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## OPEN USE ANNEX

### INNOVATIVE 2-WAY COOPERATION MODEL

Work Package 2, Innovative model for EU-WB VET Cooperation + Training & Tools, aims at defining the dimension for international cooperation, providing for a clear perspective on the inclusive features of the VET system and consequently developing trainings and operational tools that will boost the capacities of the Western Balkans VET system.

The Innovative 2-Way Cooperation Model aims at providing a framework that capitalizes on mutual learning, co-creation and building common trust and a real “partnership” with two-way processes (from EU to WB in terms of capacity building and also a flow from WB to EU in terms of building awareness of local dynamics). The concept of TWO-WAY PROCESS of mutual learning and co-creation is crucial for VET-WEB that is meant as a platform to build durable partnerships and cooperation between EU and Western Balkans in VET.

The Innovative Cooperation Model is composed of three elements that together provide a constructive approach towards international collaboration in the VET domain:

- 1) Collaboration Mission Statement (CMS)
- 2) Operational Commitment Statement (OCS)
- 3) Collaboration & Capacity Building Contract (CCB Contract): starting from the example of a

While not binding, those three elements of the cooperation model allow organisations to acquire awareness on the vision, potential and challenges for structured international collaborations.

Respondents should complete the following sections providing inputs on the basis of their experience and expectations. There are no right or wrong answers to the questions below that are meant to facilitate the internal brainstorming within organisations before undertaking international collaborative endeavours.

Ideally, different professional profiles within an organisation should be involved in identifying answers to the questions, so as to collect multiple inputs representing different views and perspectives, for instance involving management and executives, administrative staff members, as well as teaching and technical staff.

#### **1) Collaboration Mission Statement (CMS)**

In the Collaboration Mission Statement organisations should provide inputs along the following dimensions:



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**A) MOTIVATION:** what is the background behind the wish to engage in international collaborations for your organisation. What is driving the process of “internationalisation” of your organisation, and what is the rationale for an international collaboration. Different organisations may have different motivations, ranging for example from access to funding, knowledge sharing, learning opportunities, networking, reputation and branding, etc.

**Table 1. Background and Motivation**

1.A1	
1.A2	
1.A3	
1.A4	
1.A5	

*Enter new rows as needed*

**B) NEEDS & CHALLENGES:** please identify the needs and / or challenges of your organisation that can be addressed by an international collaboration in the field of VET. Needs and challenges are unique to each organisation and typically are related to low skills levels of your staff; language and/or cultural barriers; need to develop civic and social competences of staff; etc.

**Table 2. Needs and Challenges**

1.B1	
1.B2	
1.B3	
1.B4	
1.B5	

*Enter new rows as needed*

**C) OPPORTUNITIES:** please describe the potential of international collaboration for your organisation and the medium-term objectives that you would like to materialise through



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international collaboration. In this case, the opportunities can also be useful to identify realistically ambitious targets and measurable indicators to monitor progress. For instance, number of international partners; type of partners and stakeholders in your international network; number of countries represented as a measure of geographical diversity; number of exchange visits; etc.

**Table 3. Opportunities and Vision**

1.C1	
1.C2	
1.C3	
1.C4	
1.C5	

*Enter new rows as needed*

**Table 4. Indicators in Short-, Medium- and Long-Term**

#	Indicator	Quantitative Value		
		Short-Term < 2 years	Medium-Term 2 to 5 years	Long-Term > 5 years
1	Partners in my international network	4	9	25
2	Number of countries represented in my network	2	7	14
3				
4				
5				
6				
7				
8				
9				

Try to identify an indicator for each of the elements of the Tables 1, 2 and 3 above.



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*Enter new rows as needed*



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**2) Operational Commitment Statement (OCS)** is a non-binding document that allows organisations to simulate the brokering of international relations and collaborations in a real operational environment. By completing the OCS, partners will need to take stock and analyse their assets, limitations, options and inputs (in addition to their needs expressed above) in preparation of international collaborations in the field of VET.

Please provide a reference to the specific type of commitment that your organisation envisages for the implementation of the VET WEB Project at the following levels or in the following domains:

**Logistics:** please provide a brief description of the logistical support that you can provide in the implementation of VET WEB (only those that apply):

**Table 5. Logistics**

Role as a host organisation of project meetings	<i>Insert text</i>
Role as a host organisation of mobilities	<i>Insert text</i>
Role as an organiser of visibility / dissemination events	<i>Insert text</i>
Other roles as applicable	<i>Insert text</i>

**Human Resources and Staffing:** please provide an indicative commitment of staff and people that at various degrees and with different roles can be involved by your organisation during the implementation of the VET WEB project:

**Table 6. Staff and Human Resources**

	Number	Role & Responsibility (if applicable)
Administrative staff		
Teaching staff		
Management and executive staff		
Learners		



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Other 1: please specify		
Other 2: please specify		

**Technology tools and solutions:** in this section partners can describe the technology inputs into the implementation of the project: for instance, IALFVG will provide server space to host the project results and training courses (in the proposal branded as “Open Digital Space”).

