Projects and Products Portal for Leonardo da Vinci

UniKom - Development of entrepreneurial and international competencies in the field of professional education and further education and training

DE/10/LLP-LdV/TOI/147336

http://www.adam-europe.eu/adam/project/view.htm?prj=6986

Project Information

Title:	UniKom - Development of entrepreneurial and international competencies in the field of professional education and further education and training
Project Number:	DE/10/LLP-LdV/TOI/147336
Year:	2010
Project Type:	Transfer of Innovation
Status:	completed
Country:	DE-Germany
Marketing Text:	Developing competitive ability by strengthen intercultural an entrepreneurial competencies! In the century of globalization, international contacts play an important role for entrepreneurial success. To use these contacts in an optimal way, it is important to get intercultural and entrepreneurial competencies. In our study we identified the relevant competency-dimensions for different countries. Based on these country-specific requirement profiles different training-tools were developed by the project partners. The aim of the trainings was to build up the relevant competencies.
Summary:	The number of business start-ups is increasing in several countries in Europe – for example in Germany, Slovenia, Lithuania, Latvia and Bulgaria. So the aim of our project was to support the development of entrepreneurial competencies. Especially the export-activities are increasing, so that we focused at entrepreneurs who are acting international and need therefore intercultural competencies. In the framework of UNIKOM-project relevant competencies in partenr countries were identified and on this base differnt training module were developed. The modules aim to promote abilities of persons from vocational and further vocational education in the area of entrepreneurial and intercultural competencies. There for the modules were tested in several institutions, evaluated, optimized and certified by CeKom-NRW.
Description:	Development of entrepreneurial, international competencies in the field of professional education and further education and training. To strengthen the entrepreneurial competencies in several countries, the project was devided into following steps: 1. Identification of the demands at entrepreneurs who are acting international Surveys and interviews with international acting entreprneuers have been conducted and the most important competences have been find out. The studies should focus on professional competencies and on soft skills. 1.1 Demands on soft skills To identify the demands on soft skills a specific tool – the KODE®X-questionnaire was apllied. Using this questionnaire it was possible to assess 64 soft skills concerning their importance for entrepreneurs. 1.2 Demands on professional competencies For getting the essential information in this field interviews with entrepreneurs were carried out. The core question was: What should an entrepreneur know, which professional education he should have? 2. Development of Training tools According to the demands, training tools were generated. Two versions were developed: One for the training in a professional school and one version for the training in the field of further education and training. 3. Testing of the trainings The new training tools were tested within a vocational school or within a further vocational education organisation. A relevant step for getting professional and optimized curricula was the evlautaion of the modules. After the feedback the final version of the tools was generated and cerified by CeKom (competence-centre). The developed results in this project were applied in a new project proposal. A

Project Information

Leonardo TOI project proposal was submitted jointly with partners from Spain, Estonia, Sweden and Greece, where the results of UNIKOM were taken as a basis.
All the partner provide the created results in different ways: on webpages, sending directly to organisations, entreprices, entrepreneurs; offering seminars, etc.. Most parnters plan to offer seminars on a commercal basis. In DE contents of UNIKOM modules were integrated into educational program in the Carl-Severing-Berufs-Colleg.

Themes:
*** Intercultural learning
*** ICT
*** Continuous training
*** Initial training
** Utilization and distribution of results
** Sustainability
** Lifelong learning
** Recognition, transparency, certification
** Enterprise, SME

Sectors:
*** Administrative and Support Service Activities
** Professional, Scientific and Technical Activities
** Education
* Information and Communication

Product Types:
CD-ROM
material for open learning
website
transparency and certification
teaching material
modules

Product information: Within the project requirement profiles and training-tools were developed in order to support international activities of entrepreneurs.
Two Handbooks were generated: the first one contains the theoretical and empirical data about the competencies; the second one the developed training modules.

