

Challenges in Skilled Crafts' international VET Cooperation

example project „Graeducation“

SCIVET Conference
Berlin, 21/09/2018

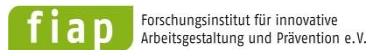
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GRÆDUCATION



HANDWERKSKAMMER
MÜNSTER



Coordination &
scientific
Management

Curricula
Training

occupational
orientation

in-country
facilitator

for Greece:
GRÆDUCATION

Co-creative Development of Educational Services for IVET in Green-Tech Occupations

basic project data



■ duration: 7 / 2017 – 6 / 2020

■ sponsor:



■ funding stream:



funding initiative (research) until 2021

■ project management agency:



Geplante Aktivitäten im Projekt:



HBZ Münster (*Skilled Crafts Training Centre*)

- Curricula – adaptation for Greek IVET schemes
- multiplier training / Train-the-Trainer
- consultancy on dual VET structures

Wissenschaftspark Gelsenkirchen (*Science Park GE*)

- developing consultancy services and instruments for occupational orientation in Greece

FIAP e.V., Gelsenkirchen

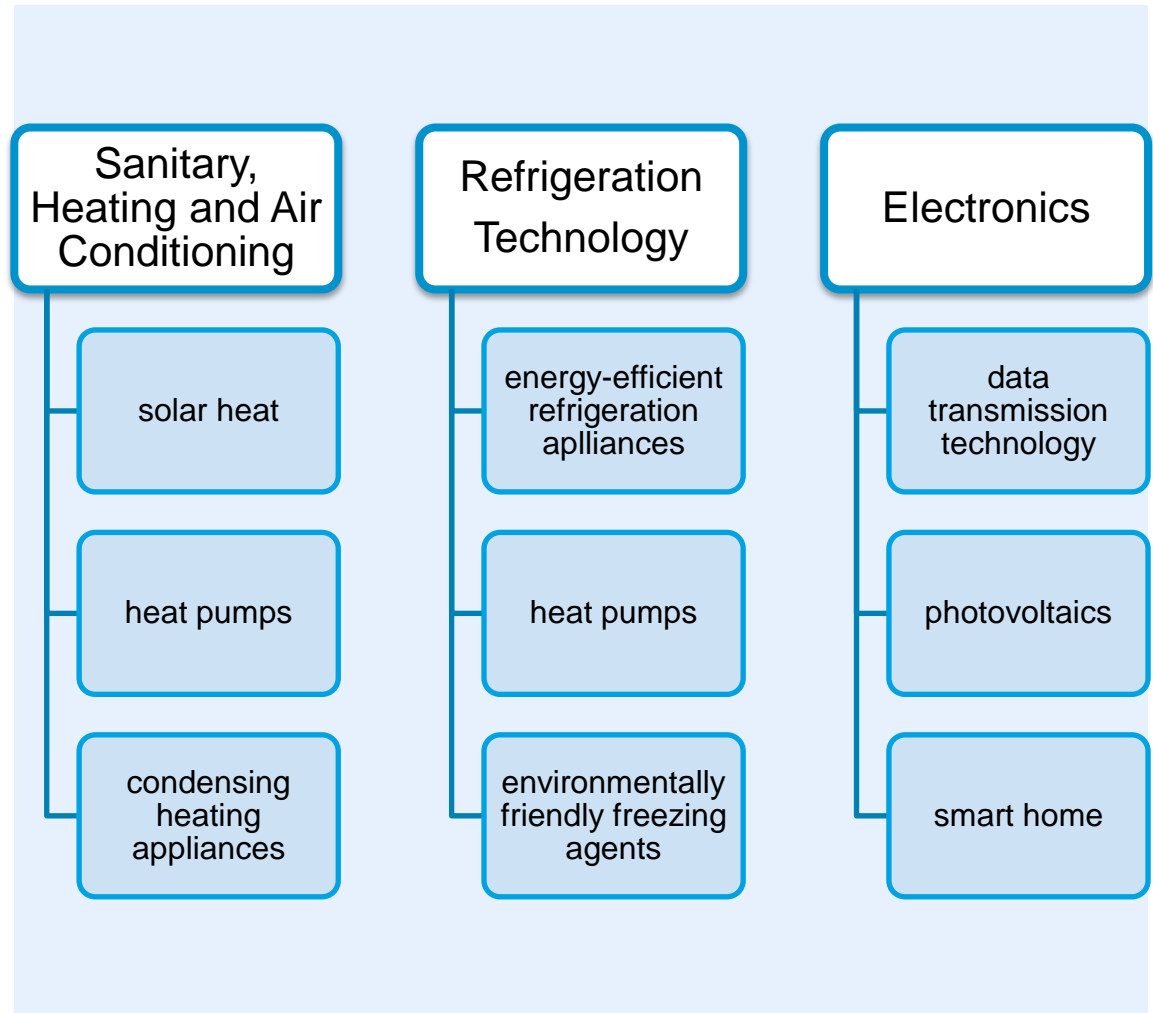
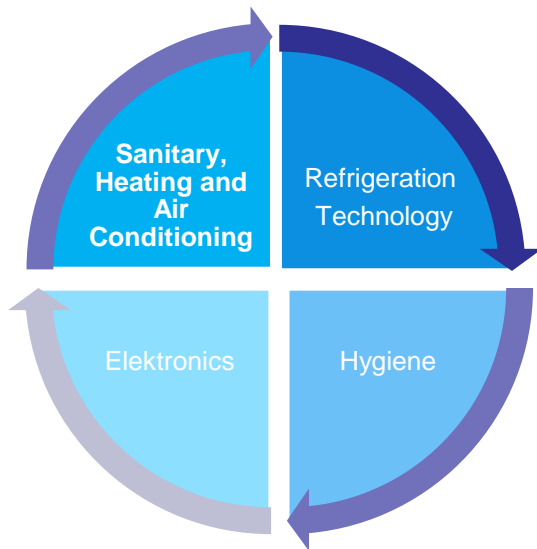
- models for co-creative service development, innovation management, scientific evaluation, guiding processes

