

DYNAMIC WORKSHOP

VISION AND STRATEGY:
DEFINITION OF GOALS & OBJECTIVES

Define your vision: list your Goals

G1

Enhance networking at international level, with international partners and stakeholders

Improve relations at national level first, then go international

G2

Boost knowledge sharing and mobility (even virtual ones), encompassing innovation

Increase mobility opportunities for students and teachers (job shadowing, transfer of knowledge and techniques)

G3

G4

Define your strategy: list your Objectives for goal no.1 (G1)

**OBJ
1.1**

Signing MoUs and agreements with organisations abroad (networks, companies, schools)

**OBJ
1.2**

Participating in more EU-funded projects to cooperate with other partners from different countries

**OBJ
1.3**

Similar objectives

Enhance networking at international level, with international partners and stakeholders

Improve relations at national level first, then go international

Joining professional networks

Define your strategy: list your Objectives for goal no.2 (G2)

OBJ 2.1

Set up cooperations with companies (SMEs and big companies) --> innovation and technology and with universities. Sectors could be tourism and ICT

Collaborations in the tourism and catering, healthcare, mechanical engineering sectors
> first improve relations at state level

Sectoral employers associations, institute of professional qualifications could be involved + platforms for practice-oriented skills

Boost knowledge sharing and mobility (even virtual ones), encompassing innovation

Increase mobility opportunities for students and teachers (job shadowing, transfer of knowledge and techniques)

OBJ 2.2

OBJ 2.3

INTERACTIVE LAB:

MAPPING OF STAKEHOLDERS

STEP 1: IDENTIFICATION BY CATEGORY

GOVERNAMENTAL
STAKEHOLDERS
(e.g. ministries, municipalities)

Employment agencies and Financial ministries, municipalities at local level

Employment agencies abroad

ECONOMIC
SECTOR
(e.g. enterprises, service providers)

Tourism and ICT sectors - providing HR and the other way around (e.g. re-skilling) > important at international level

RESEARCH AND
ACADEMIC SECTOR
(e.g. universities, academies)

Universities are not a priority at international level

Academies focused on specific sectors

ORGANISED CIVIL
SOCIETY
(e.g. NGOs, civil associations)

Brussels-based EU Associations

SECTORAL
ORGANISATIONS

DONORS/INVESTORS
(public&private)

International best practices

MEDIA

STEP 2: LINKING
STAKEHOLDERS TO YOUR
STRATEGIC GOALS

GOVERNAMENTAL
STAKEHOLDERS

➡
Goal:

PRIVATE SECTOR

➡
Goal:

RESEARCH/ACADEMIC
INSTITUTIONS

➡
Goal:

ORGANISED CIVIL
SOCIETY

➡
Goal:

SECTORAL
ORGANISATIONS

➡
Goal:

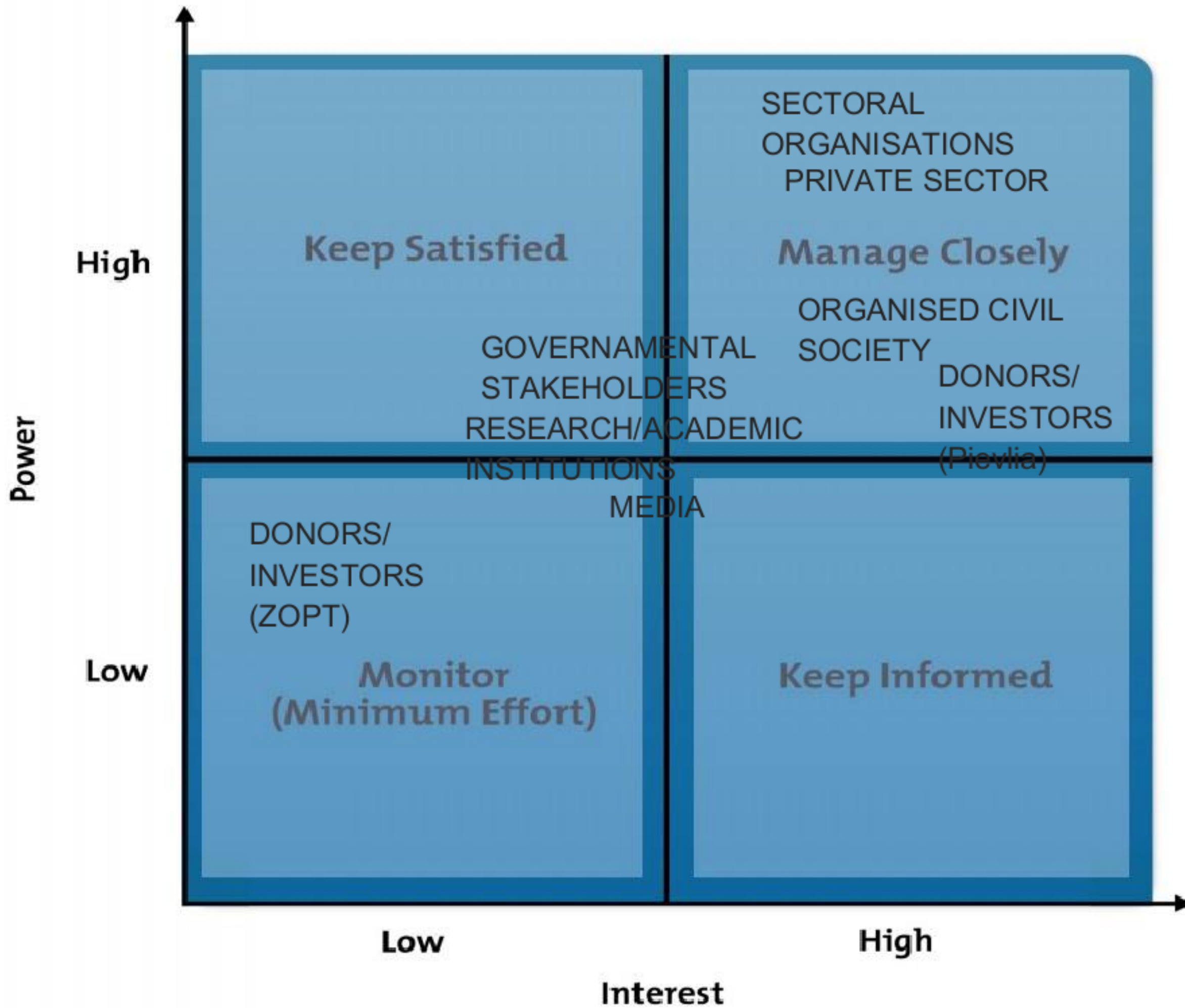
DONORS/
INVESTORS

➡
Goal:

MEDIA

➡
Goal:

STEP 3: CATEGORIZATION BY RELEVANCE



REFLECTIONS

What could be successful ways of involving these stakeholders and establishing connections?
What opportunities and strengths could you exploit in the process?

Exploiting collaboration through projects (e.g. mobility) + work with companies in other markets

Highlight and promote good practices developed by the schools

What could be the challenges linked to the involvement of these stakeholders?

**Language barriers,
lack of financial and
human resources,
skills, bureaucracy**