

VENHANS – VET European networking Enhancement
Project no. 609023-EPP-1-2019-1-BE-EPPKA3-VET-NETPAR

VENHANS PEER LEARNING MEETING NETWORKING ENHANCEMENT

COUNTRY FOCUS: ALBANIA
19.05.2022, H 14.30 – 15.30
20.05.2022, H. 11.00 – 12.00

PEER REVIEW REPORT

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1. PLR INFORMATION	
TITLE	VENHANS Peer Learning Meeting - Networking Enhancement - Albania
DATE & TIME	19.05.2022, h. 14:30 – 15:30 20.05.2022, h. 11:00 – 12:00
LOCATION	Online, ZOOM meeting
FACILITATORS	Silvia Genero (ENAIP NET) Silvia Belotto (ENAIP NET) Ilaria Perin (ENAIP NET) Giulia Meschino (EVTA) Lennerd Kevelaerts (Odisee)
PARTICIPANTS	Diana Biba (Professional College of Tirana – KPT) Jola Osmënaj (Professional College of Tirana – KPT) Bujana Curraj (Professional College of Tirana – KPT)
RESPONSIBLE FOR REPORTING	ENAIP NET
OBJECTIVES	<ul style="list-style-type: none"> • Enable participants to explore in detail their internationalisation processes, through interactive sessions, allowing them to reflect on the steps to be taken; • Present good practices related to internationalisation, drawing from peer organisations' experience and expertise; • Increasing the impact of the participants at local and international level, thus contributing to the improvement of the quality of the VET system overall.
METHODOLOGY	<ul style="list-style-type: none"> • Recap of the state of the art of KPT's internationalization process • Overview of the main steps to be taken in the implementation of an internationalisation process • Dynamic workshop on the definition of an internationalisation vision and strategy • Interactive lab on the mapping of stakeholders
TWO-DAY AGENDA	
19.05.2022	
14:30 – 14:40 <u>Welcome of participants</u> Silvia Belotto, ENAIP NET	
14:40 – 14:45 <u>Introduction to the VENHANS project</u> Giulia Meschino, EVTA	
14:45 – 15:00 <u>Methodology, State of the Art, Overview of the internationalisation process</u> Silvia Genero, ENAIP NET	
15:00 – 15:25 <u>Dynamic Workshop on the definition of internationalisation vision and strategy</u> All participants	
20.05.2022	
11:00 – 11:50 <u>Interactive lab on the mapping of stakeholders</u> All participants	
11:50 – 12:00 <u>Wrap-up and Conclusions</u> Silvia Genero, ENAIP NET	

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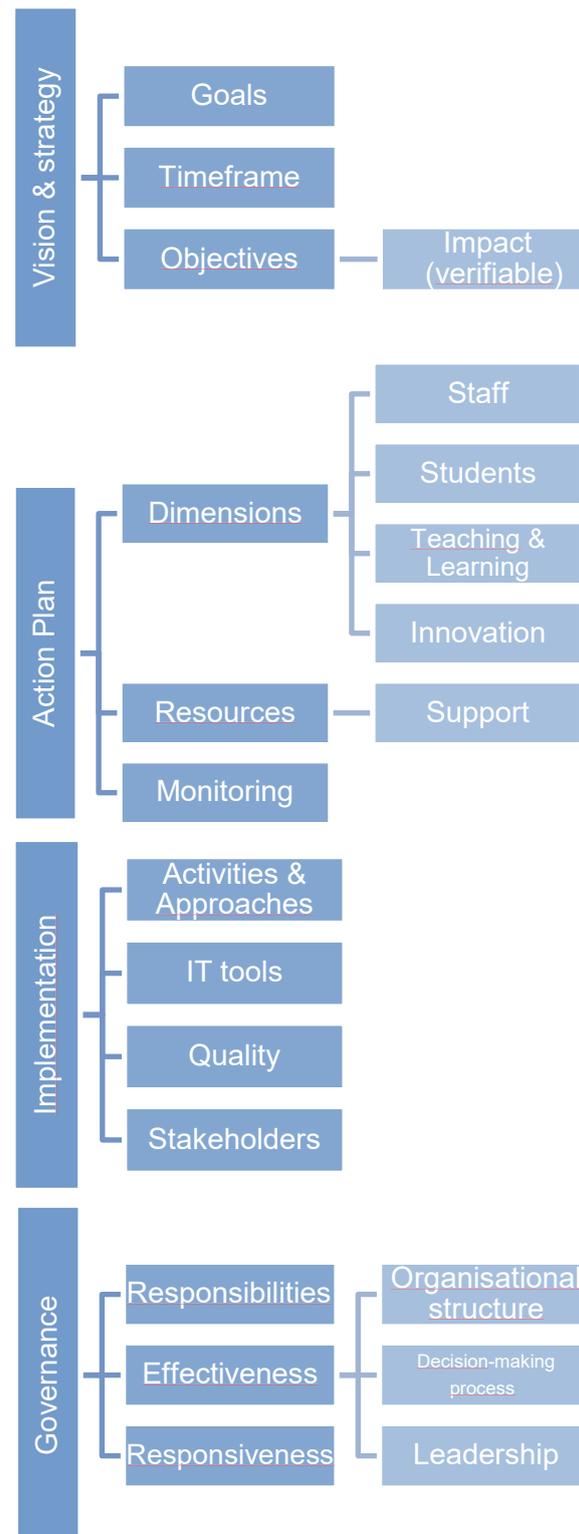
2. KEY RESULTS

