

# **CSCS profile**

**2018**

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## CSCS's Mission

Since its foundation in 1994, CSCS (Centro Studi "Cultura Sviluppo") is committed in establishing bridges across Europe in the field of vocational education and training being contracted in more than 50 transnational research and vocational training projects.

CSCS is strongly committed to promote transnational cooperation as a mean for improving local vocational education and training schemes. Research projects promoted by CSCS aims at ensuring a great impact on local training programmes in terms of innovation, quality, methodologies, educational materials, integration of new technologies into teaching practices.



## General Information / Background

Starting from 1995, CSCS (Centro Studi "Cultura Sviluppo") plays as an European leading not-for-profit organization in the TVET sector, providing subsidiarity services for training and research, labour market improvement and pedagogic innovation, as well as transnational cooperation.

CSCS is located in the hearth of Tuscany, in the north-centre of Italy and is accredited as a TVET (Technical and Vocational Education and Training) center by the Regional Government. At the territorial level, CSCS is engaged in receiving and training every year, several transnational mobility learners, including groups of disadvantaged and in providing assistance to small numbers of migrants that are hosted in CSCS's premises.

CSCS is an official partner of the UNESCO Transdisciplinary Chair on "Human Development and Culture of Peace" of the University of Florence and for the whole national territory, has received in 2014, by the Italian Ministry of Labor and Social Policy, the licence reserved to the not-for-profit organizations, to facilitate the matching process between labour demand and supply.

This activity includes, among other actions, the job placement of disabled people and groups of disadvantaged workers, career guidance and the design and provision of professional training for disadvantaged.

At European level, CSCS has carried out several project experiences in the TVET field and starting from 2009, is officially appointed by the European Commission as a Lead Intermediary Organisation of the Erasmus for Young Entrepreneurs network.

Extending outside of the EU borders dimension, CSCS is the founder and coordinator of skillman.eu, the worldwide network addressed to introduce skills, competences and innovative curricula for the advanced manufacturing sector within the VET pathways, under a model of intervention that includes sustainability and ethical values. The skillman.eu network was started in 2015 and is currently composed by nearly 300 organisations distributed in 48 countries worldwide.

From 2003, CSCS operates under a third-party-certified Quality Management System, currently approved by TUV as the EA37 - Quality Assurance System, ISO Vision 9001 version.

## Skills and expertise

### Giovanni Crisonà - *Manager and Director*

Master's Degree in Education, University of Florence and Skill Assessor certification, Region of Tuscany.

Mr Crisonà is international consultant on capacity building in TVET sector, founder of Centro Studi Cultura Sviluppo and Managing Director of Abuplus International GMBH Germany. He is a "Skill Assessor", certified by Tuscany Region VET Authority and owns a Vocational Degree as a "Technical Director in industrial engineering" and a Master's degree in Education.

As a VET expert, Mr Crisonà worked from 1995 in transnational research and development projects of the EU Commission, the Millennium Challenge Corporation, the ADB, the ITC ILO and for many other local, national and supranational organizations, stakeholders and civil society representatives, staff ministries, agencies and directors of private and public organizations giving advice, trainings, coaching support and speeches and has been responsible of several study visits abroad, bilateral meetings and negotiations.

In the field of TVET in general and in Advanced Manufacturing sector in particular, Mr. Crisonà has negotiated and signed memorandum of understanding and agreements in Europe, Africa and Asia with public bodies, schools, regional authorities and industry leaders like FIAT Automotive, SAS Scandinavian Airlines Systems, Jaguar Land Rover and other leading European organizations.

Mr Crisonà built his capacities conceptualising, designing, programming, implementing, monitoring and evaluating TVET initiatives, actions and communication activities, holding hundreds of multicultural trainings and meetings. He designed competency-based curricula and produced many original online training materials as also leaflets, training guides and didactic movies.

The two public acknowledgments most important he received in training sector regarding the attitude to take ownership of all responsibilities, resource mobilization and honours commitments are:

- First, at regional level, when the Quality Accreditation System for TVET schools in Tuscany Region in Italy was launched by the Regional Government, as far as the qualitative evaluation criteria are concerned, he drove his organization to obtain the approval with the highest average quality score among other 870 TVET private and public institutions. This accreditation has been kept alive from 2003 until today with annual renewing.
- Second, at European level, where the Entrepreneurs Mobility Consortium that he represented has been identified, by the European Commission statistics, among more than 200 other international institutions, as the best performer Lead Intermediary Organisation of the Erasmus for Young Entrepreneurs network, the latest new cross-border business exchange European programme.

Other two significant examples, financed by the EU Commission, of the development of Institutional TVET initiatives in building strategic networks and institutional collaboration are also:

- the 'CB4LLP' Consortium, [capacitybuilding.eu](http://capacitybuilding.eu), funded in 2013 with the aim to facilitate the capacity building processes and involving more than 500 stakeholders
- the Europemobility network, [europemobility.eu](http://europemobility.eu), funded in 2011 and collecting now more than 700 thousands students for mobility exchanges and becoming one of the most important European network in mobility for education at European level.

Most Recent Publications:

- 2016, paper, "Partnerships for effective training to work transitions: a case study of the Skillman Alliance", Springer, Author - ISSN 1570-2081 / DOI 10.1007/s10671-017-9212-4
- 2013, book, "Capacity Building for Lifelong Learning Programme – method – GUIDEBOOK" , CSCS , Author - ISBN 978-88-87156-10-2
- 2006, booklet, "A1 for Jobs – Looking for a Challenge", CSCS, Co-author
- 2004, book, "Pellea - Research and Inventory of present Portfolio use in Education - especially in the IT sector - A Survey Report", CSCS, Co-author - ISBN 88-87156-06-9
- 2003, booklet, "Usò del Computer in Sicurezza" health and safety use of a personal computer, CSCS, Author
- 2003, book, "Officina Giovani – Obbligo Formativo Finalizzato alla Crescita in Apprendimento per Giovani" compulsory training finalized to growing and learning, CSCS, Author

### **Ana Maria Sarateanu - Senior Researcher – Head of R&D Dept, International and EU projects - Project Manager**

Master in European Studies, University of Florence, Italy. Master in Economic Analysis of the Law (part of the PhD School in Law and Economics), University of Siena.

Ms. Sarateanu is an expert in economics, antitrust, regulation, SMEs, internationalisation, business start-up (including business plan creation), innovation, management, economic analysis of the law, comparative law Expert in Policies and politics, EU laws and regulations, International relations, Expert in linguistics – Pools M, Pools CX. She has competences in training and online training. She is an expert in innovation, networks, CSR, community and territory development and in the implementation of Erasmus for Young Entrepreneurs Programme (Project Manager and Co-ordinator of the Entrepreneurs' Mobility Consortium). Experience in funded projects since 2001 (ARDOR, Romania).

She manages EU projects since 2007, such as:

- Erasmus For Young Entrepreneurs <https://www.erasmus-entrepreneurs.eu> and <http://www.erasmus-entrepreneurs.info/>
- Aracne - Training Empowerment Entrepreneurship Project <http://aracne.famylias.org/> (Erasmus Plus)
- Rainova - Regional Approach to Innovation for VET and learning communities <http://rainova.euproject.org/>
- Crebus – Creating A Business in the Digital Age
- Capacity building for LLP <http://capacitybuilding.eu/>
- Pools M and Pools CX <http://languages.dk/>

Most recent publications:

- "Riding the economic downturn: cooperatives in Europe" - Michele Rondinelli and Ana Sarateanu, New York, Routledge, 2012; ISBN 9780415680851
- 2011, General Report, CReBUS – [www.crebus.eu](http://www.crebus.eu)
- 2011, Country Report – Italy, CReBUS – [www.crebus.eu](http://www.crebus.eu)
- 2011, Country Report – Romania, CReBUS – [www.crebus.eu](http://www.crebus.eu)
- "Social Responsibility within the Non- Profit Context: reasons and instruments" - Res Journal, 2/2010, Universitatea de Vest, Timisoara, Romania; pages 29-39

### **Fabio Croci - Bid Writer and Project Manager**

University Graduation in Communication Sciences, University of Siena (2003) and Master in Human Resources Development, University of Pisa (2004). Law studies at the University of Florence (2011).

Fundraiser, Bid Writer and Project Manager for local, national and European projects, Mr. Croci is an expert in public funding, both for public and private bodies, with specific expertise in vocational and educational training, labour policies and social inclusion. He is consultant for Italian and European tenders, both for public and private bodies. Consultant for ISO 9001:2015 in the field of labour policies and training services.

