



European Manager of Intelligent and Responsible Territories

Final Report

Public Part

Project information

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Executive Summary

Since the mid-1990s, an exhaustive redefinition of the theory and practice in the area of local development has taken place, due to a theoretical revision of the dynamics among nature/society/economy, and the emergence of new concepts of Sustainability, Social Capital, Good Governance, Knowledge Management, Corporate Social Responsibility and Territorial Social Responsibility (TSR) which structure the new model of Intelligent and Responsible Territories.

The gap between the current training provision in the field of local development and the demands for professional skills and knowledge related to the importance achieved by the strategic factors already mentioned in the new model of development (Local Sustainable Development) should be filled through new training curricula throughout the European Union

Therefore, the **main aim** of the European pilot project GETIR is to design a new professional profile and to create an training itinerary for the European Manager of Intelligent and Responsible Territories, with new professional competences in terms of local/regional territorial management that enable the promotion, management and coordination of local processes for boosting the model of Intelligent and Responsible Territories.

Along with defining the profile, curriculum contents and development of professional skills for GETIR, **the second aim** is to create a multilingual on-line tool for European training of the Manager, along with a 2.0 social community to favour the exchange of contents, experiences, and to disseminate a model of Intelligent and Responsible Territories.

The profile and training curriculum have been designed and tested in the five partner countries on the basis of **five strategic knowledge areas**: Corporate Social Responsibility and Knowledge Management in the Territory, Social capital, Local Sustainable Development, Good Governance, Social Participation and Empowerment, and New Technologies.

The **main beneficiaries** of this project are: technicians and staff from the partner organizations and involved in the project, local development experts, training centres, and policy makers in the fields of education, vocational training and employment at the European Union level.

The envisaged **plans and prospects for the future** are:

- To transfer the profile and training curriculum to other professional sectors, such as tourism sector
- To test and validate the GETIR multilingual Training Tool in all partnership countries via *train the trainers* courses based on *blended learning*

- To create a European forum with business and experts in the fields of tourism and development
- To define a “System Approach to Intelligent and Responsible Territories” (SATIR) as quality system for the implementation, management, and quality control of the TIR model in specific territorial contexts.
- Translation from English to the rest of partnership languages (GR,RO, SV) the TIR model developed in GETIR and the SATIR approach.

Besides, project partners will establish local and sectorial agreements on the use and exploitation of the pedagogical materials (with training organizations, VET centres, labour unions), or will teach comprehensive or modular courses targeted at different final users. DOCUMENTA will also try to establish local and sectorial agreements with other training tools and platforms showing interest in the use of the educational materials developed in the project.

More details can be found on the project website: <http://www.getir.eu/>

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1. Project Objectives

Taking in account the obsolescence of the current LDA expertise profile and its training curricula within the European labour market, the main objective of the project is to update and improve the training and professional profile of local development experts in the EU countries. GETIR project attempts to answer the demands of this sector through the creation of a new curriculum through the definition and test of the European Manager of Intelligent and Responsible Territories profile (GETIR).

To fulfil this task, we have defined 7 work packages. These work packages respond to each of the following defined objectives:

- Define, test and validate the GETIR skills and competences profile at EU level, including the contents of the training curriculum developed,
- Design, test, validate and translate a blended learning pedagogical tool (flexible and adaptable to different contexts and countries), from an EU local sustainable development model approach.
- Create a 2.0 GETIRs´ community (GETIR Social Community) to be used both as support of the training tool and the networking, dialogue and exchange among professionals and territories.
- Develop an innovative pedagogical process by means of all these tools and training products, focused on cooperative learning, social/organizational learning, learning territories and knowledge regions.
- Make an effort to translate the most relevant documents and supporting materials into English, for a more effective communication at the partnership level, and translate the profile and the pedagogical tools to all partners´ languages in order to guarantee their dissemination, transference and a strengthened multiplying effect.
- Contribute to the implementation of lifelong learning processes and keep the active dialogue among the partners during the implementation of the project through a continuous and participative assessment procedure.

The long term objective is to strengthen the sustainability of this cross-national initiative through mainstreaming (mainly by transferring the most relevant project results to appropriate decision-makers in regulated local, regional and national systems) on the basis of the EU blended learning tool and the Social Community as supporting tools.

2. Project Approach

During the last 25 years we have witnessed a process of change in the theory and practice of local development. A new development model began to take shape, as a way to address new economic, social and environmental challenges posed by the Local Sustainable development model. Local development gradually evolved from the Local Economic Development approach to a new Local Sustainable Development approach.

