

Interreg - IPA CBC

Italy - Albania - Montenegro



EUROPEAN UNION

HISTEK

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Sharing the **Vision**
of a new CB educational
cooperation

Project presentation

Project goals

TO STRENGTHEN THE COMPETITIVENESS OF ITALIAN, ALBANIAN, MONTENEGRINE SMEs

BY CONNECTING THE WORLD OF EDUCATION AND WORLD OF BUSINESS

FOCUSING ON THE EMPOWERMENT OF HUMAN CAPITAL

ON NEW TECHNOLOGIES

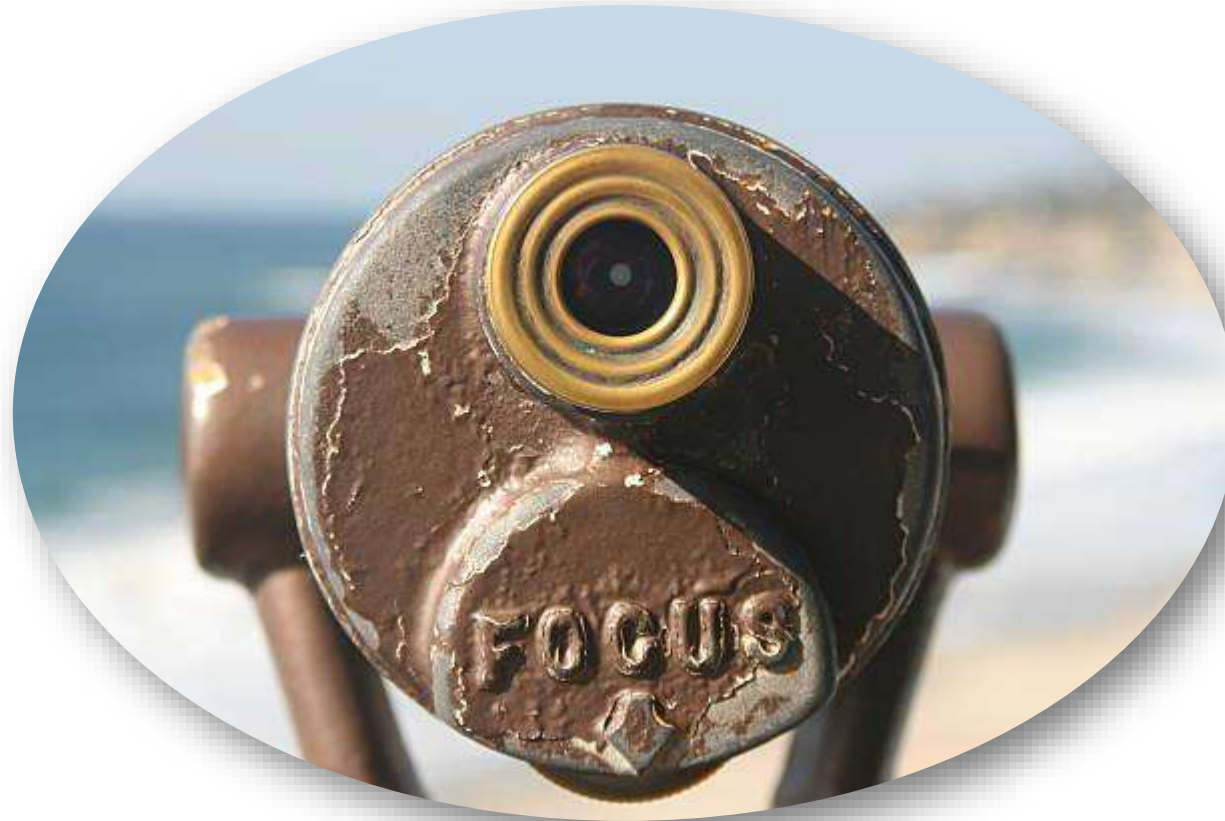
SMEs

TO MAKE INTERNATIONALIZATION
AND INNOVATION PROCESSES
MORE SUSTAINABLE

TO TRAIN HIGHER TECHNICIANS
/ MIDDLE-SKILLED WORKERS

TO ALIGN THEM TO THE REAL
NEEDS OF SMEs

TO FAVOR THE CROSS-BORDER
MOBILITY OF YOUNG PEOPLE



KETs

KETs PROMOTED BY THE
EUROPEAN COMMISSION FOR
GROWTH AND DEVELOPMENT

REPRESENT THE FUNDAMENTAL
BACKGROUND

TO SUPPORT PRODUCT AND
PROCESS INNOVATION

THEY ARE CRUCIAL IN THE
MODERN EDUCATION OF YOUNG
PEOPLE



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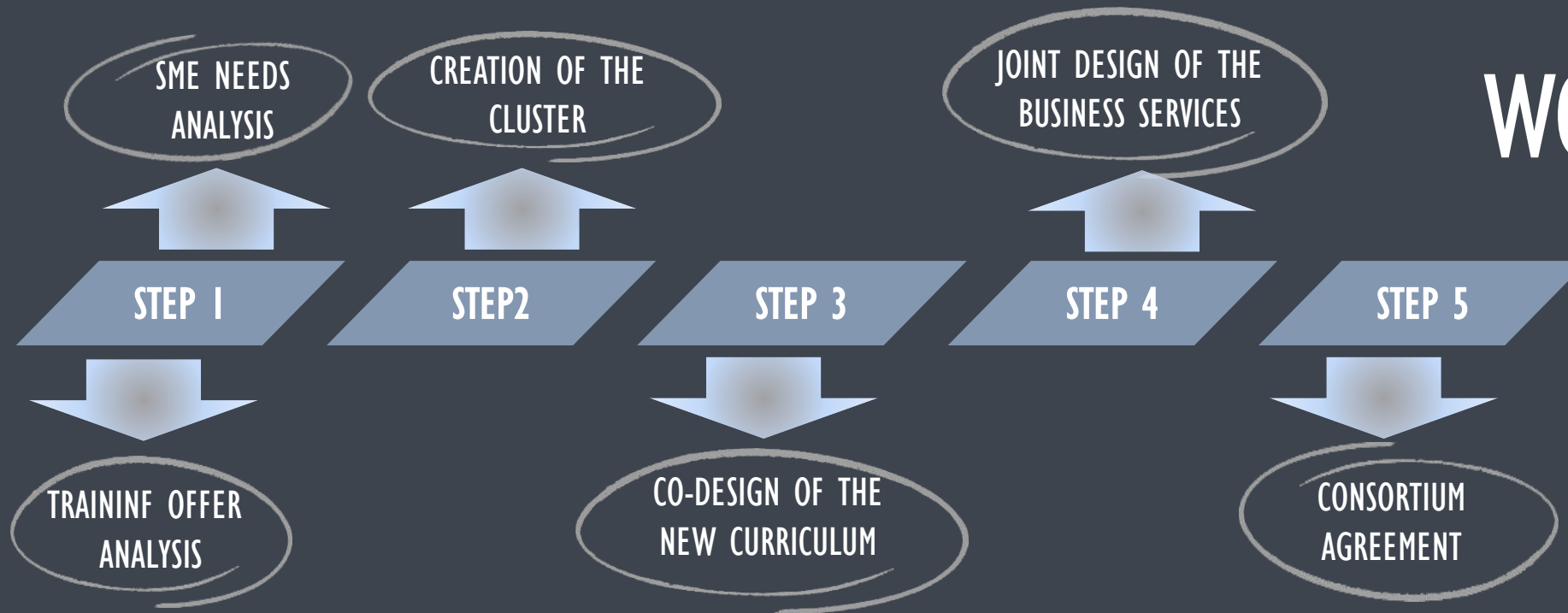