He manages and support EU projects since 2010, such as:

- [Intelligent Furniture](#) (LLP Leonardo 2007-2013)
- [Skillman.eu](#) (Erasmus+ SSA 2014-2020)
- [Novisport](#) (Erasmus+ Sport 2014-2020)
- [Coworkmed](#) (Interreg Med 2014-2020)
- [Prometea](#) (Interreg Marittimo 2014-2020)

## **Tiziana Chiappelli - Senior Researcher**

PhD in Quality of Education (University of Florence) and *Téorie et Pratique du Sens* (Paris VIII). Prof. of Pedagogy by the Dept. of Sciences of Education and Psychology (University of Florence)

Since many years Ms Chiappelli works as researcher, scientific and team coordinator in research and action projects at local, national and international level in EU, North and Sub-Saharan Africa, Middle East and Latin America countries such as, in the last 3 years, at EU and International level

- “Move on. Vocational and Educational counseling” (Erasmus+);
- “E-mel. E-media education laboratory” (Erasmus+);
- “Parti-GEMI - Opening participatory routes: mentoring and building capacity” (EIF);
- “GovDiv. Governing Diversity” (IRSES-Marie Curie);
- “GenderCit. Gender and citizenship” (IRSES-Marie Curie);
- “SpringArab. Social movements and mobilisation typologies in the Arab spring” (IRSES-Marie Curie) financed by the European Union;
- “Easycom. ICT and Education” (Telecom Foundation).

Expert in design, plan, implement and assess education and training paths, also in emergency situations, adopting a gender and intercultural perspective. Most recent publications:

- Chiappelli, T. (2017), “Cooperative learning and intercultural education: an experiment in inclusive methodology for multilingual and multicultural classroom” in XV Congreso Nacional de Educación Comparada. Ciudadanía Mundial y Educación para el Desarrollo. Una mirada internacional. Universidad de Pablo Olavide, Sevilla, Spain, <http://www.upo.es/ocs/index.php/congresoseec2016/congresoseec2016/schedConf/presentations>
- T. CHIAPPELLI, 2017, “Migrant women and participatory processes. Obstacles and social inclusion paths in Italy from a gender perspective”, *Studi Formazione*, 2-2016, pag. 171-207, <http://www.fupress.net/index.php/sf/issue/view/1386#page=172>
- T. CHIAPPELLI, 2017, *Donne, migrazioni e processi partecipativi Ostacoli e prospettive socio-pedagogiche per la costruzione della coesione sociale in ottica di genere*, Pacini, Firenze, (in uscita novembre 2017).
- T. CHIAPPELLI, 2016, “Minoranze” in M. Fiorucci, F. Pinto Minerva, A. Portera (eds.) *Gli alfabeti dell’intercultura*, ETS, Pisa, pp. 425-438.
- T. CHIAPPELLI, 2016, *Imparare assieme per imparare a vivere assieme. Inclusione scolastica e coesione sociale negli scenari 2.0*, Nerbini, Firenze.
- T. CHIAPPELLI, C. MANETTI, A. PONA, 2016, *Verso una scuola plurale. Lingue e linguaggi per l’inclusione scolastica*, Aracne, Roma.

- T. CHIAPPELLI, 2016, “Migrant women in Europe, between exclusion and active participation. A gender perspective in inclusion processes”, in Comparative Cultural Studies: European and Latin American Perspectives n.1/2016, Dimensione pubblica y esfera privada en el espacio transnacional: género, política y acción social entre Europa y América Latina, Florence University Press, Firenze.
- T. CHIAPPELLI, A. AGUILAR EDWARDS, M. R. MANCANELLO, 2016, (eds.) Dimensione pubblica y esfera privada en el espacio transnacional: género, política y acción social entre Europa y América Latina, Comparative Cultural Studies: European and Latin American Perspectives n.2/2016, Florence University Press, Firenze. VOL II. 29
- Recensione a “Contro le donne. Storia del più antico pregiudizio”, di Paolo Ercolani (2016), Marsilio, Venezia, in Comparative Cultural Studies: European and Latin American Perspectives n.2/2016, Florence University Press, Firenze.
- T. CHIAPPELLI con M. GENTILE (a cura di), 2016, Intercultura e inclusione. Metodi e strumenti di facilitazione degli apprendimenti nella scuola di tutti e di ciascuno, Franco Angeli, Milano.
- T. CHIAPPELLI et al., 2016, Move on – Transnational Report: A comparative study into gender, migration and counselling in Europe. IARS, London, UK.

## **Greta Bilanzola - Project and Research Officer**

Master’s Degree in International Relations and European Studies, University of Florence. Bachelor’s Degree in International and Diplomatic Sciences, University of Bologna. Training Course in EU Project Planning: acquired competences in EU project planning and management.

Greta Bilanzola is responsible for mobility initiatives and exchange projects in CSCS since October 2015, building relationship with partners, planning training activities, searching for work placements, developing and implementing accurate management procedures, monitoring schedules and budgets, monitoring and evaluating projects, preparing progressive reports, assessing results and promoting ([www.italymobility.com](http://www.italymobility.com)).

She worked as researcher and assistant, writing final reports and disseminating results for:

- Erasmus for Young Entrepreneurs VII, VIII, and IX
- Aracne – Training Empowerment Entrepreneurship Project <http://aracne.familias.org/> (Erasmus Plus)

## **Other personnel employed continuously**

- Federica Mancini - Content and Social media management
- Nayab Bukhari - ICT management
- Marta Zingarello -administrative assistant
- Francesco Marcianò - logistics and general support

## **Languages spoken in the CSCS’ offices**

- English
- French
- Spanish
- Romanian
- Italian



## Research & Development in TVET and education

CSCS, as a training centre accredited by the Regional Government, provides initial vocational training, continuous training for businesses, vocational guidance and counselling and apprenticeship courses. Within the Quality Accreditation System of TVET schools in Tuscany Region Italy, CSCS obtained the approval with the highest average quality score among other 870 TVET private and public schools.

To date, over 10.000 individuals have been trained by CSCS. Main offices are in Pistoia and training programmes are provided on site and at distance. CSCS delivered accredited and certified training programmes to trainers, individuals, workers, trainees from vocational training system or students for formal and informal education. CSCS implements, in Italy as well as in other European countries, training programmes in many fields as also in ICT.

As one of the main Tuscany players in the provision of apprenticeship courses, CSCS has provided in the past, vocational training programmes in over 30 business fields / profiles. More than 1000 companies have trained their employees and young apprentices with CSCS.

Currently CSCS has been rated, by the European Commission, among more than 200 international institutions, as the most active performer Lead Intermediary Organisation of the Erasmus for Young Entrepreneurs network, the latest new cross-border business exchange European programme.

For the incoming of students to Italy, CSCS has created the Italmobility.com brand to receive in Tuscany around 300 mobility learners per year from all over Europe and outside European borders to accomplish work placements and other numerous groups of stakeholders for study visits.

In learning mobility, CSCS is not only at an Italian level being, as the founder of Europemobility Network (europemobility.eu), one of the leader organization across Europe, active in the provision of internships, language and cultural activities, study visits and also with the implementation of research projects financed by the European Commission.



# Labour market inclusion and social integration of migrants

The migrants2business.eu initiative is based on two pillars:

- a holistic approach model, envisaged to provide migrants with a combined offer of training and regulatory advice, support to build social capital, for access to business funding and provision of company housing and working spaces.
- a cross-horizontal cooperational model designed to improve, through the resource sharing and networking approach, the individual operational capacity of the small and medium-sized organisations that are the common providers of migrant entrepreneurship support measures.

The m2b project aims to develop and test a system which wants to become the reference and the operational model for the large number and most common providers of migrant entrepreneurship support measures. The solution takes inspiration and merges the Evaluation and Analysis of Good Practices in Promoting and Supporting Migrant Entrepreneurship Guide book with some specific experience driven by the m2b members and their partners, such as the Migrants / Minorities Inclusion Strategy Paper and the online entrepreneurship training developed in an Erasmus+ initiative. This initiative has created a training method dedicated to developing entrepreneurship skills of young people, with a special focus on those being migrant or having minority background. The m2b project also harvests the experience achieved during the the Erasmus for Young Entrepreneurs model in which the Entrepreneurs' Mobility team has been successfully involved from the first cycle of the programme ([www.erasmus-entrepreneurs.eu](http://www.erasmus-entrepreneurs.eu)). Four partners of m2b (CSCS, Asset Tec., Dekaplus and Abuplus) are part of Entrepreneurs' Mobility team which is the most successful consortium in the programme, recruiting the highest number of Host and New Entrepreneurs and enabling the second highest match between each other.



The m2b problem analysis has identified and strives to address two main aspects:

1. the relevance to the specific challenges faced by the migrant entrepreneurs to establish and manage their entrepreneurial activities in the receiving countries.
2. the lack of combined solutions offered by the largest number of providers of migrant entrepreneurship support measures

Considering the specific challenges faced by the Migrant Entrepreneurs (ME), the m2b project identifies structural and cultural obstacles that they have to overcome, considering both the aspects as a unique factor related to their capacities. The "structural factors", are obstacles that deal with social and economic conditions like the difficulties deriving from the nature of regulation in the the host country, the possibility to access to finance, to local business networks or to business facilities, the obstacles to get the start-up capital, etc. and the "cultural factors" instead, regard more the difficulties linked to the entrepreneurial and business abilities, like the lack of familiarity that they often have with the functioning of local labour markets and with the local business regulatory frameworks, the differences of the cultural background, the language barrier, etc.