As a result, new waypoints and concerns raised at the European level: from the concepts of *sustainability in the frame of the European Model of Development and Corporate Social Responsibility*, to the importance given to *social networks* and the role of the *Third Sector in the economy and development*, or the crucial importance of *governance and social interactions* at the various levels of society.

This paradigm shift is associated to a significant methodological transformation affecting the ways to address the local development policies in order to maintain the welfare state and social justice.

The topic of Local Sustainable Development in Intelligent and Responsible Territories has been extensively researched by the project coordinator. An important gap was already noted, since the end of the nineties, between the knowledge and abilities in the training profile for a Development Agent and the demand for new professional skills within the sector

In 2003, Documenta took part in the European Forum on Local Employment Development (Rhodes) with the support of the European Commission. Through the paper "Social Capital management in Intelligent and Responsible Territories", the entity presented its early research on the Intelligent and Responsible Territories concept, arousing the interest of several organizations. As a result, Javier Farto, founding member of Documenta, published in 2005 the book "Sustainable Local Development and Responsible Intelligent Territories".

The rationale of the European Manager of Intelligent and Responsible Territories project emerges from these strands of work and gained experience. The project consortium is composed by different partner institutions with broad experience in local development, training and labour qualification and employment. Their participation has been crucial to create bonds with public and private entities at the national levels and a national and European network which will encourage the participation of potential stakeholders.

The added value of this initiative is reflected by various aspects:

- The conceptualization of the Intelligent and Responsible Territories model contributes to the enrichment of the Social Responsible Territories approach that is expanding

rapidly at the EU level (Manifesto of Sitges for SRTs, 2007). The TIR model aims to complete the SRT through a comprehensive view of territory considering aspects such as Social Capital, Good Governance, Strategic Knowledge Management, etc. plus Sustainability.

- The innovative character of the profile, training contents and pedagogical approach are aimed at improving flexible learning methodologies and pedagogical innovation.

The trans-national character of the project, along with its innovative nature and flexible training methodology has enabled the partnership:

- to homologate the profile in each participating country
- to make it easy to adapt and use in their own VET systems, considering their territorial and linguistic contexts.
- to improve the dissemination and exploitation of results in the EU;
- to guarantee the future sustainability of the process.

Regarding the dissemination and exploitation strategy, we have designed a valorisation plan with different dissemination activities (creation of project image, project's website, leaflets, final European awareness seminar, and publication of the updated English version of the *Intelligent and Responsible Territories* book), to ensure the visibility of the main project products and the TIR model. We also pretend to promote the project results as example serving for other similar actions focused on the elaboration of training and curricula profiles in related areas (Local sustainable development, knowledge management, etc.).

To achieve these aims, the activities of exploitation and dissemination are implemented at different territorial levels, so as to increase the European impact of the action: from the regional level and starting from the partners of the consortium, to the national level through national networks with the involvement of external organizations which do not directly take part in the project. National networks will be represented in their broader sense, including experts, as well as different European networks in which the partners participate (MetropolisNet EEIG; European Civic Forum; GC Development Group EEIG...).

We have planned a mainstreaming process based on the transfer of the most successful products (Professional profile, training materials, Multimedia Training tool and Social Community) to the appropriate decision makers at the local and regional levels. This is to be done by keeping contact with *regional administrations, local development agencies, and experts in regional development* from different municipalities, districts, etc. in the five participating countries. All these stakeholders have been informed about GETIR throughout the duration of the project via presentations, conferences and face-to-face meetings

celebrated in participating countries –for instance, through experts’ workshop developed under the Workpackage 3 (*Testing beta training tool for its final validation*).

Several indicators to measure impact of the valorisation activities were established at the beginning of the project: distribution of 200 copies of the publication in English, 500 copies of each of the leaflets, 10 experts from each country involved in the Social Community, a minimum of 5 participants in each pilot testing workshop.

Regarding the evaluation strategy, it has been planned from an up-bottom evaluation approach, but also bottom-up approach is used to assure and improve the quality of the project as whole and derived outcomes, also considering the participation of target groups and partnership. The evaluation process is composed by two different procedures (internal monitoring, which is lead by the project coordinator, and external assessment).

