates of the exchange:08/09/2016 – 07/02/2017

Duration of exchange:5 months

New entrepreneur:

Grigorios Valavanis (Greece), Start-up
Sector: Financial and insurance services

"My participation at the Programme "Erasmus for Young Entrepreneurs" helped me to gain significant benefits and comparative advantage in relation with other New Entrepreneurs who want to start their own business in financial services in Greece"

Host entrepreneur:

Loukas Dimitriou (Cyprus), Totalpro Services Ltd
Sector: Financial and insurance services



"After five months of collaboration and work on different projects with Grigoris, the objectives of a continues relationship achieved and will be enhanced in a cross border relation between Cyprus and Greece"

Brief introduction

The NE Mr Grigoris Valavanis discovered the Programme from an Economist Website and he found it interesting. He decided to participate because he wanted to explore new markets, new working methods, new collaborations out of the borders of Greece. Also, the tasks with marketing and the creation of a database with associates in Greece will enhance a further collaboration with the HE in the future and the NE will gain significant benefit and comparative advantage in relation with other NEs who want to start their own business in Greece. Finally, because he wanted to collaborate with a Host Entrepreneur with common objectives, common working field etc.

The HE Mr Loukas Dimitriou discovered the Programme after a proposition by the Intermediary Organization "First Elements Euroconsultants" in Cyprus. He decided to participate because he wanted a collaboration with a New Entrepreneur from another country in order to increase his market, his client database and exchange innovative ideas.

Activities undertaken

Initial Training in the basic concepts related to Company Operations. Introduction to Corporate Administration: Pre-set up-Set up-First steps-Range of services required-Compliance requirements and risk assessment. Introduction to Compliance obligations: Basic Information of the Cyprus Legal Framework Getting familiar with HE business environment, organizational structure and activities Introduction to Cyprus taxation system and to international tax planning.

Trained in process of what are the requirements for opening bank accounts and preparing banking forms and documentation to the Bank Searching possible clients for our company services and preparing the offers and proposals. Company administrator Reviewing all necessary documents according to compliance policies and assisting in the registration and administration the company Banking Services opening

individual and corporate banking accounts gathering all necessary documents from our clients according to KYC and anti-money laundering procedures of each banking institution Responsible for Business development (Greece, N.E. Europe) expanding customer network database preparing presentations of our products and services and sending offers to perspective clients organizing business trips Responsible for Business development (Europe, U.S.A, Asia) creating business relations with new banks expanding our banking network.

Knowing the law of AIFs and gathering all necessary documents for registration AIFs. Be familiar for AIF s law and procedures for registration AIFs especially with the directive DI131-2014-02 Be familiar for KYC and anti-money laundering procedures and Cyprus banking law for investments and opening accounts. Preparation of all necessary documentation for the registration and licensing of alternative investment funds with a limited number of investors (AIFLNI) through the Cyprus Securities and Exchange Commission (CySec).

- Creating Application in accordance with the institutional framework of the CySec.
- Organizing Incorporation.
- Creating Prospectus for public investment.
- Creating questionnaire for investors.
- Creation of General Rules on Manual Object.

Benefits achieved

The NE Mr Valavanis, after his collaboration with the HE Mr Dimitriou gained experience on Tax Planning and Corporate Administration, created a future prospect of having his own portfolio of clients in Greece while acting at the same time as an agent of Mr Dimitriou.

The HE Mr Dimitriou, after his collaboration with Mr Valavanis managed to expand his marketing Database by the creation of a Greek market database. Also, he increased his banking products. Finally, Mr Valavanis helped him to organize a business trip to Greece and to have meetings together with new clients.

For more information, please contact:

New entrepreneur's contact point:

Asset Technology (Athens)

Stylianos-Manos Andreadis

asset@asset-tec.gr

Erasmus for Young
Entrepreneurs

Young Lithuanian Entrepreneur in a business exchange in Portugal

erasmus-entrepreneurs.info/young-lithuanian-entrepreneur-in-a-business-exchange-in-portugal

July 27, 2017



Presentation of the exchange:

NE is working with online reservation systems in order to optimize bookings. Also, working with guests arriving to short-term vacation rentals, will help to research particular segment of customers and their needs, habits and behavior. NE is concentrating on marketing strategies HE uses to attract new clients, suppliers and partners. NE together with HE are implementing new online marketing strategies and work on new ideas in order to attract as many guests as possible. NE is helping HE during the busy season, assisting to control business at its peak, that is helping NE to be prepared for his future business. NE is also learning personnel management and time management that is crucial for successful business. NE is also gaining more knowledge in advertisements of short term rentals and discovering precise data about segment he will aim his business at.

Profile of the entrepreneurs:

Lina Pratkeviciute, 4,5 months, hospitality field. Learning management of properties within the tourism sector.

Catarina Julião, hotels management, Lisbon, sharing experience and teaching new entrepreneurs of business secrets in property management.

Quote of the HEEExchange program helps to see business management from the inside, see all the necessary operations and strategies needed to make business successful. It also helps to see what obstacles might appear and how to handle it while establishing the business.Quote of the NE

HE is getting new ideas and view from different perspective of person who never worked within the company. At the same time NE is learning a lot while helping with the business development and seeing all the processes from the inside.

Young Lithuanian Entrepreneur in a business exchange in Spain

erasmus-entrepreneurs.info/young-lithuanian-entrepreneur-in-a-business-exchange-in-spain

July 27, 2017

Presentation of the exchange:

Both NE and HE collaborate during the project to gain valuable experience from each other and to benefit their existing and future business.

Altogether they seek:

- To share knowledge about the market in HE and NE countries (Spain and Lithuania);
- To exchange areas of expertise and the ideas how both HE and NE business models can be improved;
- To look for areas for building future cooperation.



NE

The NE acquire skills to set up her business while setting the basis for future cooperation. More specifically during the exchange NE pursue to achieve these goals:

- To develop sales channels, customer acquiring, online marketing and product development strategies by analyzing HE business;
- To set a basis for measuring performance;
- To create minimum viable product (MVP) based on developed strategies.

HE

The HE will gain a partner in another country, and benefit from the project that will be carried out throughout the exchange period. The main HE objectives are:

- To increase use of data generated from social networks, Smartlook and Google Analytics;
- To improve website and software based on data analytics;
- To improve KPI's that would help easier to track performance and grow the business.

Profile of the entrepreneurs:

Miglė Makuškaitė, 4 months, e-commerce

Miglė wanted to learn from someone experienced in digital business with a start-up and continuous improvements attitude

Pablo Rodriguez, IT startup, A Coruña, Spain, IT provider working in the cleaning industry

Pablo wanted to work with someone with business development and analytical skills to improve the use of data.

Quote of the NE

For the first time entrepreneurs the program is amazing opportunity to learn much faster, to save money and focus on important things. When I started there were more questions than answers and mentor helps a lot guiding to the right direction, especially learning from his mistakes and thinking in advance.

Moreover, it is great way to get deeper understanding of the foreign market, culture, behavior from the locals and learn the language.

Quote of the HE

For me personally and for the team working together with Migle is a great opportunity to bring in international spirit in the team and improve English skills on the daily basis and get fresh ideas. It is interesting to learn about other culture which is in some cases very different. What is more, to work together for few months is a good way to know the new entrepreneur and build for possible cooperation in the future.

Erasmus for Young
Entrepreneurs

The business journey starts in Italy

erasmus-entrepreneurs.info/the-business-journey-starts-in-italy

July 23, 2017

Presentation of the exchange:

"On May 4th 2016, I opened the door to a new office, one that, by that date, had been unknown to me. Later, I would have an experience that I am now able to define as a choice that I would repeat without further ado.

Although I started out for a 4-months exchange, those new things I saw I could learn there in such a short period of time made me want to extend the exchange; Sergio, the host-entrepreneur, was as open and as receptive as possible to my request, our choice in fact, to extend the exchange with another two months.

My expectations were high with this exchange; and here I find that my expectations were exceeded. Why am I saying this? I felt integrated in their activity, I felt a part of their team and I felt that my opinion mattered; I managed to obtain an overview and a much clearer view of what I should do so that my business be a success on the market and survive (starting from the manner of communication and promotion, presentation, management of expenses and income, to the management of failures and potential hindrances and the approach of the market and of the potential clients); moreover, this exchange has taught me completely new things, things related to my work, which are certain to add value to the activities I will perform; they also helped me obtain a long-term relationship with Immagica, the host-company.

As to them and to the added value that they obtained from this exchange, in Sergio's words: "A young and creative view, eager to make things work as well as possible, she was more than welcome to the Immagica team. We have definitely learnt a lot about the Romanian market and about how they think and act, especially since we have had indirect contact with clients from this market and we are likely to continue this in the future." *Iulia Ghile, New Entrepreneur from Romania*



Profile of the entrepreneurs:

Ghile Iulia Dumitrita, New Entrepreneur

Duration of the exchange: 6 months

Sector of activity: Marketing

"I entered this programme because I wanted to understand better what was behind an activity of entrepreneur. Perhaps that, more than anything else, I wanted to discover the potential things I should NOT do now, at the beginning of my road, and to learn from other people's mistakes.

I also wanted to validate the directions in my company's strategic plan and to improve the aspects that were perhaps not approached as they should have. A long-term relationship with the host-company was also welcome."

Sergio Carima, Host Entrepreneur

Immagica Comunicazione

Sector of activity: Marketing

Location: Parma

"The possibility of our team having someone from another culture was an idea that could add value to the activity we perform. And I think that the desire to grasp and to understand the underlying mechanism of some companies from outside Italy could be best achieved by connections with the corresponding person. So that was what I did, I brought a person whom I wanted an active one, concerned with being ready to listen and also to provide input."

Quote of the NE

"I don't know what "successful" means for other people, but I do know that this exchange exceeded my expectations, both in terms of the people I met, and in terms of the information I gathered in this period. It's almost difficult to go back while I know there are so many things I can still learn.

But I am ready, I believe this is the fine feeling I have after this experience: I am ready to approach the entrepreneur's success and to confront the challenges and the hindrances, starting this journey with a lot of resolve and confidence and with more attention paid to small details that can make a big difference. I recommend it to all those who, first of all, doubt their own strong points and find it difficult to define a clear direction, their objectives, in other words – their vision, their perspective on the future. Furthermore, I recommend it to all those who are skilled in what they do, but who never had contact with a record of expenses and income, since they do not have a well-defined management policy."

Quote of the HE

"When your knowledge becomes richer than what I knew in the first place, this is a clear gain for you. But when these new pieces of information, obtained following a contact with a third part (in this case, the fact that I met Iulia) act on your results, the categorical exchange can be called successful. I recommend that all entrepreneurs take part in such an exchange experience and I am confident that they will not regret it."

New and experienced entrepreneurs shall apply for the programme via the web page www.erasmus-entrepreneurs.eu

For further information about the programme:

Cordelia Badescu

cordelia.badescu@fundatiadanis.ro

New entrepreneur Intermediary Organization: Fundația Danis pentru Dezvoltare Managerială

Erasmus for Young
Entrepreneurs

How Yoda, soap bubbles and shoe interiors meet at a castle up North

erasmus-entrepreneurs.info/how-yoda-soap-bubbles-and-shoe-interiors-meet-at-a-castle-up-north

July 22, 2017

New Entrepreneur

Anca Horvath (Cluj, Romania)

Company name: Genotype

Anca is an architect interested in developing computational designs that can change the world. She recently (2015) started Genotype, a company based in Cluj, the "Silicon Valley" of Romania, designing digital tools for dynamic 3D geometric models – the ones that users can play with and modify between certain constraints.

Host Entrepreneur

Jérémie Pierre Gay (Aalborg, Denmark)

Company name: Create It Real Jérémie is the CEO of a company designing 3D printers in Aalborg, the Old Danish "Silicon Valley". The company is made of international experts in 3D printing technologies, electronics, 3D graphics and mechanics. Create It Real works within the research and development equipment and services field.



Presentation of the exchange:

Main objectives of the exchange for Anca was to get acquainted to the challenges and realities of working in an international market as a research practice, to understand how to manage R&D as a business, to exchange ideas and trends. Jérémie's expectation was to benefit from Anca's skills through the projects they would develop together and to gain insight on digital manufacturing from their clients (designers, sculptors and architects).

The larger vision for both companies was helping people become more creative. And also being at the forefront of the mass customization the fourth industrial revolution will bring (we know, too many fancy words, but it's just for this one sentence). Genotype wants to provide digital tools that allow experimenting with geometry, while Create It Real designs machines that allow 3D printing of geometries. With a shared goal, the relationship started naturally.

Jérémie was looking to bridge the gap between the machines they were designing and the designers who use them, but also to make a platform where dynamic 3D models could be shared and monetized before being 3D printed. Anca was looking for a way to transfer digital designs into physical products in addition to developing entrepreneurial skills and learning from a more experienced CEO.

