



Lifelong Learning Programme

Project co-funded by the European Commission through the Leonardo da Vinci Lifelong Learning Programme within the framework of the multi-lateral transfer of innovation (TOI) projects.

## NEWSLETTER n° 10



### NEWS & EVENTS

- **Cámara de Comercio de Cantabria**

#### **WELCOME & CO Working Session with educational institutions**

Friday, September 26<sup>th</sup> from 10 to 11:30 am



The goal of the session is to promote an exchange of ideas and inform attendees about possibilities of collaboration and support that the Chamber offers to those educational centers in the region interested in participating in the development of projects under the new Erasmus Program + through WELCOME & CO transfer of innovation project.



www



www.unioncameredelveneto.it



www.upr.si



www.berlink.eu



www.cantabria.es



www.cifp.es



The meeting, in collaboration with the Regional Ministry of Education, Culture and Sports of Government of Cantabria, took place on Friday, September 26<sup>th</sup>, from 10 to 11:30 am, at the Chamber of Commerce (Square Velarde, 5, Santander). It is aimed at teachers and management teams of vocational training centers in Cantabria, as well as staff from other institutions in the sectors of education and training.

Through WELCOME & CO project, Chamber of Commerce of Cantabria offers support and consultancy services to participate in the Erasmus + Program calls:

- Proposals drafting and project development.
- Mediation in finding project partners and training hosting organisations.
- Networking tools that will allow access to European SMEs as well as to other educational centers.
- Access to contact with intermediary organisations to ensure quality training placements to young people.

PowerPoint presentations from the workshop are available at the following link:

<http://www.welcomesmobility.com/events.php>

**Workshop "Dual vocational training: Training for company tutors", certified by the Ministry of Education, Culture and Sports of the Government of Cantabria and the Chamber of Commerce of Cantabria.**

Held on September 24 from 16:30 to 18:00 h

The workshop main goal is to help tutors to understand the development of the Dual Vocational Training in Cantabria and its integration into the education system and to improve their skills in performing the work of tutor.

Contents of the classroom session (1.5 hours)

1. Course introduction: purpose and objectives.
2. The dual vocational training: what it is, what are its advantages.
3. The dual training in Cantabria.
4. How will work with the on-line platform.
5. Doubts and questions.

The on-line course development, which has an estimated duration of 10 hours, including:

Background document: Dual Vocational Training

1. Main concepts: The dual vocational training. Motivation and learning of young people. Communication. Key training tool. The role of the company tutor.
2. Planning: The workplace and the marketplace. The company as an organisation. The workplace and the program. Standards, opportunities and tutor.
3. The interview: The physical environment and hosting protocol in the company. Questions and nonverbal communication. Development of the interview. Commitments and closing.
4. Implementation: Monitoring. Motivation and adjustments. Student learning. Conflicts management.
5. Evaluation: The reasons and tools. The technical capabilities. Technical skills. Attitudes.

Registration: Cost funded by the Ministry of Education, Culture and Sports of Government of Cantabria



- **Unioncamere del Veneto – Eurosportello Veneto**

**Workshop “Marketing per Start-up”.**

**8th October - Verona Innovazione – Corso Porta Nuova 96, Verona**

The workshop envisages a strong interaction among the aspiring entrepreneurs with a mutual exchange of experiences and case studies, designed to build a marketing plan for a start-up.

Contents: - How to make a low-cost market research - How to win and defend a market niche - How to start your own business with a limited budget: business ideas from zero to € 10,000.

Edited by: Nereo Lanzoni - Consultant in Marketing and business planning

The initiative is funded by the Regional Program for the Promotion of Youth and Female Entrepreneurship 2013-2014,

Places are limited, participation is free.

See more at: <http://www.veronainnovazione.it/servizi/formazione-and-corsi/courses/1414#sthash.y1PnFOkZ.dpuf>

**"Promotion of Female and Youth Entrepreneurship in Veneto 2013-2014" – Open Day**

**7th October – Hotel Novotel, Mestre (Ve).**

Venezi@Opportunità, within the Regional Programme “ Promotion of Female and Youth Entrepreneurship in Veneto 2013-2014” presents the 2nd edition of 'OPEN DAY ENTREPRENEURSHIP WOMEN aND yOUTH, a day of seminars, workshops and free assistance targeted to entrepreneurs, young people and women and to those who already have a firm set up by no more than 5 years. You can subscribe to one or more meetings (free of charge) by October 2, from the website of the Special.

The Open day will be held at Hotel Novotel in Mestre, on Tuesday, October 7, from 9:00 to 18:00,

Venezi@Opportunità - Servizio Nuova Impresa Via Banchina Molini 8  
Tel. 0418106599 Fax 041/8106550 – E-mail: [servizionuovaimpresa@ve.camcom.it](mailto:servizionuovaimpresa@ve.camcom.it)

Online registration: [www.veneziaoportunita.it](http://www.veneziaoportunita.it) - GRUPPO CORSI



- **Cornwall College**  
**Pendennis' Apprentices Graduate**  
23 Sep 2014



Last week a further 14 young people graduated from Pendennis' award-winning Apprenticeship Scheme.

The scheme is one of the most popular in the South-West, seeing over 150 applicants for 12 spaces each year, with a new intake having recently started the course. During their first year apprentices spend time studying at Cornwall College to gain NVQs in relevant areas. Alongside this they visit each department at Pendennis to gain insight into all aspects of the business. Each apprentice then selects their speciality area, such as fabrication, engineering, electrical, or joinery and commences on-the-job training mentored by some of Pendennis' most experienced staff. Over the history of the scheme over 160 apprentices have completed the course, and now over a third of today's current workforce consists of young people currently undergoing or having completed the course. <http://www.cornwall.ac.uk/news/pendennis%E2%80%99-apprentices-graduate>



## **Eden Project's biggest ever apprenticeship scheme launches**

19 Sep 2014



The Eden Project has launched its biggest ever apprenticeship scheme in partnership with The Cornwall College Group.

Sir Tim Smit, co-founder of the Eden Project, and Raoul Humphreys, deputy CEO of The Cornwall College Group, welcomed the first group of apprentices to Eden. Invited guests sampled a tasting menu of Mediterranean Terrace food prepared by the apprentices.

Sir Tim said: "Tonight is an evening of celebration and it couldn't be possible without our good friends and partners at Cornwall College.

"Young people are very often taught things away from the cutting edge of employment so we thought why not turn Eden inside out, where every job that we do here can be shadowed and taught? I'm really excited about where we are at the moment."

Raoul said: "This partnership is unique and offers opportunities for people to come and work in some of the best environments in the world, earning money while they're studying.

"Eden and Cornwall College absolutely share the same ethos. At the end of the day, it is all about a passionate belief that learning can help people to shape their own world and take control of their own decisions."

<http://www.cornwall.ac.uk/news/eden-project%E2%80%99s-biggest-ever-apprenticeship-scheme-launches>



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