

ENE ENTREPRENEURIAL COVES

WEBINAR 4:

BUSINESS START-UPS: How CAN COVEs SUPPORT ?



ONLINE ZOOM

10 MAY, 2022, 11.00 - 13.00 CEST



zoom toolbar

Show/stop your video -
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Arrêter la vidéo/Vidéo

Mute/unmute your
microphone -
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включить
микрофон**

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er le micro

See list of all
participants / Raise
your hand to speak -
**Посмотреть список
участников /
Поднять “руку”,
чтобы взять слово**

Afficher la liste de
tous les participants /
Lever la main pour
prendre la parole

Use chat for questions/
comments (write either to
everyone or to *individual
participant* by selecting
the name) -
**Используйте чат для
вопросов/комментари
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чат или отдельному
участнику, выбрав
имя)**

Utiliser le chat pour
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commentaires (écrite à
tout le monde ou à une
personne en particulier
en sélectionnant le
nom)

 Speaker View  Gallery View

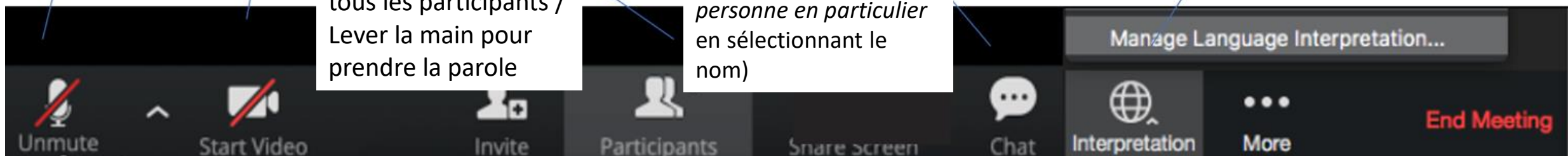
Choose to view *all participants* or
speaker only - **Выберите
возможность видеть всех
участников или только
докладчика**

Sélectionner pour afficher *tous les participants* ou
l'intervenant uniquement

This meeting will be in English only. No need to
use the interpretation channel.

Cette réunion se déroulera en anglais
uniquement. Vous n'aurez pas besoin d'utiliser
le canal d'interprétation

Встреча будет только на английском языке.
Вам не нужно будет использовать канал
перевода



Pictures from «Imprese formative»



UBUNTU

Ravenna - Emilia Romagna



UBUNTU

Ravenna - Emilia Romagna



«Facciamo quello che
Potiamo»
Bergamo - Lombardia



“Facciamo quello che
potiamo”
Bergamo - Lombardia



Food Truck – Bergamo - Lombardia



ristorazione nel Centro di Formazione
Murialdo sotto la guida di chef e specialisti nel campo dell'alimentazione. Il clima di
famiglia lo rende accogliente: una cosa bella!

"Fare Bene il Bene"

(San Leonardo Murialdo - Fondatore della Congregazione di San Giuseppe, Giuseppini del Murialdo)

LO CHEF & GLI ALLIEVI PROPONGONO

PRIMI

- TONNARELLO CACIO E PEPE
- LASAGNA ZUCCA E GUANCIALE

DOLCI

- TIRAMISÙ
- CROSTATA DI VISCIOLE

SECONDI

- STRACETTI CON CARCIOFI
- SALTIMBOCCA ALLA ROMANA

CONTORNI

- CICORIA RIPASSATA
- PATATE AL FORNO

Se fos

«Sapere e Sapori» - Roma



Bartigianelli
Torino - Piemonte



Bartigianelli
Torino - Piemonte



San Paolo - Roma



San Paolo - Roma



Sanga Bar – Thiene - Veneto





Sanga Bar – Thiene - Veneto



TKNIKA (Basque VET Applied Research Centre)

URRATSBATSAREA (Community business start-ups)

EKINGUNE (Management platform)

Español Euskara English f t in

ekingune



Noticias Programas Empresas Proyectos Ikasapresa ? Entrar

Documentos Iniciar sesión en Ekingune

Ekin eta Eraldatu
Emprende y Transforma

Emprendizaje en la Formación Profesional

Desarrollamos la cultura emprendedora
Asesoramos y acompañamos en la creación de empresas

urratsbat Sarea

ZER DA? ENPRESAK IRAGARKIAK BERRIAK SOLASEAN SORTU RTEN

castellano

Servicio dinamizado por Tknika para mejorar la competitividad de las empresas Urratsbat, impulsado, facilitando y propiciando la cultura asociativa y colaborativa.

A través de esta iniciativa, se facilitará la creación de una comunidad empresarial compuesta por todas las empresas que se han ido creando a lo largo de los más de 10 años de historia del programa Urratsbat.

El intercambio de experiencias, la constitución de nuevos proyectos frutos de la colaboración empresarial, la visualización del emprendimiento de la formación profesional vasca, o la búsqueda de nuevas clientelas serán algunos de los objetivos que persigue esta plataforma, que, está pensada y diseñada para, por y desde la visión de quien gestiona un proyecto emprendedor y sabe de sus retos y desafíos.