The results:

Anca spent six months- January-July 2017 working with Jérémie, witnessing the environment of a 3d printing office, in a team that brings together international experts . They started out by optimizing the way interior structure of 3D geometries is generated in Create It Real's software. They found that soap bubbles take shapes which provide a minimal use of material relative to strength – so they implemented that.

Next, they started working on making dynamic 3d designs for various educational projects Create It Real was involved in – from a ramp, for young children to experiment with before printing, to a phone case application, and shoe insoles.



In between, they designed various trophies for competitions that Create It Real was sponsoring. Jérémie shared his knowledge on writing EU research projects and applying for funding. They met investors and attended all sorts of startup events. Some of these events were hosted at the castle where Create It Real shared offices with dozens of other startups as part of StartupWorks, an NGO that brings together scalable tech companies in the Aalborg's 1500 former Northern Jutland's king residence.

Quotes:

Anca (NE):

"What most surprised me was the flat hierarchy in Create It Real, how good everyone on the team was, and how everyone's skills, although varied, fit together. I felt welcome from the first Star Wars conversation (which happened an hour upon arrival!) in this international melting pot."

Jérémie (HE):

"The only problem we had was that we kept coming up with new ideas. Hopefully, we will find ways to implement them through future collaborations."

New and experienced entrepreneurs shall apply for the programme via the web page

www.erasmusentrepreneurs.eu

For further information about the programme:

Cordelia Badescu Marie Fallgaard Lund

cordelia.badescu@fundatiadanis.ro

New entrepreneur Intermediary Organization:

Fundația Danis pentru Dezvoltare Managerială

mf@adm.aau.dk

Host entrepreneur Intermediary Organization:

Aalborg University

Erasmus for Young
Entrepreneurs

Spanish entrepreneur Eduardo Garcia in France

erasmus-entrepreneurs.info/spanish-entrepreneur-eduardo-garcia-in-france

July 20, 2017



Success story: Brigitte Manoukian and Eduardo Garcia

Dates of exchange: 25/04/2017 to 24/06/2017

Duration of exchange: 2 months

New entrepreneur:

Eduardo Garcia (Spain)

Sector: Culture and communication

Host entrepreneur:

Brigitte Manoukian (France)

Company name : Fontaine Obscure

Sector: Music, theater, events and related cultural and entertainment services

Presentation of the exchange:

Fontaine Obscure is one of the reference centres of photography in France. Based in Aix-Provence, the centre is managed by an non-profit association composed by a worker and about 50 volunteers. The association organises *La Photo se Livre* and *Phot'Aix*, two photography festivals with national impact, which take part throughout the year, and its gallery hosts professional photography exhibitions every month, as well as courses, workshops and other activities.

During the exchange programme, the work was focused on the organization of *La Photo se Livre*, the main event for the association until the summer. The festival took place from last 30th May to 17th of June. 17th of June was the big day of the festival with activities like a photography contest of artists' books, round tables, exhibitions, workshops along with photography stands, a photo studio and a ephemeral bookshop. Before the event, the new entrepreneur collaborated on the reception and management of applications for the contest, the mounting of the exhibitions and the attention to the public, encouraging the visitors to participate in the activities proposed.

Our collaboration included also the first phases of *Phot'Aix* festival, which will take place from next October to December. *Phot'Aix* is a prestigious event in the ambit of French photography. It is divided into two modalities: *Regards croisés* and *Les Parcours*. The new entrepreneur attended the meetings of the festival's

staff and collaborated in the reception and managing of applications for the *Regards Croisés* modality, which this year is devoted to China and five of its best photographers.

Besides, the exchange was also focused on communication tasks, especially on the social media management, where the new entrepreneur could brought new ideas for the association pages in Facebook and learn new ways to create and publish photography contents thanks to the host entrepreneur.

Quote of the NE

The Erasmus for Young Entrepreneurs provides an excellent opportunity to learn and understand how your work is developed throughout the European continent. Sharing experiences, knowledge and ideas, meeting photographers, artists and other cultural operators in Aix-en-Provence made my exchange an unforgettable and profitable experience.

Erasmus for Young
Entrepreneurs

Greece & Czech Republic are exploring the dimensions of Social Solidarity

erasmus-entrepreneurs.info/greece-czech-republic-are-exploring-the-dimensions-of-social-solidarity

July 15, 2017

Success Story: Dalibor SELUCKÝ and Vaso CHARITPOPOULOU

Dates of the exchange: 01/01/2017 – 11/04/2017

Duration of exchange: 3 months

New entrepreneur:

Dalibor Selucký (Italy)

Company name: Tranquilla Casa, s.r.o.

Sector: Community, social and personal services

Host entrepreneur:

Vaso Charitopoulou (Greece)

Company name: "DIONE" Local Development Centre

Sector: Social economy/responsible entrepreneurship/CSR

Social Solidarity & Cohesion in the Greek reality and how both these terms are perceived by entrepreneurs and other local actors, were the milestones of the collaboration that took place under the Erasmus for Young Entrepreneurs programme between the Host Entrepreneur **Ms Vaso Charitopoulou**, founder and director of the **local development centre "Dione"** in Ancient Olympia, **Greece**, and the New Entrepreneur, **Mr Dalibor Selucký** from **Czech Republic**, founder of **"Tranquilla Casa"** that aims to offer social services to elderly people and people with special needs.

Under the guidance and support of the Intermediary Organisations **Asset Technology, Athens, Greece** and **Olomoucký Klastř Inovací, Olomouc, Czech Republic**, the Host and the New Entrepreneur cooperated for the period between January 11th and April 7th on how Social Solidarity could become the key for a region to successfully overcome the results of an economic crisis, entering into a quite new model of living and doing business; furthermore, they reflected on how local enterprises should create new jobs in terms of quality, social integration, local development and social security, playing gradually a leading role for the social solidarity as cure to exclusion, to poverty and to youth unemployment.

For the purposes of this Relationship, the New Entrepreneur Dalibor Selucký had the opportunity to attend and participate in the "Khora Community Centre" activities. KHORA is a humanitarian co-operative foundation based in Athens and consisted of a group of experienced volunteers who have been working for other organisations around Europe focusing on the provision of services for refugees. The New Entrepreneur Dalibor Selucký joined for 2 weeks this team, responding to the humanitarian crisis that is affecting those forced from their homes by war, poverty and climate change.



The second phase of the collaboration between the founder of "Dione", Vaso Charitopoulou, and the founder of "Tranquilla Casa", Dalibor Selucký, included the New Entrepreneur's participation in the Charity and Social Liability Programme of the Athens Half Marathon event. The Hellenic Athletics Federation (SEGAS) and the City of Athens have joined forces over the last years and co-organize a popular sport

event held on the streets of the Athens city centre. Starting from 2012, when it was held for the first time, the Athens Half Marathon event is experiencing major success not only with regard to the level of organization and services offered but to massive participation in the event as well. Since 2015, the Athens Half Marathon has launched a Charity and Social Liability Programme that follows the steps and successful practices of Athens Marathon, the Authentic. The Charity Organizations that are part of the Athens Half Marathon Charity Program do actively participate in the entire Athens Half Marathon event, sensitizing the Greek and international community on their objectives and goals, using it as an awareness tool and a donations platform.

The last step of the collaboration focused on the preparation of a workshop for the local farmers of the mountainous province of Ancient Olympia, that will be held middle April. The objectives of this workshop are to identify and prevent the health problems that farmers nowadays face, and raise awareness through a questionnaire on the potential risks and hazards connected to traditional farming work. The aim of this questionnaire, created by the New Entrepreneur Dalibor Selucký, is to reveal threats, accidents and infections associated with the farmers' life, in order to highlight the role of prevention and protection. Additionally, a short video has been created by the Czech Entrepreneur presenting some good practices of his country regarding efficient ways and safe methods of doing the traditional farming work in the countryside of Czech Republic.

The Relationship is completed with success and both entrepreneurs feel that this was a mutual beneficial cooperation, while they intend to stay in touch and investigate the opportunities for further cooperation on topics of Social Solidarity in their countries.

For more information, please contact:

Host entrepreneur's contact point:

Asset Technology (Athens)

Stylianos-Manos Andreadis

asset@asset-tec.gr

Erasmus for Young
Entrepreneurs

Incubating new businesses – an Entrepreneurs' Mobility success story

erasmus-entrepreneurs.info/incubating-new-businesses-an-entrepreneurs-mobility-success-story

August 31, 2017

Presentation of the exchange:

The young Romanian entrepreneur was interested in learning more about H2020 proposals. His business idea is to create a business incubator and accelerator taking advantage of the Start-up nation programme recently launched in Romania.

Profile of the entrepreneurs:

Grigore Dumitru, young Romanian would-be entrepreneur interested in business incubation.

Edi Fanti, HE of the EYE Programme, working on European projects in Prato, Italy



Quote of the NE

"This programme is a fantastic opportunity to learn from an experienced entrepreneur who, in my case, helped me overview my business plan and gave me the possibility to get in touch with incubation networks and innovation clusters."

Quote of the HE

"The NE is a skilled young man who helped me in the design of a new H2020 proposal. We had a very good cooperation and I believe we will stay in touch in the future."

New and experienced entrepreneurs shall apply for the programme via the web page www.erasmus-entrepreneurs.eu

For further information about the programme:

Ms. A. Sarateanu, CSCS

anna.sarateanu@cscs.it



Erasmus for Young
Entrepreneurs

CSCS and Metropolis signed an agreement aimed at promoting the Programme 'Erasmus for Young Entrepreneurs'

erasmus-entrepreneurs.info/cscs-and-metropolis-signed-an-agreement-aimed-at-promoting-the-programme-erasmus-for-young-entrepreneurs

September 17, 2017

Centro Studi "Cultura Sviluppo" signed an agreement with Metropolis, a cultural association committed in the promotion of various initiatives addressed to raise awareness and support for young people. In particular Metropolis is promoting cultural exchanges, vocational integration and transnational cooperation through the project "Accademia Cinema Toscana".

Both CSCS and Metropolis are engaged in fostering economic development and entrepreneurial culture, creating new businesses and support innovation actions.

Due to this common interest, the two institutions declare through the agreement their intention to establish a partnership aimed at promoting the Programme "Erasmus for Young Entrepreneurs" and the initiatives of the "Accademia Cinema Toscana".



Entrepreneurs' Mobility VIII reached the target in cycle 8

erasmus-entrepreneurs.info/entrepreneurs-mobility-viii-reached-the-target-in-cycle-8

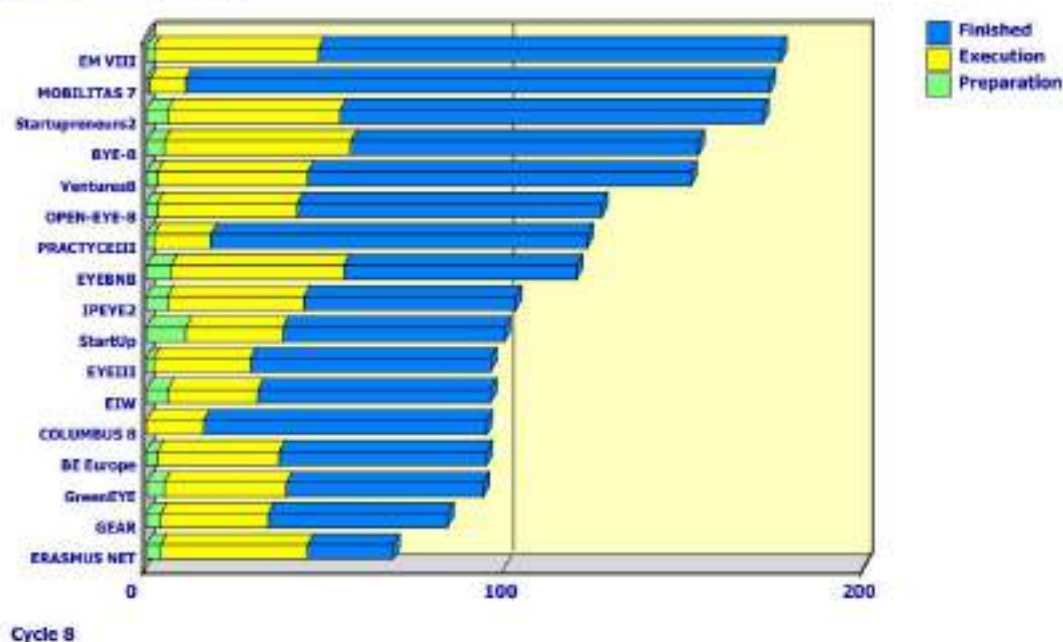
October 16, 2017

CSCS is also the leader of the **Entrepreneurs' Mobility IX** consortium, currently implementing the EYE Programme under the 5 years Framework Partnership Agreement signed with the European Commission. Other 140 exchanges have been implemented in cycle 9, while the total target to

Erasmus for Young Entrepreneurs

Erasmus for Young Entrepreneurs

Number of Relationships by EPs - Cycle 8



EYE BCA - RLL1 - by Partnership - Cycle 8 rep

Execution date : 08/10/2017

Entrepreneurs' Mobility VIII, the consortium led by **CSCS**, of the **Erasmus for Young Entrepreneurs Programme**: 170 relationships have been built by our European partnership. 80 exchanges involved young entrepreneurs going abroad to acquire entrepreneurial skills while cooperating with an experienced entrepreneur, and other 90 exchanges involved host entrepreneurs receiving in own company a "new" entrepreneur for a few months cooperation.

reach is 380 relationships.