Regarding instead the lack of combined solutions offered to the migrants by the supporting organisations, the m2b team considers that many small but also medium-sized organisations experiment a systemic difficulty to provide a holistic, multidimensional support as this tends to be too resource-intensive for

them. The studies show that the small and medium-sized providers are the most common organisations operating at the local level and are also the more unprepared to give an effective and consistent holistic, multidimensional support to migrant entrepreneurs: these kind of organisations can rarely facilitate the access of migrants to funding and facilities and they often face difficulties also to provide business trainers and regulatory advisers specialised to serve the immigrant population. To address these problems, the m2b initiative develops and pilots an 'ecosystem' model suitable to improve the capacity of providers with a complete set of tools and a cross-horizontal cooperational set of procedures. This solution is replicable for the vast network of small providers and looks to a pan-European systemic dimension making any local level organisation, often modest and also voluntary, able to solve its usual difficulties in releasing such too resource-intensive services.

The m2b model can make any small organisation able to provide a cost-effective multidimensional support to migrant entrepreneurs, thanks to the positive effect of the resource sharing approach promoted by its cross-horizontal cooperational model. In its intentions, the migrants2business.eu approach, being thought to create and pilot a set of tools and a cooperational model suitable even for the smallest local level organisations, doesn't address the common organisational problems faced by the largest organisations that work with a massive investment of resources and that can solve their need to provide such resource-intensive services with their own consistent investments. The m2b project is cost effective by providing a one-stop-shop for migrant entrepreneurs offering extensive range of services and ensuring that they obtain optimal results from the training and mentoring received. The effectiveness of the services provided also measured by to which extend the activities reach and their being synergized and internalized by other stakeholders. For instance, the indicative letters of support collected by many major institutions active in the field of immigrants and entrepreneurship in partnering countries and by migrant communities such as Moldova, Burundi, Turkish migrant communities will raise the effectiveness, prevalence, synergy and internalization of the activities maintained among stakeholders local, national and European level.

# Transnational learning mobility

## IMY - Italmobility.com

Italmobility.com is the CSCS division for learning mobility initiatives. CSCS has the pleasure to host in Tuscany over 300 International mobility trainees every year. In addition to higher and vocational education students, Italmobility implements mobility exchanges for young people with special learning needs.



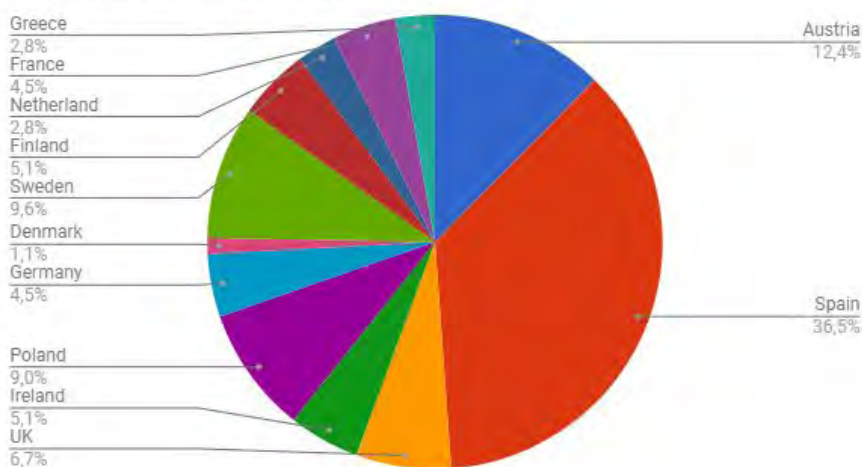
Professionals, educational staff and a wide range of stakeholders come to Tuscany with CSCS for customized study visits, to discover innovative practices, to meet key players and to work together on plans for specific sectors. With the increasing need for highly skilled workers, businesses around the world consistently require technical and vocational education and training, which in turn helps to improve methodologies, evaluation mechanisms and practices. In this ever changing area, IMY Work Placements and IMY Study Visits are the first and winning choice, with a solid track of effective and smooth handling of learning mobility initiatives.

In order to meet this increasing demand for a specialized workforce with continuous learning activities, enterprises have started to use study visit experiences that merge commercial business purposes with learning objectives. CSCS started its IMY learning mobility initiatives in 2005. IMY Study Visits (usually three to five intensive working days) enable participants to experience Tuscany's productive arena, its industrial clusters and its products. According to the needs and objectives of the visit, participants discover the main actors of the production and commercialisation chains. Furthermore IMY Study Visits enable professionals to establish direct and durable partnerships with providers and/or customers.

The main reasons behind the tangible success of IMY method is the combination of business experiences and business contacts with a

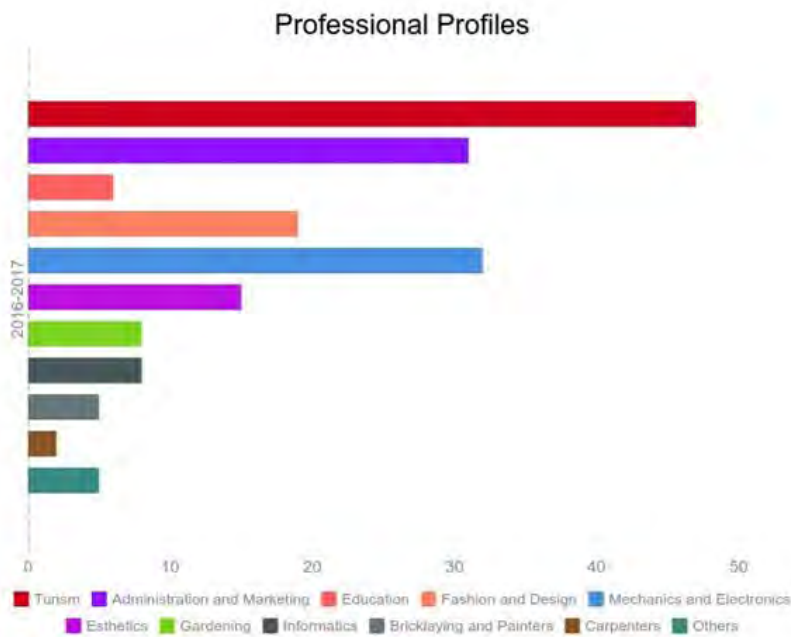
wide range of social events, such as cultural visits and other social interactions that are essentials for durable change, in terms of both personal and professional development. The IMY Work Placements are usually four to twelve weeks providing participants with full immersion in a real work environment, carrying out concrete and agreed tasks within an established work position. The IMY Work Placements are suitable for learners at the end of their studies or for workers who need training in a specific or innovative context, to acquire skills that cannot be learned with traditional instruction methods, in a relatively short period of time and with unbeatable effective results.

From where learners come from:



Due to the impressive results obtained in a timely manner, enterprises are focusing more and more on IMY Mobility Work Placements as opposed to traditional on-site training. With the continuous and changing demands of workforce requirements, a full immersion training experience in a different cultural and organizational work environment has been proven to be more effective than traditional learning settings, as standard instructional processes tend to separate the teaching phase from the application and validation of the knowledge gained. During IMY Work Placements, learners

interact directly with a wide range of peers and co-workers, living a new and full immersion experience and become rapidly productive in their new workplaces. Workers develop curiosity and ambition while striving for success. New inputs and new requirements within a different work environment enable the learners to be more flexible, versatile and creative while acquiring new skills and becoming more productive.



## EUMN - Europemobility Network

The Europemobility Network started in 2008 in partnership with PricewaterhouseCooper NL, to promote learning mobility for vocational training all over Europe and is today a consolidated network of training providers composed by 313 school members, covering 31 EU and not EU Countries, more than 70K Staff, 3K Mobile staff, 700 K Learners and 19K Mobile learners.

The Europemobility network is a right platform to conduct surveys and dissemination of results activities and guarantee high visibility to research activities and dissemination among schools and universities. The Europemobility Network offers to mobility coordinators a unique opportunity to establish cooperation and partnerships with other educational providers, to create synergies and learn from each other. Europemobility Network makes available resources and learning opportunities through Thematic Commissions. These are working groups focused on key aspects of learning mobility such as: Quality; Recognition; Impact; Cooperation Models; Funding Schemes.

Europemobility Network's aim is to raise the quality and quantity of workbased learning abroad and its strength is based on the International Community of Mobility Coordinators, which is open to those involved in learning mobility in Higher Education, Vocational Education and Training and Informal and Non-Formal Education. Europemobility Network regularly promotes awareness raising campaigns, such as the yearly European Video Contest for Learning Mobility.

## Sectoral skills intelligence

### The Skillman.eu under Erasmus+ Sector Skills Alliances 2015-2017

Skillman.eu is a worldwide network based in the EU, addressed to introduce skills, competences and innovative curricula for the advanced manufacturing sector within the VET pathways. It has a large geographical coverage and connects industry and training providers with civil society giving support services that drive growth and effectiveness in the sector.



