



## Seize Life through Gaming

LLP-LdV-ToI-09-CY-167919

<http://www.adam-europe.eu/adam/project/view.htm?prj=7010>

## Projektinformationen

Titel: Seize Life through Gaming

Projektnummer: LLP-LdV-Tol-09-CY-167919

Jahr: 2009

Projekttyp: Innovationstransfer

Status: abgeschlossen

Land: CY-Zypern

Marketing Text: SEILING project is aiming to less qualified workers, young people who have left school at early stages, with lower secondary education. The Consortium has created an e-learning platform which gives the possibility to these people to update or complete their knowledge, through simulation games. Currently, around 6 million young people in the EU leave school with only lower secondary education or less and the unemployment rates are higher than ever because of the financial crisis we all live. Through Sei.li.nG pilots which took place in Greece Cyprus, Slovenia, Germany and Italy, we realized that the users enjoyed a user friendly system and found training more attractive than before. They were able to get information about employment issues and possibilities for educational training, something that could lead them to take better decisions about their future in general in order to be able to define their career paths.

Zusammenfassung: According to surveys, less qualified workers are motivated to learn, if they believe that training is useful. They search for opportunities in order to complete their training for better work conditions or advancement possibilities. Sei.Li.NG project aims to improve the learning process of these employees. A person can be described as "less qualified" if his/her highest qualification does not exceed a certain level depending on the indicator used in order to express the level and the borders between lower and higher qualification. However, our project is focusing on the labour market, workers or not, drop-outs, climbers, developers, refusers, aged between 15-30 years old and their need to learn about their daily life inside and outside the learning community. The idea is to combine alternative dynamic content adapted to specific training programs. These training programs will be based on self-training simulation intelligent games incorporating highly sophisticated evaluation methods. This means that the evolution of the training programs can be highly parameterized depending on the learning goals and the progress of the user. The range of the Gaming will be wide and directed in two dimensions: generic aspects that can fit in any kind of person in our target group and specific in some sectors of the target group which will be decided after the user needs analysis. The concept of Sei.Li.NG is that interactive training content can improve learning. Another important issue is that psychological criteria have to be taken into consideration for the development of training processes especially adapted to the young less qualified employees presenting special characteristics or behaviour. Sei.Li.NG allows for realizing new services, new products, new communication tools and the creation of a preferential channel among the Educational Environment and the less qualified workers, as well as realize a specific electronic information learning environment. A portal area will be created, consisted of a user-friendly system with a simple, highly interactive and functional infrastructure dedicated to less qualified workers, informing them about employment issues, possible career paths and educational training through simulation games. The users will be also able to find out news about other European citizens being in the same position as they are and exchange ideas and experiences. The project's aim is to contribute to the strengthening of its social policy by providing methods and services for enhancing and facilitating life-long learning, supporting active citizenship, with emphasis specifically in European less qualified workers.

Beschreibung: Objective

The main objective of 'Sei.li.nG' is the development of entrepreneurial competences among young people and adults who belong to the less qualified workers' category, something that will lead them to take better decisions about their future in general in order to be able to define their career paths, or at least, help them develop an entrepreneurial curiosity and apply it to their personal and professional lives.

## Projektinformationen

The 'Sei.li.nG' platform gathers learning and training activities for a wide range of needs and potential users, such as the employed or unemployed adults, students in secondary or vocational education, or even professionals with special and concrete needs related to entrepreneurship.

### Intelligent Simulation Games

The training is based on the idea of intelligent simulation Games, so called e-Simulation of role games – Simulation i-Games – which offer the “application” of what has been learnt putting in action immediately the gained results.