About the author

Federica Mancini

The Entrepreneurs' Mobility Consortium had its partner meeting in Athens the past 4th of October 2017

erasmus-entrepreneurs.info/the-entrepreneurs-mobility-consortium-had-its-partner-meeting-in-athens-the-past-4th-of-october-2017

October 16, 2017

On the 4th of October 2017, the Entrepreneurs' Mobility Consortium had its partner meeting in Athens.

In line with the foreseen numbers, the consortia led by CSCS place 1st in cycle 8 and 2nd in cycle 9 in terms of exchanges implemented.

Since in cycle 8 we have reached the agreed numbers, partners decided to now focus on cycle 9 and are trying to increase both registrations and exchanges. Cooperation within the partnership is great; and this allowed us to implement 140 exchanges in the last 8 months.

Erasmus for Young
Entrepreneurs



SRH Hochschule Berlin recommends ABUplus to students interested in the EYE program

erasmus-entrepreneurs.info/srh-hochschule-berlin-recommends-abuplus-to-students-interested-in-the-eye-program

November 11, 2017



The SRH Hochschule Berlin recommends ABUplus as contact point for students that are about to start a business or young new entrepreneurs interested in strengthen their new enterprise.

ABUplus represents the closest regional EYE contact point for Berliners who are looking for information on the Erasmus for Young Entrepreneurs program and the way to boosts new businesses.

Here you can find the article published on the website of the SRH Hochschule Berlin: <https://www.srh-hochschule-berlin.de/en/international-focus/erasmus-for-young-entrepreneurs/>

This article was funded by the European Union's COSME Programme (2014-2020).

The content of this article represents the views of the author only and it is her sole responsibility; it cannot be considered to reflect the views of the European Commission and/or the Executive Agency of Small and Medium-sized Enterprises (EASME) or any other body of the European Union. The European Commission and the Agency do not accept any responsibility for use that may be made of the information it contains.

Erasmus for Young
Entrepreneurs

Celebration of the European Vocational Skills Week with the “mobility learners” gathering in Tuscany in Pistoia – November 16th, 2017 from 5pm at Incubatore.net, the Incubator of Pistoia

erasmus-entrepreneurs.info/celebration-of-the-european-vocational-skills-week-with-the-mobility-learners-gathering-in-tuscany-in-pistoia-november-16th-2017-from-5pm-at-incubatore-net-the-incubator-of-pistoia

October 19, 2017



On November 16th, 2017 starting from 5 pm, on the occasion of the European Vocational Skills Week and in the framework of the EYE – Erasmus for Young Entrepreneurs and Italymobility.com mobility programs, students from European vocational schools, apprentices and foreign entrepreneurs who are currently in Tuscany thanks to the support of CSCS – Centro Studi Cultura Sviluppo of Pistoia, will meet at the Incubator, via Niccolò Puccini 80 in Pistoia, together with the Italian entrepreneurs who are hosting them.

Citizens are invited to take part in the event to learn about the mobility opportunities offered by European funds and to hear live success stories from Italian and foreign entrepreneurs who have benefited from European mobility programs. Students, parents, apprentices and entrepreneurs and anyone else who wants to have direct information on mobility in Europe are invited. This occasion will be useful to highlight the various opportunities for learning mobility within the European Union and to celebrate the most active Italian and foreign entrepreneurs in the Erasmus for Young Entrepreneurs program of the European Commission.

The international consortium led by CSCS since 2008 is currently the first in Europe in terms of entrepreneurial exchanges within the EYE program funded by the European Commission. Thanks to the recent signing of a new framework contract with a duration of six years, CSCS has an endowment that will allow financing up to 380 new business exchanges. The consortium, whose management is based in Pistoia, aside from facilitating networking between entrepreneurs, business-to-business contacts and the internationalization of SMEs, provides support for funding and provides local start-ups with various incubation activities and free coworking spaces.

For more information: www.ec.europa.eu/social/VocationalSkillsWeek

EU programmes and projects – an Entrepreneurs' Mobility success story

erasmus-entrepreneurs.info/eu-programmes-and-projects-an-entrepreneurs-mobility-success-story

December 28, 2017

Presentation of the exchange:

The young Romanian entrepreneur was interested in learning more about business consultancy and European projects and funds. His business idea is to offer guidance and consultancy to Romanian innovative SMEs interested to get funding from EU.

Profile of the entrepreneurs:

Ciprian Popescu, young Romanian would-be entrepreneur, 30
Languages spoken: Romanian, English, Italian
European Project Agency

Edi Fanti, HE of the EYE Programme, 55
Languages spoken: Italian, English
European Projects and Funds



Quotes of the NE

"I am grateful for this opportunity: the EYE Programme gave me the possibility to learn from an experienced professional and I discovered there were many aspects I did not fully consider and develop in my business plan. Such an experience can really open your eyes and make you aware of many skills you do have and of many skills you need to further work on."

"Getting in contact with so many stakeholders (business incubators, innovation clusters, industrial poles and networks) made me realize there were many more services I could offer on the Romanian market."

Quote of the HE

"The cooperation has been enthusiastically carried out on both sides. The NE is open, skilled, organized and extremely efficient. I believe this cooperation will help him overcome the lack of experience, as this is the only aspect he needs to improve."

New and experienced entrepreneurs shall apply for the programme via the web page www.erasmus-entrepreneurs.eu

For further information about the programme:

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mvonica2004@yahoo.com

Mrs. A. Sarateanu, CSCS, HIO
anna.sarateanu@cscs.it



Erasmus for Young
Entrepreneurs

Social media strategies – a successful cooperation between a young Romanian entrepreneur and an Italian host

erasmus-entrepreneurs.info/social-media-strategies-a-successful-cooperation-between-a-young-romanian-entrepreneur-and-an-italian-host

December 7, 2017

Presentation of the exchange:



Flavius Pop came to Italy for just one month, with a very specific and well organized activity plan. Entrepreneurs talked to each other on skype and decided for a very short cooperation focused on social media strategies. Both entrepreneurs worked together and now each of them has a fantastic strategy to implement over the next 3 months. They intend to stay in touch and check on each other's progresses.

Profile of the entrepreneurs:

Flavius Pop, Dej, Romania, IT, office and communication equipment, services and supplies

Gianni Bianchi, Arezzo, Italy, IT, office and communication equipment, services and supplies

Both looking to improve own social media strategy

Quote of the NE

This exchange has been short in terms of days spent abroad, but very intensive in terms of achievements. I have learned a lot; and I am sure the strategies we've created will both be successful.

Quote of the HE

The exchange with Flavius has been a perfect example of efficiency. We've focused on the aspects we wanted to improve in own businesses and we will stay in touch for the implementation phase.

New and experienced entrepreneurs shall apply for the programme via the web page www.erasmus-entrepreneurs.eu

For further information about the programme:

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anna.sarateanu@cscs.it

Mrs. Cordelia Badescu, FDDM

cordelia.badescu@fundatiadanis.ro

Guillermo Jose Barreto Suarez in Florence

erasmus-entrepreneurs.info/guillermo-jose-barreto-suarez-in-florence

December 20, 2017



Guillermo José Barreto Suárez, nuevo emprendedor y profesional de turismo que ha realizado una estancia de 2 meses con la empresaria Susanna Mantovani, nos cuenta su experiencia:

"He participado en el Programa Erasmus Emprendedores con Made of Tuscany, una agencia que ofrece servicios de tours y alojamiento turísticos en la ciudad de florencia, Italia: <http://www.florencetourstuscany.com>

Antes de decidir venir aquí, tuve varias conversaciones con empresas del mismo sector y de otros países que también están recibiendo emprendedores y nuevos empresarios, pero opté por escoger a Made of Tuscany porque el plan de trabajo que podía desarrollar se ajustaba más al proyecto que me gustaría implantar en Canarias, Gran Canaria.

Mi labor principal en estos 2 meses ha consistido en la formación y gestión de los diferentes tours así como la programación de los nuevos tours para el 2018.

La primera semana fue de adaptación a la empresa y aprendizaje sobre los servicios que ofrece, así como familiarización de la zona de trabajo etc.

En las siguientes semanas, fui aprendiendo sobre los nuevos protocolos, productos, servicios y tendencias en el sector turístico y de la puesta en acción de mis habilidades prácticas como profesional turístico y nuevo emprendedor, poniendo en practica los aspectos administrativos, gestión y marketing on line

en este tipo de empresas. Presenté mi idea de negocio al resto de profesionales de Made of Tuscany, obteniendo un feed-back enriquecedor a mi proyecto empresarial con distintas sugerencias y correcciones:

<http://www.activityoncanarias.es>

Mi objetivo principal al participar en este Programa europeo era conocer de primera mano y desde la práctica los aspectos internos y de gestión de un negocio dirigido a los turistas principalmente, así como los aspectos formales de administración, gestión, y puesta en marcha.



No quisiera dejar pasar esta ocasión para agradecer a todos/as y cada una de las personas que han hecho posible mi erasmus de jóvenes emprendedores, empresarios en Italia. También mi agradecimiento a todos/as aquellas personas que han hecho que mi estancia haya sido grata y perfecta sintiéndome cada día como si estuviera en casa.

Me despido no sin antes recomendar enérgicamente el programa erasmus para jóvenes emprendedores y empresarios.

Recuerda: Más vale seguir CAMINANDO a que el miedo te paralice”.

Guillermo Barreto

Puedes solicitar más información sobre el Programa Erasmus Emprendedores poniendote en contacto con la Agencia de Desarrollo del Ayto de Santander en adl-autoempleo@santander.es o en el teléfono 942 203086.

Federica Mancini

Federica Mancini is specialized in education and ICT. She participated in several European research and innovation projects on e-learning, cultural heritage and educational innovation. She works as publicist for CSCS from 2015.



Erasmus for Young
Entrepreneurs

A successful cooperation in the nutrition field

erasmus-entrepreneurs.info/a-successful-cooperation-in-the-nutrition-field

December 7, 2017

Presentation of the exchange:



The exchange focused on activities related to management of a nutrition center, on the approach and strategy related to customer needs, on new approaches to preparing and cooking healthy food and changing the eating habits.

In the first week, NE got familiar with the new working environment. The HE explained and showed his business strategy and the way he is performing his activity related to the clients' needs.

In the second week, the NE started to understand the financial management of a nutrition center. The HE introduced the NE to all his active projects.

The third week was about starting to help the HE in managing the patients, making nutrition plans and understanding the clients' needs. The NE started to help in an active way the HE's activities. They analyzed the NE's business plan and talked about a future collaboration.

In the fourth week, the NE was making nutrition plans for the patients. They discussed about different approaches to food preparation and cooking in Romania and Italy.

In the last 3 days of the exchange, they discussed about the possibility of extending the HE's activity in Romania and making a collaboration in the future. They reviewed the NE's business's plan. The NE learned how to track a marketing campaign.

Profile of the entrepreneurs:

The NE of this exchange was Alexandra Vornicu and she attended a one month-exchange(04.09.2017-04.10.2017). The NE was looking for gaining competences in the entrepreneurial area in the nutrition field, learning how to start a business and how to make it work in optimal parameters. In a more precise way, she would have liked to learn about establishing business partnerships, about marketing strategies, financial management and about the approach and strategy related to customer needs. Apart from the

entrepreneurial aspect of the exchange, she would have liked to understand and be involved in the assessment of the patients with specific health conditions, in the development and implementation of individualized nutrition programs, in the evaluation of the patients' progress.

The HE of this exchange was Galatà Domenicantonio, his sector of activity is health services and his business is taking place in Rome, Italy. He was looking for sharing his knowledge in the entrepreneurial and nutrition field with a young entrepreneur from Romania, offering practical knowledge about how to manage a nutrition a nutrition centre, how to cook healthy food and how to help people to change their nutritional habits. He wanted to find more about the Romanian market in the nutrition field, to mix different ideas and experiences with a future physician willing to setup a collaboration with the goal to change the nutritional habits of the people and develop new approaches to food preparations and cooking.

Quote of the NE

I think that this exchange was a very helpful experience for my future career and I hope that a lot of people will get to know about this program in order to develop their entrepreneurial skills and many other skills that the HEs are willing to teach them about. This is an experience that I would recommend because it can establish opportunities for future collaboration and can be the starting point for networking, an essential aspect in the business field.

Quote of the HE

I believe that this exchange is a win-win situation for all involved. It can increase my business opportunities at the European level and prepare me for new markets. The NE can develop during the exchange entrepreneurial skills and also nutritional planning's skills. This exchange can establish opportunities for a future collaboration between me and the NE.

