

# IMPROVET-AM

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Internationalisation: Partnerships, Project Design, Management and Mobility



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# OBJECTIVE

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To strengthen the managerial capacity of Armenian VET institutions by providing practical tools, shared approaches, and structured peer learning that support the effective organisation, implementation, and sustainability of the IMPROVET-AM activities.

# IMPROVET-AM Key Facts

- Capacity building in the field of Vocational Education and Training (VET)
- Call: ERASMUS-EDU-2023-CB-VET
- Project duration: 1 December 2023 - 30 November 2026 = 36 months
- European Commission Grant: 400 000 Euro (80% cofunding)



« Capacity building projects are international cooperation projects based on **multilateral partnerships** between organisations active in the field of VET in **EU Member States** and **third countries not associated to the Programme**.

They aim to support the **relevance**, **accessibility**, and **responsiveness** of VET institutions and systems in third countries not associated to the Programme, as a **driver of sustainable socio-economic development**.

International partnerships should contribute to **improving the quality of VET** in the third countries not associated to the Programme, notably by reinforcing the **capacities of VET staff and teachers** as well as by strengthening the **link** between **VET providers** and the **labour market** ».

*Source : Erasmus+ Guide*



# IMPROVET-AM Partnership



## ➤ FULL PARTNERS

- SEPR\* – FR – Applicant / Coordinator
- APRO\* Formazione – IT
- CEPFA - ARM
- GYUMRI STATE MEDICAL COLLEGE - ARM

## ➤ AFFILIATED ENTITY

- HOVAKIMYAN Lab – ARM – Dental prosthesis company

\* *already experimented in Capacity building projects*

## ➤ ASSOCIATED PARTNERS

- Ministry of Education, Science, Culture and Sport of the Republic of Armenia - ARM
- Ministry of Labour and Social Affairs of the Republic of Armenia - ARM
- Council of Auvergne-Rhône-Alpes Region – FR
- Piedmont Region– IT



# Project Expected Activities

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- ❖ Creation of **new and innovative training modules** in dental prosthesis and health care, for both **initial and continuous VET**
- ❖ Implementation of **new training materials** and **pedagogical approaches**, integrating **digital** tools
- ❖ Capacity building of the **teachers** and the **management** staff
- ❖ Strengthening the skillset of **guidance operators** by equipping them with innovative practices and tools to effectively address the diverse guidance needs of both students and adults.



# Internationalization



# Why Internationalization?

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Intercultural exchange

Learning opportunities

Creating EU/Global citizens

Funding opportunities/growth

Innovations and contamination

Answering to local needs

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# What's behind Internationalization?

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1. Networks and partnerships
2. Projects / Activities / Innovations / Mobility
3. Staff
4. Strategy