Buscador empresas Urratsbat

Inserte el nombre de la empresa

Seleccione Sector

Seleccione Territorio

Seleccione Municipio

Buscar Empresa

Zabaldu

88 Empresas en Gipuzkoa

180 Empresas en Bizkaia

26 Empresas en Araba

4 Empresas fuera de la CAE

Ekingune_Tknika @Ekingune
Hemen #UrratsbatSarea n dauden enpresen elkartzeta sorta bat

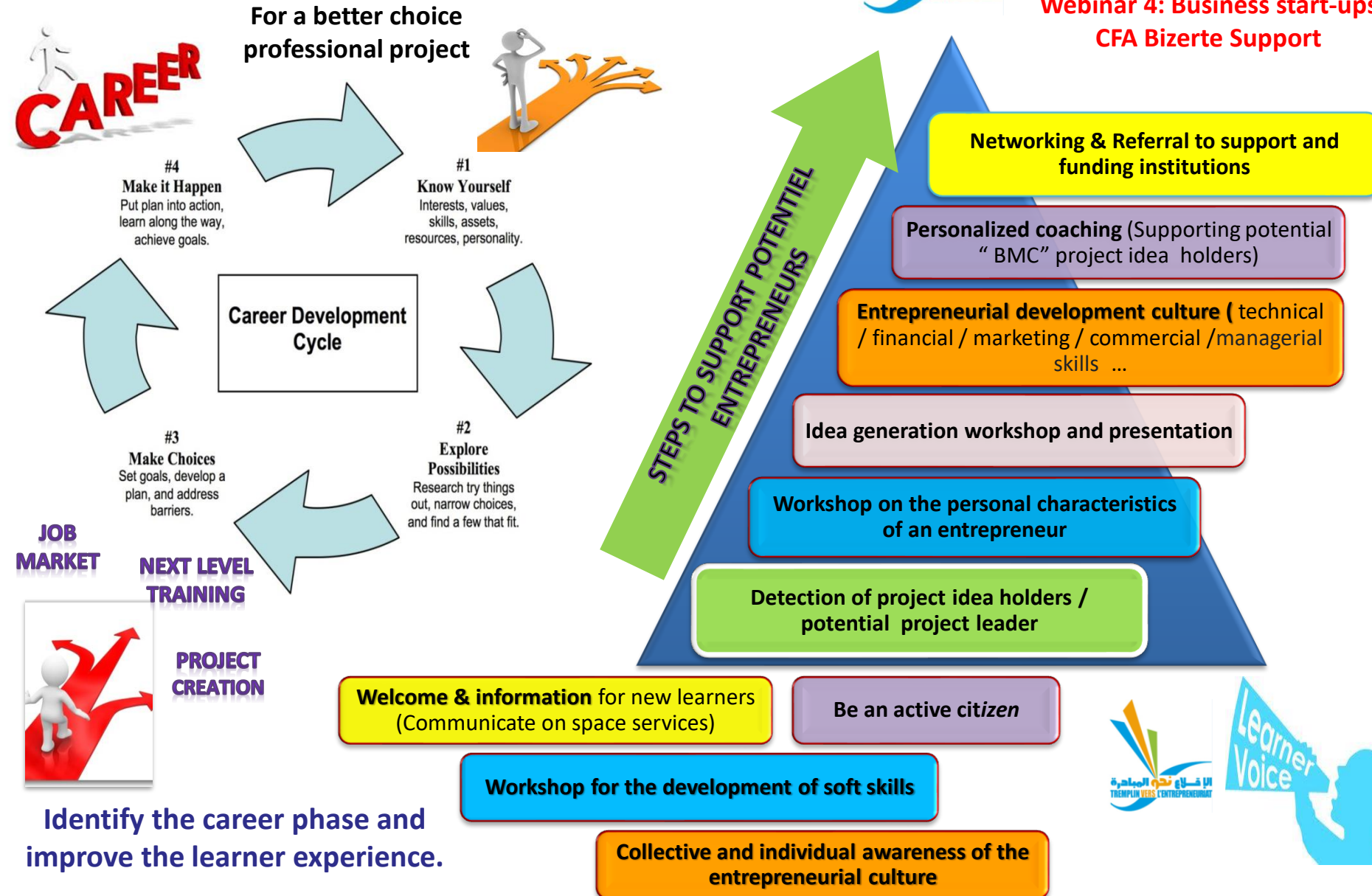
Aquí unas cuantas entrevistas a empresas
#UrratsbatTwitter.com/events/12674
...#UrratsbatSarea @tknika @FPeuskadi @HETELFP @IkaslanEuskadi

Ekingune_Tknika @Ekingune
Euskal enpresen eskura ditzakete hilaren 12an SPRI Taldeak nazioartekotzeko prozesua indartzeko ematen dituen laguntzak spri.eus/nazioartekotze...#UrratsbatSarea @grupospri @tknika @FPeuskadi @HETELFP @IkaslanEuskadi