3. Project Outcomes & Results

The major achievements and results of the whole project are:

WP1 Context, New concepts and profile GETIR

- Intelligent and Responsible Territories. (Updating of the book, translation into English and publication of the new version in English). This activity has been very relevant for the project, as the proper understanding of the Intelligent and Responsible Territories model was needed for the development of tasks within the project consortium. The TIR model is the starting point of the profile and training contents, and for this reason, a final publication in English of the model is released within this WP to disseminate and transfer to other our approach to other countries and territories (the original book contents were in Spanish). The book will help to share a common vision on the concept both within and outside the project, and also helps to disseminate project products such as the Best Practices.
- GETIR Professional Profile (Definition of the knowledge, skills and abilities profile, and design of the curriculum). The GETIR professional profile is a comprehensive document/report which shall be considered one of the core project products. It contains the whole definition of the profile, via the following sections: Context of development, Mission and Functions of the GETIR manager, the profile of competences, and a full description of each of the five Units of Competences. Besides, it includes a description of the professional performance areas of the Manager. This document has been translated from Spanish to English, and then from English to: Romanian, Bulgarian, Swedish and Greek.

WP2. Design of contents for the training curriculum and selection of best practices

- Professional training contents of the GETIR profile (Definition of the training contents and curricular path based on the five knowledge areas of the profile). Each of the five partners worked to design and compile a series of training modules in the educational areas they lead: IREA elaborated 3 training modules for the Local Sustainable Development area, Folkuniversitetet elaborated 3 modules within the area of Good Governance, Social Participation and Empowerment, whereas the Bulgarian Development Agency developed the modules of Social Capital area (3 training modules), DOCUMENTA worked in the elaboration of the training contents on the

Corporate Social Responsibility and Knowledge Management in the Territory area (2 modules), and DIMITRA was in charge of the elaboration of four modules compelled under the cross-sectorial area of ICT and New Technologies. The design of materials followed a common template provided by DIMITRA, as this organisation was in charge of the technical support and training tool administration. Therefore, materials were designed based on *blended learning* methodology (in-class& distance learning)

The first version of the training materials was elaborated in English, as the final translation of materials to all partners' languages was planned after the subsequent test of the contents of the profile and training materials with experts in partner countries. All the materials were uploaded into the beta training tool in pdf. version in English and were available for the internal use of partner organizations (e.g. the training tool was used for the pilot testing session with experts).

- Best practices (set of best practices analysed by each of the partners, and compendium of partnership best practices in a single report). Best Practices researched by the partners are one of most innovative training products of the project. These practices are set in different countries at the EU level and also at international level, and they are linked to the 5 areas of the profile. The result were 32 best practices collected by the project partners as examples of management policies, projects or initiatives which constituted steps forward/lessons learned for the development of the Intelligent and Responsible Territories model. As Best Practices were not tested by experts, they were translated into all partners' languages.
- Beta training tool (Multimedia training tool): The beta version of the Training Tool was available in English since September 2012 for pilot testing with experts. The tool is organised in various sections: *The GETIR project* section presents the most relevant characteristics of the training contents and the *Training Material* section contains the materials organised by thematic areas. To access these materials, users are required to provide a username and valid password. The same web domain has been used for the final version of the tool: <http://mtool.getir.eu/es/>

WP3. Testing the beta training tool for its final validation

- Report with recommendations from experts. The partnership tested the profile, training contents and the online tool in their countries following the common guidelines set by the coordinator. Partners were encouraged to receive feedback from experts by carrying out workshops/face-to-face meetings, but there were also allowed

to use other tools (telephone or mail). All partners sent a summary report of the evaluation carried out, with the most notable suggestions and recommendations based on experts' feedback.

The coordinator elaborated a synthetic report with the results of the evaluation to share the conclusions and suggested improvements with the partnership. Subsequently, each partner included the agreed improvements in the training modules developed by them, and the project coordinator also improved some of the weaknesses of the Professional Profile (e.g. adjustments in the *Skills* and *Attitudes* sections of the profile).

WP4. Virtual Community and final training tool

- Virtual European Community of GETIRs. (2.0. Community for GETIR professionals and experts). GETIR Social Community has been used throughout the project to test and validate the profile and the training curriculum. It has been promoted as a professional virtual community for future GETIR managers and potential trainees, and for all stakeholders concerned in these areas.

GETIR Social Community is a platform where users can exchange views on educational materials, good practices; and it will serve as means of communication among future trainees and trainers, so that they can exchange information and share knowledge, news, problems, projects and experiences. Is also a tool to assure the dissemination of the main concerns around GETIR profile and its future usage expectations.