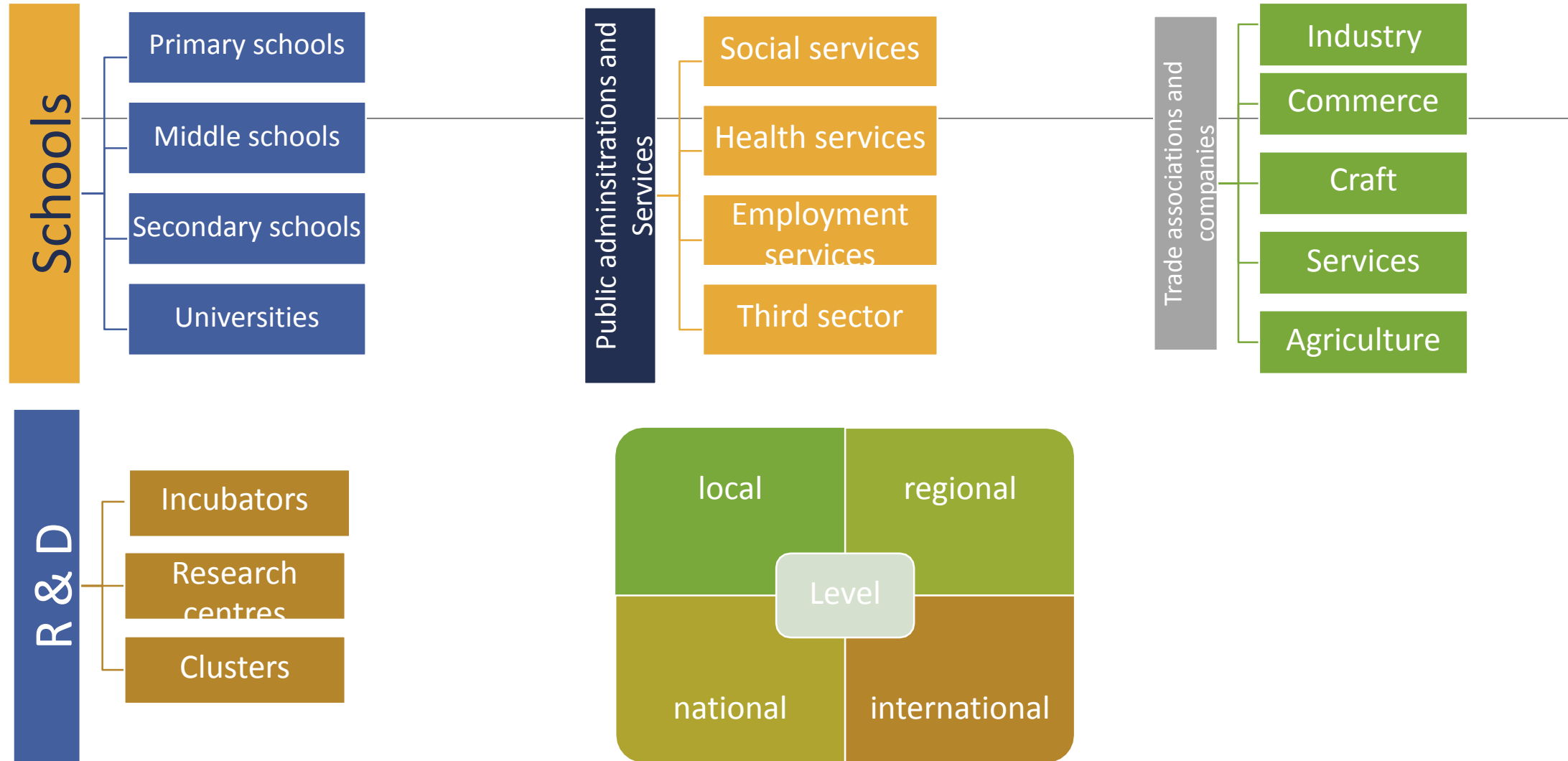


# 1. Networks and partnerships



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- Networking is about finding someone who complements you, it is mutually enriching.
  - Networking always passes through human relations
  - The success of a project depends on the right circumstances, not just hard work
  - Networking is an investment that “pays” in long term

# 1. Networks and partnerships



# Establishing relations



**to engage**

Co-responsability

Recursiveness and constancy

Problem solving

Bringing benefits and added value

**to share common activities**

Funds and projects

Analysis and researches

## Tips & Tricks

**to analyze concrete needs and interests of specific target groups**



Experimenting concrete practices



Create agreements and protocols



Bureaucracy = commissions, protocols, steering committees



Sustainability experiments and networks

# International networks



ETF  
Network for  
Excellence



An initiative of the European Commission



European Forum of  
Technical and Vocational  
Education and Training



**EVBB**  
EUROPEAN ASSOCIATION  
OF INSTITUTES FOR  
VOCATIONAL TRAINING



INNOTECS



*Member of more than 10  
International NETWORKS*

# Networks

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EfVET – Umbrella international organization - <https://efvet.org/>