The main steps to be envisaged in the set-up of an internationalisation process are presented as follows:

1. Identification of a **vision and strategy**
2. Production of a concrete **action plan**
3. **Implementation** phase, which is closely linked to the
4. **Governance** of the activities carried out.

Each of these steps is then declined into further areas to be considered in the set- up of the process:

Overview of the internationalisation process





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<p>Workshop on the definition of an internationalisation vision and strategy</p>	<p>The workshop is meant to stimulate creative thinking with the aim of drafting KPT's internationalisation process in the form of brainstorming.</p> <p>With the support of a <u>Jamboard</u>, participants have exchanged and preliminary defined KPT's goals and objectives, respectively in the framework of their internationalisation vision and goals within a five-year timeframe.</p> <p>The results of this workshop can be summarised as follows:</p> <p>GOALS</p> <ol style="list-style-type: none"> 1) To be a leader in vocational higher education with a well-established and distinguished international dimension 2) To become a centre of innovation and development (entrepreneurial, technological, personal) 3) To deepen the sense of community and cooperation and the spirit of social responsibility <p>SPECIFIC OBJECTIVES UNDER GOAL NO.1</p> <ol style="list-style-type: none"> 1. Network expansion → to increase the number and quality of business and partner collaborations 2. Improvement of project portfolio → identification and participation in more collaboration opportunities, involving staff by means of capacity building and research 3. Appointment of dedicated staff for international activities. <p><i>Tip: identify precise quantitative and qualitative indicators to measure the achievement of these objectives (e.g. how many collaborations or projects? Which type of funding?, etc.)</i></p>
<p>Interactive lab on the mapping of stakeholders</p>	<p>Having started to decline KPT's vision through goal and objectives in a certain timeframe, the following step foresees to develop a proper Action Plan, detailing dimensions, resources and monitoring actions.</p> <p>In this phase, a great importance is given to the identification of stakeholders, who are relevant actors in providing support to the internationalisation process of an organisation. This identification is proposed through complementary sub-steps:</p> <p>Identification by category</p> <p>Provided a general category proposal, participants focused the exchanges on the following types of stakeholders:</p> <p><u>Economic sector</u> → 1. Local business stakeholders can be involved in EU-funded projects tackling their specific field of activity; 2. Foreign companies can provide opportunities for student mobility and traineeship.</p> <p><u>Research and academic sector</u> → Foreign Universities can host incoming KPT students, as well as academic and administrative staff mobility and job-shadowing.</p>

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Organised Civil Society → Adhesion to sector-specific international NGOs and/or VET umbrella associations can be considered in order to boost networking and lobbying efforts.

Tip: look into the following EU networks

EVTA (European Vocational Education and Training Association)

EVBB (European Association of Institutes for Vocational Training)

EfVET (European Forum for Vocational Education & Training)

ALDA (European Association for Local Democracy)

LLLP (Lifelong Learning Platform)

EaFA (European Alliance for Apprenticeship)

Media → relevant relations can be built and exploited by means of: 1. Publication of articles and materials on dedicated EU platforms, enhancing KPT staff’s visibility and experience 2. Participation in online and offline communities and groups of interest, benefitting from lobbying actions for the school and in the field of VET in general.