- Themen: \*\*\* Arbeitsmarkt  
 \*\*\* Lebenslanges Lernen  
 \*\* Fernlehre  
 \*\* Unternehmen, KMU  
 \*\* Weiterbildung  
 \* Nutzung und Verbreitung von Ergebnissen  
 \* Berufsorientierung und -beratung

Sektoren: \*\* Erziehung und Unterricht

- Produkt Typen: Module  
 Homepage  
 Unterlagen für offenen Unterricht  
 CD-ROM  
 Evaluierungsmethoden  
 Lehrmaterial  
 Fernlehre

Produktinformation: Main product is the eTraining platform available at:

<http://www.thejobgame.eu>

Projektwebseite: <http://www.thejobgame.eu> & <http://www.seiling.eu>

## Vertragnehmer

Name: University of Cyprus  
Stadt: Nicosia  
Land/Region: Kypros / Kibris  
Land: CY-Zypern  
Organisationstyp: Universität/Fachhochschule/Akademie  
Homepage: <http://cs.ucy.ac.cy>

## Kontaktperson

Name: Paraskevas Evmripidou  
Adresse: 75, Kallipoleos str.  
Stadt: Nicosia  
Land: CY-Zypern  
Telefon: +357 / 22892696  
Fax: +357 / 22892701  
E-Mail: [skevos@ucy.ac.cy](mailto:skevos@ucy.ac.cy)  
Homepage: <http://cs.ucy.ac.cy>

## Koordinator

Name: University of Cyprus  
Stadt: Nicosia  
Land/Region: Kypros / Kibris  
Land: CY-Zypern  
Organisationstyp: Universität/Fachhochschule/Akademie  
Homepage: <http://cs.ucy.ac.cy>

## Kontaktperson

Name: Paraskevas Evripidou  
Adresse: 75, Kallipoleos str.  
Stadt: Nicosia  
Land: CY-Zypern  
Telefon: +357 / 22892696  
Fax: +357 / 22892701  
E-Mail: [skevos@ucy.ac.cy](mailto:skevos@ucy.ac.cy)  
Homepage: <http://cs.ucy.ac.cy>

## Partner

### Partner 1

Name: I.KORMA GPs  
Stadt:  
Land/Region:  
Land:  
Organisationstyp: andere  
Homepage: <http://www.f-kconsultants.eu>

### Partner 2

Name: RESOURCE S.r.l.  
Stadt:  
Land/Region:  
Land:  
Organisationstyp: andere  
Homepage: <http://www.resourceonline.it>

### Partner 3

Name: Ballymun Job Centre  
Stadt:  
Land/Region:  
Land:  
Organisationstyp: andere  
Homepage: <http://www.bmunjob.ie>

### Partner 4

Name: POLIDOROS KYRIAKOULIS  
Stadt:  
Land/Region:  
Land:  
Organisationstyp: andere  
Homepage: <http://www.webrelations.gr>

## Partner

### Partner 5

Name: InTraCoM GmbH

Stadt:

Land/Region:

Land:

Organisationstyp: andere

Homepage: <http://www.intracomgroup.de>

### Partner 6

Name: Kadis, HR educational engineering, d.o.o.

Stadt:

Land/Region:

Land:

Organisationstyp: andere

Homepage: <http://www.kadis.si>

## Produkte

- 1 Questionnaires (Pre-,Post-)
- 2 Technology Framework Definition
- 3 Needs Analysis Report
- 4 Training Material v3
- 5 Architecture and Final Design v2
- 6 Intranet for the communication and collaboration of the partners
- 7 e-Training portal for the SEILING platform
- 8 Intelligent Simulation Games
- 9 Project Website (for the general public)
- 10 SEILING Platform user guide
- 11 Dissemination and Exploitation Plan
- 12 Quality Control Charter
- 13 Final Conference

## Produkt 'Questionnaires (Pre-,Post-)'

Titel: Questionnaires (Pre-,Post-)

Produkttyp: andere

Marketing Text: -

**Beschreibung:** In order to facilitate the definition of the user requirements the consortium prepared a questionnaire that aimed primarily in collecting information about the existing organizational and technical contexts as well as future requirements in a systematic way focusing on certain areas of special interests and investigating details to the extend needed. The target groups were clearly identified and the objectives from the questionnaires were clearly explained to the partners. The focus of the questionnaires was adapted based on the decisions taken for the development of the training material.