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WORK PLAN



CONSORTIUM

Ministry of Education of Montenegro (Applicant)

Chamber of Economy of Montenegro_P2

Fondazione ITS Antonio Cuccovillo_P3

Chamber of Commerce of Bari_P4

Faculty of Business, "Aleksandër Moisiu" University, Durrës_P5

Chamber of Commerce of Tiranë_P6



ANALYSIS OF THE TRAINING OFFER IN THE 3 COUNTRIES

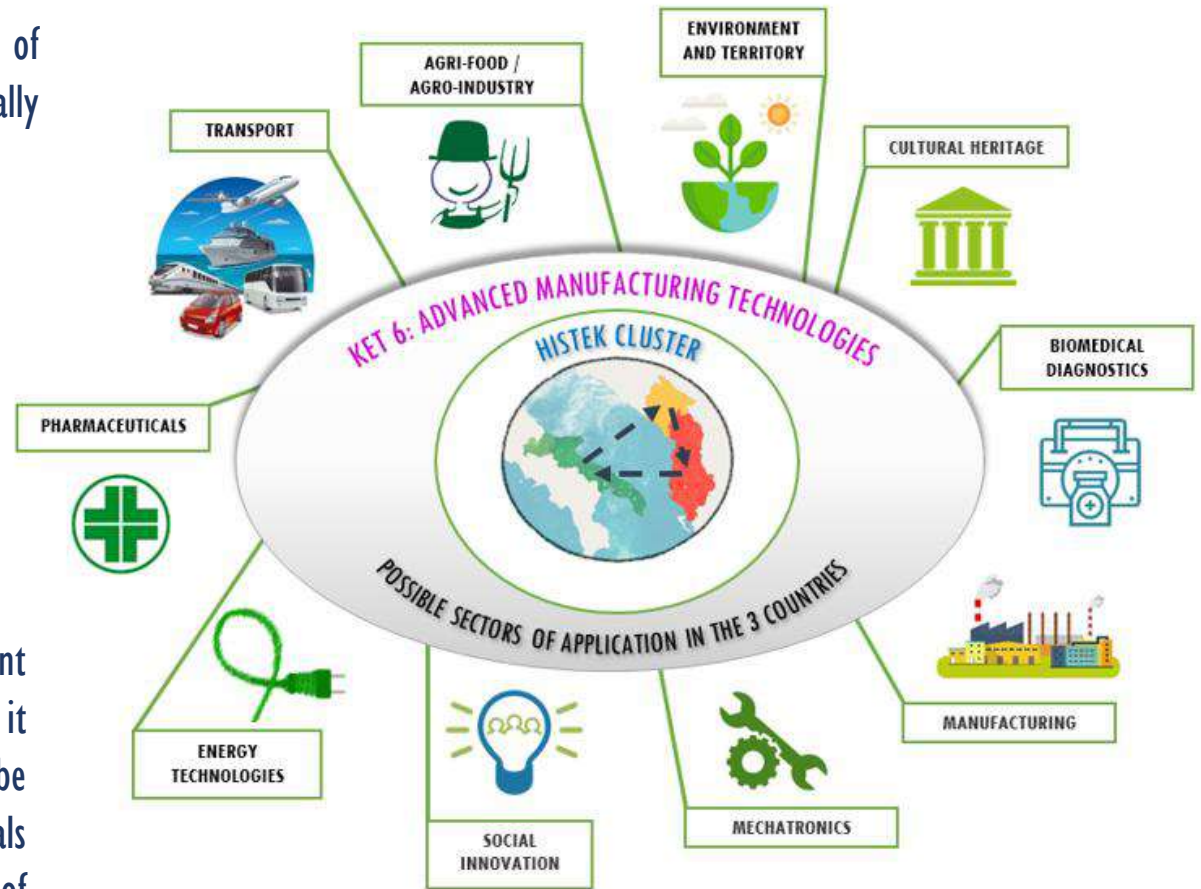
FOCUS ON KEY ENABLING TECHNOLOGIES — KET 6: ADVANCED MANUFACTURING

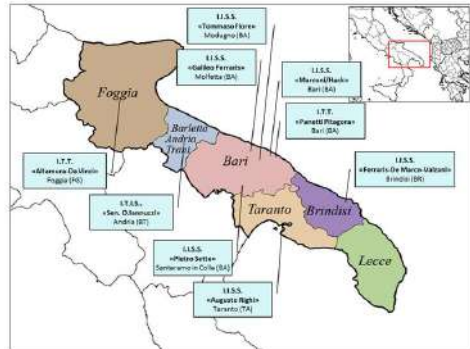
The European Commission has given KETs a strategic role, recognizing them as one of the cornerstones of the technological development strategies of companies, especially SMEs, and identifying six of them:

- KET 1 - MICRO/NANOELECTRONICS
- KET 2 - NANOTECHNOLOGIES
- KET 3 - INDUSTRIAL BIOTECHNOLOGY
- KET 4 - PHOTONICS
- KET 5 - ADVANCED MATERIALS
- KET 6 - ADVANCED MANUFACTURING TECHNOLOGIES**

From a **methodological point of view**, the analysis of the training offer has been pointed out, as initial first pilot action, on **Advanced Manufacturing Technologies (KET 6)**.

The working method adopted (both in the needs analysis and the consequent elaboration of the training path) represents a **further project output**, as it will constitute a **guide** (with procedures and standards) that can subsequently be adopted **to replicate** in the three countries new further Short Cycle proposals focusing on other enabling technologies with impact on different sectors of production and services.