challenges in project reality



1. **Need for support** originally only theoretically defined, clearer definition only through co-creative exchange with potential cooperation partners during phase 1
2. **Overarching agreement** reached between German and Greek ministeries at project start (Technical Meeting)
3. **Clearly** defined **project brief** only possible after establishing relevant contacts to Greek partners during early project phase; subsequent modification of project tasks
4. **service portfolio** presented to Greek partners at kick-off meeting in Athens; services then tailored to local needs

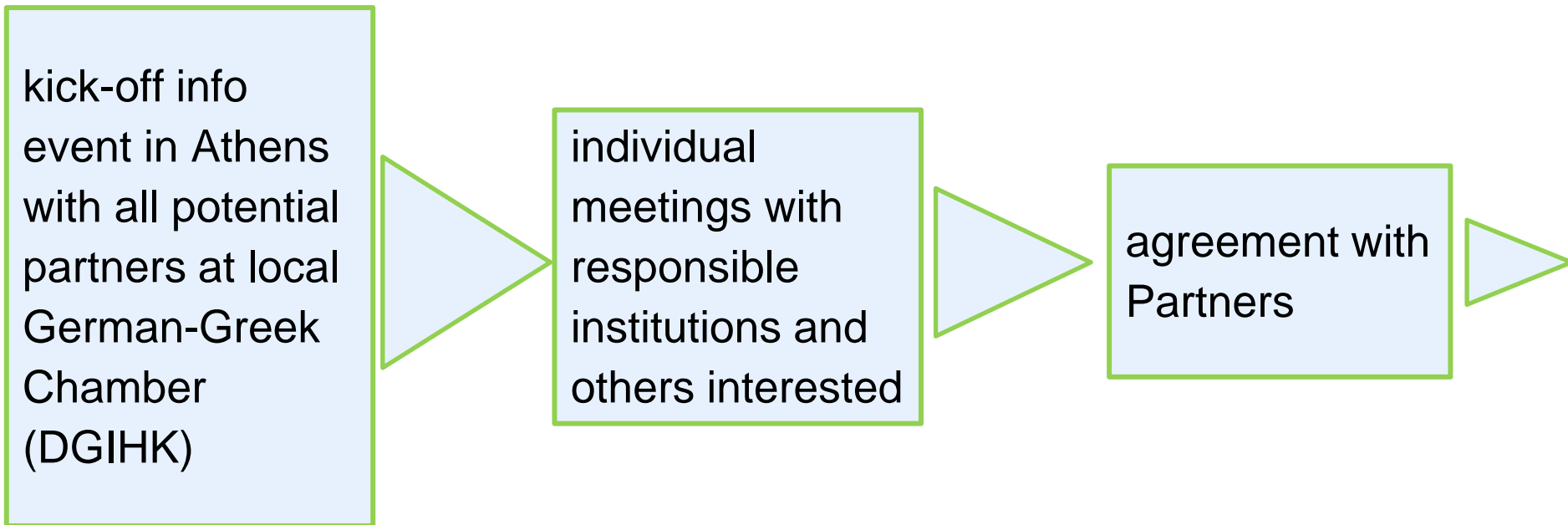
Topical spectrum of HBZ in the project



challenges in project reality



approach for closer collaboration



exploration phase at projects start (1/2 year)

Greek partners mainly supported by project



Greek **employment agency**: (still) mainly responsible technically focused VET in skilled trades



Institute of educational Policy
Greek equivalent to German BIBB;
supports Greek education Ministry

Contact with: major enterprises (OBB, Siemens), Greek photovoltaics association, network of construction enterprises, ICON-Group and Sustainable Building Council

