TCA „Europe on the Move“, 27-29 May 2019, Berlin
Workshops: From Initial Ideas to VET Mobility Projects

Developing Quality Partnerships for VET Mobility projects
Flashlight

Question 1: Who is from an experienced institution?

Question 2: Who is new to the programme Erasmus+?

Question 3: Who is experiencing difficulties finding project partners?
Developing Quality Partnerships for VET Mobility

- How to find new Partners for VET Mobility Projects?
- How to establish a Partnership?
- How to develop a Quality Partnership?
Key Questions

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Looking for Partners? › Use your networks

- Existing Contacts / Partnerships / Cooperations
  - Business: Subsidiaries, Supplier companies, Business Partners
  - Personal: Family, Friends, Vacation

- Partner Organisations of known Associations / Institutions
  - Chambers of Commerce Abroad
  - Chambers with international VET projects
  - Sectoral Professional Organisations

- Twin Towns and their Institutions
  - The Council of European Municipalities and Regions (CEMR)
Looking for Partners? › Use the Erasmus+ Platforms

- Erasmus+ VET Charter Holders Map
- Erasmus+ Project Results Platform
- Erasmobility Platform
Looking for Partners?

Erasmus+ Project Results Platform

https://ec.europa.eu/programmes/erasmus-plus/projects/
Looking for Partners?
〉 The Erasmobility Platform

http://www.erasmobility.com/en
Looking for Partners?

Erasmus+ VET Charter Holders Map

The Erasmus+ VET Mobility Charter aims to encourage organisations with proven track records of offering high-quality VET mobility for learners and staff to build their Erasmus+ Internationalisation strategies. In addition to the advancement of learning in another Erasmus+ Programme country, Erasmus+ internationalisation involves the development of international approaches throughout the applicant and/or sending organisation. Examples of this include networking with VET organisations in other countries, promoting the training of foreign languages and looking beyond national VET approaches.

The VET Charter Holders map aims to facilitate networking between VET organisations that want to develop projects that benefit VET learners and staff mobility. It is therefore a partner-building tool and offers the function of searching by country.

The map shows the details of the VET Charter Holders (single organisations, as well as Consortium coordinators and members) that have participated in Erasmus+ VET Mobility projects in 2015, 2016 and 2017 (last data update 25/04/2018).

Steps to develop a Quality Partnership for VET Mobility Projects

- Getting to know each other
- Planning Visit(s)
- Partnership Agreement(s)
- Mutuality
- Evaluation of Mobilities
Looking for Partners

Strategies for Erasmus+ Partner Search

What are your experiences?

- Define what you are looking for
- Have a strategy in your organization (have a plan)
- Use online platforms (e-learning, e-twinning, Project Portal)
- Use social media (Facebook, LinkedIn)
- Personal contacts
- Sector specific networks
- Use networks (collaboration, co-workers in organization)
- Participate in Erasmus+ events
- Talk to people, give out contact information

Strategies for successful partner search

- Skills in Knowledge Transfer
- Sending and Receiving Partners
- Start with staff mobility
- Quality partnership evaluation
- Mutual clear objectives
- Include your own staff (convincing)
- Same level of target groups

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It's a match

The next steps

What is essential for a quality partnership?

Steps to develop a quality partnership

- Visit
- Invite your partners
- First advise which & talk about it
- Personal contact
- Clear parameters
- Clear objectives
- Build a strong team
- Celebrate together
- Leadership
- Person of responsibility

- Feedback
- Mutual partnership
- Move in team
- Start with a shared mobility
- Talk about infrastructure
- Letter of intent
- Partnership agreement
- Acceptance + evaluation
- Personal motivation of project organiser
- Personal networks
- Make friends with information board
- Quick fit reasons
- Communication
- Clear goals + objectives

- Preparation
- Logistics + cultural
- Social events + usability
- Involve study in partnerships
- Involving students in partnerships
- Leaders
- Person of responsibility
- Test drive until sign
- Common goals + same vision
- Common goals + same vision
- Sit down together
- Be a trustworthy partner yourselves

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