PUGLIA

- 9 High Schools or Upper Secondary Schools (Technological field)
- ITS CUCCOVILLO



ALBANIA

- 10 High Schools or Upper Secondary Schools (ICT and Technological field)



MONTENEGRO

- 48 High Schools or Upper Secondary Schools (Technological field)

TARGET INVOLVED

EDUCATIONAL INSTITUTIONS DATA

CONTEXT:

- **Material resources** (technical-technological equipment and laboratories; classrooms..)
- **Professional resources** (skills possessed by teachers, with specific focus on KETs)
- **Relations with the territory** (existing links between education and business)

TRAINING OFFER:

Transversal skills:

Explored the training offer in the framework of two specific categories of transversal skills:

1. MANAGEMENT AND ENTREPRENEURSHIP
2. QUALITY, RISK & SAFETY

Technical skills:

Explored the training offer in the framework of six specific categories of technical-technological skills at the base of KET 6 (Advanced Production Technologies):

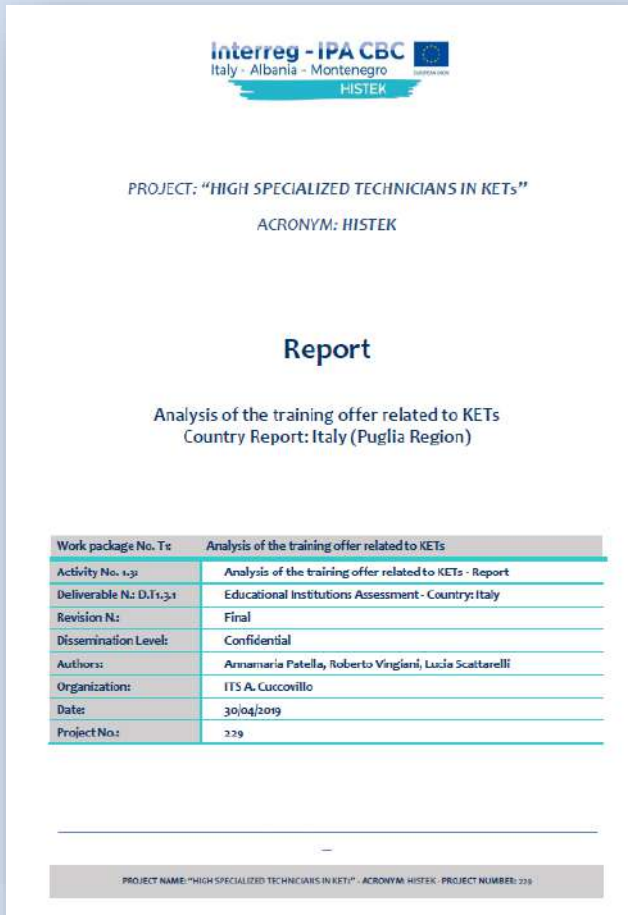
1. PRODUCTION TECHNOLOGIES AND AUTOMATION
2. ICT AND SOFTWARE APPLICATIONS FOR THE AUTOMATION OF PRODUCTION SYSTEMS
3. INNOVATIVE INDUSTRY 4.0 TECHNOLOGIES
4. INNOVATIVE PRODUCTION PROCESSES
5. OPTIMIZATION AND MANAGEMENT TECHNIQUES OF PRODUCTION SYSTEMS
6. ECO-SUSTAINABLE TECHNICAL AND TECHNOLOGICAL SOLUTIONS

GUIDANCE ACTIVITIES:

Analysis of the guidance activities implemented by each Educational Institutions to promote the study of Key Enabling Technologies towards young students.

QUESTIONNAIRE SUBMITTED IN THE 3 COUNTRIES

ANALYSIS OF THE TRAINING OFFER: PUGLIA



PICTURE OF THE EQUIPMENT: a good situation emerged in terms of locations, classrooms, laboratories, PCs.

SKILLS RESOURCES:

- 1) a good coverage situation with regard to the more "traditional" skills such as "Quality, Risk and Safety" "Management of production systems", ICT and automatic systems";
- 2) a situation of limited coverage with regard to the most innovative skills such as e.g. "Innovative process", "Innovative products", "Eco-sustainable technologies".

ITS skills are more concentrated on most innovative skills, thus integrating the set of skills already in the availability of upper secondary schools.

TEACHING METHODS: good coverage declared by upper secondary schools on communication skills, while managerial skills and emotional / intelligence skills need to be better integrated.

COLLABORATIONS WITH COMPANIES: a good situation emerged. Schools and ITS are very active in implementing collaborations education/business.

KEY ENABLING TECHNOLOGIES: competences not fully covered are: "Innovative Production processes" and "Innovative Industry 4.0 technologies", "Eco-sustainable technical and technological solutions", "ICT and software applications for the automation of production systems". Data showed the general improvement of the coverage situation through the 5° level courses (ITS)

GUIDANCE ACTIVITIES: The section on orientation activities showed the remarkable activities carried out in this area that seems to represent an important initial element to activate solid and effective collaborations education/business.



ANALYSIS OF THE TRAINING OFFER: ALBANIA

Technical Assessment of the Training offer in the technological field

UAMD, Albania

Version n. 01

PICTURE OF THE EQUIPMENT: a sufficient situation emerged in terms of locations, classrooms, laboratories, PCs.

SKILLS RESOURCES:

- 1) a good coverage situation with regard to the more "traditional" skills such as "Quality, Risk and Safety" "Management and Entrepreneurship", Innovative production technologies";
- 2) a limited coverage with regard to the most innovative skills such as e.g. "Innovative process", "Industry 4.0" and "Eco-sustainable technologies".

TEACHING METHODS: Excellent coverage declared by high schools on managerial and communication skills while emotional and innovation skills need to be better integrated.

COLLABORATIONS WITH COMPANIES: a very good situation emerged. Schools and SMEs are very collaborative mostly in manufacturing and mobility sectors.

KEY ENABLING TECHNOLOGIES: competences not covered are: "Innovative Production processes", "Innovative Industry 4.0 technologies" and "Eco-sustainable technical and technological solutions". Data showed that 1/3 of the interviewees treat KETs only in the case of projects activated ad hoc on specific enabling technologies.

GUIDANCE ACTIVITIES: For 40% of the interviewees the best way to make KETs more attractive is by intensifying internships and school-work alternation activities in collaboration with companies.

ANALYSIS OF THE TRAINING OFFER: MONTENEGRO

PICTURE OF THE EQUIPMENT: a good situation emerged in terms of locations, classrooms, laboratories, PCs.

SKILLS RESOURCES:

- 1) a good coverage situation with regard to the more "traditional" skills such as "Quality, Risk and Safety", "Management of production systems", ICT and automatic systems ";
- 2) a limited coverage with regard to the most innovative skills such as e.g. "Innovative process", "Industry 4.0" and "Eco-sustainable technologies".

TEACHING METHODS: Montenegro is mostly concentrated on behavioral skills such as "Communication skills" and "Emotional intelligence skills".

COLLABORATIONS WITH COMPANIES: Schools and companies have practically no collaboration. Only 1,7% declared relationships between education and businesses.

KEY ENABLING TECHNOLOGIES: competences not covered are: "Innovative Production processes", "Innovative Industry 4.0 technologies" and "Eco-sustainable technical and technological solutions". Data showed the necessity to have a strategic document used for KETs-oriented qualification development.

GUIDANCE ACTIVITIES: these activities must be defined in a better and more efficient way. In Montenegro, there is a Centre for Informing and Professional Consulting (CIPS), but its activities are insufficiently KETs oriented.