New and experienced entrepreneurs shall apply for the programme via the web page www.erasmus-entrepreneurs.eu

For further information about the programme:

Ms. A. Sarateanu, CSCS

anna.sarateanu@cscs.it

Erasmus for Young
Entrepreneurs

Publishing house and books for children – a cooperation between a Spanish NE and a Belgian HE

erasmus-entrepreneurs.info/publishing-house-and-books-for-children-a-cooperation-between-a-spanish-ne-and-a-belgin-he

December 7, 2017



Presentation of the exchange:

During the last four months, I have been assisting at ZebraBook, a Belgian publishing house specialized in personalized books for children. My main duty with them was to open a new market in Spain for the distribution of their books. The first two months I focused on adapting their products for Spain, by translating the books and the website to Spanish and by doing the language localization of the jokes, stories, conversations, etc.

The next two months I focused on developing the brand in Spain by contacting with influencers and journalist that could advertise the brand. In addition, I contacted with printing companies that could print and distribute the books and finally database sellers, ehops, books shops and any kind of company that could be interested in our products.

My aim was to expand my knowledge both in the publishing sector and also perfecting my marketing and sales skills. Thanks to the kind attention and good advice of the ZebraBook team I achieved it.

Profile of the entrepreneurs:

NE: Álvaro SÁNCHEZ LAMADRID,

HE: Marie Thibaut de Maisières, ZEBRABOOK CHILDREN'S BOOK PUBLISHING HOUSE.

months from 17/04/2017 until 16/08/2017,

PUBLISHING MARKETING.

The aim was to learn the importance of knowing the day to day and the basic needs that arise from an institution focused on the children's book sector both with the marketing skills of this sector.

The aim was to expand the brand in to a new business market like Spain, by adapting the products into the Spanish market needs and create a new database with useful information of companies, influencers, printing companies etc.

Quote of the NE

"Thanks to the program and the help of my HE I gained the skills and knowledge that I will need for my future business"

Quote of the HE

"We loved having Alvaro with us and we look forward to cooperate with him in the future"

Erasmus for Young
Entrepreneurs

Gonzalo Medina in Madeira, Portugal

erasmus-entrepreneurs.info/gonzalo-medina-in-madeira-portugal

December 2, 2017

Gonzalo Medina, veterinario que ha realizado una estancia de 3 meses con el empresario Ricardo Jesus en Madeira, nos cuenta su experiencia:

“He participado en el Programa Erasmus Emprendedores con Dogtel, una empresa que ofrece servicios de hospedaje, educación, veterinarios y asistencia a dueños de perros y gatos en Madeira, Portugal.

www.dogtel.pt



Antes de decidir venir aquí, tuve conversaciones con veterinarios de otros países que también están recibiendo emprendedores, pero escogí Dogtel porque el plan de trabajo que podía desarrollar se ajustaba más a la idea que me gustaría implantar en Santander.

Mi labor principal en estos 3 meses ha consistido en la asistencia en los servicios veterinarios y de comportamiento, debido a mi experiencia profesional como veterinario de pequeños animales y como etólogo clínico.

Las primeras semanas fueron de adaptación a la empresa y aprendizaje sobre los servicios que ofrece, además de las características propias de la zona de trabajo (enfermedades prevalentes, protocolos de sanidad y legislación vigente en temas de tenencia responsable).



A medida que transcurrían las semanas, fui aprendiendo sobre las nuevas metodologías y tendencias en el campo de la medicina y de la modificación conductual, desarrollando mis habilidades prácticas como veterinario y entrenador de mascotas, aprendiendo sobre aspectos administrativos, gestión y marketing en este tipo de empresas. Fui capaz de desenvolverme y presentar mi idea de negocio al resto de profesionales de Dogtel, enriqueciendo mi proyecto con distintas sugerencias y correcciones.

Mi objetivo principal al participar en este Programa era conocer el aspecto interno de un negocio dirigido a dueños de mascotas, en los aspectos formales de administración y gestión, puesta en marcha, y en los informales sobre las habilidades requeridas para ofrecer seguridad, confianza y fidelidad para los clientes. Gracias a Dogtel, al equipo profesional que lo conforma y a su dedicación y pasión por su trabajo, lo he logrado."

Para solicitar más información sobre el Programa Erasmus Emprendedores contactar con la Agencia de Desarrollo del Ayto de Santander en adl-autoempleo@santander.es o en el teléfono 942 203086.

Erasmus for Young
Entrepreneurs

Market analysis between Turkey and Sweden

erasmus-entrepreneurs.info/market-analysis-between-turkey-and-sweden

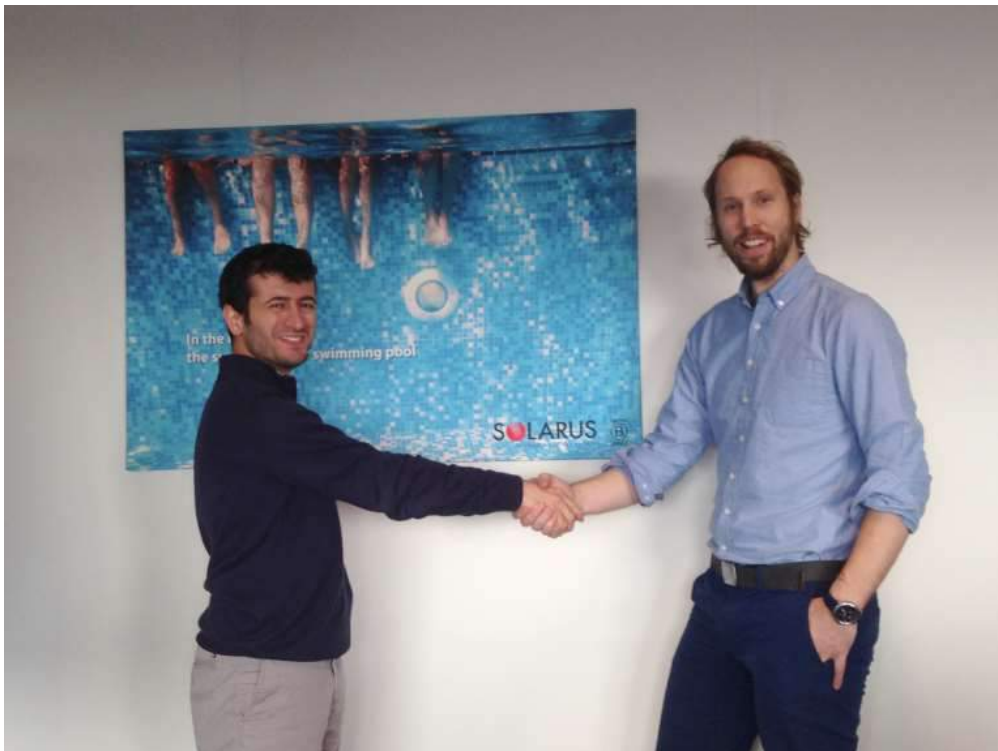
December 7, 2017

Presentation of the exchange: As a New Entrepreneur, I am a Market Analyst and I plan to found my own Market Research company. My Host Entrepreneur's company, Solarus Sunpower is a successful start-up company and would like to enlarge its sales to new markets. Within this framework, our expectations matched. I made some country market researches for HE. Those analyses are also fine for me to see market opportunities in other countries for renewable energy sector. I learnt know-how on creating attraction on investors and clients.

In here ;

I learnt investor relations, getting clients, organizing a successful team from the beginning, international networking, tax issues, influence of international awards, advantages of fairs/exhibitions. I got many suggestions on Scandinavian Market and doing business in Europe. I learnt way of business in European Union. Advantages of doing business in EU.

I provide market analysis and suggestions on Turkish, South African, Indian and Cyprus markets. I made suggestions and tips especially on Turkish Market. I contacted some of my business networks for HE.



Profile of the entrepreneurs:

Deniz Ozturk, 5 months exchange, Market Research.

Olle Olsson, Renewable Energy, Gävle/Sweden.

Quote of the NE

I got opportunity to examine a successful Start-Up Company within their location. The most positive side of this exchange is learning doing own business directly from an Entrepreneur. It is different than reading articles from websites/blogs or listening a speech in a conference on entrepreneurship. It is more active and you are getting many new networks that will be useful in future for your own business. Another important subject is understanding of European Economic Integration and its advantages on doing business like in same country. Lastly I had opportunity to live in amazing country of Sweden for 5 months and learnt many things about this country.

Quote of the HE

Deniz made significant contributions to Solarus on Market Research. As a successful start-up company, we are developing our company day by day. We are looking new markets to expand our business. We need to know best partners for new markets, Deniz made market and potential partner analysis for Solarus. As he is from Turkey, so his suggestions and comments on Turkish Renewable Energy Market are valuable for us.

New and experienced entrepreneurs shall apply for the programme via the web page www.erasmus-entrepreneurs.eu

For further information about the programme:

Ms. A. Sarateanu, CSCS
anna.sarateanu@cscs.it

Erasmus for Young
Entrepreneurs

Young Turkish Entrepreneur in a business exchange in Valencia / Spain

erasmus-entrepreneurs.info/young-turkish-entrepreneur-in-a-business-exchange-in-valencia-spain-2

December 28, 2017



Profile of the entrepreneurs:

Fatih Mert – 3 months – Education sector – Food and Beverage sector, I was looking for to learn eating behaviour and manner of the society.

Carlos Julio García, Education sector, Valencia / Spain, figure out the similarities of Spain and Turkey education system, to do a research of the market and increase the number of possible clients.

Quote of the NE

It was so good opportunity to learn administration of a company and to observe how to manage a company and this program provides more contacts which are international. In addition to this you become a part of another country and culture and i have more self-confidence to have my own company. For this reasons I recommend the Erasmus entrepreneurs program.

Quote of the HE

The benefit of the program is having idea about possible other markets in other countries. Having contact with a young entrepreneur and receive another way of thinking and point of view by learning his fresh ideas.

New and experienced entrepreneurs shall apply for the programme via the web page www.erasmus-entrepreneurs.eu

For further information about the programme:

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anna.sarateanu@cscs.it

Energy Efficiency Trends in the Automotive industry

 skillman.eu/energy-efficiency-trends-automotive-industry/

6/2/2017



Three converted Prius Plug-In Hybrids charging at San Francisco City Hall

According to the report “EU Reference Scenario 2016 – Energy, transport and GHG emissions – Trends to 2050” energy efficiency improvements are expected to be driven especially by policy up to 2020 and then by market/technology trends post-2020.

Three converted Prius Plug-In Hybrids charging at San Francisco City Hall

Transport activity shows significant growth, with the highest increase during 2010- 2030, driven by developments in economic activity. The decoupling between energy consumption and activity is projected to continue and even to intensify in the future.

For the CO₂ standards for cars and vans, it is assumed, based on current reduction trends, that the 2020/21 CO₂ targets for the fleet of new vehicles set out in the Regulations will be achieved and remain constant afterwards.

Marketing vehicles equipped with hybrid system on their power train will become more appealing to consumers thanks also to their lower additional costs.

In addition electrically chargeable vehicles (EVs) will emerge around 2020 as a result of EU and national policies as well as incentive schemes aiming to boost their penetration. Strong incentives as for instance tax exemption or subsidization will make their acquisition more attractive to the market segment of urban commuters and the early adopters.

Plug-in Hybrid Electric Vehicles (PHEVs), equipped with an internal combustion engine, will not pose range limitations to the travelers and will be relatively less capital intensive than Battery Electric Vehicles (BEVs). Complementary, the Directive on alternative fuels infrastructure will support the uptake of other alternative fuels (e.g. liquefied natural gas in road freight and shipping) in the Reference Scenario.

More generally, all policies already adopted can have long-lasting implications, such as for instance the influence of the CO₂ for cars and vans Regulations on the EU vehicle fleet characteristics.

Skillman presents the research on the state of the Advanced Manufactory in a video

 skillman.eu/skillman-presents-research-state-advanced-manufactory-video/

9/2/2017

The [research on the state of the Advanced Manufactory](#) carried out by the partners of the Skillman consortium under the coordination of Prof. Renzo Salimbeni (CNR) has been presented in a video.

Dr. Giovanni Crisonà (CSCS) introduces three main blocks of the work which includes an analysis of the economic situation in the transport sector, a repertory on the state of the art of the latest technologies and an investigation on the technologies expected in the future.

Lightweight materials, Internet of Things applied to industrial production, robotics sensitivity and interconnected vehicles are just some of the many topics covered by the study.

The work also offers an interesting view on the transformative potential of innovative technologies on which depends the development of the advanced manufactory industry as well as the expectations regarding cutting edge sectors such as additive and composite manufacturing, nanotechnology, biotechnology and Artificial Intelligence.

The video is addressed to Italian schools and for this reason it has been produced in Italian. It is also available on the Skillman e-learning platform as Open Educational Resource.