The questionnaire's structure has been unpacked in three different sections, and presents a hierarchical structure since we are moving from very general, macro questions towards more specific and micro information. The sections are 1. preliminary/demographic questions, 2. technological means and 3. online services.

The questionnaires were translated in five languages (English, Greek, Slovenian, German, and Italian) and each local partner was responsible for the identification of potential users, the provision of support for answering the questionnaire as well as the collection of the results. A promo brochure regarding the aims, objectives and workplan of the SEILING was prepared and sent along with the questionnaires.

**Zielgruppe:** Training centers, recruiting centers, low skilled workers, recruiting specialists, online training specialists

**Resultat:** While the training scenarios (Training Material v1,v2,v3 - Results 4,8,18) give an impression of how the future system can be used by users, questionnaires employ a more systematic approach. The use of questionnaires enables the collection of information about the existing organizational and technical context as well as future requirements in a systematic way focusing on certain areas of special interests and investigating details to the extend needed. They also allowed the consortium to define the technological means based on which the training materials will be delivered as well as explore the attitude of the trainers in delivering "games" based training. In addition the questionnaires provided us with information related to the adoption of Internet-based training material and the comfort the trainers have in delivering such courses.

**Anwendungsbereich:** Unemployed sector

**Homepage:**

**Produktsprachen:** Englisch

### product files

#### Result No 11 – Project Website.txt

<http://www.adam-europe.eu/prj/7010/prd/1/1/Result%20No%2011%20-%20E2%80%93%20Project%20Website.txt>  
Result No 11 – Project Website

#### Result No 18 - Training Material v3.doc

<http://www.adam-europe.eu/prj/7010/prd/1/1/Result%20No%2018%20-%20Training%20Material%20v3.doc>  
Result No 18 - Training Material v3

## product files

### Result No 19 - User\_Manual\_All.pdf

[http://www.adam-europe.eu/prj/7010/prd/1/1/Result%20No%2019%20-%20User\\_Manual\\_All.pdf](http://www.adam-europe.eu/prj/7010/prd/1/1/Result%20No%2019%20-%20User_Manual_All.pdf)  
Result No 19 - User Guide

### Result No 1 - Questionnaires (Pre-,Post).txt

<http://www.adam-europe.eu/prj/7010/prd/1/1/Result%20No%201%20-%20Questionnaires%20%28Pre-%2CPost%29.txt>  
Result No 1 - Questionnaires (Pre-,Post)

### Result No 20 - Architecture and Final Design v2.docx

<http://www.adam-europe.eu/prj/7010/prd/1/1/Result%20No%2020%20-%20Architecture%20and%20Final%20Design%20v2.docx>  
Result No 20 - Architecture and Final Design v2

### Result No 21 - Dissemination and Exploitation Plan.docx

<http://www.adam-europe.eu/prj/7010/prd/1/1/Result%20No%2021%20-%20Dissemination%20and%20Exploitation%20Plan.docx>  
Result No 21 - Dissemination and Exploitation Plan

### Result No 24 - Quality Control Charter.docx

<http://www.adam-europe.eu/prj/7010/prd/1/1/Result%20No%2024%20-%20Quality%20Control%20Charter.docx>  
Result No 24 - Quality Control Charter

### Result No 26 - Final Conference.pptx

<http://www.adam-europe.eu/prj/7010/prd/1/1/Result%20No%2026%20-%20Final%20Conference.pptx>  
Result No 26 - Final Conference

### Result No 2 - Technology Framework Definition.doc

<http://www.adam-europe.eu/prj/7010/prd/1/1/Result%20No%202%20-%20Technology%20Framework%20Definition.doc>  
Result No 2 - Technology Framework Definition