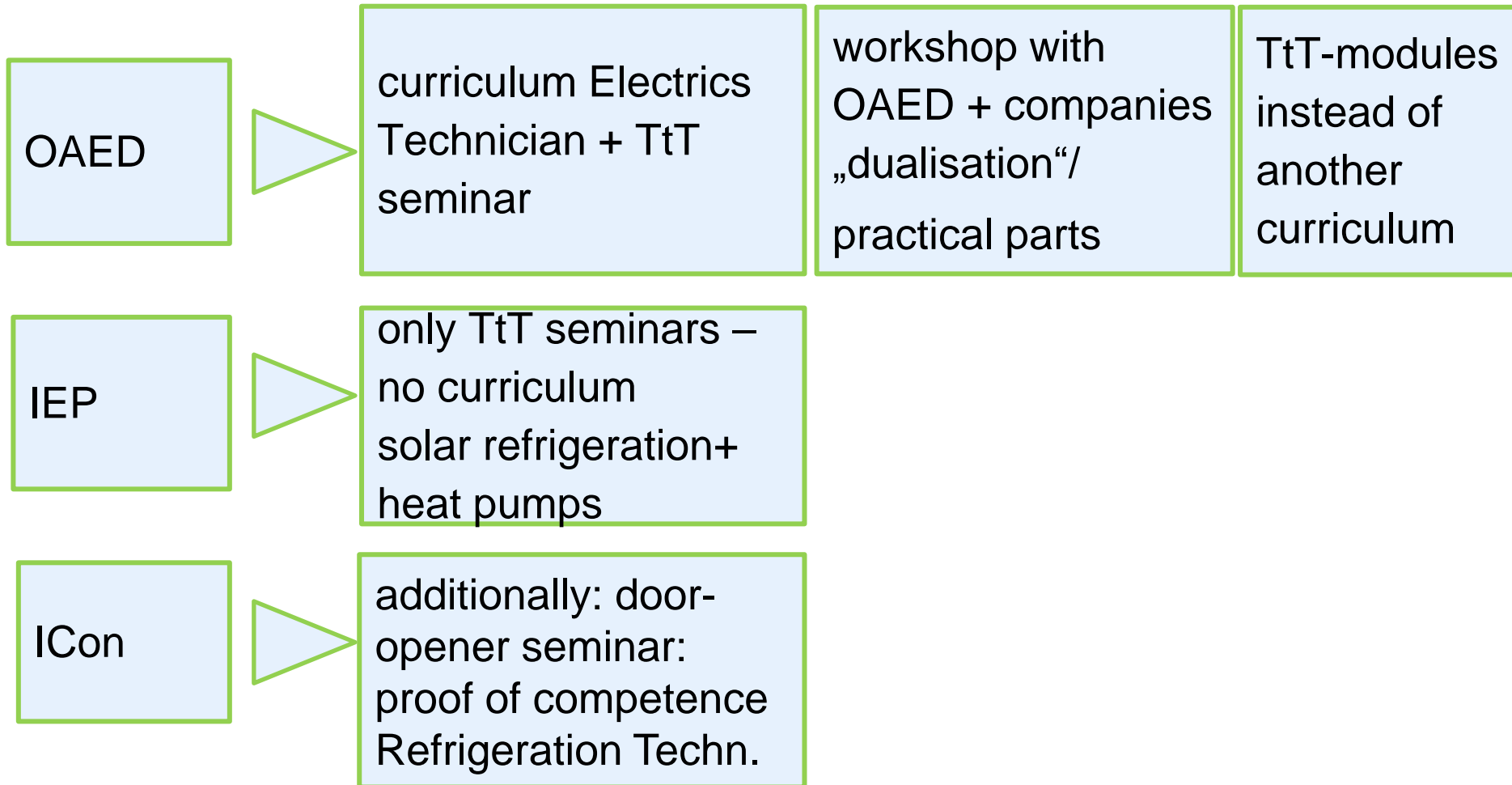
companies and **BMOs**

project team and Greek partners





partners' activity plans - state of play



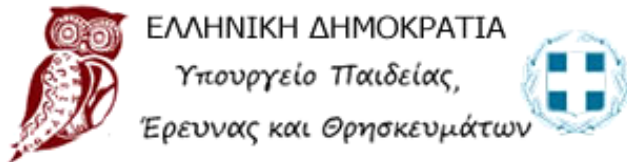
Herausforderungen in der Projektpraxis



strong interest
Profiling need of OAED, due to political pressure



open to cooperation,
in relation to alternative approaches



formally and practically low interest in
dual VET and support from Germany

dual VET



- ... already goal in project application (consultancy)
- ... already brought up at kick-off meeting
- ... terminology is differently interpreted by German and Greek partners
- ... employment agency traditionally regard their existing VET schemes as based on dual principles / companies only involved through offering internships
- ... VET schemes run by Education Ministry are purely school based – voluntary practical year only just introduced
- ... companies still reluctant to assume responsibility for VET

access to Greek VET system and to local players



1. establishing contact with institutions and companies is **time consuming** and not possible ahead of project (albeit desirable)
2. **Not all** who could usefully contribute want to get involved, political players change
3. Need to identify **spearheading champions** as role models – core group is always small
4. defining a **common goal**: collaboration with Greek employment agency is successful as we help them achieve their own goals

developing international VET cooperation requires



openness,
patience,
flexibility

taking partners'
constraints
serious

readiness for
alternative
solutions

key to
success:
co-creative
approach

conclusion



- international VET projects can neither be about export nor about transfer, but about developing a new service offer
- political situation in target country heavily impacts on projects
- the product gets accepted when it's been tailored to the partner country's needs, together with the partner
- success is achieved in the group of the innovative
- the co-creative project approach has paid off!



Thank you very much for your attention!

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