EVTA - Umbrella international organization - <https://www.evta.eu/>

EVBB - Umbrella international organization - <https://evbb.eu/>

AEHT - <https://aeht.eu/> Hotel and Tourism schools



# Other communities of practice

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ETF – Open space

<https://openspace.etf.europa.eu/>

EPALE -

<https://epale.ec.europa.eu/en/partner-search?search=tourism+education>

European School Education Platform –

eTwinning

<https://school-education.ec.europa.eu/en/etwinning>

## 2. Projects / Activities / Innovations

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1. **Activities**
2. **Mobility**
3. **Funded projects**

# Activities (without specific grants)

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- Virtual classes, online activities, virtual contests
- Hosting
- Internationalization at home

# Mobility

*The simplest funded activity, yet one of the most impactful*

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**Non - funded mobilities**

**Funded mobilities (KA1, KA2)**

# Mobility

## Apro Formazione history on mobilities



**2000-2010:** 10 mobilities per year joining project of other schools

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**2010-2012:** 2 projects applied and granted for VET students (3/4 weeks) and unemployed (3/6 months)

**2013-2015:** 1 project per year starting to send also **staff** abroad

**2015:** award of the **Erasmus+ VET mobility Charter**

**2016-2024:** 100+ mobilities per year of students, graduated and staff – sustainability and development

**2022-2027:** opening to mobilities outside Europe + starting to experiment new types of mobilities

**Tip:** to establish bilateral cooperation with partners – sending and hosting students with the same partners to strengthen cooperation and networking

### **EU BENCHMARKS**

**23%** of VET students of our schools do mobilities every year

**7%** of VET students of the territory do mobilities with us every year



# Mobility

## Types of mobilities in the new Erasmus+ programme 2021-2027

### 1. Students mobilities

- Participation in skills competitions (1 to 10 days)
- Short-term learning mobility of VET learners (10 to 89 days)
- Long-term learning mobility of VET learners (ErasmusPro) (90 to 365 days)

### 2. Staff mobilities

- Job shadowing (2 to 60 days)
- Teaching or training assignments (2 to 365 days)
- Courses and training (2 to 30 days)
- Invited experts (2 to 60 days)
- Hosting teachers and educators in training (10 to 365 days)
- Preparatory visits

## Apro plan of development 2021-2023

### 1. Up to 130 mobilities of students per year

- 20% long term mobilities
- 20% for disadvantaged learners
- 5% green travel
- 5% blended/virtual mobilities
- 5 mobilities for international competitions
- 5 mobilities outside Europe

### 2. Up to 35 mobilities of staff per year

- Accompany persons
- Job shadowing
- Courses and training
- Preparatory visits

# Mobility



## How to select students for mobilities?

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- Only (16+) can go to mobility;
- Students who want to go to mobility have to apply to a call for application (available on Apro's website for about 3-4 weeks) and to do a selection process;  
<https://international.aproformazione.it/en/calls/eu-direction-next-eu-eu>

### Call for application

- Application form (filled)
- Cv in English (Europass website)
- Copy of a passport valid for travelling abroad and of health insurance Card;

# Mobility

## SELECTION PROCESS

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□ Once the call has been closed, it's time to select the students who are going abroad!

□ Students will be chosen based on these criteria:

- Motivation
- Self Determination
- Professional skills
- Language skills
- Marks

They also have to do a motivational interview lasting approximately 15 minutes;

# Mobility

## PREPARATION

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Once students have been selected it's time to prepare them!

They need to do online a course related to important topics for the European Union:

- interculturalism;
- Entrepreneurship;
- Sustainability;
- Language;
- And working on the platform <https://academy.europa.eu/> for 20 hours (English or other language)

They also need to have a valid safety course and a medical certificate for their internship.