13 jun. 2020



Webinar 4: Business start-ups CFA Bizerte Support



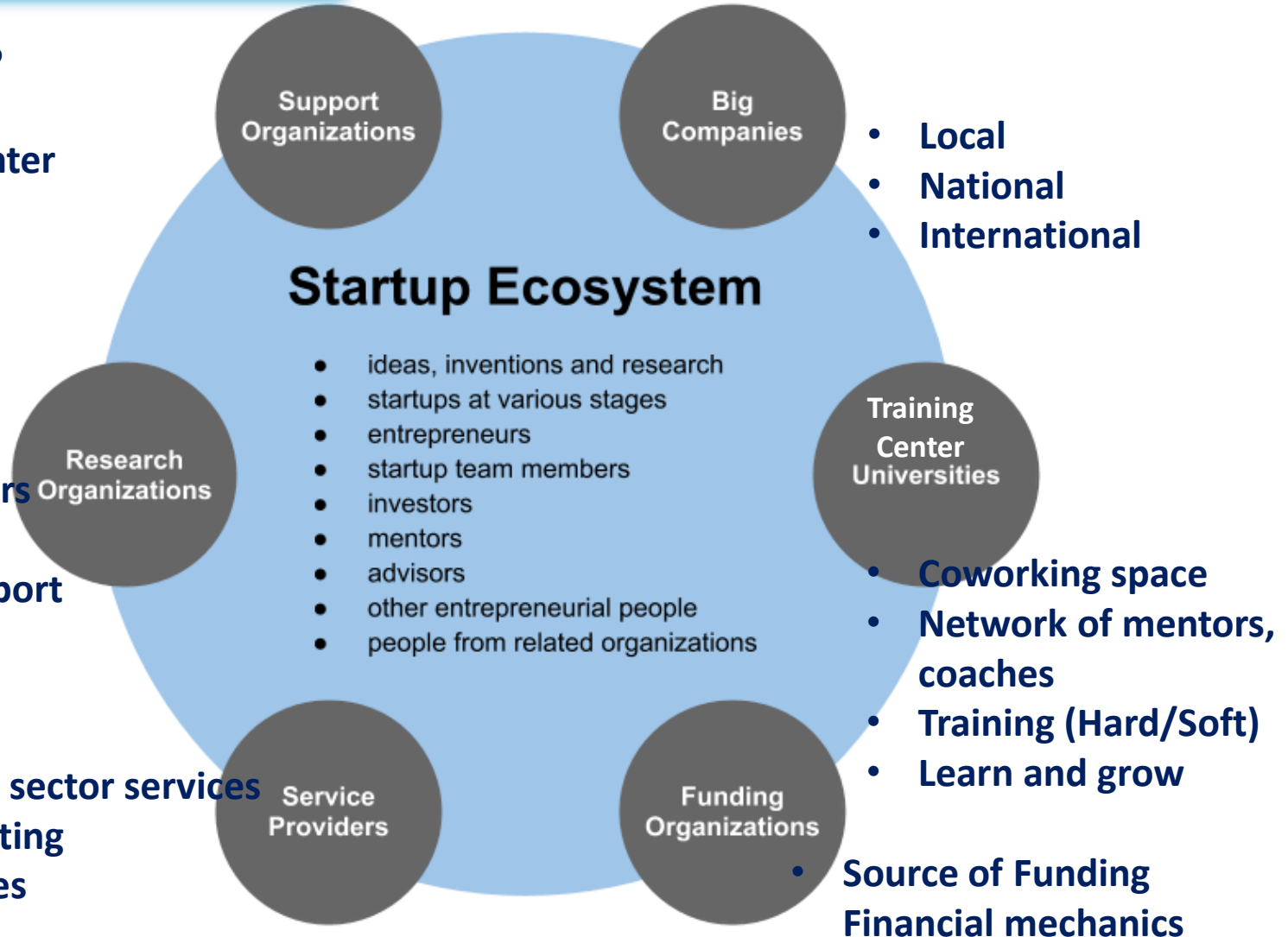
Ecosystem for start-ups - Tunisia



- MFPE / ATPF
- APII
- Business Center
- N.G.O
- G.O
- B.E.T.I

- Technical Centers
- Technology Clusters
- Develop ideas, concepts and support innovation

- NGO and public sector services
- Business consulting
- Advisory services





-ETF Vocational Excellence-
Network for Excellence (ENE) &
Centers of Vocational Excellence (CoVEs):
An International Network for Learning and
Developing towards Vocational Excellence
Without Borders.

Learning and Co-creating-what are and
how to run-Entrepreneurial CoVEs

J.Manuel Galvin Arribas
-Senior HCD Expert- VET Excellence Coordinator
(Turin, 10 May 2022)

etf.network.for.excellence@etf.europa.eu

**ENE *UNIQUE* WORLDWIDE PARTNERSHIP ON VET EXCELLENCE:
248 CoVEs – 40 countries worldwide-
(16 ETF PCs; 9 EU MSs; 14 Sub-Saharan Africa-
1 South Asia- Philippines-)**

Africa – (29 CoVEs-):

(2) Angola; (3) Burkina Faso;
(2) Democratic Republic of
Congo; (4) Guinea Bissau;
(2) Ivory Coast; (2) Kenya;
(1) Malawi; (2) Mozambique
(1) Namibia; (1) Niger; (4)
Senegal; (1) South Africa; (3)
Uganda; (1) Zimbabwe.