PROJECT: "HIGH SPECIALIZED TECHNICIANS IN KETs"

ACRONYM: HISTEK

Report

Analysis of the training offer related to KETs
Country Report: Montenegro

Work package No. To:	Analysis of the training offer related to KETs
Activity No. 1.3:	Analysis of the training offer related to KETs - Report
Deliverable N.: D.T.1.3-1	Educational Institutions Assessment - Country: Montenegro
Revision N.:	0.1
Dissemination Level:	Confidential
Authors:	Dragiša Damjanović, Dina Tošić
Organization:	Ministry of Education of Montenegro
Date:	30/03/2019
Project No.:	229

PROJECT NAME: "HIGH SPECIALIZED TECHNICIANS IN KETs" - ACRONYM: HISTEK - PROJECT NUMBER: 229



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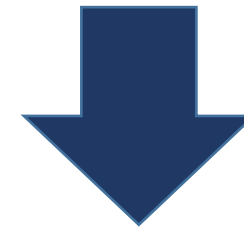
A hand holding a black pen points to a bar chart on a document. The document also features a line graph. The entire scene is overlaid with a semi-transparent blue filter.

ANALYSIS OF THE SMEs NEEDS IN THE 3 COUNTRIES

WHAT SMEs SAID

By the interview of the 75 SMEs, the following opportunities emerged:

- **There is a fertile ground:** aligning the training offer to the real needs of businesses
- **KETs are an opportunity:** companies are increasingly moving towards the area of KET
- **We could increase the knowledge:** A transnational course may offer the possibility of creating a "nursery" of highly specialized technicians
- **We could create new assets:** transversal soft skills as key asset for modern companies



**ASSISTANCE AND MAINTENANCE
JOB PROFILE**



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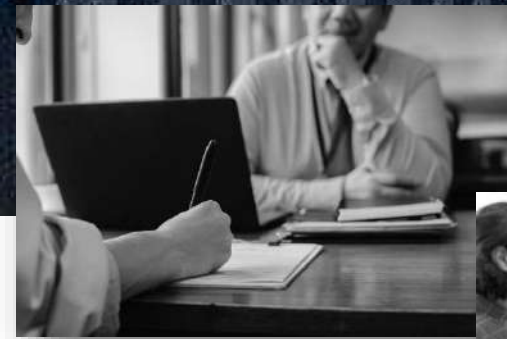


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PILOT ACTIONS:



TOOLKIT FOR SELECTION



GUIDELINES AND TOOLKIT
FOR TRAINING ON THE JOB



THE STRUCTURE OF THE NEW
CURRICULUM



GUIDELINES AND TOOLKIT
FOR MENTORING DURING
INTERSHIPS



CROSS-BORDER CLUSTER



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TOOLKIT I TOOLKIT FOR THE SELECTION OF NEW TECHNICIANS



About this toolkit

INTRODUCTION	PLANNING	PREPARING FOR RECRUITMENT	RECRUITMENT	EVALUATION	POST-SELECTION
ABOUT THIS TOOLKIT	WHERE TO START	MARKETING YOUR ORGANISATION	PREPARING THE SELECTION TOOLS	REPORTING PHASE	WELCOME AND INDUCTION
PEOPLE BEHIND THE PROCESS	WORKFORCE PLAN	ENGAGING EXISTING STAFF IN CB RECRUITMENT	TECHNICAL SKILLS ASSESSMENT	FEEDBACK TO CANDIDATES	
HISTEK CLUSTER CONTEXT	JOB PROFILE OF THE VACANCY	COLLECTING AND SCREENING CVs	SOFT SKILLS ASSESSMENT	WHAT IS YOUR DATA TELLING YOU?	
WORKING AS A SYSTEM	HR STAFF		SELECTION INTERVIEW		

This toolkit includes all the steps required to plan a recruiting process, from a Cross-Border perspective, focused on the specific target of Higher Technicians



TOOLKIT 2 GUIDELINES AND TOOLKIT FOR SME TRAINERS

About this toolkit

PROFILE OF THE TEACHER/TRAINER

THE TEACHER/TRAINER PROFILE

THE TEACHER/TRAINER SKILLS

THEORETICAL LESSONS: PREPARE

OVERVIEW & TIPS

THEORETICAL LESSONS: DO

OVERVIEW & TIPS

THEORETICAL LESSONS: REFLECT

OVERVIEW & TIPS

PRACTICAL LESSONS:

OVERVIEW & TIPS

ANNEXES

FURTHER TIPS

This toolkit is for SME trainers involved in cross-border training processes.

It aims to encourage and enable common standards Education/Business in the training, inside the company, of Higher Technicians, attending CB 5° level EQF pathways.



TOOLKIT 3

GUIDELINES AND TOOLKIT FOR MENTORING CARRIED OUT BY COMPANY STAFF DURING INTERNSHIPS

About this toolkit

INTRODUCTION

ABOUT THIS TOOLKIT

WHAT IS MENTORING

TYPES OF MENTORING

MENTOR'S CURRICULUM
OUTLINE

THE MENTOR'S SKILLS

THE MENTOR'S ROLE

6 STEPS OF THE MENTORING
PROCESS

STEP1. ESTABLISH A SHARED MENTAL
MODEL

STEP2. MENTOR SHOWS TASK AND
MENTEE OBSERVES

STEP3. MENTOR OBSERVES MENTEE AND
MENTEE PERFORMS

STEP4. MENTOR OBSERVES MENTEE
AND GIVES MENTEE FEEDBACK

STEP5. MENTOR AND MENTEE DEBRIEF

STEP6. EVALUATION PROCESS

APPENDIX

FURTHER TIPS



CB GUIDELINES FOR SMEs MENTORS

Tips for establishing and managing an effective relationship mentor/mentee

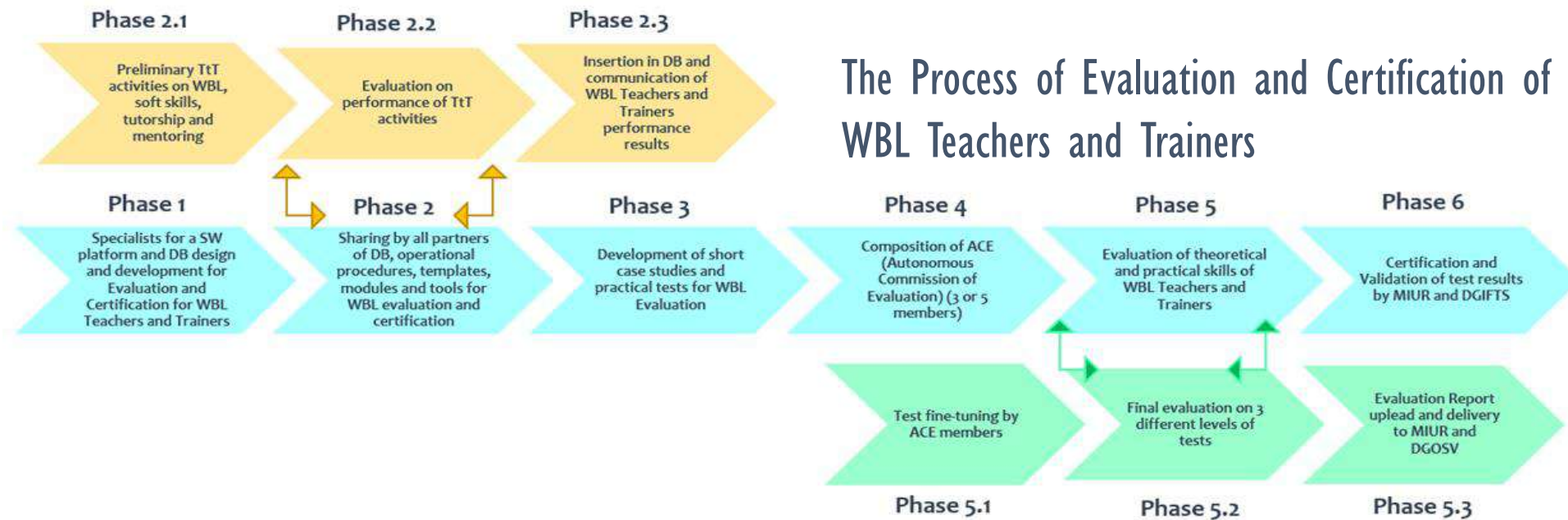
This toolkit is for SME tutors/mentors involved in cross-border internship / apprenticeship processes.