The article 'Partnerships for effective training to work transitions: a case study of the Skillman Alliance' has been published

 skillman.eu/article-partnerships-effective-training-work-transitions-case-study-skillman-alliance-published/

7/2/2017

The article 'Partnerships for effective training to work transitions: a case study of the Skillman Alliance' has been published on the Journal 'Educational Research for Policy and Practice'.

The article presents the Skillman project analysing challenges associated with skills mismatch and solutions proposed to help transitions to work after training.

It clarifies also the processes behind the Alliance creation, its aims and nature, the strategic tools implemented, as well as its challenges and first results.

The article is available by clicking this link: <https://goo.gl/DUJEvr>



The Second Skillman International Conference will be held on the 23rd March

 skillman.eu/36716-2/

21/2/2017

The Second Skillman International Conference will be held at the Jaguar Experience Centre, Castle Bromwich, Birmingham on the 23rd March.

It offers a unique opportunity to hear insights from key automotive industry leaders on skills challenges and opportunities, and to find out about the new courses and qualifications being developed in robotics and composite materials by our UK and international partners in collaboration with industry. The day will also include information on how to access the courses and materials developed at no cost, and we close the day with a tour of the F TYPE Jaguar factory.

Run by the UK educational partner Birmingham Metropolitan College, this event will be of particular interest to schools, colleges, universities and training providers who currently deliver, or would like to deliver in these areas.

Participation will be offered at zero cost as the Skillman Project is co-funded by the Erasmus+ project of the European Union. However places are limited and will be allocated on a first come basis, so booking them in advance is recommended.

Questions and queries should be addressed to skillman@bmet.ac.uk

To book places, please, click [here](#).

Open Call to grant piloting training activities – Apply before 12th March 2017

 skillman.eu/open-call-piloting-training-activities-apply-12th-march-2017/

1/3/2017

Skillman Open Call to grant piloting training activities in automotive sector

Apply now!

The Skillman Consortium (skillman.eu) is launching an International Open Call to host students in a 3-day intensive training course on “Industry & Production 4.0 Manager” in the Automotive sector. The International Call aims to host 24 students between the ages of 18-30 from all Europe. The deadline for applications is 12th March 2017, 23:59 GMT.



What is Skillman?

SKILLMAN (<http://www.skillman.eu/>) is a Sector Skills Alliance for Advanced Manufacturing for the Transport Sector, promoted in partnership with a team of industrial players, including Jaguar Land Rover, FIAT Research Centre and SAS, Scandinavian Airlines Systems, in cooperation with research centres, education and awarding bodies, with the support of the Executive Agency for Education and Culture of the European Commission under the Erasmus+ Programme. The Sector Skills Alliance aims at detecting the skills needs and jointly designing educational programmes and qualifications in line with current and emerging technologies, providing solutions to industry led demand for skills and competencies.

Who?

Training activities are provided by Italian Partners of Skillman: CNR (Italian National Research Council), CRF (Fiat Research Center), CSCS and CEPASS.

Where?

Training activities foresee 2 intensive day at CNR research center of Florence, and a one day visit to main plant and research center of FIAT in Turin.

When?

The activities are planned from April 3rd to April 5th, 2017.

Eligibility?

The Call is open to all european students with at least a high school diploma (EQF Level 4, for more information: <http://ec.europa.eu/ploteus/>) between the ages of 18-30. Applications will be accepted also by the students attending the final year of their study path.



Evaluation Criteria?

Relevance of the qualification for the themes of the course and profit merit. Level of English proficiency and related certifications.

The selection criteria will also ensure gender equality and equal opportunities through special reserves of places. Priority will also be given to students from schools participating in the Skillman circuit (link for school free membership: <http://survey.cscs.it/index.php/767236/lang-en#>)

Costs?

No participation fee. The participants will be provided with travel subsidies, accommodation and meals, under the following rules:

- travels must be done on April 2nd and April 6th. The hosting organization will refund the travel up to 300€ for each participant. Participants are free to expend more than 300€, but they must cover the difference with their own resources. The travel must cover all expenses to arrive at the final accommodation, in the town of Montecatini Terme – Pistoia – Italy. The travel costs admitted are exclusively air, train and bus tickets. No refund will be granted for other expenses. If the expenses will be lower than 300€, the participant will be refunded only for the expenses covering tickets.
- accommodation and meals are provided by Skillman Consortium. Participants will have to cover other personal expense with their own resources. No cash money will be provided.
- The hosting organization will provide internal transports and free insurance for participants in relations to training activities.

Participants who will complete the course will receive the official certificate of Skillman Consortium. Please be aware that all the training activities will be provided in english.

Apply now!

The Skillman Coordinating Body held a meeting in Bruxelles to organize the next meeting between the Skillman partners.

 skillman.eu/skillman-coordinating-body-held-meeting-bruxelles-organize-next-meeting-skillman-partners/

20/3/2017

The Coordinating Body of the Skillman project had a meeting in Bruxelles on the 15th of March.

The meeting has been very useful to make a general review of project commitments. In addition, it has been a good opportunity to prepare the meeting between the Skillman partners that will take place next week in Birmingham during the International Conference.

This conference aims to engage and disseminate the progress made in developing innovative qualifications in energy performance, ICT, advanced productions processes, robotics and advanced combined materials among industry professionals and stakeholders.



The Skillman call receives a large number of applications from different European countries

 skillman.eu/skillman-call-receives-large-number-applications-different-european-countries/

20/3/2017

The Skillman call to grant piloting training activities in automotive sector targeted at European students between 18-30 years old was a huge success. The applications received are almost 50 and come from 16 different European countries.

Most of the applicants have already completed the cycle of higher education while just a few of them are attending the last year of high school. Among their competencies are the management of complex technical or professional activities, self-management and problem-solving.

A selection process based on qualifications, merit and level of English proficiency will be needed in order to assign the 24 places available.

The selected students will attend a 3-day intensive training course on 'Industry & Production 4.0 Manager' in the Automotive sector. The program includes units of learning on the planning of ICT Solutions and Technology Trend Monitoring as well as a special overview on advanced manufacturing in automotive production industry with a visit to the Fiat Research Centre Laboratory in Turin.

The piloting comprises also special sessions on Interpersonal Skills and Relationship management and day trips at some of the most interesting cities of Tuscany.



Participants in the training course on “Industry & Production 4.0 Manager” will visit the Fiat Research Centre

 skillman.eu/participants-training-course-industry-production-4-0-manager-will-visit-fiat-research-centre/

23/3/2017

The students selected by the last Skillman call will visit the main plant and the FIAT Research Center in Turin. The visit is part of the piloting training activities provided by the Italian Partners of the project: CNR (Italian National Research Council), CRF (Fiat Research Center), CSCS and CEPAS.

The program scheduled for April, 5th include the visit to the FRC laboratories (Powertrain, Vehicle product, Materials, Manufacturing) in Orbassano, the lunch and two speeches on Industry 4.0 in automotive manufacturing and Energy performance in automotive production, envisaged for the early afternoon.

From 14:00 to 16:30 a tour to Avv. Giovanni Agnelli Plant (AGAP), Officine Maserati, Grugliasco has been scheduled.

The visit to the Fiat Research Centre offers an interesting opportunity to learn more about innovation in developing power units, vehicle systems, materials, methods and processes and to know the latest trends of automation and data exchange in manufacturing technologies.



A full program of activities for the 3-day training course on 'Industry & Production 4.0 Manager'

 skillman.eu/full-program-activities-3-day-training-course-industry-production-4-0-manager/

23/3/2017

3-day intensive training course on 'Industry & Production 4.0 Manager' in the Automotive sector will be held from 3 to 5 April, 2017 at CNR Research Centre, Florence. The results obtained will serve to validate the training units designed for the curriculum of "Industry & Production Manager 4.0".

Piloting training activities have been organized thanks to the commitment of the Italian Partners: [CNR – Italian National Research Council](#), [CRF – Fiat Research Center](#), [CSCS – Centro Studi Cultura Sviluppo](#) and [CEPAS](#).

The 24 selected students will participate in different training activities, presentations and visits addressed to improve knowledge and skills related to emerging technologies in the Automotive sector. The program will include:

03/04/2017

9:00-9:30 Registration

9:30-10:30 Objectives of project SKILLMAN e Industry 4.0 (Fabio Croci, CSCS)

10:30-11:30 The Pilot Training (Giovanni Crisonà, CSCS)

11:30-12:30 Energy performance in production processes

12:30-14:00 Lunch

14:00-15:00 3D scanning theory and practice as ICT solution needed to modelling of products and work space (Sandro Barone, UNIPI)

15:00-16:00 Laboratory practice on a 3D scanner, UNIPI

16:00-17:00 Virtual Reality applications by ESI ITALIA SRL

17:00-22:00 Visit in Florence and Dinner

04/04/2017

9:30-10:30 Artificial intelligence in automotive controls (Giuseppe Lami, CNR)

10:30-11:30 ICT solutions for fast train/railways (Stefania Gnesi, CNR)

11:30-12:30 Ambiguity in ICT documentation (Stefania Gnesi, CNR)

12:30-14:00 Lunch

14:00-15:00 Risk Management, – Expert CEPAS

15:00-16:00 Relationship management, Interpersonal Skills (Expert CEPAS)

16:00-17:00 Pilot Survey Assessment (CSCS)

17:00-22:00 Visit in Pistoia/Montecatini and Dinner

05/04/2017

10:00 – 10:30 Registration & allowance

10:30-12:00 Visit Centro Ricerche FIAT, Orbassano, (Labs. Powertrain, Vehicle product., Materials, Manufacturing

12:00 -13:00 Lunch

13:00 13:30 Industry 4.0 in automotive manufacturing

13:30 14:00 Energy performance in automotive production

14:00-16:30 Bus from CRF Orbassano a AGAP Grugliasco con bus AGAP and Visit to Avv. Giovanni Agnelli Plant (AGAP), Officine Maserati, Grugliasco

16:30 Farewell

Upcoming activities on Composite materials in Denmark

 skillman.eu/upcoming-activities-composite-materials-denmark/

4/5/2017

Workshop/Training Piloting Program in Copenhagen (Denmark)

Technical Education Copenhagen is representing the Vocational Education Training VET school sector (Automotive and aerospace sector) as a partner of the SKILLMAN PROJECT – Erasmus+ Programme. (www.skillman.eu). SKILLMAN is promoted by a network of leading organizations (Business leader) in cooperation with research centers, vocational Education Training providers VET, and accreditation bodies, and aims to design Joint European Curricula matching the competencies and skills requirements arising from recent trends in transport sector, and adopting ICT (Information Communication Technology) and open educational resources. In cooperation with the SKILLMAN partners, TEC is identifying skills and training demands, and designing Joint Curricula programs and VET programmes (in the field of Composite Structure Repair Technician) based on learning outcomes approach and quality assurance framework (European VET system and transparency tools – EQAVET, ECVET and EQF).

Training Piloting Program for Trainers 10-11 May

Venue: Technical education Copenhagen, Aviation department, Hvidovre Stamholmen 195-215, 2650 Denmark

The Training Piloting program can be downloaded [here](#).

The next Skillman mobility training on Robotics will be ran on 7 and 8 June in Birmingham

 skillman.eu/next-skillman-mobility-training-robotics-will-ran-7-8-june-birmingham/

25/5/2017

The training on industrial robot programming will be held in Birmingham the next 7 and 8 June.

The intensive 2-days piloting have been organized by [BMET College](#) in cooperation with Jaguar Land Rover under the Skillman project.

The 10 participants have been selected from a largest group of applicants. Some of them are university students in mechanical or managerial engineering, others have an high school level in some industrial sector.

At the end of the course learners will be able to read, understand and safely edit programs used to control an industrial robot and to create new software to safely operate an industrial robot.

For more details, please, download the [program of the training](#).



The rise of Robots put at risk nearly a third of jobs in Britain

 skillman.eu/rise-robots-put-risk-nearly-third-jobs-britain/

31/5/2017

Automation from robotics and artificial intelligence put at risk middle-skilled and routine jobs.

The institute of Labour Economics in Germany foresees that nearly a third of jobs in Britain could be lost by the early 2030s. The advent of cheap, powerful computers and greater access to data will reduce mainly the number of jobs focused on routine information processing, calculation and decision making.

On the contrary jobs that require an high level of creativity and social attributes such as management and leadership are difficult to automate.

Likewise low-skilled jobs that required dexterity, teamwork or interaction with customers are more tricky for machines to replicate.

In this context the education sector need to focus on teaching creativity, social and communication skills and prepare people for jobs that are estimated to face lowest risk.

Although a third of jobs could be lost to robotics and artificial intelligence in the next years, related technologies could also boost the creation of new jobs elsewhere in the economy.