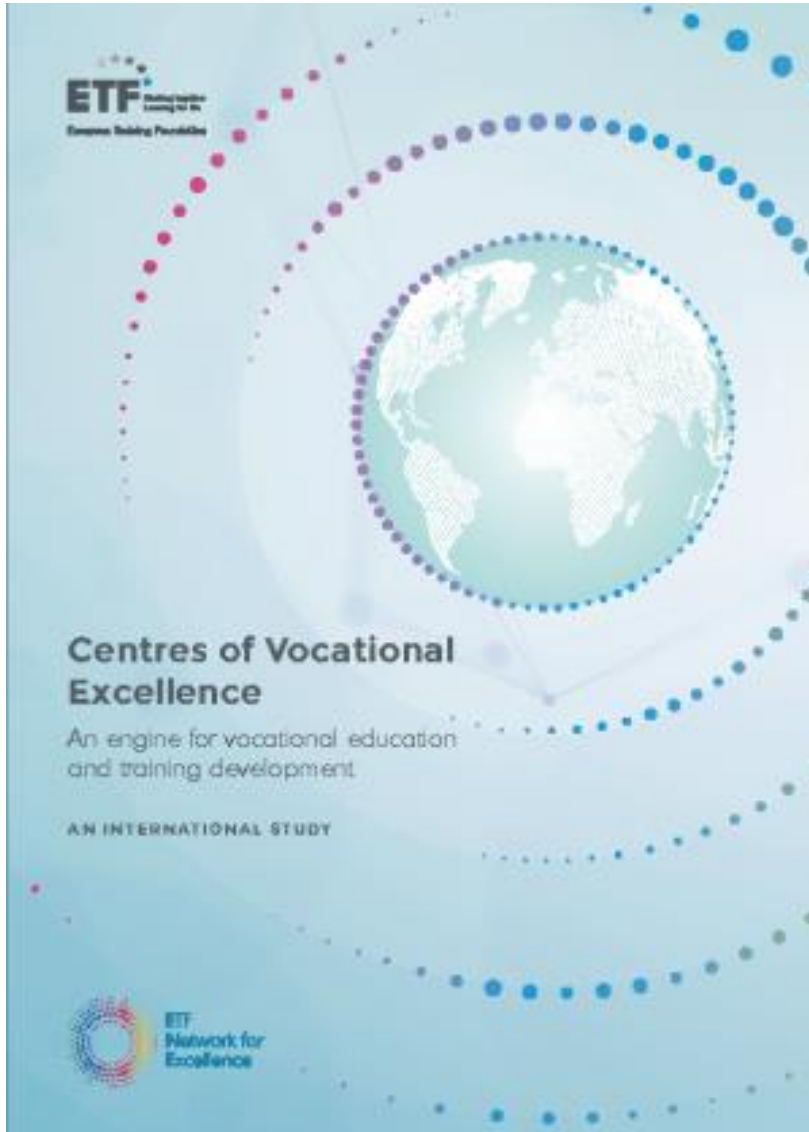
EU MSs (72 CoVEs-):

**Spain (54); Greece (1);
Netherlands (4); Finland
(2); Italy (5); Slovenia
(2); Latvia (2); Germany
(1), Sweden(1)**

ETF PCs (146 CoVEs-):

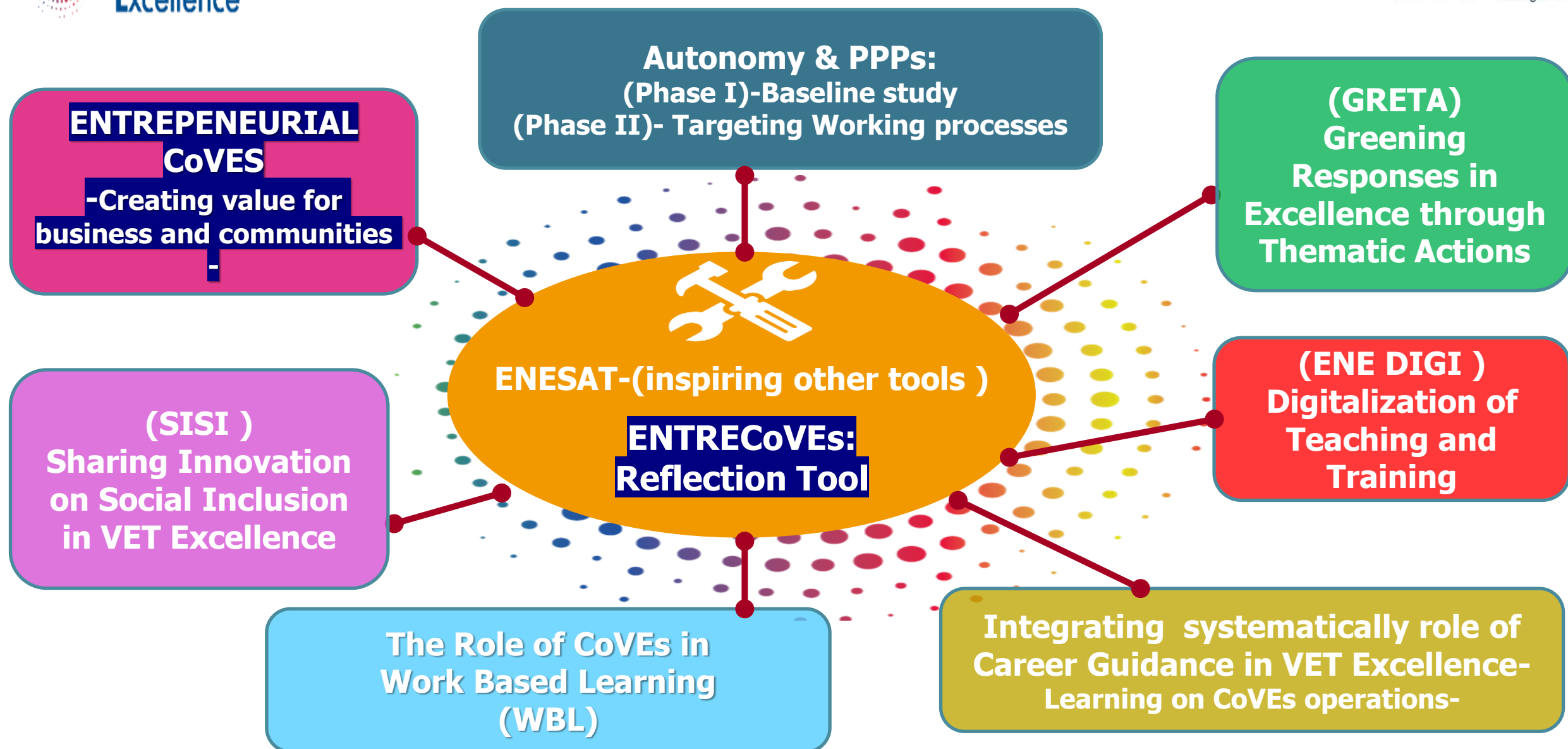
**Turkey (55), Israel (6);
Armenia (4); Azerbaijan
(7); Belarus (5); Russia
(3); Morocco (1);
Georgia (5); Kazakhstan
(5); Moldova (4); North
Macedonia (3); Tunisia
(8); Serbia (6); Albania
(1); Ukraine (29).
Egypt (4)**