# Mobility

## DOCUMENTS

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The international office needs to prepare the following documents and meetings:

- **Erasmus + Contract:** Students and the sending organisation fill out the Erasmus + Contract, which is a contract with personal information between the student and the school/sending partner;
- **Learning agreement:** (3 copies): Students, sending and hosting organisation fill out the learning agreement, which states the learning goals and programme of the mobility, and it is signed by the student, and both: sending and hosting school;
- **Vet quality commitment:** ( 3 copies): Students, sending and hosting organisation fill out the VET quality Commitment, that is a commitment to respect a quality standard;
- 1° meeting: with selected students and their parents in order to sign the Erasmus+ contract;
- 2° meeting: with selected students, teachers and parents in order to giving them info about their companies, accomodations, flight/train or bus tickets etc



# Mobility

## AFTER MOBILITY

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- At the end or after the mobility period, the students have to fill in the final evaluation questionnaire;
- Students need to share their experience with their peers, teachers, families and members of local team;
- Certification acquired by the students:
  - Europass «Curriculum vitae»
  - Letters of reference and or certificates issued by foreign companies
  - Evaluations (ecvet ) such as European Credit System for Vocational Education and Training;

# Funded projects

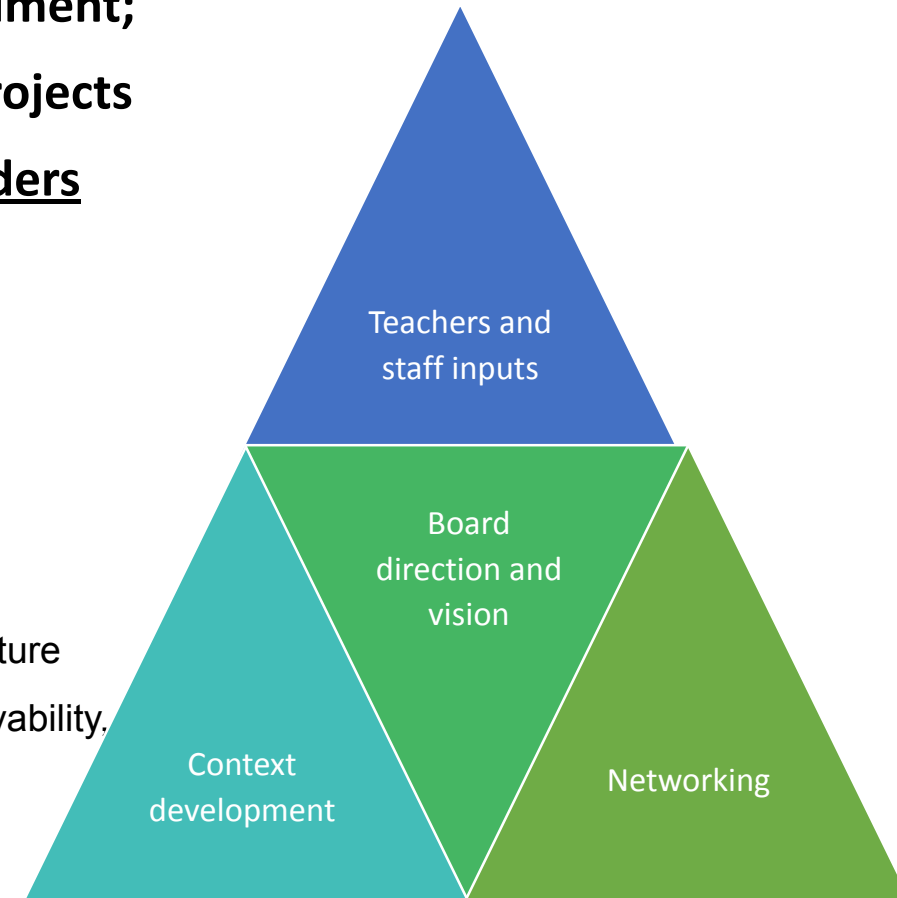
## EU programmes

- Erasmus+ - Third part Country – (CB VET, ...)
- NDICI – Global Europe (Education & Skills) EU external funding instrument; finances VET reform, skills development, employability, and inclusion projects
- CERV, INTERREG, LIFE, Creative Europe, SMP, I3... FUNDING and Tenders