### Result No 3 - Needs Analysis Report.docx

<http://www.adam-europe.eu/prj/7010/prd/1/1/Result%20No%203%20-%20Needs%20Analysis%20Report.docx>  
Result No 3 - Needs Analysis Report

### Result No 6 - Intranet.txt

<http://www.adam-europe.eu/prj/7010/prd/1/1/Result%20No%206%20-%20Intranet.txt>  
Result No 6 - Intranet

### Result No 7 – e-Training portal.txt

<http://www.adam-europe.eu/prj/7010/prd/1/1/Result%20No%207%20%E2%80%93%20e-Training%20portal.txt>  
Result No 6 - Intranet

### Result No 9 - Intelligent Simulation Games.txt

<http://www.adam-europe.eu/prj/7010/prd/1/1/Result%20No%209%20-%20Intelligent%20Simulation%20Games.txt>  
Result No 9 - Intelligent Simulation Games

## Produkt 'Technology Framework Definition'

Titel: Technology Framework Definition

Produkttyp: Module

Marketing Text:

**Beschreibung:** IntraCom has conducted an in-depth research and analysis of the technologies that can be used for the development of the SEILING eTraining platform. Although this result was not foreseen in the proposal of the project, the consortium and more specifically the technical partners decided that such a report was necessary in order to define the technological framework based on which the SEILING platform will be developed. Given the fact that most of the resources for this project are allocated into technical work and for ensuring speed and high quality in the development of the system the consortium felt that this extra result was warranted. The work involved research and analysis in 3 major technology categories. The first category was about the selection of a Learning Content Management System to be included in our platform for hosting our developed training material as well as the training materials to be uploaded by other trainers. The second category was about the selection of a gaming engine that will be used for transforming our training material (scenarios) into animations/games. The third category included research about the selection of a programming platform that will be used for the development of the rest of the functionality of the platform such as the supporting applications (forum, chat). The report includes listing of specifications and features for each technology along with a detailed analysis of pros and cons for each technology. The integration capabilities of each technology were also carefully considered. The report wraps up by recommending the technologies that shall be used for the development of the SEILING platform.  
More details for this result can be found in the associated Report.

**Zielgruppe:** Consortium technology users, Users aiming to develop similar applications

**Resultat:** As already noted this is a new result not foreseen at the proposal phase of this project. However, the conclusions of this result are very important for the successful outcome of this project. The investigation allowed the technical partners of the consortium to define the technological framework on which the development of the platform will be based. Those results are fed into the architectural synthesis and design Result (Result No. 5) for providing a precise definition of the technologies required to build the platform. This result also safeguarded the consortium from following a wrong path in the chosen technologies with the result of delaying the completion of the project and/or exceeding the allowable budgets.

**Anwendungsbereich:** eTraining providers

Homepage:

Produktsprachen: Englisch

## Produkt 'Needs Analysis Report'

Titel: Needs Analysis Report

Produkttyp: Verfahren zur Analyse und Prognose des Berufsbildungsbedarfes

Marketing Text:

**Beschreibung:** The deliverable "Needs Analysis Report" refers to the results of the user requirement analysis and provides recommendations for the development and testing of the SEILING platform. It is very essential to know the needs of the users, which will provide us input for WP2 which has to do with the design of SEILING learning environment and WP3 later on. The specific report will be also used as a base for the preliminary outline of project pilot applications.

The user requirements analysis is to ensure that the further project work is based on a solid elicitation of what the actors involved in the application field expect from new technologies and what they need to fulfill their tasks, respectively

A strategy document was discussed with the partners of the Consortium followed by several guidelines how to use the various techniques such as scenarios, questionnaires, interviews, round-table discussions. The actual acquisition of user requirements focused on selected case settings in Greece, Slovenia, Germany, Italy, Cyprus and Ireland and all user partners contributed to this effort. Besides, F&K compiled guidelines on e-learning within less qualified workers and held a focus group meeting to consolidate the requirements from this point of view.