-EXCELLENCE IS A CONTESTED TERM-(ETF 2020) **ENE & CENTRES OF VOCATIONAL EXCELLENCE (CoVEs)**



- ★ **Engines for VET development** – beacons for VET reforms (within LLL perspective)
- ★ **Good examples** of institutional leadership as VET schools/providers (or clusters/networks etc.)
- ★ VET institutions with **high commitment** to promote **change** and **continuous development improvement**.
- ★ Examples of **effective partnerships** between public -& private)- key stakeholders (*shaping ecosystems*)
- ★ **Hubs for transferring good practice** at national & international levels (partners for progressing on VET internationalization).
- ★ ENE looks at **Inclusive Excellence** (**Transmitting & helping national/international networks**).

ENE ON-GOING FLAGSHIP LEARNING- PARTNERHIPS-: ENTREPRENEURIAL CoVES





ETF
Network for
Excellence

Entrepreneurial CoVEs -ENE partnership- (2021-2023): ***JOURNEY along Continuum of Growth, Exploration and Development.***

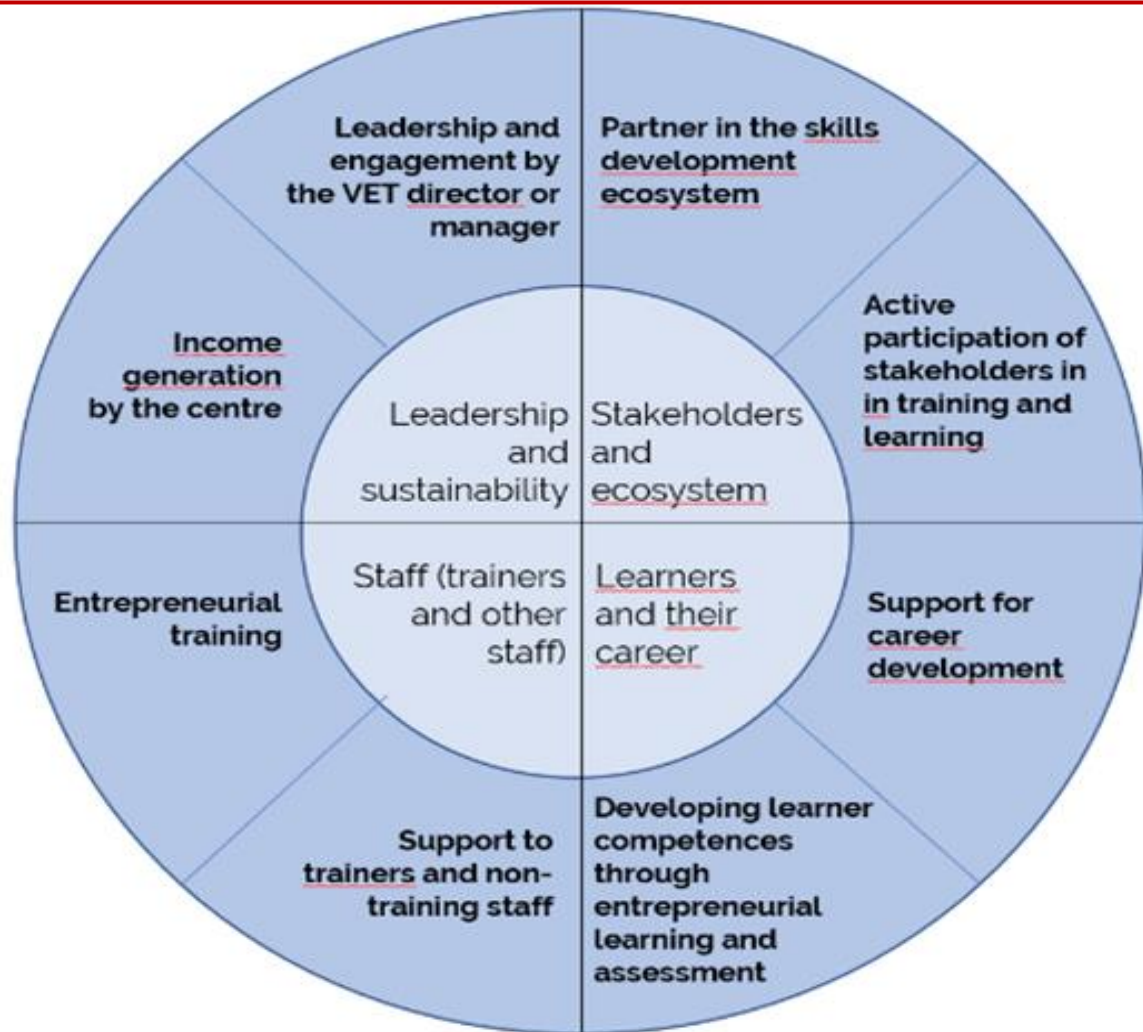


Entrepreneurship as a Key Competence:

"Entrepreneurship is when you act upon opportunities and ideas and transform them into value for others. The value that is created can be financial, cultural, or social".