**SKILL  
MAN**  
Sector Skills Alliance  
for Advanced Manufacturing  
[skillman.eu](http://skillman.eu)

It was launched in 2015 with the European Commission support in the field of education and training and in its specific field of intervention is currently became the largest EU multilateral network combining a solid knowledge of skills needs and training practices with a well organised systemic and sector-related information system.

It was founded by well-known VET providers and industry leaders like Scandinavian Airline Systems, FIAT FCA, Jaguar Land Rover, the Italian National Research Centre, TKNIKA and other organisations and accreditations bodies from various EU countries. Currently it is joined by more than 280 regional, national and international organizations also based outside the EU, including new affiliated industries, notable universities and research centres as well NGOs, public bodies and other umbrella organisations like Cumulus, which jointed recently the skillman.eu initiatives and which represents other additional 250 members, universities, training providers etc, from 54 countries worldwide, and which is currently the only global association to serve design education and research, addressed to the transfer of knowledge and best practices in coherence with the skillman.eu mission.

### The Skillman network today

Skillman.eu is today a Worldwide Network for the emerging skills in Advanced Manufacturing that includes industry, training providers and other representatives of the civil society. All the new technological changes require more advanced technical skills. Employers depend not only on sufficient supply of STEM (Science, Technology, Engineering and Math) graduates, but they need staff that are both technical specialists and have the problem-solving and team-working skills necessary to adapt to rapid technological change. There is a need to introduce appropriate updated curricula in schools/universities and enable appropriate reskilling or upskilling of the workforce to ensure their effectiveness.

Skillman.eu' skills anticipation lifecycle anticipates the skill needs in Advanced Manufacturing implementing a *"systematic, future intelligence-gathering and medium to long-term vision-building process aimed at identifying opportunities and areas of vulnerability to assist present-day decision-making"*. Within these processes, the experts and the stakeholders participants' attention is pointed to a set of specific **skills pillars** that have to be taken into account for the analysis and thus balanced to be properly included, when possible, in the identified policy strategies and in the curricula newly designed or revised. Skillman.eu has identified its set of 'skills pillars' taking a priori inspiration from the EU 2020 strategies, from educational and labour trends,, from other sectoral initiatives, analysis and from the European policies in the fields of education and training and takes also into account the CEDEFOP and the ESCO

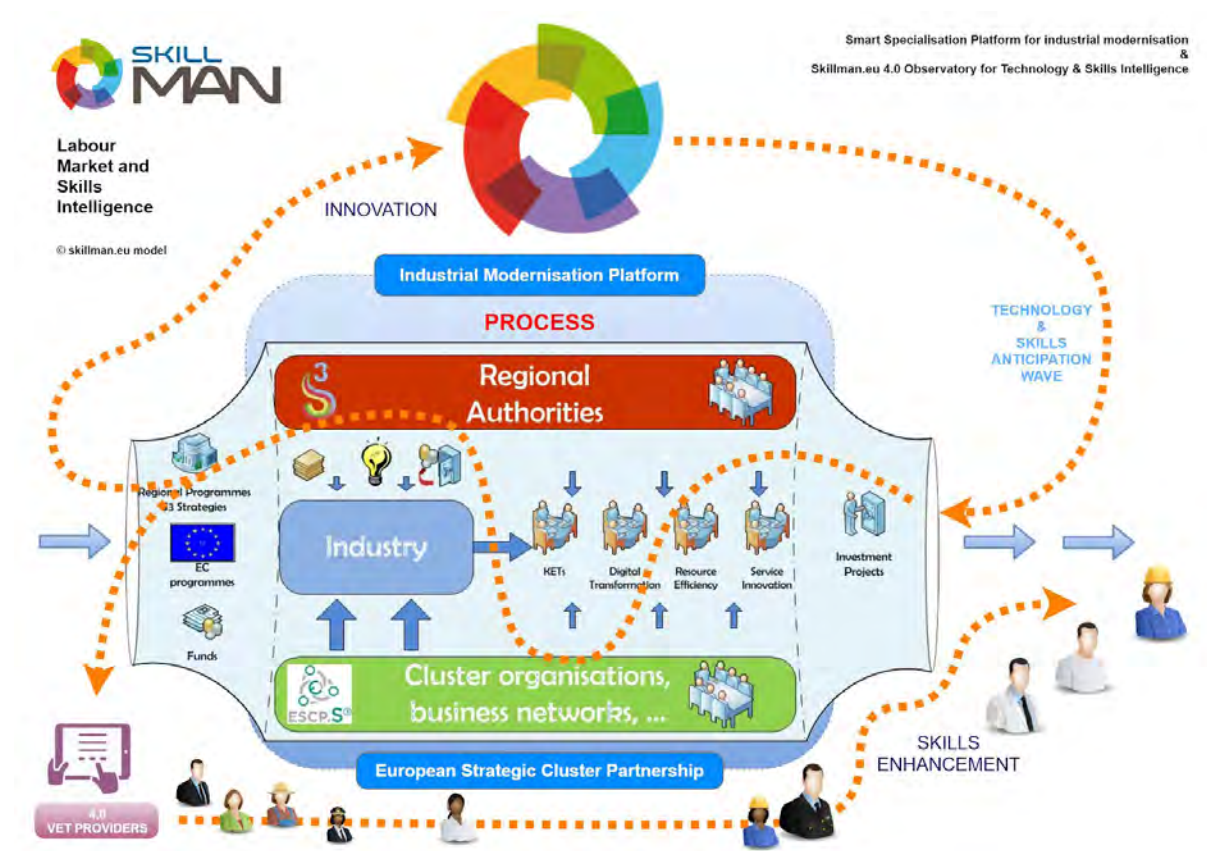
developments in relation to skills needs and professional standards. The skillman.eu's skills pillars are grouped in "critical skills", skills related to "challenges and future trends", "AM skills for KETs", "skills for ICT", "Green skills", "Entrepreneurial skills", and "Ethical Skills".

Skillman.eu has set its Observatory on Advanced Manufacturing Sector aiming to provide the forefront solution for the innovation and improvement of the Skills Intelligence in the sector. The Observatory implements a long-term strategy aimed to:

- build resistant, live, bi-directional interactions with a wide range of different stakeholders
- create a persistent system of cross-relationships for the long-duration of the skillman.eu model
- make a concrete influence in the industry sector and in the VET system addressing policy makers, universities and technical colleges with concrete results

To make possible the more general skillman.eu anticipation lifecycle concept the Observatory implements a circular action, the 'Skills anticipation wave' composed by the following three moments that repeat:

1. provoking a large interest and debate
2. filtering the returning information
3. making the skills anticipation exercise possible



The Observatory is designed in a way that:

- provokes and sources a large debate able to stimulate a relevant interest about the skills anticipation in the sector
- creates the necessary conditions to implement the Technology Foresight exercise and makes possible the sector skills anticipation

To provoke interest and consensus among the sector and skills needed topics, the Observatory makes publications, sign agreements of collaboration, circulates technical documents and position papers, develops the contents for the conferences, the webinars and the workshops and circulates many relevant

information with the participation of the Observatory team members to a significant number of conferences and debates for an effective impact on the final targets.

To make its effect real the Observatory implements various activities and activates differentiated channels addressing diverse areas with the installation of specialised Thematic Commissions.



The Thematic Commissions are responsible for implementing on an on-going basis the animation among the stakeholders and to source their debate involving the VET practitioners, the scientific community, the public authorities, the policy makers, the industry experts etc., focusing their attention and curiosity on the coming technologies and the needed skills and identifying and detecting all the potential sources for circulating information.

The Thematic Commissions are the operational arms of the Observatory and are planned, for the next period, to make concrete effects within the following three areas of specialization:

- 3D Printing, jetting technologies, photopolymerisation, powder bed fusion, material extrusion, directed energy deposition.
- Established Manufacturing industries in transition towards industrial modernisation, e.g. injection moulding, machining, forming and joining
- Creative industries, e.g. industrial and graphic design, software development, 3D publishing.

On annual basis, the Observatory on Additive Manufacturing for the Skills Intelligence publishes:

- The skillman.eu 4.0 Annual Position Paper on education strategies for the AM sector
- The Skillman 4.0 European outlook on AM competences and skills needs

The publications are based on desk researches, existing analysis from research bodies, including National and European Sector Skills Councils, EU Skills Panorama etc. Each Thematic Commission focuses on a specific challenge and detects its existing potential interlocutors to address them with a series of activities for sharing and interaction.

The skillman.eu Observatory is also addressed to exploiting synergy, at national and regional level, rolling-out a concrete cooperation with national and regional authorities and key stakeholders and finding possible interactions and collaborations with sister or complementary initiatives.

In general, the Observatory actively interconnects and coordinates all the skillman.eu actions and results with the existing tools and initiatives for skills development at international national and regional level.