Celebrated in Pistoia the European Alliance for Apprenticeship awarding the participants of the skillman piloting courses

 skillman.eu/36807-2/

31/5/2017

In collaboration with the local Incubator, Skillman has promoted in Pistoia, the Italian capital of culture 2017, the celebration of the European Alliance for Apprenticeship. The event took place the 26th of May and was an opportunity to talk about the apprenticeship schemes and the mobility for learning opportunities including the presentation of the Erasmus Program for Young Entrepreneurs done by the Intermediary Organisation 'EM – Entrepreneurs Mobility'.

The event, with a large participation of apprentices, companies, schools and other social partners, envisaged speeches by the Deputy Mayor, the company representatives and the apprentices and ended with the delivery of the award certificates and the gadgets to all the students and apprentices participants to the skillman pilotings held in Italy.

One of the SKILLMAN PILOT TRAINING Course on Industry & Production 4.0 Manager has been held May 24th in Italy



The training was addressed to test a unit aimed to provide participants with basic knowledge and skills on Business ProcessModelling principles and the related ICT solutions. The students have gained basic information about the project managementgraphic representation and learned how to define the tasks that compose a generic project.

Through a concrete case, each student has been involved in the definition and representation of a real workflow and then in the understanding of the way how a relational databases manages and organises the correspondent data necessary to represent a flowchart or the tabular, kanvas or any other view.

In this way, observing a concrete erp software, they have therefore seen and experimented the relation among their own data and some ICT solution available nowadays for business process modelling.

The piloting training activities have been organised thanks to the commitment of the Italian Partners: CNR – Italian National Research Council, CRF – Fiat Research Center (an FCA company), CSCS – Centro Studi Cultura Sviluppo and CEPAS.

[Download the program](#)



skillman contribution to the EAFA conference 2017



The European Commission, Directorate General Employment, Social affairs and Inclusion, Unit E.3 – VET, Apprenticeships & adult learning, has organised the High-Level Meeting of the European Alliance for Apprenticeships (EAFA) on 30 and 31 May 2017 at the Malta College of Arts, Science and Technology (MCAST), Paola PLA, Valletta in Malta.

The event, aimed to celebrate four years of the European Alliance for Apprenticeships was available on [webstreaming](#) and was participated by stakeholders from all over Europe.

The two days meeting was enriched by many speakers from the European Social partners and by Mr James Calleja, Director of Cedefop and Mr Joao Santos, Deputy Head of Unit, DG EMPL. The programme was expecting to identify and design the targets of the Alliance for the next period analysing the state of the art of EafA after four years from Leipzig to Valletta. The highlights about the Alliance experiences and wishes given by the participant stakeholders were full of interesting topics as the conclusion that the apprenticeship has a value for both excellence and inclusion.

The ceremony ended with the signature of new pledges.

Engaging intensive trainings on robotics have been provided in the last months by the mobility element of the Skillman project



As part of the mobility element of the Skillman project, two tutors and two students from TEC in Denmark attended two days training prior to the UK conference. They undertook two days of intensive Robot Programming training – learning how to manually operate the BMet KUKA and ABB robots and how to program them to follow a fixed series of movements. In addition they covered more advanced programming techniques: how to program variables, repeat blocks of code, decisions and branching and controlling accessories using input/output.

The four then attended the UK conference which also gave attendees the opportunity to tour one of the Jaguar Land Rover production facilities.



Again as part of the mobility element of the Skillman project, eight students from Italy and Malta attended a two day training programme on Industrial Robotics at BMet, similar to the training undertaken by the Danish contingent.

The eight students learnt the fundamentals of industrial robotics – manual control and motion programming. More advanced techniques were covered – how to make a program more 'intelligent' and to be able to cope with external inputs.

Some of the students stayed on an extra day and were taken on a tour of the Jaguar Land Rover production facility at Castle Bromwich – a great ending to a fascinating two days.

The 3rd Skillman Conference will be held November, 7th and 8th, 2017 in San Sebastian (Basque Country).



The conference will focus on the Vocational Education and the Training challenges regarding ICT, robotics and composite materials in the transport sector and aims to bring together specialists, international experts, educators and VET teachers.

The event will be an opportunity to present the main results obtained by the project in developing new curricula on the three fields (ICT, Robotics and Composite Materials in the Transport sector).

Most recent trends, practical challenges encountered and solutions adopted in the field of skills required to work in those specific sectors will be also discussed.

Finally the conference will explore educational programmes aimed at re-skilling and up-skilling workers, active measures for employment in the field of advanced manufacturing for the transport sector, e-learning platform for VET providers and other outcomes produced by the project.

The conference will be hosted by Tknika, the centre promoted by the Deputy Ministry of Vocational Education and Training of the Education Department of the Basque Government devoted to develop innovative projects in the areas of technology, education and management.



skillman.eu at Didacta, the Italian annual conference on education organized by the Ministry of Education



Skillman.eu will be presented at the Italian annual national fair on education held in Florence from the 27 to 29 September 2017.

Fair Didacta Italy organised by Indire (Istituto Nazionale di Documentazione, Innovazione e Ricerca Educativa) represents the most important international trade fair on education in Italy.



The event is going to host more than eighty workshops, conferences, and training seminars focused on new technologies and education, from early childhood to specialised adult courses, vocational education and training and lifelong learning INITIATIVES linked to the labour market.

The SKILLMAN WORKSHOP will be held in Italian and will tackle the methodological innovation generated by the didactics based on competences and the new curricula.

Thanks to the high level of the event and to its expected impact on the Italian schools, the Skillman project is going to gain great visibility.



Last days to subscribe to Skillman conference



Skillman conference on 8th of November 2017,

San Sebastián, Basque Country



Last days to subscribe to Skillman conference!!!

Apply now to get a refund for travels and the accommodation.

There will be a lot of interesting presentations about industry & productions, robotics and composite materials.

For the whole program and more details you can visit the website:

<http://skillmanconference.info/>

Partners:

CSCS – Centro Studi Cultura Sviluppo (IT)

TEC – Teknisk Erhvervsskole Center (DK)

BMET – Birmingham Metropolitan College (UK)

EEF Limited (UK)

Metropolitan University College (DK)

SAS – Scandinavian Airlines System (DK)

CENTRO RICERCHE FIAT SCPA (IT)

CNR – Consiglio Nazionale delle Ricerche (IT)

CEPAS – Certificazione del personale e della formazione (IT)

EAL – Excellence, Achievement and Learning Ltd (UK)

Outstanding success for the presentation of Skillman at Didacta, the largest education fair organized by Indire

 skillman.eu/



More than 150 teachers, trainers and school leaders attended the Skillman seminar showing their interest in the results of the project and in the possibilities of application in their own fields.

The event, held in Florence the 28th of September 2017, has been a great opportunity to foster the Skillman visibility and to disseminate its results, including the new curricula created for the advanced manufacturing sector.



Interview to Jo Lopes, Head of Technical Excellence Engineering Strategy & Transformation at Jaguar Land Rover

 skillman.eu/

by Rachael McCorriston from JLR

Jo Lopes is Head of Technical Excellence Engineering Strategy & Transformation at Jaguar Land Rover, where he has overall responsibility for developing and nurturing engineering skills and competencies within the company. Jo has long worked to support alignment of the policy agenda with industry skills requirements, firstly through his role as chair of skills for the UK Automotive Council, and latterly, as Chair of the Human Capital Work-stream for the European Commission's GEAR 2030 project which has been designed to boost automotive competitiveness.



Jo has very kindly agreed to answer some questions, posed by the SKILLMAN partnership, in order to help us understand more about the skills challenges facing manufacturing, in particular, at European level and with particular reference to the automotive sector.

Hi Jo, from your perspective, what do you consider are the major skills challenges facing today's Advanced Manufacturing for Transport sector?

In the digital era, we can expect to see an increased demand for digital and advanced engineering skills. The technological change we are witnessing is having a major impact on today's automotive industry; this will be a period defined by the arrival of electrification and advanced combustion engine (ICE) technologies, as well as, of course, digitalisation and a new business environment. Evidently, it's now vitally important that all members of the automotive value chain will have to invest in up-skilling and retraining, from the shop floor upwards.

What is Gear 2030, and how is it helping to meet these challenges?

GEAR 2030 was launched in 2015 by the European Commission with the objective of supporting the automotive industry to become more competitive, and in particular, to draw up a plan to develop technology for completely driverless vehicles and to make these cars available in Europe by the end of 2030. CLEPA (European Association of Automotive Suppliers), Renault, Bosch and ACEA, (European Automobile Manufacturers' Association) along with Jaguar Land Rover number among the group's members. The role of the Human Capital Working Group – of which I am Chair – has been to develop recommendations and

draft a skills framework to address the industry trends I've outlined, all with a view to ensuring that the necessary skills will be in place by the 2030 deadline. We are currently in the process of finalising this piece of work.

Would you agree that there is a role for funded projects such as SKILLMAN in supporting the helping Gear 2030's vision become a reality?

Absolutely! Projects such as SKILLMAN are vital in helping transfer policy recommendations into practice. The focus on up-skilling apprentices, students and members of the supply chain, – as in the case of SKILLMAN – and the development of tried and tested approaches to tackling skills is exactly what is required. There is now also an opportunity for projects funded through Erasmus+ to join up with other initiatives, including ESCO (European Skills, Competences, Qualifications and Occupations) which identifies and categorises skills, competencies, qualifications and occupations relevant for the EU labour market, education and training. There is also the *Drop'Pin* Initiative, the European youth portal, which is tackling youth unemployment. There are so many excellent initiatives and lots of opportunity for these to link in with Gear 2030

Thanks Jo!

New curricula elaborated by Skillman presented at DIDACTA 2017 Italy



New curricula in advanced manufacturing sector have been presented at Didacta 2017, the Italian fair on education organized by INDIRE. The workshop obtained a great success and was attended by 150 teachers, trainers and school leaders.

Skillman has been presented at the 70^o anniversary celebration of ZDZ in Kielce, Poland

 skillman.eu/



CSCS represented by Giovanni Crisonà and Greta Bilanzola presented Skillman at the celebration of the 70^o anniversary of ZDZ engines.

The presentation highlighted the role of skillman in promoting innovative qualifications and educational curricula and resources in the field of advanced manufacturing for the transport sector.

Composites' impact on Energy Efficiency in Industry Sector



The concept of energy efficiency has been developed since the first energy crisis in 1973. Lovins (1976) was among the first to develop a definition of energy efficiency: using less energy to produce greater economic output. It can be expressed as a ratio of useful outputs to energy inputs for a system.

Energy intensity is a widely used indicator to measure energy efficiency, generally defined as primary energy consumption per unit of economic output. It is usually expressed as tonnes of oil equivalent (toe), or tonnes of coal equivalent (TCE), or mega joules per thousand dollars of GDP (1).

Energy efficiency contributes to climate change mitigation via reducing energy consumptions and hence GHG (Greenhouse Gas) emissions. Improving energy efficiency has widely been accepted as a cost-effective approach to mitigating GHG emissions. In its Fifth Assessment Report, the IPCC 2014 (Intergovernmental Panel on Climate Change) shows that energy efficiency plays the second largest role in attaining climate stabilization targets up to 2030.

In its World Energy Outlook, the IEA (2013) estimates that in 2020, energy efficiency will be responsible for 50 % of the energy-related CO₂ emissions abatement necessary to bring down CO₂ concentration to the level compatible with limiting the long-term temperature increase to 2 °C, which is equivalent to 450 CO₂ ppm.

The IEA (2013) proposed a scenario to reduce 5.9 Gt of GHG emissions between 2010 and 2030 by using eight measures. Energy efficiency which is the most effective measure to GHG emission reduction contributes to 42 % (Fig. 1).

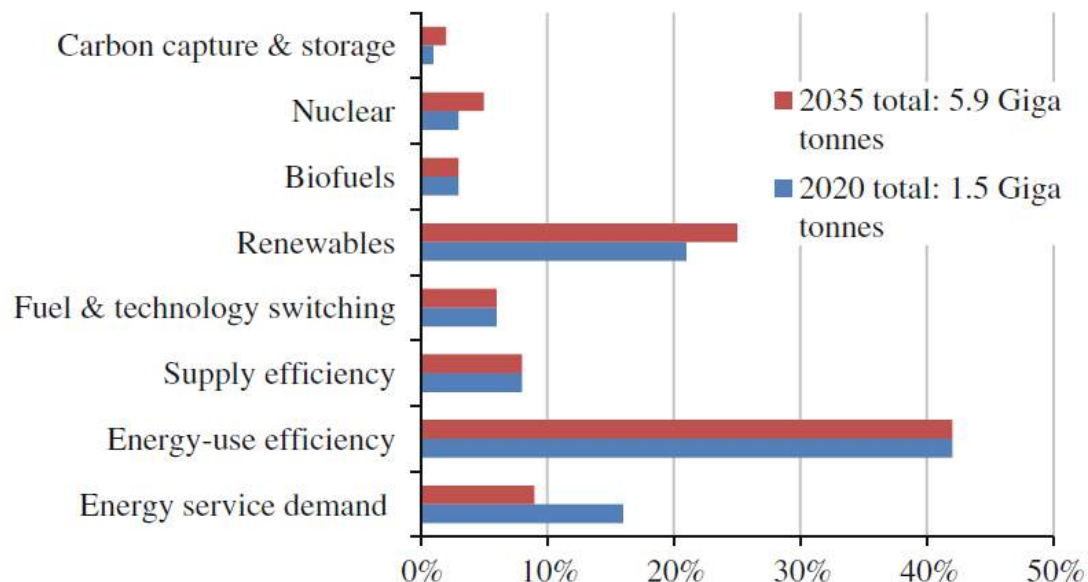


Fig. 1. Projection of GHG emission reduction by technologies (from IEA data 2013)

Energy-efficient technologies refer to technologies that reduce the amount of energy required to provide goods and services. For example, home insulation technology allows a building to use less heating and cooling energy to achieve and maintain a comfortable temperature.