Projecthomepage: www.leo-unikom.eu

Project Contractor

Name:	Fachhochschule des Mittelstands
City:	Bielefeld
Country/Region:	Nordrhein-Westfalen
Country:	DE-Germany
Organization Type:	university/Fachhochschule/academy
Homepage:	http://www.fhm-mittelstand.de

Contact Person

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Fax:	0521 - 9 55 66 24 176
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Homepage:	http://www.kompetenzbilanzierung.de

Coordinator

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City:	Bielefeld
Country/Region:	Nordrhein-Westfalen
Country:	DE-Germany
Organization Type:	university/Fachhochschule/academy
Homepage:	http://www.fhm-mittelstand.de

Contact Person

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E-mail:	gevorski@fhm-mittelstand.de
Homepage:	http://www.kompetenzbilanzierung.de

Partner

Partner 1

Name: FHM Akademie
City: 3016 Hannover
Country/Region: Niedersachsen
Country: DE-Germany
Organization Type: continuing training institution
Homepage: http://www.fhm-hannover.de

Partner 2

Name: OWL-Maschienenbau
City: Bielefeld
Country/Region: Nordrhein-Westfalen
Country: DE-Germany
Organization Type: others
Homepage: http://www.owl-maschinenbau.de

Partner 3

Name: EuroFortis Ltd.
City: Riga
Country/Region: Latvija
Country: LV-Latvia
Organization Type: others
Homepage: http://www.eurofortis.lv

Partner 4

Name: Balgaro-germanski tsentar za profesionalno obuchenie ,Pleven
City: Pleven
Country/Region: Severozapaden
Country: BG-Bulgaria
Organization Type: others
Homepage: http://www.pl.bgcpo.bg

Partner

Partner 5

Name: Pro-Eco svetovanje in storitve na podroju upravljanja z okoljem in razvoja d.o.o.
City: Ljubljana
Country/Region: Slovenija
Country: SI-Slovenia
Organization Type: others
Homepage: http://www.pro-eco.si

Partner 6

Name: Carl-Severing-Berufskolleg für Wirtschaft und Verwaltung
City: Bielefeld
Country/Region: Nordrhein-Westfalen
Country: DE-Germany
Organization Type: initial training
Homepage: http://www.carl-severing-berufskolleg.de

Partner 7

Name: Tarptautin teiss ir verslo aukštoji mokykla
City: Vilnius
Country/Region: Lietuva
Country: LT-Lithuania
Organization Type: others
Homepage: http://www.ttvam.lt

Partner 8

Name: Uni Paderborn
City: Paderborn
Country/Region: Nordrhein-Westfalen
Country: DE-Germany
Organization Type: university/Fachhochschule/academy
Homepage: http://www.uni-paderborn.de

Project Files

Module_Dialogfähigkeit_Kundenorientierung.pdf

http://www.adam-europe.eu/prj/6986/prj/Module_Dialogf%C3%A4higkeit_Kundenorientierung.pdf

