



Turning European placements into a learning environment for entrepreneurial skills

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Education and Culture DG

Lifelong Learning Programme

Agenda

- My „Mobility-Background“
- *Entrepreneurial Qualities* of placements abroad
- Uni-Key key entrepreneurial learning situations
- Uni-Key Pilot course
- Consequences for new generation of EU mobility programmes

My *Mobility-Background*

Head of Regional Contact Point for EU-Placements Fulda
(www.eu-placements.de)

Manager of the Erasmus for young entrepreneurs
network OPEN-EYE (www.open-eye.net)

Uni-Key Project Manager (www.uni-key.eu)

Uni-Key Project

- Funding: LLP Erasmus Programme
- Duration: October 2011 until October 2013
- Co-ordinating organisation: University of Applied Sciences Fulda
- Project consortium: 9 universities, research institutes, chambers, enterprises, NGOs from Belgium, Denmark, Germany, Greece, Italy, Portugal, South Africa, Spain



Entrepreneurial qualities of placements abroad

STUDENTS

- get training in key skills
- get in touch with foreign entrepreneurs
- get out of “comfort-zone”

UNIVERSITIES

- send ambassadors of their profile in education, research and innovation

- get access to new methods, models, tools
- get access to a representative of a (potential) target market
- send an ambassador for their enterprise, brand, products/services
- get in touch with a potential future colleague, with sending university

SMEs

The „Bottom-up approach“ of unleashing the entrepreneurial mindset among mobile students

- We promote contacts to entrepreneurs during placements at SMEs and during the Uni-Key course
- We turn key situations during placements abroad into entrepreneurial learning opportunities
- We turn students from beneficiaries of EU-funding into promoters of trans-national cooperation (“knowledge transfer agents”)
- We involve Student-, University-, Enterprise-Representatives in our *Quality Board*

Key situations -> entrepreneurial learning opportunities

- 1. Planning internship abroad** -> career development exercise
- 2. Self-organisation during internship, including financial issues,** -> problem solving and financial management exercise
- 3. Confidentiality and ethically challenging situations** -> good governance exercise
- 4. Interim evaluation** -> opportunity seizing and intercultural networking exercise
- 5. Underchallenge and overstress situations** -> self-organisation and goal setting exercise
- 6. Conflict and reluctance situations** -> strategic self-development and creative thinking exercise
- 7. Reporting on intership activities** -> valorisation and effective communication exercise

Uni-Key Pilot course modules



Uni-Key Pilot course 2

Start:	March 2013
End:	July 2013
Organisation:	7 modules á 10 days (ca. 3-4 workload hours) + welcome/feedback module
Language:	English
Format:	Moderated On-line Course

Turning students into *knowledge transfer agents*

- Encourage students to become ambassadors of their EU-programme and home university/region/country
- Encourage students to become ambassadors of their host organisation/region/country
- Turn learning tasks into *door openers*, provide students with a reason to contact e.g. the regional Enterprise Europe network office

-> *mobile challenge game*

New mobility programmes 2014-2020

- Intercultural and entrepreneurial (key) competences do not develop by alone at host organisations abroad, but must be nurtured, e.g. by accompanying trainings
- EU University- SME cooperation will not happen by alone but need support, e.g. by consortia/partnerships of sending/intermediate organisations at both sides - host and sending organisation
- The increase of quantity shall not be on the expense of quality – the contrary is true: if quantity in European programmes is promoted on the expense of quality the whole system of quality assurance of traineeships will be undermined.
- **Quality is not for free – adequate funding is required**

Thank you!

Let's keep in touch:

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or join the Europemobility
Network:
www.europemobility.eu



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