Improvements in energy efficiency are generally achieved by adopting a more efficient technologies or production processes or by application of commonly accepted methods to reduce energy losses.

For example, using carbon fiber and lighter metals, manufacturers have managed to reduce the weight of cars while maintaining durability and strength. Engines in lighter vehicles operate more efficiently than engines of the same size in heavier vehicles.

One of solutions for energy issues and challenges is composite materials.

[Read the full article by Yasser Hannan](#)

The Report on 3D-printing detects missing capabilities in European regions



The report on 3D-printing (falling under the category of Advanced Manufacturing technologies) is one of the European Commission's actions to boost the industrial deployment of Key Enabling Technologies (KETs) in Europe.

The study aims to detect missing capabilities in European regions regarding current and upcoming 3D-printing applications. Barriers often relate to the technical limitations, the cost of AM (materials, printers, etc.), the lack of awareness among potential user communities, difficulties in overcoming traditional ways of manufacturing and cultural barriers.

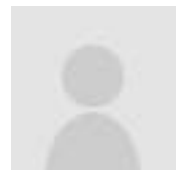
Despite the most recurrent problems, the study identified cross-regional and cross-value chain collaboration opportunities that would benefit current close-to-market and future 3D-printing applications. The cross-regional demonstration and collaborative projects that were identified along and across value chains will feed into the Commission's actions to support the work of the Smart Specialisation Platform on Industrial Modernisation.

The report can be downloaded [here](#).



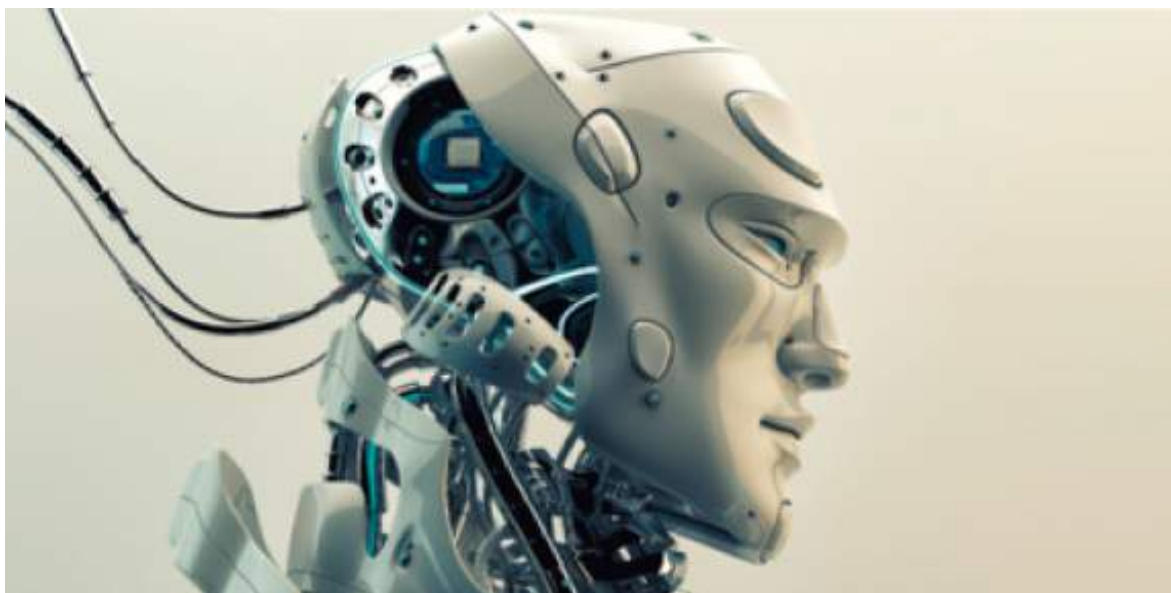
San Sebastian International Conference live streaming

 skillman.eu/



Computers and the Future of Skill Demand: a book from Stuart W. Elliott

 skillman.eu/



Computer scientists are working on reproducing all human skills using artificial intelligence, machine learning and robotics. Unsurprisingly then, many people worry that these advances will dramatically change work skills in the years ahead and perhaps leave many workers unemployable.

This report develops a new approach to understanding these computer capabilities by using a test based on the OECD's Survey of Adult Skills (PIAAC) to compare computers with human workers. The test assesses three skills that are widely used at work and are an important focus of education: literacy, numeracy and problem solving with computers.

Most workers in OECD countries use the three skills every day. However, computers are close to reproducing these skills at the proficiency level of most adults in the workforce. Only 13% of workers now use these skills on a daily basis with a proficiency that is clearly higher than computers.

The findings raise troubling questions about whether most workers will be able to acquire the skills they need as these new computer capabilities are increasingly used over the next few decades. To answer those questions, the report's approach could be extended across the full range of work skills. We need to know how computers and people compare across all skills to develop successful policies for work and education for the future.

A long-term vision for the nonferrous metals manufacturing industry has been published by the European Commission's science and knowledge service

 skillman.eu/

The foresight study 'Non-ferrous Metals Manufacturing: Vision for 2050 and Actions Needed' defines a 2050 vision for the European non-ferrous metals manufacturing industry and proposes actions addressing challenges related to trade, innovation, resources, business integrity and skills.

The study uses a qualitative methodology and engages with a wide variety of stakeholders to define a long-term vision for the nonferrous metals manufacturing industry and identify concrete actions that the industry, policy, research and other stakeholders can take to address the challenges faced by the sector.

Special attention was given to aspects related to the advanced manufacturing techniques of this strategic sector directly employing 500,000 people and supplying products for numerous crucial downstream industrial sectors.

The study is available [here](#).



An analysis of drivers, barriers and readiness factors for adopting advanced manufacturing technologies is now available



This study identifies the main reasons for the adoption of Advanced manufacturing technologies (AMT) by companies and shows that the uptake of these technologies creates benefits to industrial competitiveness, growth and job creation in Europe.

Despite the benefits that AMT offer in terms of quality, costs reduction and productivity, the majority of manufacturing firms in the EU are not yet using these technologies, although there are notable differences across sectors and countries, and depending on the size of the company.

According to this study, the key obstacles to investment in AMT, e.g. finance, the availability of skills, business and technology risks, can be overcome undertaking a series of actions at regional, national and European levels.

The study on the uptake of advanced manufacturing can be downloaded [here](#).



The role of Vocational Education within industries that are going through rapid change



Jorge Arévalo Turrillas, Regional Deputy Minister for Vocational Training at the Basque Government, delivers a talk on the role of Vocational Education within industries that are going through rapid change.

The talk has been carried out within the second European Vocational Skills

Week: ec.europa.eu/vocational-skills-week

An agreement among Skillman and LEAN project enriches the potential of the Skillman educational offer within and beyond Europe

 skillman.eu/



An agreement among Skillman, represented by Giovanni Crisonà, president of CSCS, and LEAN, represented by Stefano Maccaferri, president of CENTOFORM Srl, has been signed with the aim to start a cooperation addressed to develop and promote innovative solutions in the field of advanced manufacturing in the transport sector.

LEAN project is an innovative capacity building project in the area of VET education, promoting cooperation and partnerships among 9 very different kinds of organizations and providing new methods for delivering training addressed to a variety of target groups.

Both organizations share the interest in establishing synergies and cooperation within the framework of the Skillman Alliance, Sector Skills Alliance for Advanced Manufacturing in the Transport Sector and in maximising the impact of the Skillman educational offer and qualifications.

The new training tools will be available on the elearning skillman website soon.

Research advancements and technology foresight



At the beginning of the XXI century the Transport sector is experiencing innovation breakthroughs that are deeply changing manufacturing technologies: both automotive and avionics have seen emerging technologies as Robotics, ICT and Lightweight materials enter their production, requiring new skills and an adequate professional education. The entire planet is under a newly accelerated population growth, a global climate change and only the maturation of innovative high-technologies may provide viable solutions for basic needs such as food, health and a sustainable way of living. Especially microprocessor speed is promising to accelerate innovation and progress, with an exponential rise of artificial intelligence available. This rise brings directly to a fourth industry revolution, after the introduction of mechanical engines, mass production and electronics. The impact of so-called Industry 4.0 is wider than simply ICT, allowing new generation of robots and new materials, a massive increase of data sensing and elaboration, new ways of machining. The Transport sector will deeply change in both production and distribution of services, improving the resulting environmental footprint and the social license. While the microprocessor speed is still rising, a bottleneck is due to human limit to control it, and after a new generation of voice or eye command, the control will necessarily be mediated by machine, and in the next future by autonomous machine to machine.

Renzo Salimbeni

Last Skillman.eu activities carried out during the European Vocational Skills Week 2017



After the success of the International Skillman Conference held in San Sebastian the past 8th of November, the Skillman consortium has continued organising five additional online meetings to discuss 4.0 industry skill needs and to enrich the skillman 4.0 networking activities.

Only four online meetings were expected but, due to the high number of requests, one more event has been scheduled.

A total of 60 participants take part in the 5 events, while other 20 peoples are waiting for additional meetings to be organised by the end of this year.

The number of requests for participation shows the great interest that the International Conference has generated among different stakeholders and the quality of proposals and solutions presented by Skillman.



The online activities, planned until the 5th of December 2017, aim to shape the characteristics of the skillman.eu 4.0 active network for the next period and to discuss new ideas for future projects that meet the Vocational Education and training challenges in the advanced manufacturing.

The online activities was conceived to be included within the European Vocational Skills Week.

For additional information about the next online activities please, visit this page:
http://skillman.eu/?page_id=37337

The Workshop on Robotics was carried out within the Skillman International Conference



by Rachael McCorriston from JLR

The workshop on Robotics included representatives from training organisations in Germany, as well as in Turkey and Macedonia. It was part of the SKILLMAN international conference that took place in San Sebastian, Spain on 8 November 2017. The workshop was supported by a SKILLMAN ambassador from the UK, Christian Warden who is Group Head of Skills Development for the Manufacturing Technology Centre in the United Kingdom. Christian offered his support and advice on the robotics skills gaps and talked about how to tackle challenges in this area.



The purpose of the workshop was to highlight the challenges of the robotics skills gap and to examine how SKILLMAN has managed to work through and help find responses to these challenges, as well as examine how each Member State will look to roll out the robotics qualification which has so recently achieved NVQ and EQF status.

The workshop started with a presentation by **Paula Cresswell** from **BMET college** who spoke about the piloting training courses and highlighted some of the outputs which frequently included more than a 50% increase in distance travelled following attendance on the training. This was followed by a presentation by **David Morgan** from **EAL** who highlighted the qualification and talked about how there was now an opportunity for companies to roll this out across the European Union.

Rachael McCorriston from **JLR** highlighted the output of the Observatory on Robotics Programming and its concerns on the current skills gaps challenges in robotics and how Skillman was serving a purpose in addressing these gaps. The researcher from Germany was particularly interested and representatives from Turkey highlighted the robotics skills gap as being of key importance in their economy and the group had a lively discussion about associated countries of the EU and their role also in promoting the successes of the Erasmus+ programme to showcase best practice.



Workshop on composite was carried out the past 8th November as a part of the Skillman international conference



The Workshop on composite was a part of the international conference program carried out on 8th November in TKNIKA – the center promoted by the Deputy Ministry of Vocational Education and Training of the Education Department of the Basque Government – San Sebastian.

The purpose of the workshop was to engage key industry and education experts to better define scope and focus so that the advanced composites would most effectively meet its goal.

The workshop included participants from different composites sectors, and workshop presentations topics covered different aspects of the composite materials area:

- Research
- Industry
- Education



Workshop Agenda included the following presentations:

1. Skillman curricula on composites – Yasser Hannan from Technical Education Copenhagen.
2. Impact Skillman curricula to aviation industry/importance composites in aviation industry – Björn Borgelin from SAS airline.
3. Researches trends of composites in wind energy industry – Jacob Christensen from Technical University Denmark.
4. Skills and innovation challenges in the field of plastic/Composite – Rasmus Grusgaard from Danish Plastics federation.
5. Thermoplastic Biocomposite – Prof. Nawar Kadi from Borås University-Sweden.
6. How Danish Industry Education continuously design and develop educations in relations to new advanced technologies on composites – Anders Hiort Hansen from Danish Industry Education.