Thus, in this report, we could meet the methodology adopted for collecting the user requirements, providing the results by each country from the questionnaires, and an analysis of the results for all the instruments as well as the impact of these results on the design consideration. Last but not least, the report provides overall conclusions regarding the functional and non-functional requirements of the users. The appendices of the report include all relevant material that has been gathered / produced for the completion of this task.

More details for this result can be found in the associated Report.

**Zielgruppe:** Ministries of employment, vocational training institutes, centres for job orientation, youth associations, policy makers, consortium users

**Resultat:** Within the SEILING project, this deliverable is essential because it provides input for the work package WP2 "Design of the SEILING learning environment". Furthermore, the analysis of the SEILING system, including specifications of the learning environments together with existing technologies, will be performed as a basis for the design and specification to be done in WP3. Users' requirements are also used as a base for the preliminary outline of project pilot applications.

**Anwendungsbereich:** Unemployment sector

**Homepage:**

**Produktsprachen:** Englisch

## Produkt 'Training Material v3'

Titel: Training Material v3

Produkttyp: Unterlagen für offenen Unterricht

Marketing Text:

**Beschreibung:** Training Material v3 includes in detail developed scenarios with adaptations for all games that are published on platform as interactive games. It is the latest version of the scenarios that include all necessary adaptations to accommodate the user comments from the trials as well as all the necessary corrections for the localization of the scenarios.

The games are: Career choice, CV builder, Job search, The interview and Time management. The game scenarios and all supporting materials (annexes, lists etc) were translated in five languages (English, German, Italian, Slovenian, Greek) and are accessible via the platform for registered users. The report is provided only in English and it contains scenarios translations in all languages.

Zielgruppe: Consortium users

**Resultat:** Scenarios were the basis for interactive games, which is the main product of the project. Interactive games follow the exact wording, procedures described in the scenarios. Most of the consortium's expertise and intelligence is embedded within the scenarios where care was taken to offer scenarios that promote interaction and used engagement and at the same time deliver in a sound manner the training activities.

Anwendungsbereich: Training institutions and users

Homepage:

Produktsprachen: Englisch  
Deutsch  
Griechisch  
Italienisch  
Slowenisch

## Produkt 'Architecture and Final Design v2'

Titel: Architecture and Final Design v2

Produkttyp: Module

Marketing Text:

**Beschreibung:** This result is the evolution of the 1st version of Architecture and System Design deliverable. It includes updated information for the architecture as well as the final design of the system which was not available when the 1st version was submitted.

The final design of the platform includes all the necessary details in terms of technologies used, modules developed, database schemas, domain model, integration plan and testing methodology to be used for the development of the platform. It represents the blueprint for the development of the platform and it has significantly contributed in reducing the time and effort needed to develop the platform because it always served as a guidance for optimizing the development.

**Zielgruppe:** Consortium development team, internet software developers (eTraining)

**Resultat:** The result provides all the technical details for the implementation of the system and it safeguards that the system will be built based on a sound architectural and design plan. The developers are following the design and integration plan without worrying about integration or other technological issues. The result has shorted development times and increased ability in introducing the necessary changes for the optimization of the system.

This approach also protected the consortium from the staff changes of the development teams since the knowledge is reflected in the design plan and not in the peoples' minds. This also facilitated the evaluation phase since any changes requested by the users were more easily implemented given the detailed design and architecture.

**Anwendungsbereich:** Software development

Homepage:

**Produktsprachen:** Englisch

## Produkt 'Intranet for the communication and collaboration of the partners'

Titel: Intranet for the communication and collaboration of the partners

Produkttyp: Homepage

Marketing Text:

Beschreibung: WebRelations with the assistance of UCY has designed and developed a fully functional Intranet for the communication and collaboration needs of the SEILING partners. The Intranet includes several modules such as:

- Definition of work packages with start and end date
- Definition of deliverables and milestones with relevant tracking of the progress
- Discussion forum for collaboration among partners for issues raised within the project lifetime
- Definition of deliverables and ability to upload the necessary files. Also it supports versioning of the uploaded files
- Assignment of tasks to other partners
- Alerting of partners for new activities in the Intranet i.e. new discussion, new file upload etc
- Progress reports of milestones and WP's in general
- Calendar of events
- Ability to keep timesheets per project/WP/milestone
- Many other tools

The Intranet along with email represent the main collaboration and communication methods for the partners. It was used throughout the project lifetime.