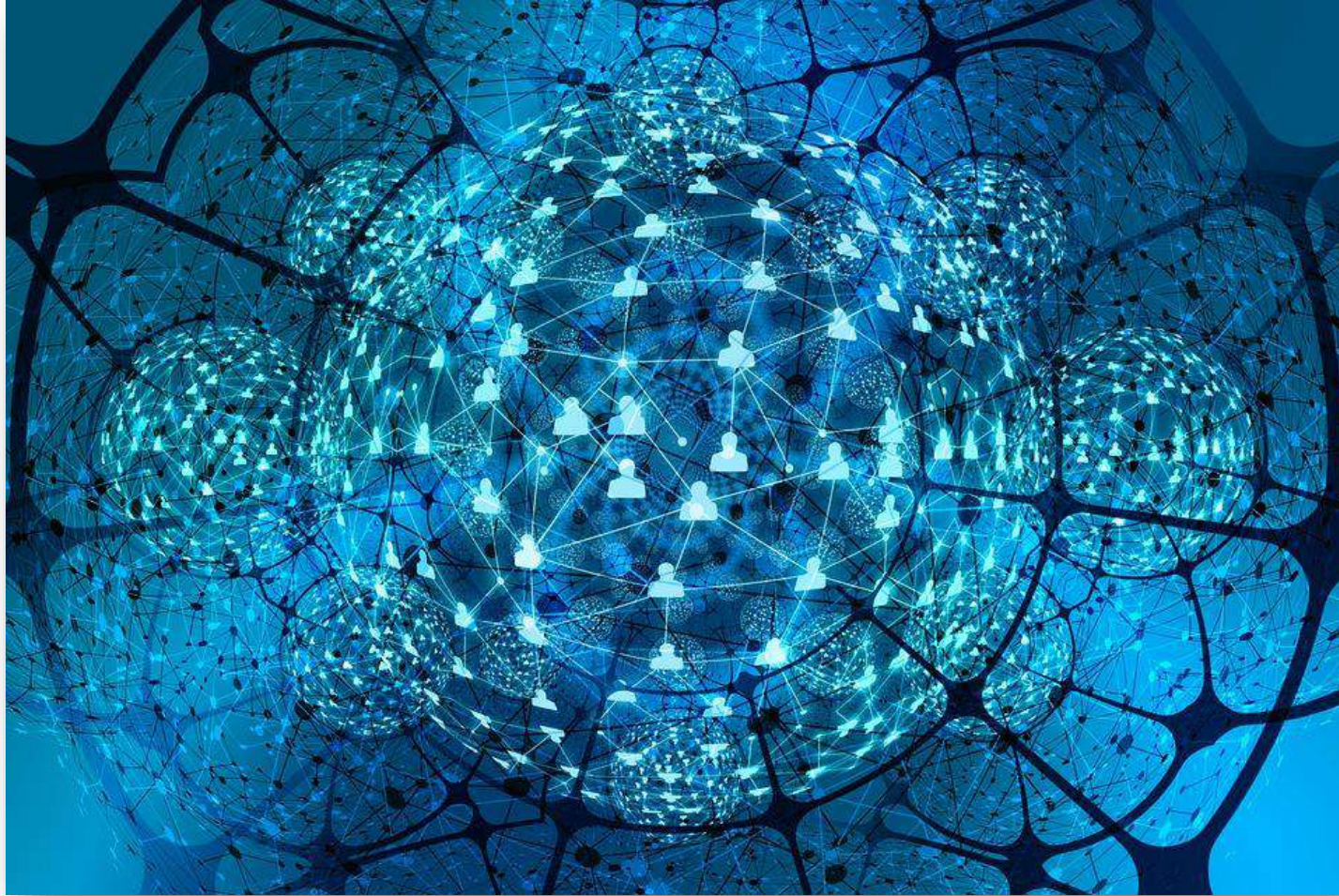
It aims to encourage and enable common standards Education/Business in the tutoring/mentoring, inside the company, of Higher Technicians, attending CB 5° level EQF pathways.



WBL - Work Based Learning

During the project, a comparative analysis at European level of the certification systems of the trainers' skills was carried out and a possible certification path was envisaged with the involvement of the Chambers of Commerce:





PILOT ACTIONS:

THE CLUSTERS



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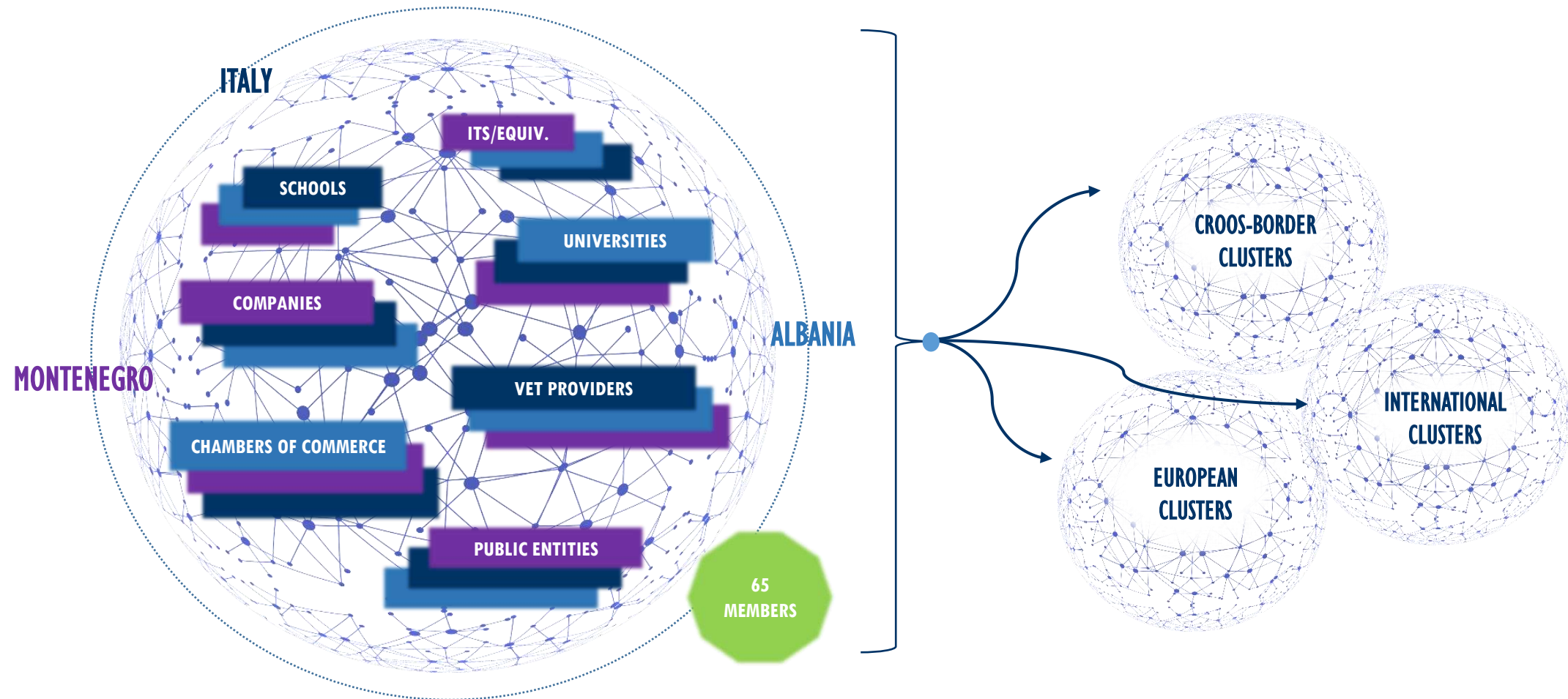


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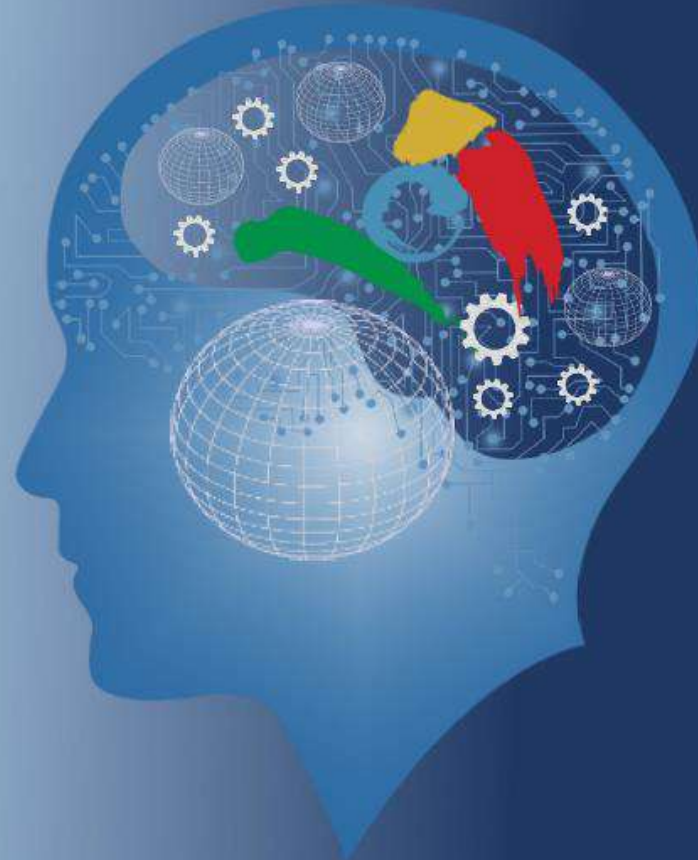


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HISTEK CLUSTER: A cross-border ecosystem for innovation and competitiveness



HISTEK



CB Higher Technician for
4.0 Maintenance

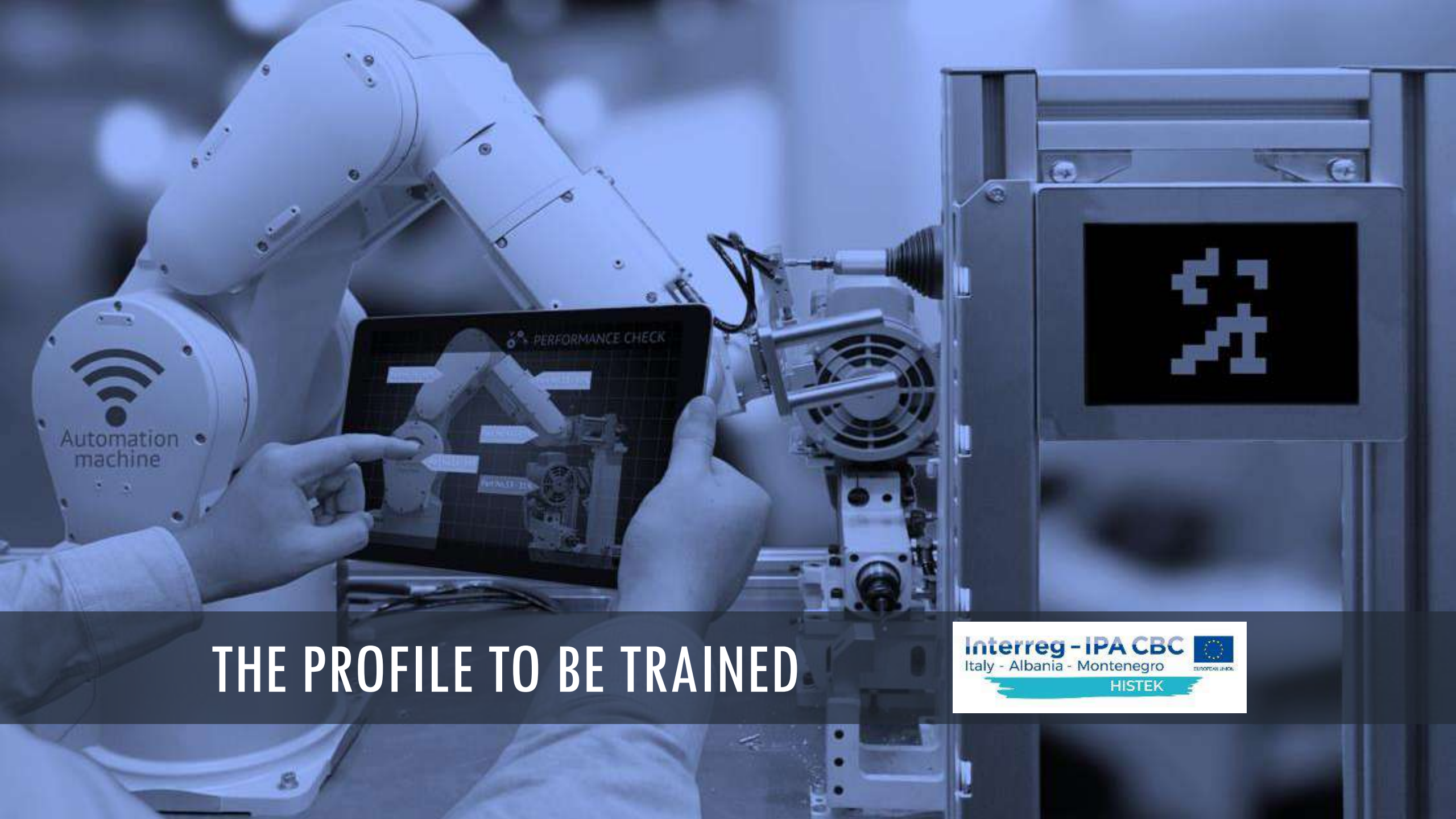
THE STRUCTURE OF THE
NEW CURRICULUM

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THE PROFILE TO BE TRAINED

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CB Higher Technician for 4.0 maintenance