- Final training tool. Final multimedia training tool, translated into Romanian, Swedish, Bulgarian, Spanish and English, after being tested and validated by the partnership. The tool contains the educational materials related to the five Thematic Areas of the project (Local Sustainable Development, Social Capital, Corporate Social Responsibility and Knowledge Management in the Territory, Good Governance, Empowerment and Social Participation, and New Technologies) suitable for a blended learning training methodology.

Multilingualism is also crucial in order to give a European dimension to the training products, as it helps to improve the knowledge of future trainees on LD concepts and project terminology in other languages. The demonstration of the multimedia tool can be found on a CD.

WP5. Management and coordination of the project

- Management guide of the project (Definition and elaboration of a Project Management Guide). This management guide was created to define the working methodology to be followed within the project, the roles and responsibilities of the project coordinator and partners, conflict resolution, communication channels for the consortium and the evaluation strategy. It is aimed to facilitate project management in all participating countries, and it is available in English and Spanish.
- Preparation and holding of four transnational meeting:
 - Kick off Meeting in Noja, Cantabria (Spain)
 - II Coordination Meeting in Sweden (Stockholm)
 - III Transnational Partnership meeting in Bulgaria (Sofia)
 - IV Transnational Partnership Meeting in Romania (Timisoara)

These meetings helped to coordinate all national and transnational activities that the organizations implemented throughout the project duration. They also served to assess and follow up the core activities and tasks of the project, as well as to exchange views, fears and ideas among participants.

WP6. Exploitation and dissemination plan

- Image and paper line (Definition of a common project image for the external projection of the project). The project image and logo have been inserted and used in all project products, such as the website, leaflets, papers and reports. The project image is one of the key elements of the dissemination strategy, as it helps to publicize GETIR project and ensures transparency with regard to the European Commission and final users. All partners were encouraged to use the same paper line, to facilitate the public representation of the project in their countries. Also, together with the image, the source of funding is reflected in all official documents.
- Project Leaflet (Editing and creating a project leaflet, which explains the project rationale, objectives and main products). This product contributes to disseminate and the project in Spain, Sweden, Greece, Bulgaria and Romania, available in a bilingual format (English-language of the partner).
- Profile Leaflet (Editing and creating a new leaflet focused on the Professional Profile, Training Tool and Social Community as “products”). A second leaflet was released in each of the partner countries in a bilingual format (English-language of the partner). The leaflets have been distributed to targeted institutions in all countries: training institutions, VET centers, public administrations and decision makers, third sector

organizations, local development consultants and involved experts. They contribute to disseminate the project image and the source of funding.

- Website (General website of project to disseminate the aims of the project, activities and tasks, partners, results and products...). The development of a project website was a helpful dissemination tool, as it improves project's visibility and assures transparency. The website provides also documents on project progress and deliverables which are not restricted use, besides project information.

News on the website can be found mostly in English and Spanish, but partners worked in the translation of the project information into their languages. Website link:

www.getir.eu

- European Seminar (Final conference to close the project and publicly present the main results). The conference *European Manager of Intelligent and Responsible Territories-A new professional profile for the local sustainable agent* was a successful meeting with more than 50 attendees from different Romanian institutions: Public administrations in the Vest region, third sector organizations, Vest University, students, private consultants in the fields of local development and employment, project partner and local media. The participation of the project coordinator and partners was oriented to present the GETIR project and disseminate the profile and educational materials, raising awareness on sustainability and the role of local institutions in the promotion of the key areas of the profile.
- Additional activities developed by the partnership: Such as awareness workshops with potential target users –Third sector organisations, Chambers of Commerce (Sweden), Tourism and catering industry (Spain), regional public administrations and university lecturers in the field of Local Development (Bulgaria); press articles in the local and regional media, news and press releases in partners' corporate websites, publicity and project dissemination in other meetings and events, etc.

WP7. Evaluation and quality plan

The evaluation and quality plan of the project starts from two different types of assessment. On the one hand, the Internal Evaluation, carried out by the project coordinator, aims to monitor the activities implemented under the project development and gathers partners' opinions regarding the work and the project results. (Assessment of transnational meetings, interim and final evaluation of the project). On the other hand, the External Evaluation is carried out by an external company and it is aimed to complement the internal evaluation from a different approach by measuring other project aspects and assuring transparency by gathering partners' future expectations and contrasting internal evaluation.