Intranet URL: [www.seiling.eu/euroconsortium](http://www.seiling.eu/euroconsortium)

Zielgruppe: Consortium users

Resultat: This result contributes very significantly in achieving the project objectives since it allows all partners to have a common place for exchanging ideas, commenting on tasks assigned and sharing documents (including versioning). The Intranet is a very powerful communication and collaboration tool and allowed the coordinator to better manage the project and disseminate in an efficient and structured way information relevant to the project.

Anwendungsbereich:

Homepage: [www.seiling.eu/euroconsortium](http://www.seiling.eu/euroconsortium)

Produktsprachen: Englisch

## Produkt 'e-Training portal for the SEILING platform'

Titel: e-Training portal for the SEILING platform

Produkttyp: Homepage

Marketing Text:

Beschreibung: The layout of the e-Training portal has been designed and developed from WebRelations. The e-Training portal will be the entry point to the SEILING training platform and is acting as the "wrapper" to the rest of the components. It includes the following components:

- 5 Games/Animations – eTraining platform (Result No. 9)
- Supporting applications
  - o User's forum
  - o User's chat application
  - o Evaluation component (grading, feedback)
  - o Reporting
  - o Courses depository
  - o User Management
  - o Supplementary material
  - o Other tools
- General Information for employment issues, possible career paths, educational training
- Good Practices corner

The Games/Animations are presented as another product (Result No. 9). For the supporting applications, effort was made to use ready-made components in order to speed up the development. For the rest, the development is based on the PHP/MySQL development platform. The general information sources are provided by all partners and are customized by country.

The portal is offered in 5 languages (English, Greek, German, Italian, Slovenian).

e-Training Portal URL: <http://www.thejobgame.eu>

user: LLP

pass: Cyprus

Zielgruppe: Low skilled workers, unemployed, training and recruiting centers, other VET institutions, government agencies

Resultat: The portal is considered as the "wrapper" of the SEILING platform and the entry point to all of the functionality and services that will be offered. This is the first page that the users of our System will see and thus the design, the look and feel and the user friendliness of this page is of paramount importance.

Anwendungsbereich: Unemployment sector

Homepage: <http://www.thejobgame.eu>

Produktsprachen: Englisch  
Deutsch  
Griechisch  
Italienisch  
Slowenisch

## Produkt 'Intelligent Simulation Games'

Titel: Intelligent Simulation Games

Produkttyp: Homepage

Marketing Text:

**Beschreibung:** The Intelligent Simulation Games/Animations is probably the most important and most resource intensive product of the SEILING platform. It includes the transformation of the training scenarios into fully functional animations/games. WebRelations is leading the development of this product.

The animations/games that have been developed are the following:

- Career Choice
- Prepare a CV
- Job Search
- Job Interview
- Time Management

The games are developed using FLASH, a platform which is renowned for the richness and high interactivity features it includes and every effort is made to develop those courses into an attractive resource for the users of our target group. Efforts are concentrated in making the user feel that he is mostly playing a game and that the knowledge he is absorbing is inherently embedded in the game.

Apart from the transformation of the scenarios into games/animations this product receives and sends information to the supporting applications and has direct access to the database of the platform. The necessary classes for these interactions have been developed using the PHP/MySQL paradigm.

Finally the development is done in such a way in order to facilitate the multi-language nature of the platform. The animations/games are implemented in 5 languages.

The Intelligent Simulation Games are available at the SEILING platform.

