



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°1



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Cámara
Cantabria

www.camaracantabria.com

Delocalizzato Veneto
europortello
del veneto

www.unioncameredelveneto.it



www.upr.si

CORNWALL
COLLEGE

www.cornwall.ac.uk

BERLINK
BERLIN EXPERIENCE

www.berlink.eu

GOBIERNO
de
CANTABRIA
COMUNIDAD DE EDUCACIÓN,
CULTURA Y DEPORTE

www.cantabria.es

CIF
CONSEJO REGULADOR DE
LA EDUCACIÓN CONTINUA

www.cif.es



FOCUS

Cornwall College - www.cornwall.ac.uk :

Unlocking Potential adopts a flexible and dynamic approach to help people develop and businesses grow by:

1. Developing Business: we help businesses to plan, progress and prosper.
2. Finding Talent: we help talented people find great companies to work for.
3. Making Connections: we help arrange events and networks to enrich and inspire.

The initiative is funded by European Regional Development Fund (ERDF) and European Social Fund (ESF) and is managed by Plymouth University and Cornwall College.

http://www2.cornwall.ac.uk/ucp/index.php?page=_Home

Follow Unlocking Potential on Twitter: @UP_Cornwall

WELCOME & CO PARTERSHIP

The following institutions are involved in WELCOME 6 CO:

Camara Cantabria - <http://www.camaracantabria.com/>

Unioncamere del Veneto - Eurosportello Veneto -
<http://www.eurosportelloveneto.it/EicHome.asp>

Erasmus for Young Entrepreneurs Programme

<http://eurosportelloveneto.it/news/newszoom.asp?id=12992>

What is it?:

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 Participating Countries.

Eurosportello - Unioncamere del Veneto

Via delle Industrie, 19/d – 30175 Venezia

Tel. +39 041 099 9411

Fax +39 041 099 9401

Further information on the programme website: www.erasmus-entrepreneurs.eu



University of Primorska - <http://www.zrs.upr.si/>:

Open Eye 5, Erasmus for young entrepreneurs

<http://www.zrs.upr.si/sl/Infrastrukturne+enote/Center+za+sodelovanje+z+gospodarstvom/Projekti/id/1062/title/OPEN+EYE+5>

What it is:

The goal of the programme is for young people to get entrepreneurial skills and knowledge from experienced entrepreneurs to be later on able to successfully lead their own company. The condition for young people to join the program is not the establishment of a company, but just a preliminary preparation of a business plan.

Univerza na Primorskem
Znanstveno-**raziskovalno središče**
Center za sodelovanje z gospodarstvom
Garibaldijska 18, 6000 Koper, Slovenija
Tel. +386 (0)5 66 37 780
Fax +386 (0)5 66 37 782

Cornwall College - www.cornwall.ac.uk :

Unlocking Potential adopts a flexible and dynamic approach to help people develop and businesses grow by:

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BERLINK - <http://www.berlink.eu/>:

Berlink ETN GmbH is a German company concerned with the development of international mobility projects within the LLP, specially Leonardo da Vinci and Erasmus.

As hosting organisation, we receive participants coming from all over Europe and we organize for them work placements in different vocational areas. **BERLINK** also organizes professional visits, seminars and socio-cultural programmes.

Berlin has become in the last years one of the most exciting cities in the Europe, and is the ideal destination for a fruitful training and life experience.

BERLINK is part of "ETN Group" with companies in Italy (Rimini), Spain (Valencia), Bulgaria (Sofia) and UK (Portsmouth).

Consejería de Educación, Cultura Y Deporte de Cantabria
<http://www.cantabria.es>

NEWS

Unlocking Potential celebrates its tenth year.

Before re-launching as Unlocking Potential in June 2013, Unlocking Cornish Potential has supported more than 1000 graduates and 800 businesses in Cornwall and the Isles of Scilly.

Allyson Glover, Programme Director, has been a driving force in Unlocking Potential since it was launched in 2004. She said, "In April we will have supported graduates in Cornwall for ten years and created more than 1000 jobs. Naturally, we are still in touch with many of the graduates, yet we also know that many have further developed their careers in and out of the county and we also know a good number of them have gone on to set up and grow their own businesses; some are even running those businesses they started with!"

http://www2.cornwall.ac.uk/ucp/index.php?page= News&subpage= UCP_News&news=ucp&title= UCP_News&pagetype=list

10,000 apprentices, 10,000 careers through Cornwall College

Cornwall College Group helped over 10,000 people into apprenticeships in the last ten years. The official figure was released at the start of National Apprenticeship Week, which ran between the 3rd and the 7th of March.