(Danish Institute for Sustainable Innovation and Entrepreneurship)

-ENTREPRENEURIAL CoVEs: Thematic and Geographical Partnership Scope



Thematic Scope:

- *Governance and institutional aspects*
- *Lifelong learners and their career development*
- *Teachers and COVEs staff*
- *Leadership and sustainability*

Geographical Scope

- *Building on Tunisian experience (TVET Entrepreneurial Centres).*
- *CoVES from Georgia, Moldova, Morocco, Tunisia, and Azerbaijan.*



Entrepreneurial CoVE Conceptual Framework

ORGANIZATIONAL PRACTICES

Strategy, operational structure, financing, human resource management, internal communication, monitoring, QA, etc.

TEACHING & LEARNING PROCESSES

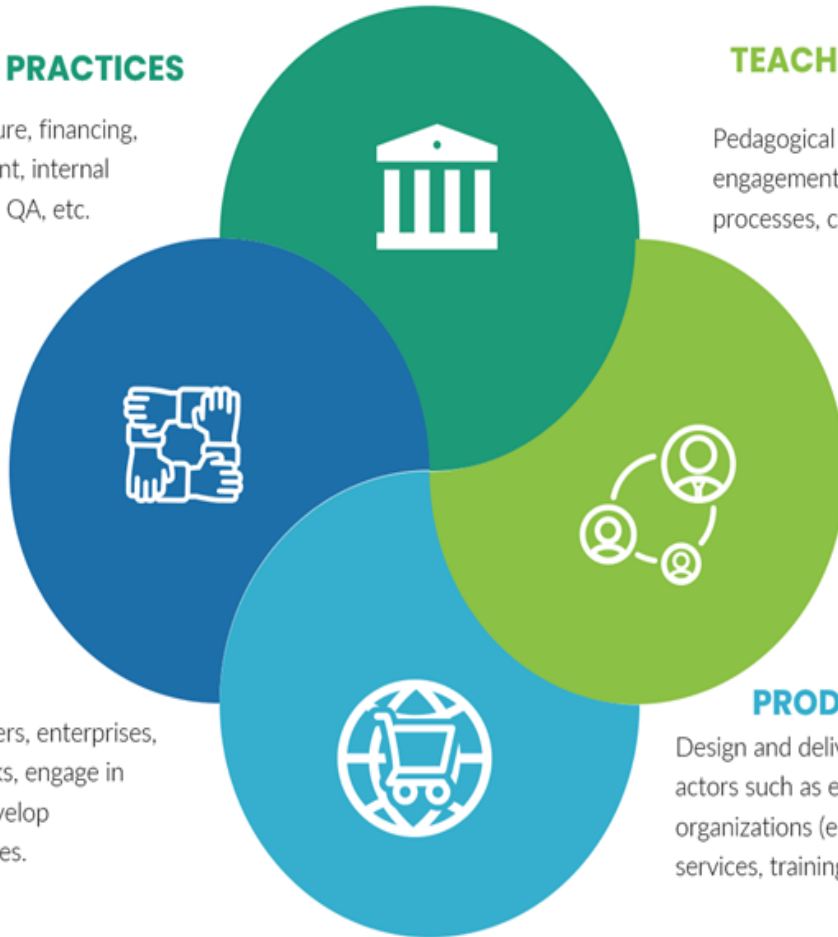
Pedagogical approaches, learner engagement, teaching and learning processes, curricula, and assessment.

ECOSYSTEM

Engage with key stakeholders, enterprises, and partners, build networks, engage in advocacy activities, and develop internationalization strategies.

PRODUCTS & SERVICES

Design and delivery of offerings to external actors such as enterprises, governments, organizations (e.g. research and consultancy services, trainings, etc.).