## Other programmes

- **Private Foundations**
- EU4Business - Supports SME skills development and work-based learning;
- EBRD + EU Grant Components - Financing and advisory programmes for SMEs (VET)
- EIB Global (Education & Skills investments) - Loans for education and training infrastructure
- EU–Armenia Partnership & Eastern Partnership - EU support to education, skills, employability.
- **Scouting of new programmes and fundin opportunities**

## BOOSTERS of innovation



# Funded projects

## Apro Formazione history on Innovation

**2009-2011:** coordination of small exchange of practices partnership on guidance

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**2011:** start project excellence European award

**2013-2015:** 3 partnership projects (development and transfer of innovation) – as partner

**2016-2021:** 3 new projects starting per year, of which:

- 1 coordinated by APRO - 2 as partner

**2017-2020:** coordination of interregg cross-border project IMPACT

**2020-2025:** COvE, Alliances, FLP, Capacity Building, JM, CERV,

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In average 12-13 innovation projects running per year

## 2025 applications:

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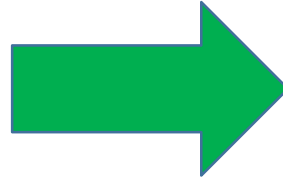
- 1 Single market programme
- 1 INTERREG Alcotra
- 1 Erasmus+ Jean Monnet Network
- 6 Erasmus+ VET cooperation partnerships (2 as coordinator)
- 2 Erasmus+ Capacity Building projects
- 6 Erasmus+ Alliances for Innovation (Sustainable manufacturing)
- 2 Erasmus+ Forward looking project (1 as coordinator)
- 2 CoVEs (Rural tourism and robotics)

# Innovation

## IMPACT – Interregg Italy-France programme

### 660 hours of cross-border training:

- 200 hours of professional cooking training on streaming
- 60 hours of storytelling of the territory
- 160 hours of internship abroad
- 40 hours of webinars on the themes of entrepreneurship and social media
- 60 hours of online language training
- 120 hours of participation in events and competitions
- 20 hours of intercultural exchange



## Module it! – Erasmus + programme

IO 1 Online courses catalogue

### IO 2 40 hours module

- 10 h distance preparatory activities (on eTwinning)
- 20 h digital training programme
- 7 h project work
- 3 h final assessment (microcredentials/open badge)

It will be transferrable in any field/sector and adaptable to different educational levels

IO 3 Guide for Teachers

IO 4 Guide for Organizations

# Citizens, Equality, Rights and Values Programme (CERV)

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## 1. CERV -

<https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/opportunities/topic-details/CERV-2025-CITIZENS-CIV?order=DESC&pageNumber=1&pageSize=50&sortBy=startDate&keywords=CERV-2025-CITIZENS-CIV&isExactMatch=true&status=31094502,31094501>



# Interreg

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**Interreg** is one of the key instruments of the European Union (EU) supporting cooperation across borders through project funding. Its aim is to jointly tackle common challenges and find shared solutions in fields such as health, environment, research, education, transport, sustainable energy and more.

Programmes <https://interreg.eu/>

Projects and partners:

<https://keep.eu/>

# Staff

## Internationalization is an investment

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Apro Formazione has a team of 11 people working on International projects

- 1 Responsible
- 5 Senior project managers with different responsibilities (R&D, Tech, CB, Mobility...)
- 4 Junior project managers
- 1 Administrative

*Languages, dealing with other cultures, available to travel, open-minded*

Periodic training on:

Project design, project management, soft skills, need analysis, evaluation and impact