Tip: look into the following EU platforms

EPALE (Electronic Platform for Adult Learning in Europe)

Education for Climate Coalition

Tip: when applicable, consider applying as member of (thematic) expert groups, Communities of Practice, forums, promoted by the [European Commission](#) or other relevant stakeholders (e.g. ETF Network for Excellence - ENE).

Linking stakeholders and strategic goals

Based on the discussions and on the planned goals and objectives set by KPT, the following associations are made with the selected categories of stakeholders:

STRATEGIC GOAL	LINKED STAKEHOLDERS
1) To be a leader in vocational higher education with a well-established and distinguished international dimension	<ul style="list-style-type: none"> • Economic sector • Research and academic sector • Media
2) To become a centre of innovation and development (entrepreneurial, technological, personal)	<ul style="list-style-type: none"> • Organised Civil Society • Economic sector • Research and academic sector
3) To deepen the sense of community and cooperation and the spirit of social responsibility	<ul style="list-style-type: none"> • Organised Civil Society • Economic sector • Media

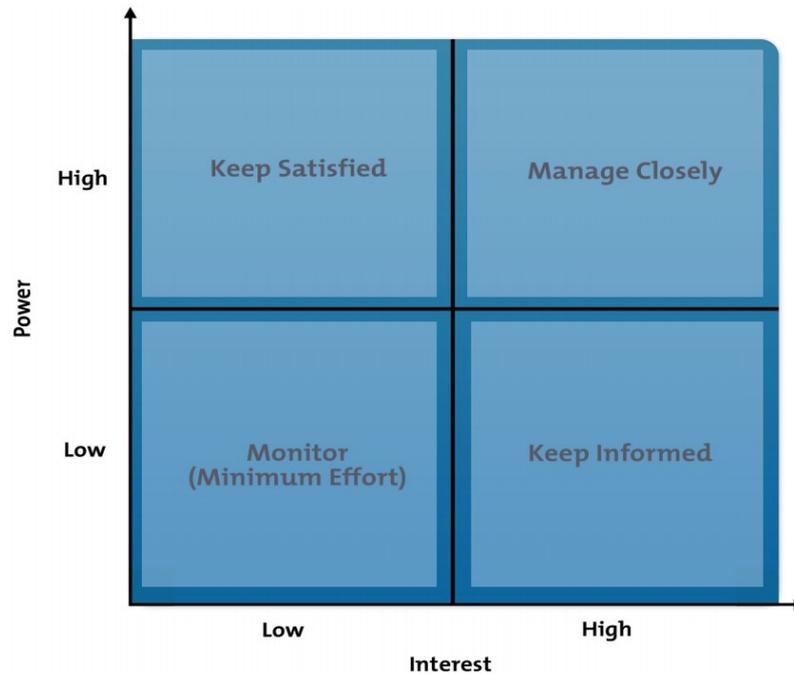
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Categorisation by relevance

In order to ensure an efficient implementation of an internationalisation strategy, priorities must be identified when it comes to reaching out to and involving stakeholders. The following graph supports this process in distinguishing among:

- *Manage Closely* (High power, highly interested stakeholders)
- *Keep satisfied* (High power, less interested stakeholders)
- *Keep informed* (Low power, highly interested stakeholders)
- *Monitor* (Low power, less interested stakeholders)



Further Reflections

A successful way of involving these stakeholders and establishing connections can be to new create connections and synergies starting from the cooperation with the partners of ongoing projects.

On the other hand, a few challenges to this process are identified in the following elements:

1. Low interest from stakeholders' side
2. High interest, but other commitments create conflicting agendas for the organisation
3. Hidden costs in terms of economic resources

Tip: Counteract low interest from the side of stakeholders by highlighting your strengths in your external communication.

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3. FOLLOW-UP ACTIONS

What could be the next steps towards the finalisation of the strategy?

- ⇒ Develop specific objectives for all of your strategic goals
- ⇒ Complete the mapping of stakeholders by:
 - focusing on the remaining categories (e.g. governmental stakeholders, sectoral organisations, donors/investors)
 - linking the new categories to your strategic goals
 - categorising your stakeholders by relevance
- ⇒ Week 19th-23rd September 2022 (exact date to be confirmed soon): take part in a final meeting with all Balkan partners to share results organised in the framework of the VENHANS project.

ANNEX

PowerPoint used during the PEER LEARNING MEETING.