For this process, the value of dialogue is very high and is pursued through the involvement of many different parts that, at the end are pushed to develop new needs of networking, social interaction, mutual collaboration and support in the field of skills intelligence, foresight and curricula design.

In response to change, all relevant actors need the opportunities offered by the skillman.eu Observatory, to sit at the same table translating the strategic dialogue into enhanced government-to-government, government-to-business, and government-to-citizen cooperation and need to support their interactions within a participate mechanism of capacity building and constructions of new knowledge.



# Entrepreneurial learning

## Business support to start-ups

CSCS offers business consulting services to clients in both private and public sectors. We provide client-side advisory and support services, with an eye to internationalisation, innovation, networking, business management and organisational development.

CSCS offers strategic internationalisation services, operating as an international business accelerator and supporting innovation. CSCS is specialized in European internationalisation and offers strategic expertise in the following areas:

- development of new businesses;
- support to networking and to new intercompany business;
- partner search and scouting for cooperation, distribution channels, partners, alliances and collaborative agreements;
- market, policy and regulatory research.

## Incubatore.net

The incubator is the result of a collaboration among CSCS, an intermediary organization of the Erasmus for Young Entrepreneurs Programme, the schools and the social partners of the territory.

For aspirant entrepreneurs CSCS offers a coaching service containing, among others, the following elements:

- brainstorming about the business idea
- learning how to start a business
- discussing techniques to grow your business
- business plan creation and improvement
- increasing productivity and efficiency
- discussing financing and fund-raising
- helping you build strong presentations
- marketing strategies
- co-working spaces



## Erasmus for Young Entrepreneurs

Further to call for proposals launched each year since 2008 by the European Commission, CSCS has always been appointed as a Leader Organisation of the Erasmus for Young Entrepreneurs Programme.

The programme allows cross-border exchanges offering new or aspiring entrepreneurs the chance to learn from experienced entrepreneurs running SMEs in other Participating Countries. The exchange of experience takes place during a stay with the experienced entrepreneur, which helps the new entrepreneur acquire the skills needed to run a small firm. The stay is partially funded by the European Commission and CSCS manages all practical aspects: assessment of profiles, finding a match, preparing an

activity plan and a project offering benefits to both parties, implementing the exchange, paying the young entrepreneurs, monitoring and evaluating the relationship.

**Support for NEs:**

- information about the programme and pre-application interview
- help for the application (including support for the business plan creation)
- assessment of the profile
- help in finding a suitable host entrepreneur
- building of the relationship and help in detecting the best activity programme able to set up a win-win cooperation among the two entrepreneurs involved
- online training
- help with the administrative aspects (contract signature, check of registers of presences, etc.)
- monitoring of the exchange
- final evaluation of the exchange

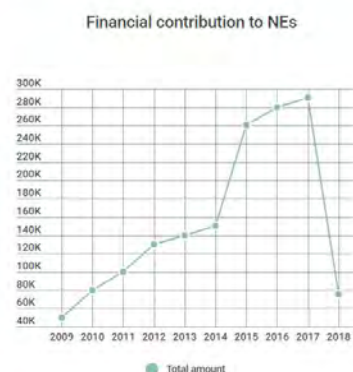
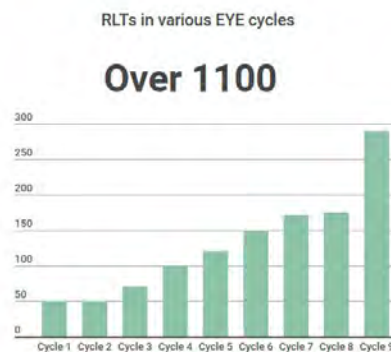
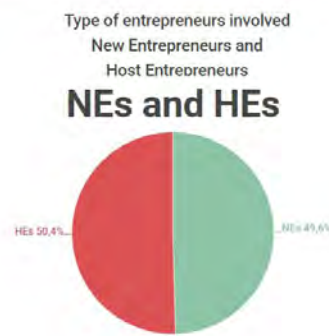
**Support for HEs:**

- information about the programme and pre-application interview
- help for the application
- assessment of the profile
- help in finding a suitable new entrepreneur
- building of the relationship and help in detecting the best activity programme able to set up a win-win cooperation among the two entrepreneurs involved
- help with the administrative aspects (contract signature, compliance with all rules and regulations foreseen by the law etc.)
- monitoring of the exchange
- final evaluation of the exchange

Since 2009 the Entrepreneurs' Mobility consortium led by CSCS facilitated over 1.100 successful business exchanges. CSCS alone facilitated over 200 successful exchanges. Out of these, 114 exchanges involved young entrepreneurs and 112 exchanges involved host entrepreneurs.

**Erasmus for Young Entrepreneurs - Entrepreneurs' Mobility Consortium**

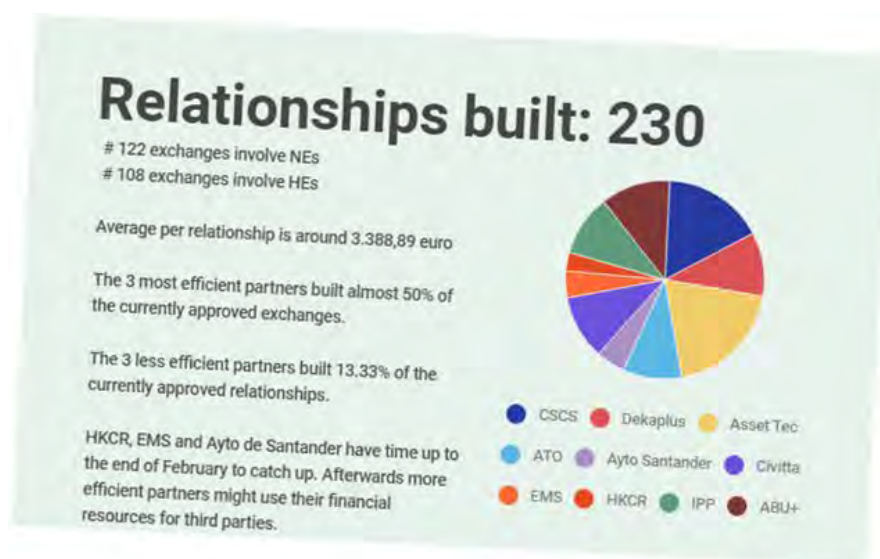
Information, counseling and support <b>6.630 users</b>	Applications' management <b>1.750 users</b>	Approved applications <b>&gt; 1.600 users</b>	Successful exchanges supported <b>&gt; 1.100</b>
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## Follow up services

After the stay abroad of the young Italian entrepreneurs, CSCS built a series of after care services in order to help beneficiaries of the EYE Programme to remain focused on their business idea and allow them to exploit all the skills acquired and the entrepreneurial potential they've accumulated during the experience just done:

- information about potential sources of financing
- last adjustments to the business plan, if needed
- business development action plan
- contact with startup communities:  
cross-pollination of ideas can make your business stronger.  
Incubation programmes, hubs, clusters can help you so much



## Other services for young businesses

While many economic development efforts focus on very early stages, businesses often need help during their 2nd year of activity. The “economic gardening approach” provides technical assistance to companies with 1 to 10 employees during the last semester of the first year and all through the second year of activity with the aim to help companies grow larger and create more jobs.

This can include:

- marketing strategies
- networking
- technology scouting
- increasing productivity and efficiency
- cooperation agreements / intercompany business, networks of companies
- further mentoring by an experienced entrepreneur , etc.

## Capacity Building

CSCS is leader of capacitybuilding.eu network, which is participated by more than 500 capacity builders from all over the globe and mainly distributed in the European territory. Within the capacitybuilding.eu activities, the network has developed a method to valorise EU project outcomes among policy leaders all over the world. The method can be applied and driven under tested procedures.

Currently CSCS is engaged to launch a new initiative among both stakeholders' platforms (europemobility.eu and capacitybuilding.eu) to introduce liquid democracy processes. This is realized with the introduction of a liquid democracy online platform.

This innovative approach to networks member participation can be deployed to spread information not only within CSCS networks but also to involve additional external target groups with participatory activities.

CSCS has a very large and outstanding experience in project managing, exploitation and dissemination and own various open source tools and expertise to drive and support right project management processes, content management organization, project dissemination and marketing.

## Project management

### **Latest open source technology platform for project management**

Based on Only Office, CSCS deployed a cloud solution for project management enables project coordinator and partners to manage documents, projects, team and relations in one place. This online application replaces the use of multiple applications to perform different tasks with a single multi-featured system to organize every step of the project work. Improving project partnership productivity and optimizing efforts for project success. CSCS platform allows users to put together project teams, enter and edit tasks and allocate tasks to individuals. The projects functionality also supports scheduling of milestones, the ability to track tasks and milestones, along with project reporting, across a range of different report types: Problem Tracking Reports, Statistics Reports or Detailed Reports that can be also automatically produced at certain established dates and sent to coordinator and partners.