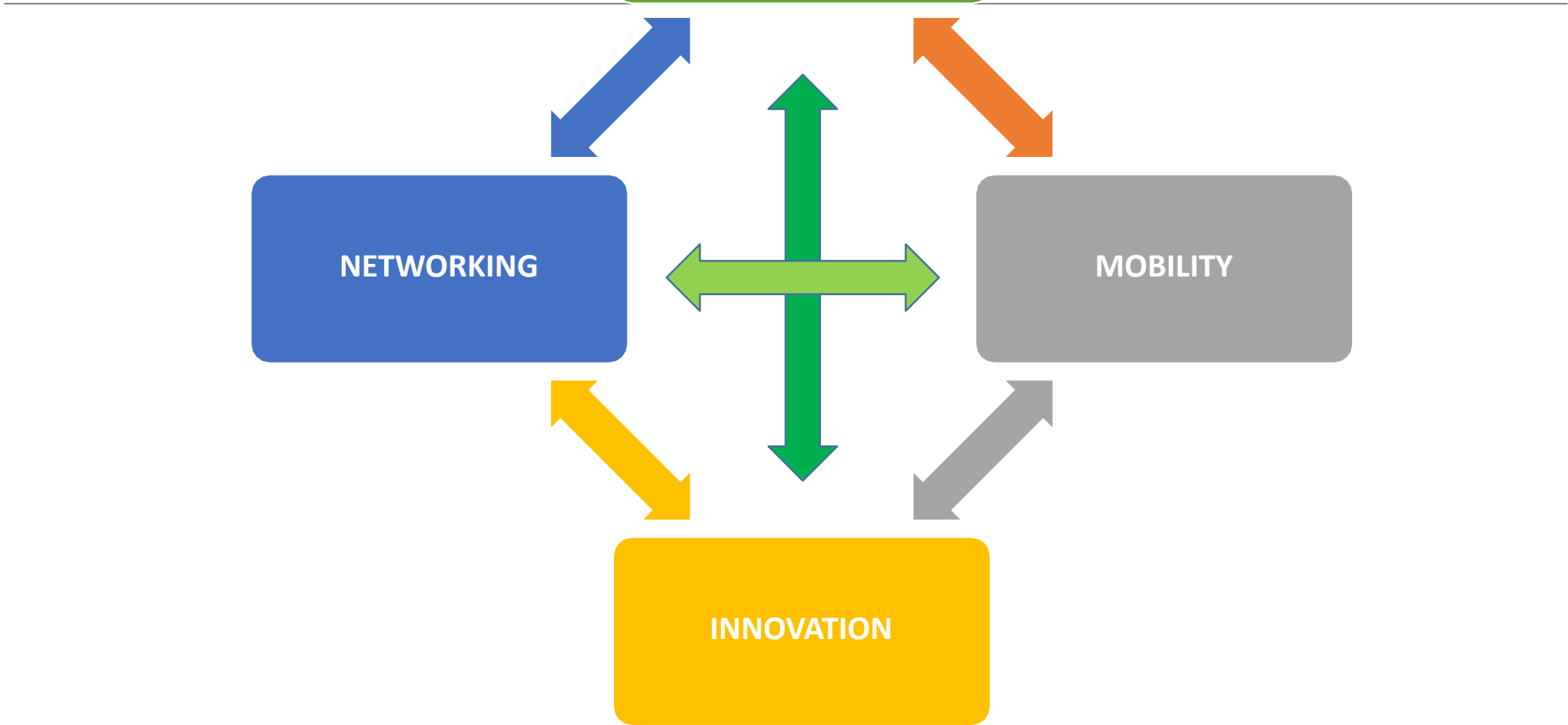
# Strategy

INTERNATIONALIZATION  
STRATEGY

NETWORKING

MOBILITY

INNOVATION



# Internationalisation Strategy

- **Before** defining an internationalization strategy



- **After** having an internationalization strategy



# Internationalisation Strategy

## ▪ Key guidelines from the Erasmus+ guide

### The basic elements of an international strategy:

- The operating environment
- Vision
- Mission, core skills and values
- Goals
- Action plan

### Embedding and continuous improvement:

- Organisation
- Human resources in international activities
- Partnerships, consortia and networks
- Internationalisation and implementation of curricula and qualification requirements

### Evaluation & continuous improvement of activities

## TIPS & TRICKS



# Internationalization Strategy and Analysis

Analyze current internationalization capacity (e.g. SWOT analysis)