Modul_Entscheidungsfähigkeit.pdf

http://www.adam-europe.eu/prj/6986/prj/Modul_Entscheidungsf%C3%A4higkeit.pdf

Modul_Interkulturelle_Kompetenz.pdf

http://www.adam-europe.eu/prj/6986/prj/Modul_Interkulturelle_Kompetenz.pdf

Modul_Kommunikationsfähigkeit.pdf

http://www.adam-europe.eu/prj/6986/prj/Modul_Kommunikationsf%C3%A4higkeit.pdf

Modul-Teamfähigkeit.pdf

http://www.adam-europe.eu/prj/6986/prj/Modul-Teamf%C3%A4higkeit.pdf

Modul_Zielorientiertes_Führen.pdf

http://www.adam-europe.eu/prj/6986/prj/Modul_Zielorientiertes_F%C3%BChren.pdf

UNIKOM_Anforderungsprofile_BG.pdf

http://www.adam-europe.eu/prj/6986/prj/UNIKOM_Anforderungsprofile_BG.pdf

UNIKOM_Anforderungsprofile_DE.pdf

http://www.adam-europe.eu/prj/6986/prj/UNIKOM_Anforderungsprofile_DE.pdf

UNIKOM_Anforderungsprofile_ENG.pdf

http://www.adam-europe.eu/prj/6986/prj/UNIKOM_Anforderungsprofile_ENG.pdf

UNIKOM_Anforderungsprofile_LT.pdf

http://www.adam-europe.eu/prj/6986/prj/UNIKOM_Anforderungsprofile_LT.pdf

UNIKOM_Anforderungsprofile_LV.pdf

http://www.adam-europe.eu/prj/6986/prj/UNIKOM_Anforderungsprofile_LV.pdf

Project Files

UNIKOM_Anforderungsprofile_SL.pdf

http://www.adam-europe.eu/prj/6986/prj/UNIKOM_Anforderungsprofile_SL.pdf

unikom_brochure_BG.pdf

http://www.adam-europe.eu/prj/6986/prj/unikom_brochure_BG.pdf

unikom_brochure_DE.pdf

http://www.adam-europe.eu/prj/6986/prj/unikom_brochure_DE.pdf

unikom_brochure_LT.pdf

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unikom_brochure_SL.pdf

http://www.adam-europe.eu/prj/6986/prj/unikom_brochure_SL.pdf

UNIKOM_Handbook_II_BG.pdf

http://www.adam-europe.eu/prj/6986/prj/UNIKOM_Handbook_II_BG.pdf

UNIKOM_Handbook-II-LT.pdf

http://www.adam-europe.eu/prj/6986/prj/UNIKOM_Handbook-II-LT.pdf

UNIKOM_Handbook_II_LV.pdf

http://www.adam-europe.eu/prj/6986/prj/UNIKOM_Handbook_II_LV.pdf

UNIKOM_Handbook_II_SL.pdf

http://www.adam-europe.eu/prj/6986/prj/UNIKOM_Handbook_II_SL.pdf

Project Files

UNIKOM_Handbook_I_LT.pdf

http://www.adam-europe.eu/prj/6986/prj/UNIKOM_Handbook_I_LT.pdf

UNIKOM_Handbook I_SL.pdf

http://www.adam-europe.eu/prj/6986/prj/UNIKOM_Handbook%20I_SL.pdf

UNIKOM_Handbuch_I_BG.pdf

http://www.adam-europe.eu/prj/6986/prj/UNIKOM_Handbuch_I_BG.pdf

UNIKOM_Handbuch_I_DE.pdf

http://www.adam-europe.eu/prj/6986/prj/UNIKOM_Handbuch_I_DE.pdf

UNIKOM_Handbuch_I_ENG.pdf

http://www.adam-europe.eu/prj/6986/prj/UNIKOM_Handbuch_I_ENG.pdf

UNIKOM_Handbuch II _DE.pdf

http://www.adam-europe.eu/prj/6986/prj/UNIKOM_Handbuch%20II%20_DE.pdf

UNIKOM_Handbuch_II_ENG.pdf

http://www.adam-europe.eu/prj/6986/prj/UNIKOM_Handbuch_II_ENG.pdf

UNIKOM_Handbuch_I_LV.pdf

http://www.adam-europe.eu/prj/6986/prj/UNIKOM_Handbuch_I_LV.pdf

unikom_postcard.pdf

http://www.adam-europe.eu/prj/6986/prj/unikom_postcard.pdf

Products

1 Project Homepage

2 Final requirement profils

3 Training moduls

Product 'Project Homepage'

Title:	Project Homepage
Product Type:	website
Marketing Text:	general information about the project and about the achieved results.
Description:	Die Internetseite erhält Informationen über das Projekt sowie die Projektergebnisse
Target group:	General public
Result:	
Area of application:	
Homepage:	www.leo-unikom.eu
Product Languages:	English

Product 'Final requirement profils'

Title:	Final requirement profils
Product Type:	procedure for the analysis and prognosis of the vocational training requirement
Marketing Text:	The final requirement profiles were created for all partner countries and base on the analysis results.
Description:	The profiles contain information about the entrepreneurial competences which were identified as relevant.
Target group:	Bildungseinrichtungen, Unternehmer, Kammern
Result:	Anforderungsprofile
Area of application:	
Homepage:	www.leo-unikom.eu
Product Languages:	English