ENTRECoVEs-FEATURES-

- **Distinctive:**
*Innovative/ Connected/
Action-Oriented.*
- **Essential :**
*Learning Organization/Digital &
Green-/Learner- Centred*

ENTRECoVEs Partnership (4 WEBINARS) : *short key messages learning together*

1. INTERNATIONAL COOPERATION

- CoVEs *must*: Better shaped with Strategies on CoVEs Internationalization (staff learning needs, alliances to build, gaps-regulation-income generation needs ,competitions, etc.)
- Project Oriented-approaches & Collaboration programs : *Is it there a country vision?*.
- Need for strengthening CoVEs Autonomy.
- Great role of Erasmus (+).
- Success stories to use & need for systematic international cooperation (e.g. use good tools / ENTRECOMP Community/ENE etc.)

2. DIGITAL & ENTREPRENEURIAL

- Overall, CoVEs are hubs/beacons : Leader ship role in VET systems.
- Digital & Entrepreneurial CoVEs set-ups : strong correlation.
- Digital platforms as key tool for teaching & Learning.
- Digital strategies as a necessary good practice.
- Digitalization in Entrepreneurial environments: powerful weapon for inclusion & Equity

PI CEEF
(Moldova)
ESITH
(Morocco)
BIZERTE
(Tunis)
LEPL MODUS
(Georgia)
GOYCHAY
(AZE)

3. SUSTAINABLE GOALS & WOMEN ENTREPRENEURSHIP

- Sectoral Approaches: Key for targeting *niches for* gender approaches-and CoVEs actions-
- Tailored Tools/Schemes –Funding- combined to guidance for supporting gender approaches to excellence/CoVEs.
- Sensibilization/Awareness : From strategies /plans to programs/modules / specific sessions (etc.) .
- Need to move *from practice to policy making*

4. BUSSINESS START-UPS & CoVEs support

- Key /demanded activity for many CoVEs: variety of approaches at national, provider and international level's.
- Innovation is at heart of CoVEs start-ups programs: pre-incubation is necessary step on which CoVEs need deploying cooperation capacities in ecosystems.
- Financing mechanisms & private sector engagements as drivers for success.

Wrapping up EntreCoVEs partnership (2021-2023)

- ✧ **2021 kick- started (June-December) journey co-creating and operational concept.**
- ✧ **We identified together *what we needed to learn led by our partnership* (TUN/GEO/MLD/MOR (+ AZE in 2022) -supported by ENE intelligence & Reflection Tool-**
- ✧ **2022 (May)-We jumped into learning sharing practices/ online sessions on 4 key areas shaping CoVEs to become more Entrepreneurial: Internationalization/Digitalization/ SGs & Gender/ Start-Ups**
- ✧ **2022 (June-December): further in-depth work on 2 themes (tbd) supported by coaching sessions.**
- ✧ **2023: Further revision of operational concept.**
- ✧ **ENTRECoVES partnership (2021- 2023) key for informing -present & future- of ENE & SLA (ETF/EC) (*Building a strong international cooperation dimension on Vocational Excellence*).**

**...LET'S EXCEL TOGETHER...
THANK YOU VERY MUCH !**

ETF.Network.for.Excellence@etf.europa.eu

**[https://www.etf.europa.eu/en/projects-campaigns/projects/
Vocational excellence](https://www.etf.europa.eu/en/projects-campaigns/projects/Vocational%20excellence) | ETF (europa.eu)**

**Open Space:
Setting Up the new ETF Network for Excellence (ENE)
| Open Space (europa.eu)**

***...NETWORKS ARE VITAL KNOWLEDGE TOOLS FOR MANAGING
COMPLEXITY, BOOSTING COOPERATION, IMPROOVING INDIVIDUAL &
COLLECTIVE CAPACITIES, CO-CREATING AND TRANSFERING NEW
KNOWLEDGE; FOR MOTIVATING OURSELVES AND GIVING OUR BEST TO
THE OTHERS AND...
FOR BUILDING TOGETHER SYSTEMIC CHANGES...***



A New Partnership

The Entrepreneurial COVE:

Self assessing my needs

Learning from good practices

Improving my performance

Sharing knowledge

Conceptualizing

Let's excel together!

PROJECT OBJECTIVE

The main objective of the project is to support the **establishment and facilitation of a Partnership** in the thematic area of **Entrepreneurial Centers of Vocational Excellence** (Entrepreneurial **CoVEs**) and entrepreneurship excellence as a key competence from a life-long learning perspective.

This project aims to enhance the efforts of CoVEs to include more **entrepreneurial aspects** to their procedures and activities.

Become an Entrepreneurial CoVE

Entrepreneurial CoVE Conceptual Framework

ORGANIZATIONAL PRACTICES

Strategy, operational structure, financing, human resource management, internal communication, monitoring, QA, etc.