**Table 7. Technology Tools & Solutions**

Hosting Services	IAL FVG will insert the technical specifications of the IT component
Insert	<i>Insert text</i>
Insert	<i>Insert text</i>

**Key features:** In your opinion, what would be the key strength and features that would make your organisation stand out and be an interesting local partner for an international consortium. Why would a foreign organisation involve you in an international collaborative project?

**Table 8. Key Features and Strengths**

#	Feature / Strength
1	
2	
3	
4	
5	
6	
7	

**Knowledge, Skills and Competences:** could you provide a very short description the type of knowledge that you wish to acquire, skills and competences that you wish to develop during the implementation of the VET WEB project. At individual and organisational level (i.e. which knowledge, skills and competences you wish your team and your organisation to acquire).

**Table 9. Knowledge, Skills and Competences**

#	Description
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1	
2	
3	
4	
5	
6	
7	



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**3) Collaboration & Capacity Building Memorandum of Understanding:** starting from the example of a Learning Contract between instructor and learner, in this case the “CCB Contract” becomes an agreement between the participating partners that sets the goals, expectations, timeline and modalities of implementation of international collaborations.

This becomes the outline and the basis for the collaboration.

## Annex 1

### VET-WEB: Valorising Experiences for Training in Western Balkans Collaboration & Capacity Building Memorandum of Understanding

*(To be integrated)*

This Collaboration & Capacity Building Memorandum of Understanding (CCB\_MoU) defines goals, expectations, timeline and modalities of implementation of international collaborations between the signatory institutions.

#### Background

Vocational education and training (VET) is considered to be deeply rooted in the traditions of crafts and industry. Called technical vocational education and training (TVET) in some countries, the sector has traditionally been associated with training young people for jobs and occupations at lower and intermediate levels, particularly in the manufacturing sector, but by 2000 the European Council was already aware that the role of VET was quite different.

Skills Agenda aims to improve the relevance of skills in the EU to strengthen sustainable competitiveness, ensure social fairness and build our resilience. It does this through 12 “actions”.

1. A Pact for Skills
2. Strengthening skills intelligence
3. EU support for strategic national upskilling action
4. Proposal for a Council Recommendation on Vocational Education and Training for sustainable competitiveness, social fairness and resilience
5. Rolling out the European Universities initiative and upskilling scientists
6. Skills to support the green and digital transitions
7. Increasing STEM graduates and fostering entrepreneurial and transversal skills
8. Skills for Life





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9. Initiative on Individual Learning Accounts
10. A European approach to micro-credentials
11. New Europass Platform
12. Improving the enabling framework to unlock Member States' and private investments in skills

### Goals

The members of the VET WEB Capacity Building Project Consortium agree that the time has come to evolve the concept of lifelong learning through sharing knowledge, experiences and tools between VET operators and stakeholders engaged in support services to citizens of European and Balkan countries, in particular Albania and Montenegro, in order to achieve a process of evolution of the practical application of the concept and at the same time to strengthen the role of VET operators in the two territories both with activities of transfer of good practices and mutual support in the process of shared growth.

The aim of this MoU is to articulate the foundations and general principles of cooperation between the signatory institutions, to promote the results of the VET WEB project and to foster cooperation between the signatory institutions.

To this end, the signatory institutions specifically commit themselves jointly to

1. promote strategic development and cooperation between VET providers and Consortium stakeholders with a view to continuous development in the short, medium and long term;
2. encourage the processes of innovation and development of the consortium network for an adequate adaptation of the learning services provided to the changing socio-economic context and for a greater transparency of learning outcomes through the dissemination and systematic use of ECVET tools
3. improve the visibility, quality and attractiveness of its organisations and of the CVET (in-service training) and IVET (initial training) pathways delivered by including the use of EU platform/tools and frameworks and transnational mobility experiences in its organisational practices and services
4. grant access to knowledge and to culture of internationalisation at all students, operators - lecturers and non-teachers - of the network and stakeholders
5. translate mission values and strategic guidelines into concrete actions of methodological, didactic and organisational innovation
6. support the consolidation/extension of the partnership network through the active involvement of VET providers and other similar entities operating at EU and non-EU level.
7. provide access to facilities for all participants, even out of the scope of the VET WEB project

*(To be integrated)*

8. ~~XXXX~~



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The signatory institutions welcome the European Commission's Erasmus + Capacity Building VET programme and endorse its principles and objectives. Moreover, the signatory commits to abiding by the values and principles of diversity, equity and inclusion of the Erasmus+ Programme, in addition to committing to the full respect of fiduciary rules and regulations.

The signatory institutions consider it important to facilitate the links between the European VET Systems, in particular of Italy and Spain, and the Balkan Area, in particular Albania and Montenegro in order to foster the transferability of the VETWEB project results.

### **Actions**

The signatory institutions will sustain the goals of this MoU through their institutional activities.

### **Funding**

Nothing in this MoU shall be deemed to be a commitment or obligation of funds from the signatory institutions.

### **Entry into force**

This MoU shall become effective upon signature by the representative from the signatory institution.

### **Signatory Institutions**

Institution name and logo Address  
Web site  
Institution representative Position  
Date and Signature

Institution name and logo Address  
Web site  
Institution representative Position  
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