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Strengths	Weaknesses	Opportunities	Threats
<ul style="list-style-type: none"><li>• Students improve their value in the job market.</li></ul>	<ul style="list-style-type: none"><li>• Students from economically disadvantaged environments are excluded.</li></ul>	<ul style="list-style-type: none"><li>• Personal and professional development of students.</li></ul>	<ul style="list-style-type: none"><li>• Brain drain</li></ul>

Internationalization – SWOT analysis

**Contact details:**

<http://international.aproformazione.it/en>

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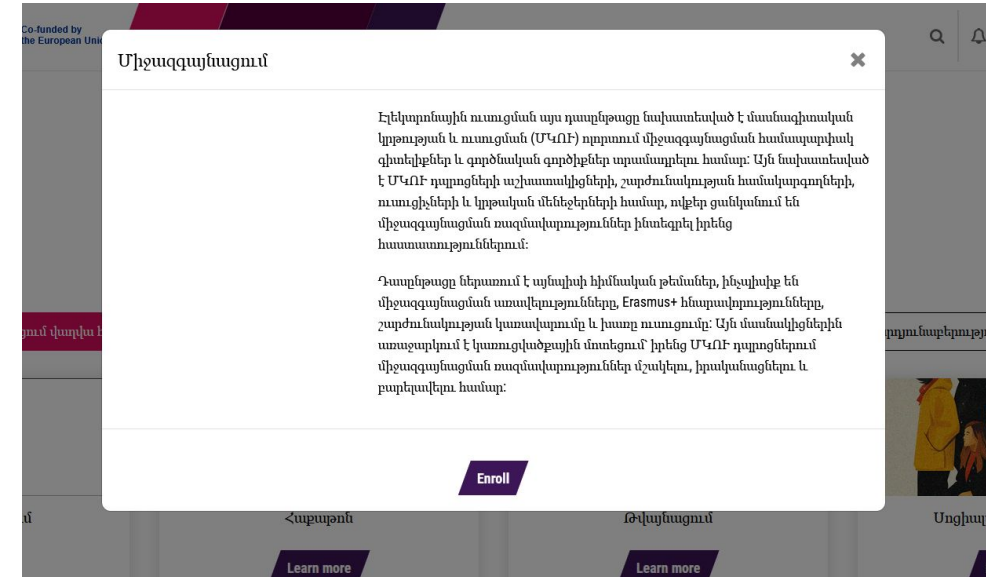
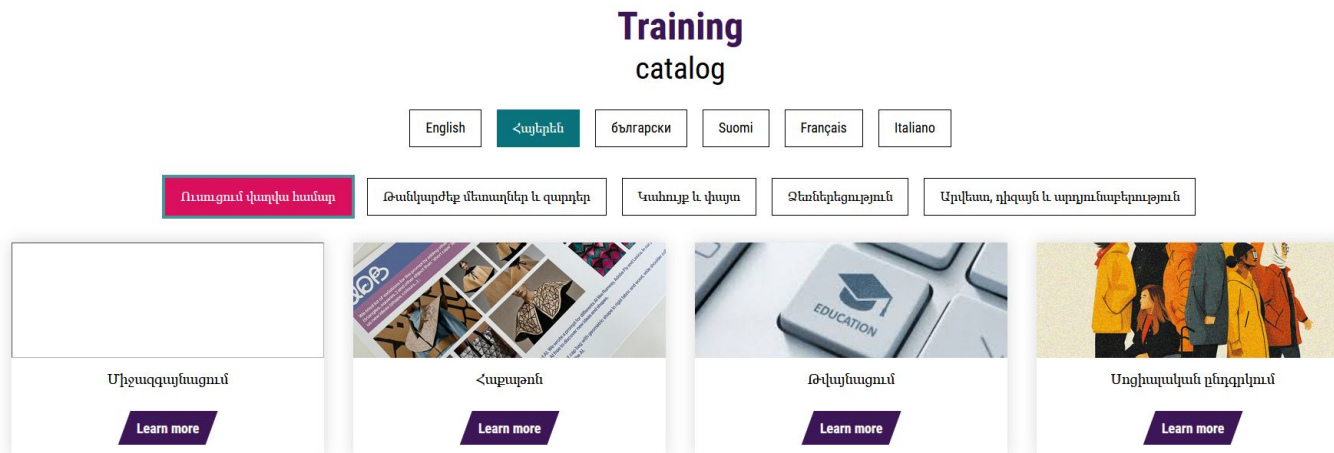
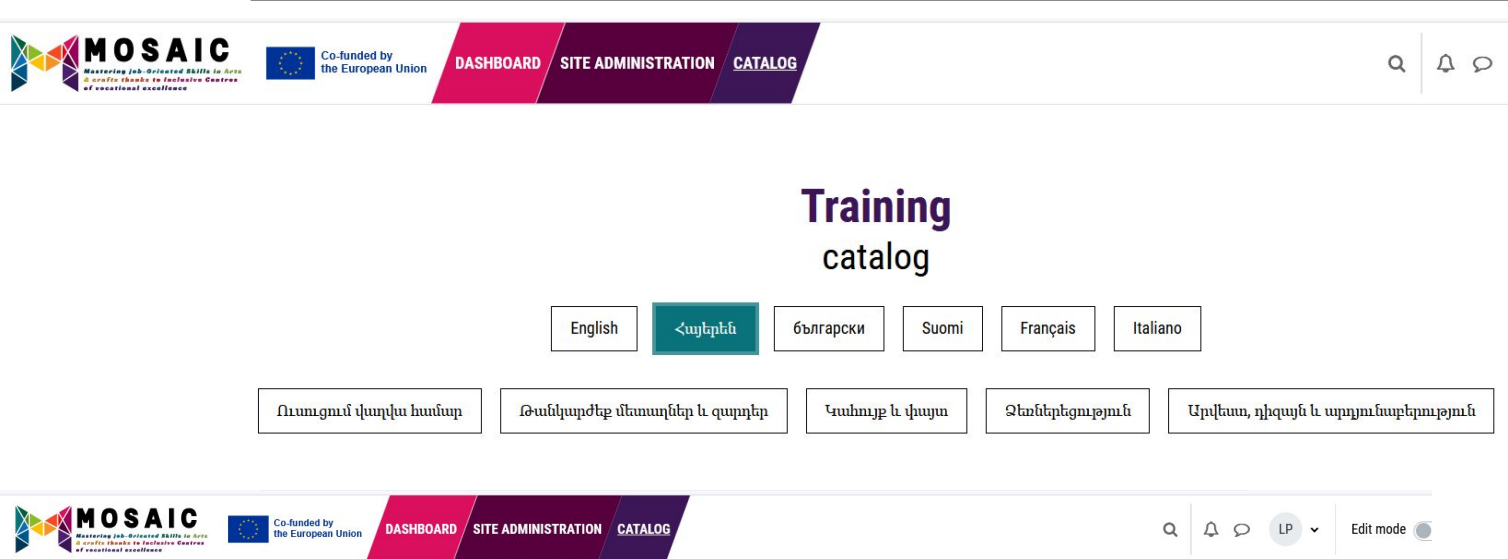
**Federica Richetti**

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# E-Learning Course on Internationalisation





# Good Practices Catalogue for Teachers

Project 101128630 — IMPROVET-AM  
Good Practices, Guidelines and Tools to Upgrade the Learning Environment for Teachers  
SEPR



**Good Practices, Guidelines and  
Tools to Upgrade the Learning  
Environment for Teachers  
SEPR France**

Project 101128630



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Project 101128630 — IMPROVET-AM  
Good Practices, Guidelines and Tools to Upgrade the Learning Environment for Teachers  
APRO Formazione



**Good Practices, Guidelines and  
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APRO Formazione, Italy**

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Thank you for your attention !!

Merci de votre attention

Grazie per l'attenzione

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