- Performs maintenance on mechatronic systems
- Periodically inspects the state of systems, machines and automations
- Plan the schedule of preventive / predictive maintenance interventions (with I4.0 technologies)
- Ensures that mechatronic equipment is kept in efficient condition
- Guarantees compliance of machinery with safety standards
- Acts immediately in case of breakdowns
- Repair and replace broken or defective components
- Check the functioning and efficiency of the repaired machinery
- Carries out document maintenance activities
- Operates at the Cross Border level

The TASKS

CB Higher Technician for 4.0 maintenance

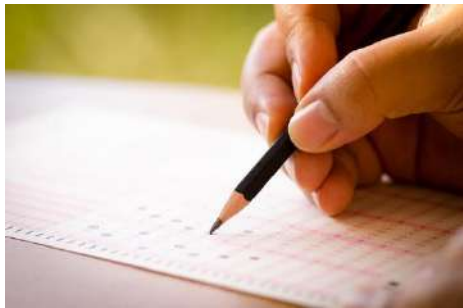
- Knowledge of the functioning of mechatronic systems
- Ability to read the mechanical technical drawing and electrical diagrams
- Manual ability to perform maintenance activities
- Competence in the use of computerized software and maintenance management systems in a 4.0 perspective
- Ability to work independently and as part of a team of technicians
- In-depth knowledge of the 3 country contexts and the entrepreneurial fabric that characterizes them
- Analytical skills and problem solving
- Communication skills
- Reliability and flexibility



THE KEY COMPETENCES

The new curriculum at a glance

Numbers of participants:
25 students
selected in the 3 countries



Training
n. 1.200 hours
29% theory
10% practice
21% laboratory

Itinerant:

- Modules in presence in the country of origin
- Online Modules
- Common modules in presence with transnational steps at training entities of the 3 territories



Total path
n. 2.000 hours
2 years

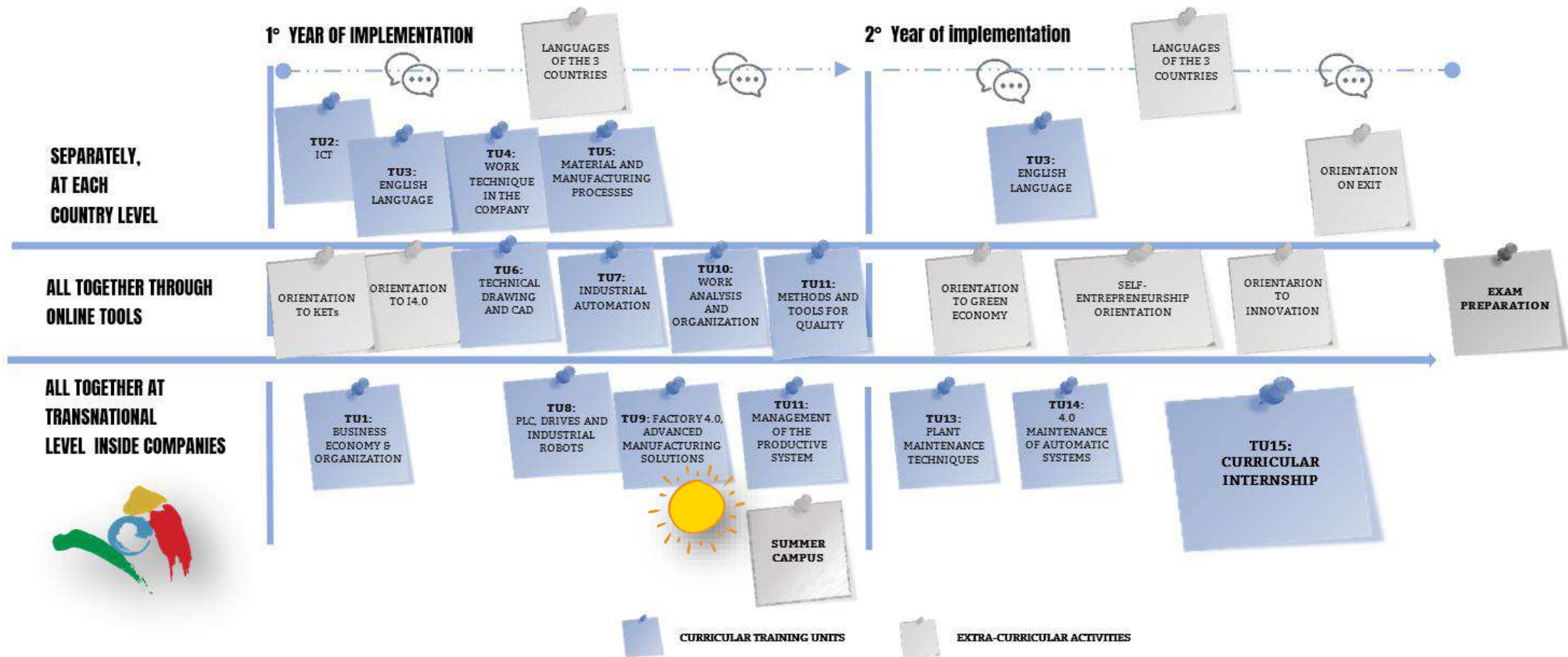
Extra curricular activities
More than 300 hours



Curricular internship
n. 800 hours
40% of the path
Inside SMEs of the 3 countries