Below we describe the main reports and results of the **Internal Evaluation**:

- Ex-ante Evaluation Report and kick off analysis.

The main goal of this report is to present an initial analysis of the interests, feelings, fears and expectations of project partners about the teamwork, the definition of project activities and the foreseen implementation and realization of activities according the scheduled timesheet. This first assessment helped to detect eventual deviations in the development of tasks in order to establish corrective measures.

- Evaluation Guide

The methodological evaluation guide of the project has been designed with the aim of establishing an open debate among the involved partners, by collecting their feedback and using tools to measure the feelings and fulfillment of expectations so that the project will be improved related to its internal processes and final products / results. This guide and questionnaires are participatory tools for all partners aimed at improving the development of the project.

- Interim Evaluation Report

The interim evaluation report of GETIR project was made to evaluate, from an internal and general point of view, the implementation of the project as a whole during the first year of life. It reflects the development of activities approved and implemented during the first year of the project and the relationship and level of satisfaction between the partners involved

- Final Evaluation Report

This report reflects the development of activities approved and implemented during the second period of the project, involvement and level of satisfaction between the partners as well as an overall evaluation of the results and undertaken activities. It tries to analyze the progress of the work undertaken by the partners and the level of satisfaction with the project major achievements by the time the project finishes. Therefore, the general aim of this evaluation is to assess: the attainment of the objectives, coordination activities and communication developed within the partnership, final outcomes and deliverables and available resources.

Regarding the main results of the **External Evaluation**, we should highlight the following outcomes:

- External Evaluation Guide

External evaluation aims to complement the internal evaluation so it is focused on different aspects: it compares the results given by internal evaluation in order to

check that those data are consistent, while it assesses the quality of main outcomes of GETIR project, and finally, it provides a future perspective by measuring partners' expectations, the future exploitation of the project results and possible future collaborations among the organization members of the partnership.

- External Evaluation reports (1). Contrast Report: This report compares the results of the internal evaluation carried out by the coordinator at the mid-term of the project, focused on the main project activities that were also considered in the internal interim questionnaire, but asking on aspects such as. Activity planning, communication among partners and coordinator, teamwork, role of the work package leader, financial issues and final results. The main conclusions achieved were that the answers from partners were quite similar in both evaluation procedures regarding the same items (therefore, the results of the interim evaluation are consistent).

- External Evaluation reports (2). Quality evaluation: It measures the quality of the main project products (GETIR professional profile, training tool, virtual community and cross sectoral processes). It was elaborated at the end of the project as it was necessary having carried out all these activities. The evaluation sheet was divided in four sections (for the four project results we consider) and partners gave different scores to different aspects regarding the quality of the products. The results of the assessment showed that a very effective work has been done regarding the definition and development of the GETIR professional profile and the rest of the products, also reaching a great number of potential users in their countries.

- External Evaluation reports (3) Report with the results of the Evaluation workshop carried during the final project meeting. The aim of this report is to assess the future viability of the project outcomes after the end of the project based on partners' feedback during the project meeting in Timisoara, as well as to explore further opportunities for collaboration among the entities as a partnership. Partners were asked to freely discuss on certain topics during the meeting: sustainability of the main outcomes, problems to be solved for further implementation of GETIR as a training course, sectorial applications of training and feedback and hosting of the project from outside the organizations (based on experts and stakeholders feedback).

4. Partnerships

The project is coordinated by DOCUMENTA with the participation of four entities from different European countries: DIMITRA (Greece), FOLKUNIVERSITETET (Sweden), IREA (Romania) and BDA (Bulgaria).

These partner organizations (mainly vocational training centres, non profit organizations and adult education providers-associations) have been chosen according to their demonstrable experience in the fields of: Development of new knowledge and skills to apply in professional/labour market contexts, elaboration and transfer of innovative training and educational products, regional development, contribution to the process of elaboration of the EQF and validation of non-formal and informal learning in VET.

All of them work in cooperation with other organizations (public and private) at regional and national level, so that they can disseminate the result of the project at the national level and help to create a national and European network for the project. They have also shown great interest in the *Intelligent and Responsible Territories* theoretical approach presented by DOCUMENTA, wishing to contribute in the design of a new profile and training under the project GETIR.