[www.thejobgame.eu](http://www.thejobgame.eu)

user: LLP  
pass: Cyprus

**Zielgruppe:** Low skilled workers, unemployed, training and recruiting centers, VET institutions, relevant government agencies

**Resultat:** The Intelligent Simulation Games represent the core of the SEILING platform. The adoption of the games from our potential users are the deciding factor for the success of this project. Most of our previous work provide input to this product and the end result represents the efforts undertaken by all partners throughout the project lifetime. Thus the outcome of this product and the acceptance of this product by the users will more or less determine the successfulness of this project.

**Anwendungsbereich:** Unemployment

**Homepage:**

**Produktsprachen:** Englisch  
Slowenisch  
Italienisch  
Griechisch  
Deutsch

## Produkt 'Project Website (for the general public)'

Titel: Project Website (for the general public)

Produkttyp: Homepage

Marketing Text:

Beschreibung: WebRelations has designed and developed the public web site of the SEILING project. The content was provided by F&K. The sections included are:

- Introduction for SEILING (About SEILING)
- News & Announcements
- Description of Work (Work-Packages List)
- Consortium – List of Partners
- Contact
- List of public deliverables/results
- Link to the platform

The web site was constantly enriched with more information as the project was moving on and more public information were made available..

The web site is offered only in English.

The website address is <http://www.seiling.eu>

Zielgruppe: Low skilled workers, unemployed, training and recruiting centers

Resultat: This product aims primarily for the dissemination of the project. It represents the main source of information for potential users of our platform and it contains all the necessary and publicly available information regarding the status and the outcomes of the project. It also acts as a gateway to the SEILING platform.

Anwendungsbereich: Unemployment

Homepage: <http://www.seiling.eu>

Produktsprachen: Englisch

## Produkt 'SEILING Platform user guide'

Titel: SEILING Platform user guide

Produkttyp: andere

Marketing Text:

**Beschreibung:** The user guide of the SEILING platform is a user manual that describes all the major functions included in the system. The result was deemed as necessary since the target group of the project warrants the existence of such result. Our target group is primarily the low qualified workers and although every effort has been made to keep the platform as simple and straightforward as possible, there still users that might need some help. The user guide starts with a brief explanation of what the platform is about and then it dives inside to explain every game and supporting module to the user. There is also a "map" of the portal where the user is shown where each module is located and then each module is explained in further detail one by one.

The instructions provided range from the way you create an account and login to the system to the various evaluation methods which are available throughout the system. It also include further instructions as to how the games are played in case the online instructions are not clear to the users.

Finally it includes instructions on the usage of the collaboration tools that are available in the platform.

**Zielgruppe:** Low qualified user, VET institutions, training and vocational centers

**Resultat:** This result was deemed as a necessary one given the target groups of this project. The user guide will assist users in utilizing the platform by their own and will give them a level a confidence that help is available in the case that there is something they do not understand. Our VET partners clearly pointed out that this kind of people need to know that someone is out there to help them and given the fact that our platform is build in such a way that a counsellor is not needed, the user guide was the only way to offer them this level of confidence.

**Anwendungsbereich:** Unemployment sector

Homepage:

**Produktsprachen:** Slowenisch  
Italienisch  
Englisch  
Griechisch  
Deutsch

## Produkt 'Dissemination and Exploitation Plan'

Titel: Dissemination and Exploitation Plan

Produkttyp: andere

Marketing Text:

**Beschreibung:** This deliverable is the continuity of Dissemination Plan prepared in 1st year of the project. It includes a short description of the system's architecture, an extensive market analysis focusing on unemployment, early school leavers and less qualified workers in European countries. Moreover, the deliverable is referring to Sei.li.nG competition in the countries participated in the project. Another section is dedicated to the Marketing mix analysing the product's pricing policy according to the Consortium. Finally, the deliverable is referring in details to the dissemination activities of each partner during the project lifetime and their individual exploitation plans.