Kim Conchie, Chief Executive of Cornwall Chamber of Commerce said: "Apprenticeships have taken a bit of time to re-enter the public awareness. They are now quite different from anything offered to young people in the past and cover many different disciplines, not just the traditional trades. Potentially, they are the best route into the workforce for young people and for job changers who are not going to university, so I see their role as being huge and long term. Many employers say to us that they would prefer someone with GCSEs in English and Maths and a good attitude rather than someone who doesn't understand their industry."

Amarjit Basi, Principal and Chief Executive of Cornwall College commented "We are industry focused, working closely with local and regional businesses, to offer specialist training for Cornwall's key industry sectors, through apprenticeships but also through academic and vocational pathways. As the largest provider of apprenticeships west of Bristol and one of the biggest in the UK we take great pride in the contribution that our apprentices are making to the businesses that they are working in, helping to support the prosperity of the region.

<http://www.cornwall.ac.uk/news/10000-apprentices-10000-careers-through-cornwall-college>

Falmouth Marine School secures £3.6 million redevelopment funding

Falmouth Marine School, part of the Cornwall College Group, is delighted to announce that it has secured a £3.6 million investment to refurbish its site located on Killigrew Street in Falmouth town.

The redevelopment plans include a state-of-the-art marine engineering workshop, complete with a commercial engine room with fuel mapping and diagnostic testing equipment. There will be reconfiguration of the marine biology laboratories and classrooms to make better use of the space, with additional tanks and equipment for the marine biology students to use for their marine mammal breeding programme.

Estimated completion is April 2015. The development is part financed by the European Regional Development Fund Programme 2007 to 2013.

<http://www.cornwall.ac.uk/news/falmouth-marine-school-secures-%C2%A336-million-redevelopment-funding>

EVENTS

CORNWALL, UK

Event: University Courses Open Day
Date and Time: Wednesday 2 April 2014 10:30 to 14:30
Cornwall College Campus: Duchy College Stoke Climsland



Find out about our range of university courses available at Duchy College Stoke Climsland from:

- Agriculture
- Animal Management
- Countryside
- Early Years
- Equine
- Food Studies
- Public Services

Booking is required for this event. Please arrive for a 10.30am start where your day will be structured as follows:

- 10.30am - an introduction to higher education and studying at Duchy College
- 11.30am - tour the campus facilities, including the working farm, accommodation block, library, equine yard, animal management buildings and much more
- 1pm - lunch will be provided
- 1.30pm - subject specific talks and activities where you can speak to lectures, students and members of industry.

Please confirm your attendance by calling 0845 60 50 455, email dce.admissions.office@duchy.ac.uk

Event: University Courses Taster Day
Date and Time: Monday 7 April 2014 10:00 to 16:00
Cornwall College Campus: Cornwall College Newquay



Become a student for the day.

Explore the College, tour Newquay Zoo, Blue Reef Aquarium or Tolcarne beach, meet some of the staff and fellow students you could be working with next year and find out more about our university courses:

- FdSc Animal Behaviour & Psychology
- FdSc Animal Husbandry & Welfare
- FdSc Applied Ecology
- FdSc Marine Conservation
- FdSc Surf Science and Technology
- FdSc Wildlife Education & Media
- FdSc Zoological Conservation
- BSc (Hons) Applied Zoology top-up

Booking is essential for these taster days so please email: newquay.enquiries@cornwall.ac.uk

Event: Diploma Taster Day
Date and Time: Thursday 29 May 2014 10:00 to 16:00
Cornwall College Campus: Cornwall College Newquay



If you are leaving school in 2014 and would love to work with animals or would like to study outdoors, then our A-level equivalent Animal Management and Coastal Ecology and Conservation Diplomas are ideal for you.

During the day you will have the chance to explore the College, find out about our courses, tour Newquay Zoo or visit Blue Reef Aquarium and meet some of the staff and students you could be working with next year.