In particular, involved partners were selected considering the following criteria:

- **Experience in the fields of training and development:** The experience and practice of Folkuniversitetet, DIMITRA ITD and IREA in the field of vocational training and specialised VET training is a remarkable strength of the consortium. Besides, DIMITRA and Bulgarian Development Agency are fully experienced in research and practice of local development, as they undertake activities for public benefit and regional development.
- **Geographical scope of the action.** As the profile is foreseen to be spread and used at the EU level, the geographical distribution of partner organizations has also played a key role to achieve this aim: the 5 five participating countries cover distant areas in the European continent (from Northern, Southern, Eastern and Western Europe), and at the same time they present different economic, social and political situations (“old” and “new” EU state members).
- **Experience in European projects and management of pilot initiatives.** All the partner organizations have participated or promoted different European projects or support Lifelong learning initiatives. DOCUMENTA had worked together with DIMITRA,

FOLKUNIVERSITETET and IREA in various Grundtvig actions and lifelong learning partnership projects, such as Transfer of Innovation projects.

To sum up, the project consortium has been built on the principle of complementary among the different partners and their competences, knowledge and tools.

Regarding the benefits of partnerships established with groups outside of the direct members of the consortium, DOCUMENTA has tied bounds with different organizations committed to the local development area in Cantabria (Spain), especially with the touristic sector.

In this way, the coordinator has presented GETIR project to the participants involved a local study of research on employment policies promoted by the PES of Cantabria in November 2012. These meetings counted with the participation of the public administration and the local development agencies of more than 15 municipalities and third sector organizations wishing to participate in further pilot training courses. DOCUMENTA has also held awareness workshops with target users in the touristic sector, taking advantage of the Touristic Plan of Noja (Cantabria).

These meetings meant an opportunity to strengthen the presence of this sector in the project network and involved more people in the project and its future sustainability.

5. Plans for the Future

The future exploitation plan of the project is oriented to make use of the training products in different European countries (exploitation by consortium members+ new organizations from other EU countries), and will also try to transfer the profile and educational package to other job sectors.

The project coordinator has set the following steps for an active valorization strategy based on the two processes of mainstreaming and multiplication:

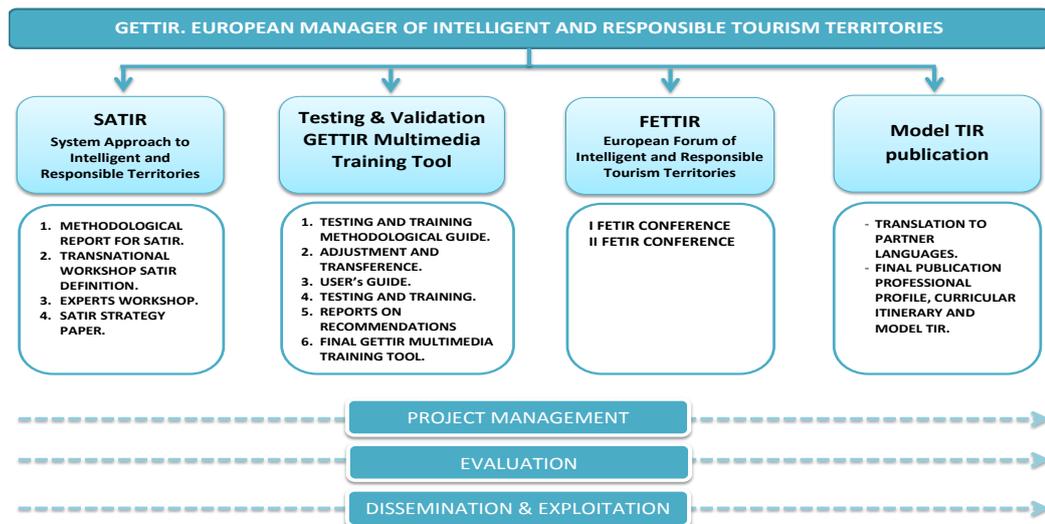
A. Transferring GETIR project to other professional fields: touristic sector (and/or touristic territories)

GETIR project meets the requirements of professional requalification related to the priorities of the European 2020 Strategy (based on a smart, sustainable and inclusive growth) and its implementation at the local and regional levels throughout the EU. Nevertheless, other job sectors would find helpful to update their training profile and professional skills accordingly to this Strategy to perform their assigned role within a new development model.