**Zielgruppe:** Partners, LLP

**Resultat:** The specific deliverable constitutes a valuable mean for helping the partners promote the product to the market. An extensive market analysis has been carried out covering the countries involved in the project as well as the whole European market. The possible markets to accept and commercially adopt the project outcomes have been identified and the partners have already reached them with success. The Plan also involves the identification and design of marketing activities and the preparation of the exploitation plan for the project results. An exploitation plan (IPR Agreement) has been prepared to be signed by the partners in order to exploit the final product into the market.

**Anwendungsbereich:** Training and Recruiting Centers, Academic ,IT

**Homepage:**

**Produktsprachen:** Englisch

## Produkt 'Quality Control Charter'

Titel: Quality Control Charter

Produkttyp: andere

Marketing Text:

**Beschreibung:** The objective of this result is to provide evidence that all the milestones and expected results of the project have been successfully met. It includes a list of the expected results and milestones of this project as well as the evaluation criteria which have been used to evaluate the results and decides whether the objectives of each result have been achieved. In the cases that the milestone or expected result was not achieved or was not completed on time, this report provides the necessary explanations of why this has happened and the actions taken by the consortium to mitigate the risks of fulfilling the requirements of this project.

**Zielgruppe:** Consortium users

**Resultat:** This result is a very important one since it acts as a safeguard for guaranteeing that the project will meet its milestones. It includes all the evaluation methods used by the coordinator to ensure that the project will meet its objectives both qualitatively as well as quantitatively. It also enlists all possible risks associated with the deviations from the initial project planning and the actions taken by the coordination to ensure proper execution of the project.

Anwendungsbereich:

Homepage:

Produktsprachen: Englisch

## Produkt 'Final Conference'

Titel: Final Conference

Produkttyp: Transparenz und Zertifizierung

Marketing Text:

**Beschreibung:** The Final Conference for the SEILING project was held in Nicosia on 29th of September 2011 at UCY premises. The aim of the conference was to present the outcomes of the SEILING project to the Cyprus authorities, businesses and community as well.

An advertising campaign took place 1 month prior to the final conference in order to attract as much people as possible. The campaign including facebook promotion, personalized invitations, email campaign through mailing list and personal contacts. Local authorities, recruiting and training centres, universities, high schools, government authorities and many others were the target of the campaign.

The schedule of the conference was as follows:

8:30 - Reception and visitors registration  
9:00 - "The SEILING approach" - Prof. Paraskevas Evripidou  
10:00 - Questions and Open Discussion  
11:00 - Reception

**Zielgruppe:** Ministries of employment, low skilled employees, less qualified workers, unemployed persons, trainers to the vocational training institutes, centres for job orientation, youth associations, policy makers.

**Resultat:** The Final Conference is not only considered one of our primary dissemination events it is also an opportunity to gauge the acceptance of our platform. Several people were invited in order to view SEILING and express their opinion and/or critic. An informative discussion was held at the end that resulted in several possible enhancements for SEILING as well as ideas about further dissemination of the project to the Cyprus.

The Final Conference was also an opportunity for the local LLP authorities to review the system.

**Anwendungsbereich:** Unemployed sector

Homepage:

Produktsprachen: Englisch

## Veranstaltungen

### SEILING Final Conference

Datum 29.09.2011

**Beschreibung** The Final Conference for the SEILING project was held in Nicosia on 29th of September 2011 at UCY premises. The aim of the conference was to present the outcomes of the SEILING project to the Cyprus authorities, businesses and community as well.

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**Zielgruppe** Ministries of employment, low skilled employees, less qualified workers, unemployed persons, trainers to the vocational training institutes, centres for job orientation, youth associations, policy makers.

**Öffentlich** Öffentliche Veranstaltung

**Kontaktinformation** Prof. Paraskevas Evripidou  
+35722892696

**Zeitpunkt und Ort** Nicosia on 29th of September 2011 at University of Cyprus premises