The community feature is all about bringing teams together and maintaining corporate collaboration through blogs and user forums, where individuals can share different information such as Wiki pages and bookmarks. With the wide range of features offered within the community area, it's possible to roll out an entire project social network. From setting up a poll, sharing interesting articles, and notifying members about an important event. Using the Wiki, its easy to organize a corporate knowledge base and, like any social network, a 'what's new' feed shows the recent activity.

A central repository for files and documents is one of the essential features in a collaborative project management application, and CSCS platform offers a real advantage over some competitors in this area. It's possible to share files between team members, edit online through the included online editor.

## Latest opensource technology platform for survey management

Based on Limesurvey, CSCS deployed a cloud solution to manage any type of data collection necessary for the project realization. The CSCS survey platform is intuitive and very easy to be set, implemented and consulted about the results and has the following characteristics:

- Unlimited number of surveys at the same time
- Unlimited number of questions in a survey
- Unlimited number of participants to a survey
- Multi-lingual surveys
- 28 different question types
- Integration of pictures and movies into a survey
- Possibility to create a printable survey version
- Assessment surveys
- Anonymous and Not-Anonymous survey
- Open and closed group of participant surveys
- Optional public registration for surveys
- Sending of invitations, reminders and tokens by email
- Option for participants to buffer answers to continue survey at a later time
- Enhanced import and export functions to text, CSV, PDF, SPSS, R, queXML and MS Excel format
- Basic statistical and graphical analysis with export facility
- A detailed manual available in several languages

## Latest opensource technology platform for e-learning management

Based on Moodle, one of the most famous and large diffused Learning Management system platform, CSCS deployed a cloud solution to manage all his e learning activities. The platform is a highly flexible virtual learning environment that offers many characteristics within many eLearning standards compliance.

CSCS Learning Management system is characterized by:

- A social constructionist pedagogy (collaboration, activities, critical reflection, etc)
- Suitable for 100% online classes as well as supplementing face-to-face learning
- Simple, lightweight, efficient, compatible, low-tech browser interface
- Course listing shows descriptions for every course on the server, including accessibility to guests.
- Courses can be categorized and searched
- Can support thousands of courses
- Emphasis on strong security throughout. Forms are all checked, data validated, cookies encrypted etc
- Most text entry areas (resources, forum postings etc) can be edited using an embedded WYSIWYG HTML editor

## Innovative storytelling techniques

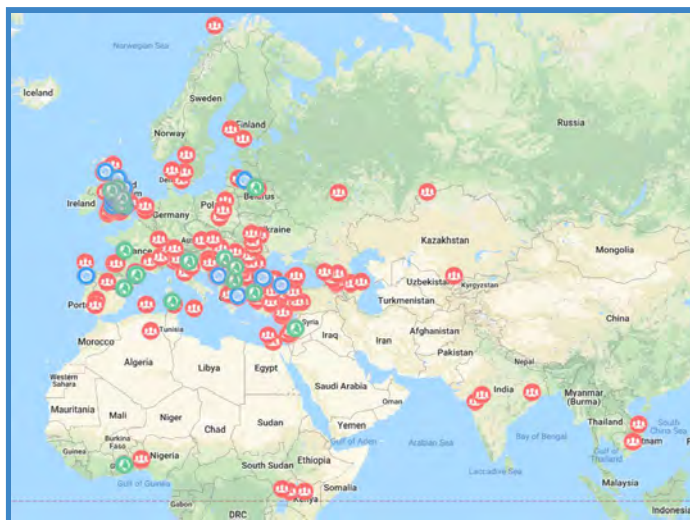
CSCS is engaged in promoting his activities producing very high impact videos with storytelling principles:

- SOS Network project: <https://www.youtube.com/watch?v=7j5lk3Jg8AI>
- CB4LLP project: <https://www.youtube.com/watch?v=oPjxCttESjE>

# Dissemination

## Coordination of vast European and international networks

CSCS is the Founder and Leading Organization of the Skillman.eu network, currently joined by more than 280 regional, national and international organizations also based outside the EU, including new affiliated industries, notable universities and research centres as well NGOs, public bodies and other umbrella organisations like Cumulus, which joined recently the skillman.eu initiatives and which represents other additional 250 members, universities, training providers etc, from 54 countries worldwide, and which is currently the only global association to serve design education and research, addressed to the transfer of knowledge and best practices in coherence with the skillman.eu mission.



Besides, CSCS is the European responsible of Europemobility Network, made of of 260 vocational training providers from 30 European member states who implement annually 16000 transnational exchanges. The community of capacity builders is also a potential receiver for dissemination of EU projects: most of the beneficiaries are stakeholders interested in Erasmus + and other mobility initiatives.

CSCS is implementing various programmes and projects in Europe and in third countries and has a wide network of partners.

Last, but not least, CSCS has a broad network of partner companies in Italy who are active hosts for students, entrepreneurs and learners in general.

## Latest opensource technology platform for mailing

Based on phplist, CSCS deployed it's own cloud solution to manage all mailing processes. The CSCS mailing engine, based on Amazon SMTP service can send up to twenty thousand mails per day from AMAZON servers located in north Ireland and US. This system is great for project newsletters and promotion. It is designed to manage mailing lists with hundreds of thousands of subscribers and is excellent with smaller lists too.

## E-Learning and Publishing

CSCS has developed since 1997 e-learning solutions for Italian and European customers, promoting a blended learning approach which combines and integrate face to face educational sessions with distance learning, managed online via Internet based applications.

CSCS develops custom solutions using Moodle, one of the world leading open source Learning Management Systems (LMS). CSCS staff customizes typical LMS features such as assignment submission, discussion forum, files download, grading, instant messages, online calendars, news and announcement, quiz, questions and wikis.

As a publishing company CSCS is actively involved in developing publications with educational purposes, focusing on research on labour market needs and on didactic tools to supplement and integrate vocational training.

CSCS has developed many both online, multimedia and printed publications.

## Partner Sheet for new calls and project proposals

PIC number	998482305
EuropeAid ID	IT-2018-FLJ-1104113257
Full legal name (National Language)	Centro Studi "Cultura Sviluppo"
Full legal name (Latin characters)	Centro Studi "Cultura Sviluppo"
Acronym	CSCS
National ID (if applicable) – C.F.	90018160474
Address	Via Puccini 80
Country	Italy
Region	Tuscany
Post Code	51100
City	Pistoia
Website	<a href="http://www.cscs.it">www.cscs.it</a>
Email	cscs@cscs.it
Telephone 1	+39 0573 50 444
Telephone 2	+39 391 4245383
Fax	NA
Type of organisation	Not for profit association
Is your organisation a public body?	No
Is your organisation a non-profit?	Yes
Have you received any type of accreditation before submitting this application?	Accreditation type Regione Toscana / education and training (Accreditation reference PT0329)

### Legal Representative

Title	Mr.
Gender	M
First Name	Giovanni
Family Name	Crisonà



Department	Manager
Position	President
Email	giovanni.crisona@cscs.it
Telephone 1	+39 3933342353

#### Contact Person

Title	Ms.
Gender	F
First Name	Ana Maria
Family Name	Sarateanu
Department	Project Management
Position	Project Manager
Email	anna.sarateanu@cscs.it
Telephone 1	+39 3914528353

## Most relevant European projects

### Short summary of our most important projects

Start and end year	Programme or Initiative	Identification number	Contracting organisation	Title of the project / network	Website
2018 - 2019	Erasmus+	2017-1-ES01-KA204-038207	Familias	ARACNE PLUS	<a href="http://aracne.famylas.org/">http://aracne.famylas.org/</a>
2014 - 2017	Erasmus+ - Key Action 2 - Sector Skills Alliances	2014-3278/554465-EPP-1-2014-1-ITEPPKA2-SA	Centro Studi Cultura Sviluppo	Sector Skills Alliance for Advanced Manufacturing in the transport sector	<a href="http://www.skillman.eu">http://www.skillman.eu</a>
2017 - 2019	EIT RAW MATERIALS	Project Number 16168	ISOF - CNR	CARONTE	<a href="https://eitrawmaterials.eu/project/caronte/">https://eitrawmaterials.eu/project/caronte/</a>  <a href="https://eitrawmaterials.eu/course/caronte/">https://eitrawmaterials.eu/course/caronte/</a>
2013 - 2015	GRUNDTVIG	527524-LLP-2012-1-AT-GRUNDTVIG-GMP	Blickpunkt Identität	RES - Resilience - a key skill for education and job	<a href="http://www.resilience-project.eu/">http://www.resilience-project.eu/</a>
2012 - 2014	EU Commission - Key Activity 4 Multilateral Projects	531221-LLP-1-2012-1-IT-KA4-KA4MP	Centro Studi Cultura Sviluppo	Capacity Building for Lifelong Learning	<a href="http://www.capacitybuilding.eu">www.capacitybuilding.eu</a>
2011 - 2014	LLP - Networks	518552-LLP-1-2011-1-IT-LEONARDO-LNW	Centro Studi Cultura Sviluppo	Europemobility Network	<a href="http://www.europemobility.eu">www.europemobility.eu</a>