The proposal

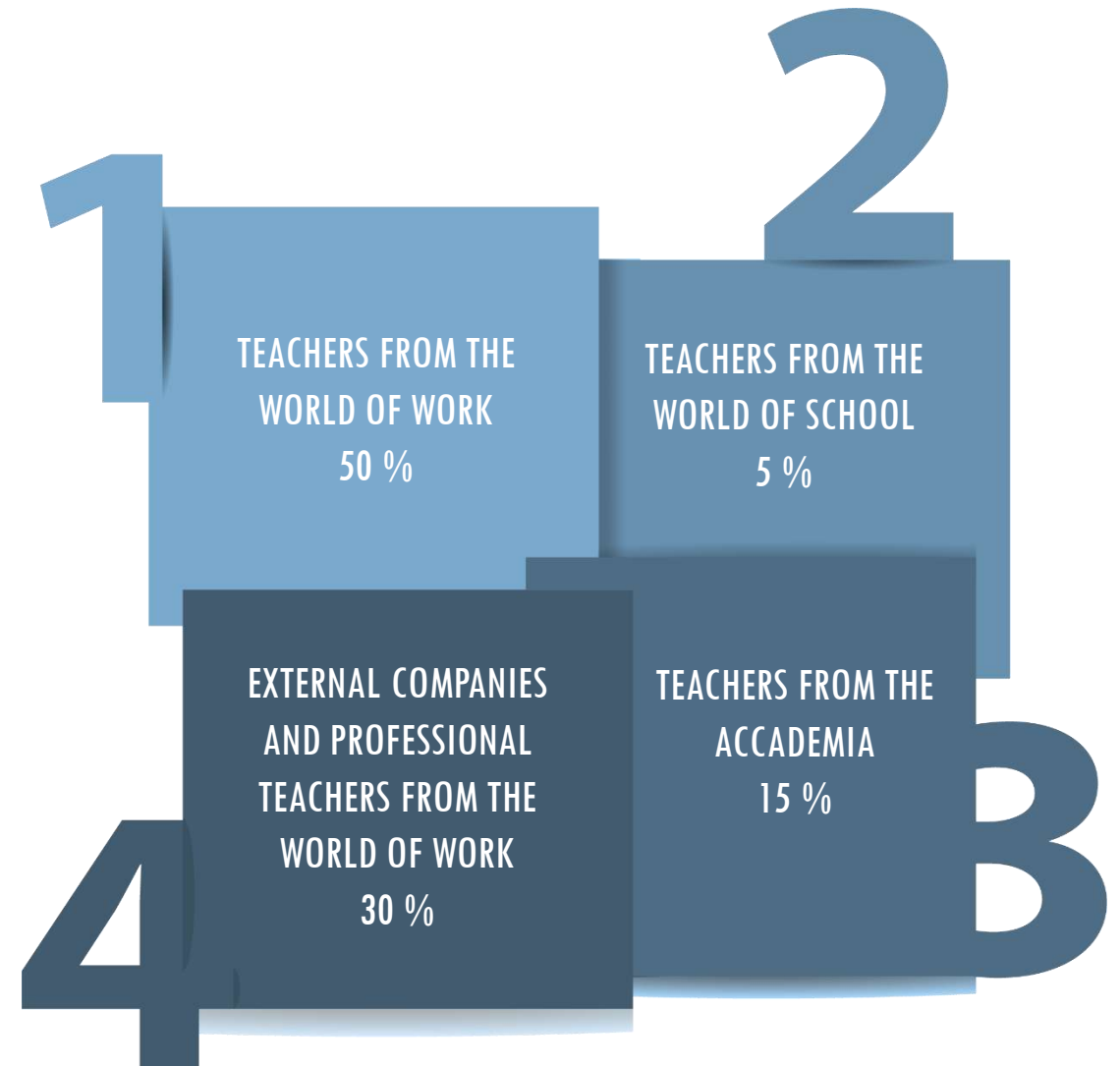


TRAINERS: to whom to entrust the training

The teaching staff will consist of a selected and qualified core faculty, drawing on the best professionals present in the 3 territories.

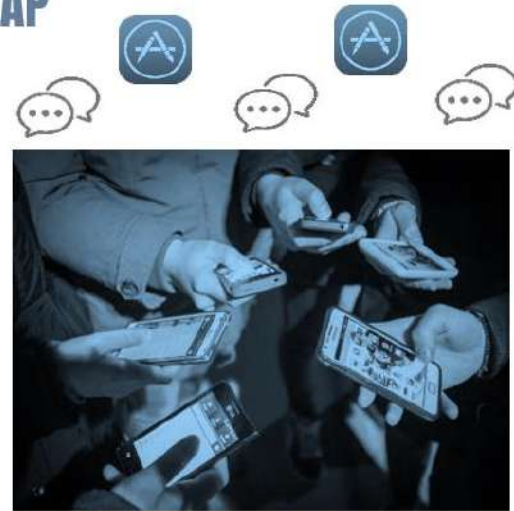
The teaching staff must ensure excellence in the preparation of the students.

The Technical-Scientific Committee of the course, made up of representatives of the 3 countries, will take care to define the criteria for assigning teaching to the 4 categories of subjects who will be involved in the training process.



SUPPORT THE INTERACTION BETWEEN STUDENTS: OVERCOMING THE LINGUISTIC GAP

To plan the study of the English language but also of the 3 languages of the Consortium (Albanian, Italian, Montenegrin) throughout the whole duration of the path



To create a CHAT or a dedicated APP for which the 3 groups of students (8 x each country) can interact with each other to learn the 3 languages. Periodic conversations can be scheduled in each of the 3 languages, with focus on topics of common interest (e.g. music, sports, holidays, work, aspirations, entertainment)

CONTINUOUS MONITORING OF LEARNINGS

Every month

LESSONS LEARNED

Plenary sessions on the most 10 important things they have learned

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COOPERATIVE LEARNING

Final sessions at the end of the Training units in which, in turns, in the 3 languages, students are engaged in self-teaching / sharing activities

VALIDATION AND CERTIFICATION OF SKILLS' SYSTEM

CURRICULAR EXAMS: taken for each Training Unit with written and oral tests

FINAL EXAMINATIONS (MIXED COMMISSION WITH REFERENCES OF THE INSTITUTIONS AND PARTICIPATING COMPANIES)

- a) **a theoretical - practical test:** technical - scientific problem, closely related to the technological and reference area of the training course.
- b) **a written test:** a questionnaire of 30 closed-ended multiple choice questions. In particular, the questions are divided into 5 sections relating to different common thematic areas and characterizing the outgoing profile.
- c) **an oral exam:** discussion of the project work developed during the internship on a specific topic defined by the companies where the internship was carried out. The discussion of the thesis is carried out in part in English and is introduced by the company tutor who followed the student.

EDUCATIONAL CREDITS: 120 TOTAL CREDITS (60 per academic year)

FINAL TITLE: DIPLOMA OF "HIGHER TECHNICIAN", recognized in the 3 countries and accompanied by the supplement "EUROPASS Diploma Supplement"

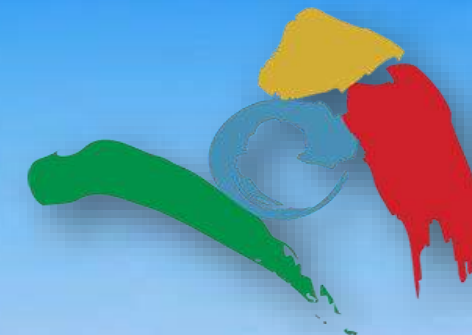


VISION: INTEGRATION

EQF 5

CB HIGHER VOCATIONAL TRAINING SYSTEM

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Interreg IPA
South Adriatic
Enhancing cooperation between
Italy, Albania, Montenegro



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Project website:
histek.italy-albania-montenegro.eu

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