As for the case of tourist industry (an emerging sector in most of the European countries), we propose to transfer the GETIR professional profile and the training curricula to this sector through a new TOI European project: *GETTIR (European Manager of Intelligent and Responsible Touristic Territories)*. In this project, DOCUMENTA has planned to work with Folkuniversitet, IREA and Dimitra, adding a new member from Cyprus to the consortium (Mediterranean Management Centre) interested in transferring the profile to this country. GETTIR project is thought to be the core centre of a **joint valorization strategy** of GETIR project (at the partnership level). The proposed aims are:

- Testing and validation of the GETIR multilingual Training Tool in all partnership countries by means of a *train the trainers* blended learning course for main target users (**local development practitioners** and **professionals in the tourism sector**)
- Setting up a Forum (European Forum of Intelligent and Touristic Territories, FETTIR) as a stable network for cooperation among tourism-oriented territories to favour the dialogue and lifelong learning, exchange of best practices, cross-border business collaboration and mutual understanding.
- Definition of a “System Approach to Intelligent and Responsible Territories” (SATIR) as quality system to facilitate the implementation, management, evaluation and quality control of TIR model in specific territorial contexts (by means of measuring indicators and guidelines, etc.)

- Translation from English to the rest of partnership languages (GR,RO,SV) the TIR model from the previous project and the SATIR approach.
- Disseminate the TIR model, GETIR Training Tool and Social Community, SATIR approach, and the Forum through different communication channels and tools (publication of the *Intelligent and Responsible Territories* book and issuing a new booklet based on it, train the trainers courses, international conferences, workshops with experts) to assure the future sustainability of the project at the EU level



B. Local agreements on the use and exploitation of the pedagogical material in partnership countries

For the implementation of the individual valorisation plan in each partner country, the 5 project members have the rights to access and exploit the training tool and the educational materials, including the *Intelligent and Responsible Territories* book (intellectual property falls under the partnership). Each organization will arrange commercialization agreements but they will not be allowed to transfer the rights to other organizations from outside the partnership.

- In Spain it is foreseen to establish local agreements with training organizations, VET centres, unions and other organizations who might be interested in our training: University of Cantabria, regional public administrations, local development agencies for the use of the training tool and educational materials.
- DIMITRA and Folkuniversitet, as private institutions experienced in the sector of Vocational Training will start their own training courses with the GETIR curricular path or agree with other organizations the use of these materials.
- IREA will take profit of its collaboration with the city council of Timisoara and Vest University concerning the development of the Timisoara Learning City concept to

establish sharing agreement of the curricular material with these entities, or other who may be interested.

C. Local-sectoral agreements with other training tools and platforms for the use of GETIR educational materials.

For the case of DOCUMENTA, we have planned to establish agreements with other training platforms being used at the regional and national level (such as Open Course and Moodle courses) to offer our educational programme through different electronic supports, making stronger our multiplication strategy. We will make available to users the educational materials as a comprehensive package, or in separated modules.

6. Contribution to EU policies

TIRs have been progressively introduced in Europe, being understood as territories able to learn (from a view on collective, organizational and social learning) in order to innovate and being competitive, within the frame offered by the local sustainable development model.

The GETIR profile essays to respond to an increasing demand of well-trained professionals in Europe to lead and manage the introduction and promotion of the local sustainable development approaches in Intelligent and Responsible Territories, with new technical and managerial competences. These skills and competences are based on a new knowledge corpus on Local Development which unifies different areas that remained dispersed up to now in different areas of knowledge: local sustainability; social capital; governance and social participation; strategic management of knowledge in the territory; territorial social responsibility (RST), etc. Through the design of an innovative profile and training package, the project contributes to the development of quality lifelong learning, the promotion of innovation, and the implementation of a European dimension in systems and practices in the field of local development.

GETIR project envisages further training activities related to the acquisition and the use of knowledge, skills and qualifications to facilitate personal development, employability and participation in the European Labour Market. Besides, the project approach meets the professional requalification requirements of the local development field linked to the priorities of the 2020 European Strategy (based on a smart, sustainable and inclusive growth) and its implementation at the local and regional levels throughout the EU.

The results of the project will be transferred and implemented in different territories in order to improve dialogue at European level and promote the use of the results through the EU: flexibility and capacity of adaptation to different countries, territorial and linguistics contexts, VET systems. All the products are based on an ICT approach and technological tools to facilitate their transference and have a greater impact.

The creation and dynamization of the Social Community of GETIRs and the networking serve as tools to encourage active participation, the exchange of experiences, best practices and networking among professionals at EU level, while fostering the future translation, homologation and sustainability of the TIR model at European level.