2009 - 2011	Erasmus for Young Entrepreneu rs' Programme	For each cycle:	Centro Studi Cultura Sviluppo	Erasmus for Young Entrepreneurs - cycles 1 to 8	<a href="http://www.erasmus-entrepreneurs.eu">www.erasmus-entrepreneurs.eu</a>   <a href="http://www.erasmus-entrepreneurs.it">www.erasmus-entrepreneurs.it</a>
2010 - 2012		2016 - 2018 C8-695831			
2011 - 2013		2015 - 2017 C7-653118			
2012 - 2014		2014 - 2016 C6-621843			
2013 - 2015		2013 - 2015 C5-325451			
2014 - 2016		2012 - 2014 L1-321			
2015 - 2017		2011 - 2013 L1-221			
2016 - 2018		2010 - 2012 L1-115			
		2009 - 2011 L1-35			

## More details about the projects

<b>Reference number</b>	731257 - EM IX - COS-EYE-FPA-2016-4-01		
<b>Project / network dates (year started and completed)</b>	01/01/2017 31/12/2022	<b>Programme or initiative</b>	European Commission Directorate General Enterprise and Industry
<b>Title of the project / network</b>	Erasmus for Young Entrepreneurs – framework contract		
<b>Coordinating organisation</b>	Centro Studi Cultura Sviluppo		
<b>Website</b>	<a href="http://www.erasmus-entrepreneurs.eu">www.erasmus-entrepreneurs.eu</a>   <a href="http://www.erasmus-entrepreneurs.it">www.erasmus-entrepreneurs.it</a>		
<b>Password / login if necessary for website</b>			
Please summarise the project/network outputs and describe (a) how the new proposal seeks to build on them and, (b) how ownership / copyright issues are to be dealt with (Recommended limit: 500 characters).			
<p>Erasmus for Young Entrepreneurs is a cross-border exchange programme which gives new or aspiring entrepreneurs the chance to learn from experienced entrepreneurs running small businesses in other European Union countries. The exchange of experience takes place during a stay with the experienced entrepreneur, which helps the new entrepreneur acquire the skills needed to run a small firm. The host entrepreneur benefits from fresh perspectives on his/her business and gets the opportunities to cooperate with foreign partners or learn about new markets. The programme can offer strong added value to businesses via exchange of knowledge and experience, networking opportunities across Europe, new commercial relations or knowledge of foreign markets.</p>			

<b>Reference number</b>	2014-3278/554465-EPP-1-2014-1-ITEPPKA2-SSA		
<b>Project / network dates (year started and completed)</b>	01/01/2015 31/12/2017	<b>Programme or initiative</b>	Erasmus+ - Key Action 2 - Sector Skills Alliances
<b>Title of the project / network</b>	Sector Skills Alliance for Advanced Manufacturing in the transport sector - skillman.eu		
<b>Coordinating organisation</b>	Centro Studi Cultura Sviluppo		
<b>Website</b>	<a href="http://www.skillman.eu">http://www.skillman.eu</a>		
<b>Password / login if necessary for website</b>			
<p>Please summarise the project/network outputs and describe (a) how the new proposal seeks to build on them and, (b) how ownership / copyright issues are to be dealt with (Recommended limit: 500 characters).</p>			
<p>With more than 160 members, Skillman.eu is quickly became the largest EU multilateral network addressed to introduce skills, competences and innovative curricula for the advanced manufacturing sector within the VET pathways.</p> <p>Skillman.eu has designed a relevant set of innovative curricula, tools and resources for education and has also added to his original mission a special attention to the ethic issues launching a large debate among industry, educational institutes and social parts, about the individual responsibility consequent to linking the technological competences to the ethical values.</p> <p>SAM 4.0 proposal wills to upscale the skillman.eu experience and its methodological approach model and results to a largest pan-European stage and to the systemic level.</p>			

<b>Reference number</b>	2014-1-ES01-KA2014-004905		
<b>Project / network dates</b> <i>(year started and completed)</i>	2014/2016	<b>Programme or initiative</b>	Erasmusplus, KA2
<b>Title of the project / network</b>	Aracne		
<b>Coordinating organisation</b>	Familias		
<b>Website</b>	<a href="http://aracne.famylias.org/">http://aracne.famylias.org/</a>		
<b>Password / login if necessary for website</b>			
<i>Please summarise the project/network outcomes and describe (a) how the new proposal seeks to build on them and, (b) how ownership / copyright issues are to be dealt with (limit 500 characters).</i>			

Main objective: To design and validate, based on existing best practices in Europe, an integrated model that combines occupational training, empowerment and the promotion of entrepreneurship among women in situations of labour and social exclusion. The learning model will be built based on real entrepreneurial activities in the field of fabrics and objects customisation.

Other objectives:

- Find and collect existing innovative initiatives in Europe combining occupational training with personal empowerment processes and/or the promotion of entrepreneurship
- Select best practices in this area and compile them into a comprehensive report, highlighting their innovative elements, impact and limitations
- Analyse the feasibility of a specific work activity (customization of fabrics and objects) as a way of supporting a comprehensive process of re-training and labour market reinsertion
- Validate the integrated model of training and creation of new jobs through the systematic application of its main elements, with four representative groups of beneficiaries in four European countries
- Systematize the validated training and empowerment process, and publish the results in a methodological guide to circulate and exploit them in different contexts

**Reference number** 527524-LLP-2012-1-AT-GRUNDTVIG-GMP

**Project / network dates** 2014/2016 **Programme or initiative** GRUNDTVIG  
(year started and completed)

**Title of the project / network** RES – resilience - a key skill for education and job

**Coordinating organisation** Blickpunkt Identität

**Website** <http://www.resilience-project.eu/>

**Password / login if necessary for website**

*Please summarise the project/network outcomes and describe (a) how the new proposal seeks to build on them and, (b) how ownership / copyright issues are to be dealt with (limit 500 characters).*

This new project explores how to help individuals through resilience training to develop their ability to 'bounce back' from life's challenges such as unemployment.

Research shows that people who believe confidently in their abilities are more consistent in overcoming challenges, less susceptible to anxiety disorders and depression and more successful in education and professional life.

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.

**Reference number** 531221-LLP-1-2012-1-IT-KA4-KA4MP

**Project / network dates** 2012/2013  
*(year started and completed)*

**Programme or initiative** EU Commission - Key Activity 4  
Multilateral Projects

**Title of the project / network** Capacity Building for Lifelong Learning

**Coordinating organisation** Centro Studi "Cultura Sviluppo"

**Website** [www.capacitybuilding.eu](http://www.capacitybuilding.eu)

**Password / login if necessary for website**

*Please summarise the project/network outcomes and describe (a) how the new proposal seeks to build on them and, (b) how ownership / copyright issues are to be dealt with (limit 500 characters).*

CSCS have launched in 2013 the main promotional and communication campaign across Europe to support the expansion of Capacity Building based on Lifelong Learning Programme. The approach adopted has been focused on promoting access to and exploitation of the outcomes and tools developed by the over 8-billion-euro investment occurred at European level within the Lifelong Learning Programme.

The three dimensions identified for capacity building are:

- Individual
- Organizational
- Legal framework

Several innovative pilot actions, promoting social, economic or educational development, at local, regional or national level, have been implemented under coordination and technical assistance by CSCS and the partners of the CB4LLP Consortia.

Know-how and methodology to support capacity building processes based on lifelong learning programme resources have been formalized within the Guidebook published.



**Reference number** 518552-LLP-1-2011-1-IT-LEONARDO-LNW

**Project / network dates** 2011-2014  
*(year started and completed)* **Programme or initiative** Multilateral Networks

**Title of the project / network** Europemobility Network

**Coordinating organisation** Centro Studi "Cultura Sviluppo"

**Website** [www.europemobility.eu](http://www.europemobility.eu)

**Password / login if necessary for website**

*Please summarise the project/network outcomes and describe (a) how the new proposal seeks to build on them and, (b) how ownership / copyright issues are to be dealt with (limit 500 characters).*

The geographic scope of this project with its current 260 members from 30 countries inside and outside the European Union, will be strategic to expand the impact of the SSA. Europemobility Network is an open Consortium of organizations from Vocational, Higher, as well as informal and non-formal education, consultancy companies and representatives of the Business world committed to cooperate to raise the quality and the quantity of work placements and learning mobility opportunities in Europe.