Booking for this taster day is essential, please email: newquay.enquiries@cornwall.ac.uk

Event: University Courses Taster Day
Date and Time: Friday 30 May 2014 10:00 to 16:00
Cornwall College Campus: [Cornwall College Newquay](#)



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- FdSc Animal Husbandry & Welfare
- FdSc Applied Ecology
- FdSc Marine Conservation
- FdSc Surf Science and Technology
- FdSc Wildlife Education & Media

- FdSc Zoological Conservation
- BSc (Hons) Applied Zoology top-up

Booking is essential for these taster days so please email: newquay.enquiries@cornwall.ac.uk

Event: The A-Z of Selling Online
Date: 9th Apr 2014
Time: 9:00am - 4:30pm
Venue: The Pavilion Centre, Royal Cornwall Showground, Wadebridge. PL27 7JE

Selling online can literally open up a whole world of opportunity for your business. Join our expert speakers as they explain how to develop a successful e-commerce presence with real international potential.

What will this event cover?

- Jargon-free advice to get you up and running with e-commerce specialist Chloe Thomas
- Essential elements for a successful e-commerce strategy
- Selecting an e-commerce platform with Lawrence Brendish, Futurestore e-commerce
- Making digital marketing work with Stafford Sumner, Jarrang Digital Marketing Agency
- Exploiting Search Engine Optimisation and Adwords with Rob Edlin, Niddocks Online Marketing
- **The do's and don'ts of International Social media** with Jamie Smith, Eight Wire
- Getting support from The Digital Marketplace service, Export Cornwall and UK Trade & Investment with Neil Roach, International Trade Adviser, Export Cornwall

For more information on Export Cornwall and other workshops available visit:
www.exportcornwall.co.uk

This event is part of UK Trade and Investment Export Week and is part-funded by UKTI, Export Cornwall & The Digital Marketplace. There is no charge to attend.

ACTIVITIES

Cornwall College:

Tradesmen and women from across Cornwall are being offered an opportunity to gain a recognised teaching qualification and get paid, whilst helping to deliver a host of new courses at Cornwall College.

The brand new 'Saturday College' has been funded by money from the European Social Fund and will deliver courses in; bricklaying, plastering, basic roofing, electrical safety, tiling and decorating. The courses will be delivered in 3 locations across Cornwall College Camborne, Saltash and St Austell and will cover different levels and abilities. The courses will start during May and there will be a series of information events to find out more.

<http://www.cornwall.ac.uk/news/saturday-college-opens-world-possibilities>

Marine Industry Day 2013 – A great success!

Hosted by Falmouth Marine School and the Marine Innovation Service (MIS), this event held on 4th December at the National Maritime Museum - Falmouth, gave Cornish businesses a chance to network and hear about the support on offer from FMS and MIS. The event focused on “breaking down the barriers to accessing funding and support”, particularly for innovation.

A varied group of early-stage and established businesses from the marine sector and beyond, attended the event which contributed greatly to the quality of business networking which followed (the most effective we have seen to date); culminating in offers of shared workspace, potential partnerships for funding and shared contacts. To see presentations from the day visit: www.marineinnovationservice.co.uk.

OPPORTUNITIES

LINKS

Unlocking Potential

We unlock potential, why not get in touch and let us unlock yours?

Tel: 0845 600 3660

Email: hello@unlocking-potential.co.uk

Web: www.unlocking-potential.co.uk

Cornwall College

With over 35,000 students and an annual budget of £76m, Cornwall College, which includes Duchy College and Falmouth Marine School, is one of the largest further and higher education colleges in the UK.

Tel: 0845 22 32 567

Web: www.cornwall.ac.uk

Cornwall College Business

- We are the leading provider of training and education for business within the South West of the UK.
- Our trainers have extensive, recent business experience and are experts in their fields.
- We work in partnership with organisations to design a training solution to suit business needs and to improve business performance.
- Independent research shows businesses that have trained with us have experienced 17% more **growth in profitability than businesses that haven't**.
- We provide professional qualifications, bespoke training, courses and workshops for individuals or for a complete department/company.
- We can deliver training where and when you need it including using our own excellent facilities in several locations across Cornwall if these are more convenient.
- We offer training suitable for everyone from an apprentice to a senior level manager.
- We have access to funding from a variety of sources to help make your training budget go further.

Tel: 0800 731 7594

Email: enquiries@ccb.cornwall.ac.uk



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Web: www.ccb.cornwall.ac.uk

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