Product 'Training moduls'

Title:	Training moduls
Product Type:	modules
Marketing Text:	Communication Leading with target in mind Intercultural Competence Dialogability Ability to maked decisions
Description:	The developed moduls base on the competences which were identified as relevant.
Target group:	participants of vocational education and further vocational education
Result:	Training modules
Area of application:	Bildungseinrichtungen
Homepage:	
Product Languages:	English

Events

Abschlusskonferenz, IHK Ljubljana

Date	18.09.2012
Description	Im Rahmen der Abschlusskonferenz wurden in erster Linie die Ergebnisse des Projektes vorgestellt. Die Veranstaltung fand in der IHK Ljubljana statt, die ebenfalls thematisch einen Beitrag in der Konferenz leistete. Zusätzlich wurde den Teilnehmern der Konferenz die Möglichkeit geboten, exemplarisch die entwickelten Module im Rahmen eines kurzen Seminars selbst zu erproben.
Target audience	Teilnehmer der beruflichen Bildung, Unternehmer, Gründern,Vertreter des Wirtschaft, Vertreter des Bildungsbereichs
Public	Event is open to the public
Contact Information	ProEco Beno Stern: beno.stern@pro-eco.di Sabina Zakelj: sabina.zakelj@pro-eco.si
Time and place	18.09.2012, Ljubljana

Arbeitstreffen Köln

Date	21.05.2012
Description	Das Arbeitstreffen bot die Möglichkeit die Ergebnisse der bis dahin durchgeführten Erprobung zu besprechen. Die Partner haben von den Erfahrungen berichtet, erste Änderungen/Verbesserungen wurden vorgestellt. Kollegial wurde über die Notwendigkeit weiterer Anpassungen gesprochen.
Target audience	Projektpartner
Public	Closed event
Contact Information	Marianna Gevorski +49 521 9 66 55 176
Time and place	Köln 21.05-22.05.2012

Events

Arbeitsmeeting Riga

Date	28.02.2012
Description	Beim Arbeitsmeeting wurde der Status Quo sowie die Tätikgeiten, die von den Partnern durcgeführt wurden besprochen. Die von den Partnern entwickelten Module wurden vorgestellt und ausführlich diskutiert. Seitens der deutschen Partner wurden die methodisch-didaktischen Aspekte thematisiert und vermittelt. Gegenseitige kritische Durchsicht und Bewertung der Module ermöglichte schon in der Phase, gewissen Änderungen vorzunehmen.
Target audience	Projektpartner
Public	Closed event
Contact Information	Marianna Gevorski +49 521 966 55 176
Time and place	Riga, 28.02.-02.03.2012

Meeting in Pleven

Date	13.09.2011
Description	Presentation of the final requirement profiles for every country and the delevoped training modules
Target audience	Project partners
Public	Closed event
Contact Information	
Time and place	Pleven, September 2011

Events

Expert worskshops

Date	08.09.2011
Description	The expert workshops took place in all countries in September 2011. During the session with international acting entrepreneurs the idetified relevant competences have been presented and discussed by all participants. By the end of the event the final requirement profiles for each partner country were determined.
Target audience	Entrepreneuers of international acting companies.
Public	Closed event
Contact Information	
Time and place	Germany, Bulgaria, Slovenia, Latvia, Lithuania

Kick-Off-Meeting

Date	17.11.2010
Description	During the Kick-Off-Meeting the project has been updated, duties arranged and responsibilities specified.
Target audience	project consortium
Public	Closed event
Contact Information	
Time and place	FHM Bielefeld

Meeting in Vilnius

Date	26.03.0211
Description	The main subject of this meeting was the discussion of the analysis results.
Target audience	Project partners
Public	Closed event
Contact Information	
Time and place	Vilnius, March 2011