**Reference number** C8-695831 / C7-653118 / C6-621843 / C5-325451 / L1-321 / L1-221 / L1-115 / L1-35

**Project / network dates** 2009-2018  
*(year started and completed)* Cycles from 1 to 8 included

**Programme or initiative** Erasmus for Young Entrepreneurs Programme

**Title of the project / network** Entrepreneurs' Mobility

**Coordinating organisation** Centro Studi "Cultura Sviluppo"

**Website** [www.erasmus-entrepreneurs.eu](http://www.erasmus-entrepreneurs.eu)

**Password / login if necessary for website**

*Please summarise the project/network outcomes and describe (a) how the new proposal seeks to build on them and, (b) how ownership / copyright issues are to be dealt with (limit 500 characters).*

EYE is a cross-border exchange programme is based on a tight network on SMEs, Chambers of Commerce which will benefit by the outcomes of the project. Giving to new or aspiring entrepreneurs the chance to learn from experienced entrepreneurs running small businesses in other European Union countries, represents a huge opportunity to spread project results among a wider audience. The programme can offer strong value added to businesses through exchange of knowledge and experience, networking opportunities across Europe, new commercial relations or knowledge of foreign markets.

**Reference number** 511822-LLP-1-2010-1-RO-KA3-KA3MP

**Project / network dates** 2010-2012  
*(year started and completed)*

**Programme or LLP initiative**

**Title of the project / network** CReBUS - Creating a business in the digital age  
*Developing entrepreneurship competencies for young Europeans through eMentorship*

**Coordinating organisation** Centro Studi "Cultura Sviluppo"

**Website**

**Password / login if necessary for website**

*Please summarise the project/network outcomes and describe (a) how the new proposal seeks to build on them and, (b) how ownership / copyright issues are to be dealt with (limit 500 characters).*

According to European Key competencies for LL, one of the most important is entrepreneurship and ICT competencies. CReBUS is blending both of them, for example with eMentorship methodology, which develops the active and passive components: the propensity to bring about innovation oneself, but also the ability to welcome and support innovation brought about by external factors. The main service provided by CSCS concerned the development of methodology for eMentoring in VET, which will be the basis for further development of curricula.

**Reference number** CA/MCA-M/MCC/TVET/CS/42/2009

**Project / network dates** 2010-2012  
*(year started and completed)*

**Programme or initiative** Millennium Challenge Compact

**Title of the project / network** “National Vocational Qualifications Framework, Competency-based Curriculum and National Learning Resources Development in support of demand-driven TVET system in Mongolia”

**Coordinating organisation** Centro Studi “Cultura Sviluppo”

**Website** <http://www.cscs.it/?p=149>

**Password / login if necessary for website**

*Please summarise the project/network outcomes and describe (a) how the new proposal seeks to build on them and, (b) how ownership / copyright issues are to be dealt with (limit 500 characters).*

The project implemented under the Millennium Challenge Compact addressed the primary constraints to economic growth in Mongolia, by establishing a new institutional framework supporting a demand-driven TVET system. It focused on greater labor productivity and the strengthening of training systems to meet the labor market demand in Mongolia’s key industries. The goal was to increase employment and income among unemployed or marginally-employed Mongolians, and thus to contribute to poverty reduction.

**Reference number** 2012-1-FI1-LE005-09261

**Project / network dates** 2012-2014  
*(year started and completed)* **Programme or initiative** LLP-LEO

**Title of the project / network** Perfect Match

**Coordinating organisation** Ikaalinen College of Crafts and Design

**Website** [www.perfectmatch.fi](http://www.perfectmatch.fi)

**Password / login if necessary for website**

*Please summarise the project/network outcomes and describe (a) how the new proposal seeks to build on them and, (b) how ownership / copyright issues are to be dealt with (limit 500 characters).*

The project contributes to the quality and quantity of transnational mobility, concentrating mainly on hosting trainees in enterprises, by developing tools for intermediary organisations to improve significantly the quality of traineeships abroad. Those tools will encourage and help SMEs to receive trainees from abroad, to encourage and help VET schools etc. to become intermediary organisations, to improve the co-operation between all parties of the mobility process. The SSA will point to boost VETs to cooperate more tightly with SMEs, using the tools developed by the project.

**Reference number** 517736-LLP-1-2011-1-DK-LEONARDO-LNW

**Project / network dates** 2011-2014  
*(year started and completed)* **Programme or initiative** LLP-LNW

**Title of the project / network** SOS Network

**Coordinating organisation** Central Denmark EU Office

**Website** [www.sosnetwork.eu](http://www.sosnetwork.eu)

**Password / login if necessary for website**

*Please summarise the project/network outcomes and describe (a) how the new proposal seeks to build on them and, (b) how ownership / copyright issues are to be dealt with (limit 500 characters).*

SOS network aims to contribute to social inclusion of young people with special educational needs and social disadvantages into mainstream VET, labour market and society. It intends to develop and introduce new concepts for approaching the issue of social inclusion and to provide teachers, trainers and others working with these young people in learning or job-related activities with adequate, well-proven and relevant methods and tools. By involving the participation of VET schools, the SSA will help to ensure the transition from education and training into the labor market.

**Reference number**

**Project / network dates** 2012/2014 **Programme or initiative** Leonardo Da Vinci, TOI  
*(year started and completed)*

**Title of the project / network** Pools-CX

**Coordinating organisation** Universitatea din Pitesti, Romania

**Website** <http://www.poolsCX.eu/>

**Password / login if necessary for website**

*Please summarise the project/network outcomes and describe (a) how the new proposal seeks to build on them and, (b) how ownership / copyright issues are to be dealt with (limit 500 characters).*

POOLS CX is a Leonardo supported TOI (Transfer of Innovation) project based on the POOLS project (2005-2007). The project translates and adapts the POOLS project core results: Course Book on CALL (Computer Assisted Language Learning), Course Description, ready to use exemplary CALL units in the three new languages, and DIY (Do It Yourself) videos, with subtitles, that demonstrate how to produce CALL materials.

After adaptation of materials the project consortium produces digital videos (20 for each of the new partner languages). Each video is transcribed and graded to match students according to the Common European Framework of Reference for Languages. These videos, together with the adapted materials, are used for piloting teacher courses on producing CALL materials followed by how to apply such CALL materials in classes.

**Reference number**

**Project / network dates** 2010/2012  
*(year started and completed)*

**Programme or initiative** Leonardo Da Vinci, TOI

**Title of the project / network** Pools-M

**Coordinating organisation** SDE, Denmark

**Website** <http://www.languages.dk/>

**Password / login if necessary for website**

*Please summarise the project/network outcomes and describe (a) how the new proposal seeks to build on them and, (b) how ownership / copyright issues are to be dealt with (limit 500 characters).*

Methods is a TOI (transfer of innovation) project based on the original BP-BLTM and later the Pools-m projects, which selected five communicative language teaching methods suitable for VET teachers and their students, especially those preparing for or in the midst of work placement in other countries. For each method the project developed sets of materials and instructions for exemplary lessons.

To help the training of the less experienced teachers the use of the methods and materials are demonstrated through instructional video recordings of exemplary lessons.

The main outputs to be translated, adapted and transferred during the Methods project period are:

- A video library with subtitled commented recordings of the five methods used in real classes.
- A manual with five method descriptions, instructions and ready to copy and use materials
- An International Work Placement Guide
- This website.

This project will transfer the BP-BLTM and pools-m results to France (Guadeloupe), Malta, and Slovenia by adapting and translating the guide, the methods manuals, the ready to use in classes materials, and the subtitles for the project videos.



**Reference number** 2009-1-FR1-LEO05-07394

**Project / network dates** 2009/2011 **Programme or initiative** Leonardo da Vinci  
(year started and completed)

**Title of the project / network** Manage

**Coordinating organisation** Airelle Limousin, France

**Website**

**Password / login if necessary for website**

*Please summarise the project/network outcomes and describe (a) how the new proposal seeks to build on them and, (b) how ownership / copyright issues are to be dealt with (limit 500 characters).*

Context:

Education and training:

- The economic performance of organizations is insufficiently studied in education programmes, particularly in secondary school, college and vocational training centres.

Students:

- The perception of a firm is not always a very good thing for young people. That lack of attraction is often related to its unknown concrete day-to-day knowledge.
- Ignorance of the business world, as it may be perceived by difficulties to talk and be understood within the company, is an obstacle that influences young people to build a professional project in the firm.

There are often difficulties in :

- Drawing training and entrepreneurial fields closer, within an occupational outlook for young people, shrinking professional and cultural distances among pedagogical programmes and the required needs of firms on one hand, and by students, on the other hand.
- Designing, dominating and developing of pedagogical tools that raise awareness with regard to economic performance of firms for young people who are in a learning situation and preparing for entry into the labour market or even start their own business.

MAIN PRODUCTS

- Training of trainers
- Training for end users
- Validation of the methodology and transference to the different countries
- Technological support platform for training and dissemination

## Our main online resources

- <http://skillman.eu>
- <http://italymobility.com>
- <http://erasmus-entrepreneurs.info>
- <http://capacitybuilding.eu>
- <http://migrants2business.eu>
- <http://europemobility.eu>
- <http://cscs.it>
- <http://incubatore.net>

## Attachments

- Skillman.eu: a Sectoral skills model that includes sustainability and ethical values - Presentation by Giovanni Crisonà
- Skillman factsheet
- Italymobility presentation