TEACHING & LEARNING PROCESSES

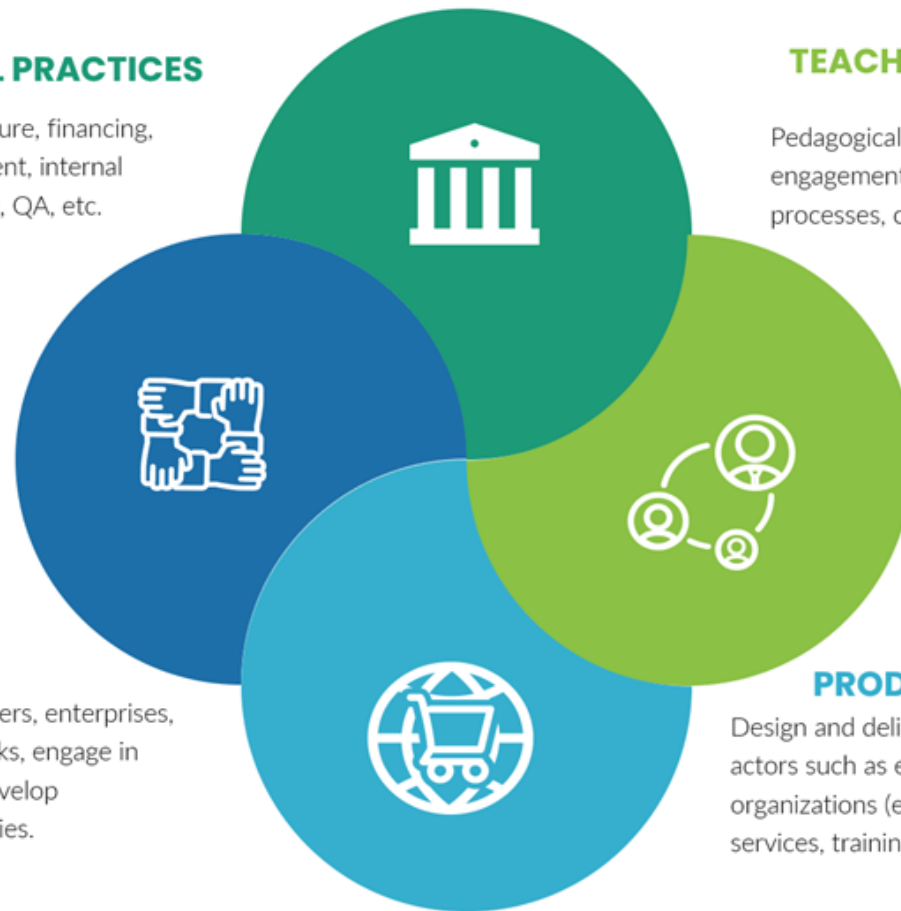
Pedagogical approaches, learner engagement, teaching and learning processes, curricula, and assessment.

ECOSYSTEM

Engage with key stakeholders, enterprises, and partners, build networks, engage in advocacy activities, and develop internationalization strategies.

PRODUCTS & SERVICES

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Let's excel together!

METHODOLOGY

- The project is based on knowledge sharing, participation, and collaboration of CoVEs.
- Participants are called to use peer-learning techniques and strategies.
- Peer learning is essential for the purpose of the project since it can support sharing of good practices, experiences, and ideas. There is clear reciprocal learning, and all network and community members share and learn.

DETAILS

- The project builds on the **Tunisia case**.
- **English** is the working language of the project.
- The project is implemented in collaboration with the research center CARDET (<https://www.cardet.org/>)



MEMBERS OF THE CONSORTIUM



CARDET

Let's excel together!

PHASES OF THE PROJECT

The project is divided in two Phases, that include in total 7 concrete tasks.

COMPLETED ACTIVITIES



Task 1: Setting the scene

- Development of report on key conceptual and methodological aspects of “Entrepreneurial COVEs
- Development of the **Reflection tool**

Task 2: Identifying four areas of common work

- Completion of Reflection Tool by the CoVEs
- Individual Meetings with the CoVEs
- **Report on findings** from reflection exercise and recommendations for the four areas for common work for the Partnership

CURRENT ACTIVITIES



Task 3: Learning from good practices

The peer-learning and networking among EU and partner countries' COVEs, will result in **four on-line webinars** that aim to share the identified good practices.

Results

- **Four on-line webinars** to share 4 good practices
- **A report with key messages from the 4 webinars** and calendar of on-line individual and group coaching sessions.



**NEXT
STEPS**

NEXT ACTIVITIES

Task 4 Progressing

Overview & empowerment of the key improvement areas. Individual and group on-line coaching sessions per each CoVE of the Partnership. Design and implementation of coaching sessions

Results

- 4.1 Coaching plan
- 4.2 On-line individual and group coaching sessions
- 4.3 Meetings with CoVEs to discuss Action Plans for the future
- 4.4 Individual report for each COVE on recommended actions for further improvement

Task 5 Sharing

Conceptual approach, working methods and progress of the Partnership will be shared in a vast group of COVEs. There will be two on-line sharing sessions and each session will cover 2 of the areas emerged under Task 4.

Results

- 5.1 Two on-line sharing sessions: each session covering 2 of the areas covered under Task 4
- 5.2 A report with key messages from the 2 sessions

Task7 Conceptualizing

This last task will provide the framework of ENE perspective on “Entrepreneurial COVEs”. The goal is to gather lessons learnt and recommendations for future activities and valid the criteria with ETF to award ENE Label on “Entrepreneurial COVEs”

Results

- 7.1 Report on ENE concept around “Entrepreneurial COVEs” including lessons learnt and recommendations for future activities
- 7.2 Setting-up criteria with ETF to award ENE Label on “Entrepreneurial COVEs”

Let's excel together!

Ready to work with us ?

Send us an **email** to be **active or
learning partner**

ETF.Network.for.Excellence@etf.europa.eu