Workshop topics offered a unique opportunity to present Skillman Curricula on composite repair and open discussion and qualification, and also hear insights from key composite specialists on trends, researches, skills challenges & VET, and opportunities.

The workshop was a good event helping develop the focus and scope of the Composites in order accelerate developmental goals.

The technical issues and challenges identified by the participants covered all of the workshop objectives, and there was general agreement that there are skills shortage in the composites field and curricula development will be a strong component of achieving the required goal. Please feel free to enter the SKILLMAN website for the individual presentations.

There was broad consensus among the participants that advanced composite materials, repair, bio composite, and skills-education program are necessary aspects in the transport sector.

The workshop was widely praised by the attendees.

European VET system and Skillman agreement



by Tiziana Chiappelli

Some few reflections by Tiziana Chiappelli after the International San Sebastian Conference:

Skillman project Consortium works for the implementation of the indicators included in the “**Recommendation on the establishment of a European Quality Assurance Reference Framework for Vocational Education and Training**” of EQAVET [<http://www.eqavet.eu/gns/home.aspx>], accomplished through common principles for quality assurance.

Skillman project has based its work on the **quality assurance and improvement cycle** of **Planning, Implement, Assess/evaluate and Review/Revise** supported by common quality criteria, indicative descriptors and indicators as requested by the EQAVET INDICATORS' TOOLKIT [http://www.eqavet.eu/Libraries/Working_Groups/EQAVET_Indicators_Toolkit_final.sflb.ashx]

At European level, these common principles are defined in the “Recommendation of the European Parliament and of the Council of 23 April 2008 on the establishment of the “European Qualifications Framework for lifelong learning” , which are listed in Annex III [<http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:C:2008:111:0001:0007:EN:PDF>].

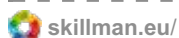
For instance:

[...]

- quality assurance should include regular evaluation of institutions, their programmes or their quality assurance systems by external monitoring bodies or agencies,
- external monitoring bodies or agencies carrying out quality assurance should be subject to regular review,
- quality assurance should include context, input, process and output dimensions, while giving emphasis to outputs and learning outcomes,
- quality assurance systems should include the following elements: >clear and measurable objectives and standards, >guidelines for implementation, >including stakeholder involvement, > appropriate resources, >consistent evaluation methods, >associating self-assessment and external review, > feedback mechanisms and procedures for improvement, > widely accessible evaluation results,
- quality assurance should be a cooperative process across education and training levels and systems, involving all relevant stakeholders, within Member States and across the Community,
- quality assurance orientations at Community level may provide reference points for evaluations and peer learning.



Skillman presentation in Tel Aviv University, Department of Mathematics, Science and Technology Education, School of Education (Israel)



The 21st November 2017, Skillman project has been presented by prof. Tiziana Chiappelli (University of Florence and CSCS) in a meeting with prof. Ilya Levin at the Department of Mathematics, Science and Technology Education of the School of Education in Tel Aviv University (Israel). The meeting was planned in the framework of Prof. Silvia Guetta (University of Florence, Dept. of Sciences of Education and Psychology) research group activities who spent a week of intensive work in Israel.

Prof. Ilya Levin, author of around 160 research papers both in Computer Engineering and in Humanities, is full Professor in Tel Aviv University. Among his most recent research interests, we stress the topics on Cultural Studies of Information Society and Science and Technology Education as possible point of contact with Skillman project methodologies and results [<http://www.tau.ac.il/~ilia1/>].

The presentation of Skillman project was aimed to find common lines of research and possible future collaborations in the field of innovation and ICT solutions and to strengthen the international networks on Sector Skill Alliance. Skillman project presentation contents have been discussed and prof. Levin has raised interesting comments on the European approach to skills and competencies in the field of the ICT innovation.

The meeting was attended by Dr. Dina Tsybulsky (postgraduate fellow), Hillel Rosenzweig (PhD student) and Ornit Shany (MA student) of the research team of prof. Ilya Levin of the University of Tel Aviv and, from the University of Florence, by the Silvia Guetta students Chiara Matteuzzi, Davide Bonaiuti, Flavio Costantini, Noemi Leotta and Silvia Girolami.

An interesting report on the role of qualifications and end point assessment in apprenticeships has been produced by Semta



An interesting report produced by [Semta](#) and drafted by Lorna Unwin, Professor Emerita (Vocational Education) and Honorary Professor in the ESRC-funded LLAKES Research Centre at the UCL Institute of Education, outlines the benefit and needs for qualifications in the AME sector. Comparison among the delivery and assessment approach across EU and wider international territories are also described.

The report draws on a range of sources (published in English), including research-based and country-specific government literature, to identify the different approaches to apprenticeship assessment and certification and to highlight any lessons that could be useful for the development of new assessment procedures in England.

People who will join the Skillman network could utilise the Robotics and Automation programme for free



Training providers and employers committed to delivering curriculum that meets the skills demands of the advanced manufacturing and engineering workforce are called to join the Skillman network.

Membership is free and a key benefit (access to new Level 3 Certificate in Robotics and Automation) will be offered to all new members. The qualification covers the knowledge, understanding and practical skills involved with robotic and automation engineering within a manufacturing environment.

The qualification development has been co-funded by the Erasmus+ programme of the European Union by the European Commission's Erasmus programme.

To become a new member, please, click [here](#).

For more information contact our Customer Care team: secretariat@skillman.eu

The president of Confindustria Boccia and the need to fill the gap between education and work in automotive sector: Skillman project can support the technological transfer

 skillman.eu/



Article by Tiziana Chiappelli

Italian president of Confindustria calls for training in automotive sector. This is exactly what Skillman project is offering: new innovative curricula in the field of automotive for the workers and youngsters that are entering the job world.

“«A request for attention to the automotive world». This is what Confindustria’s president Vincenzo Boccia brought with him to Rome, after a day spent in Turin, where he took part in the pre-assise of the North-West the 12 December 2017: 250 entrepreneurs arrived from Piedmont, Liguria and Val d’Aosta to discuss the future of the industrial sector.” (<http://www.lastampa.it/2017/12/12/cronaca/boccia-gli-industriali-chiedono-pi-attenzione-allautomotive-dXMMAesmvgZGeQXnW7vDyN/pagina.html>)

According to Boccia, “Piedmont and Turin are one of the fundamental pillars of industry (in Italy). From here, it is worth thinking about a mobility project as a driver of development. Bridges, railways, infrastructure” and the automotive too must be included in that list.

To the question of the “La Stampa” journalist Fabio de Ponte on what we need to do on the employment front, he replied: «The importance of the topic of formation has emerged. We need to think about both the internal training of factories for those who already work and the external ones for young people. The question of the link between university and work is fundamental ».

But, as the article “Università-impresa: il trasferimento tecnologico e i rischi per l’industria 4.0” (University-enterprise: technology transfer and risks for the industry 4.0) of the Italian financial newspaper “Il sole 24 ore” (12/12/2017) stresses there is a point of weakness in the technological transfer model of competencies and skills.

According to the article, there is a data now acquired in the Italian development of the economy 4.0: fiscal incentives are working and pushing industrial investments. But it is also a less known fact and is the real weak point of the system: the work and the expenditure made in partnership by companies and public entities is still low, extremely low, to drain a valley in the market innovation and research conducted in the digital field. Without a breakthrough, the risk is that Industry 4.0 can stop to renew machinery.

After a resounding delay the core competencies, foreseen by the last year’s maneuver, as the Italian way to technology transfer, will start in 2018. As it turns out, the Court of Auditors in the past few days has released the provision that will follow the tender for selection mixed centers universities-research centers-companies. With the centers of competence the Italian government looks to the most technological transfer model, Germany and the network that revolves around the Fraunhofer centers, a frontier distant from us over 1.7 billion of expenditure.”

http://www.infodata.ilsole24ore.com/2017/12/12/universita-impresa-trasferimento-tecnologico-rischi-lindustria-4-0/?refresh_ce=1

Skillman project, based on the collaboration of important research centres, together with the large sized and innovative companies and the certification bodies, have identified the priorities to be addressed by the Sector Skills Alliance by detecting the main problem areas and challenges faced by advanced manufacturing for the transport sector. Similar trends and technological developments shaping the automotive, aerospace and train sectors have been identified around energy, processes and materials, ICT and according to them Skillman project has produced very innovative and effective curricula on Robotics, Composite materials, Industry & Production manager, Industry & Production technician and Energy performance.

The transnational synergy and cooperation platform established by Skillman Project represents a unique opportunity and an extremely high value added to the multiplicity of mechanisms not only for the partners involved in the Consortium but also for the wider Associated Partners. The Associated partnership is open and accessible to any interested stakeholder external to the initial Skillman project partnership (see Home page of Skillman.eu > Become an associated partner)

The Skill council, of which Skillman is a member, has published the 2016 Report on Automotive sector



by Tiziana Chiappelli

The Skill council, of which Skillman is a member, has published the [2016 Report on Automotive sector](#).

Main topics of the Report are the employment situation in the automotive sector, including forecasts and trends and the evolution of the automotive sector's occupations and associated skills with a specific focus on the innovative tools and strategies used at national and regional level together with local initiatives to monitor skills' needs and address skill's mismatches and gaps.

See the Article at: [Employment-and-skills-automotive-industry-4.0](#)

The **European Sector Skills Council for the Automotive Industry** is an 18-month project, funded by the European Commission DG Employment, which aims at establishing a networking platform with focus on skills issues in the automotive sector. Project partners CLEPA, ETRMA and industriAll – with the support of ACEA and CEEMET – have been trusted with the establishment of this networking platform which will enable and facilitate the exchange of best practices at European level in terms of anticipating and managing skills requirements for the automotive industry.

European Sector Skills Council

Automotive Industry



REPORT



SKILLMAN Capacity Building Event, 13 December 2017: Celebrating its successes and training on its outputs



by Rachael McCorriston

On 13 December, a Skillman Capacity Building event took place at BMet's Educational Business Partnership Centre on Jaguar Land Rover's Castle Bromwich site in the West Midlands. More than 20 delegates from across global industry and the further education including, universities specialist and strategically important Caterpult Centres, leading car manufacturers such as Toyota & Bentley and members of JLR supply chain.

The aims of the event were twofold; firstly, it was designed to up-skill and inform those associated partners and members of JLR's supply chain who have been engaged with the project from the start. Rita Davey opened the event and thanked a wide range of exciting delegates for attending. Paula Cresswell from BMET – the Skillman project's Further Education partner in the UK – trained delegates on the moodle and explained how to use it effectively to support training on robotics



and automation with the support of the free materials which are available for download from the project's website. Secondly, representatives from the project's UK delivery team disseminated project results and talked to delegates from a number of further education establishments, including Solihull and Walsall College and also from other major automotive companies including Toyota and BMW who were present to register as associated partners and to find out more about how they could access and benefit from the project and its outputs, including the project's Observatories and its free teaching materials on robotics as well as on digitalisation as the sector moves towards the challenges posed by Industry 4.0.

Gordon Thompson from EEF and Mike Bonham from BMET who were both directly involved in the delivery of the piloting sessions to supply chain companies gave presentations on the training units and explained content to those present. Darren Clements from the JLR delivery team talked through the opportunities for industry that the project offered, focusing particularly on how useful the project was for collaborative robot working. Finally, David Morgan

presented the qualification to the group and how it can be accessed – it has now received UK national and EQF approval and is ready for roll-out in centres across the European Union. All in all, delegates were impressed and happy with the project. It was clear from the event that the project is relevant, focused and meets industry needs as it looks to address skills gaps and challenges in the 21st Century world of the Advanced Manufacturing for Transport sector.



The participation of more than 80 subscribers and 345 online participants from 20 different countries in the International Conference ensures a wide dissemination of the skillman results



The International Skillman Conference, hosted by Tknika brought together specialists from 20 different countries all around the world.

The different sessions of the conference have been animated by the participation of speakers of great significance as Jørn Skovsgaard of the Danish Ministry of Education, Christian Warden of MTC, Serge Monturet of EIT Raw Materials, Daniele Bassan of Fiat Research Center, Mikel Niño (TECNALIA), Amaia Elorriaga (Gestamp), Renzo Salimbeni (CNR), Paula Cresswell (BMET), Jørgen Theibel Østergaard (Metropol), Giovanni Crisonà, Fabio Croci and Tiziana Chiappelli (CSCS Group) and so on.

In addition the event collected participants with different profiles and expertise, some of them academics, others rather VET providers institutions, managers from the business world, teachers and policy makers.

The conference has been an opportunity to present them and discuss the main results of Skillman, especially in the development of new curricula addressed to the advanced manufacturing industry in transport sector.

Topics as industry 4.0, robotics & robotic programming, composite, manufacturing digitalization, professional profiles and 21st Century skills has been tackled in the different sessions and from various perspectives.

The conference streaming was watched by 345 online participants.