



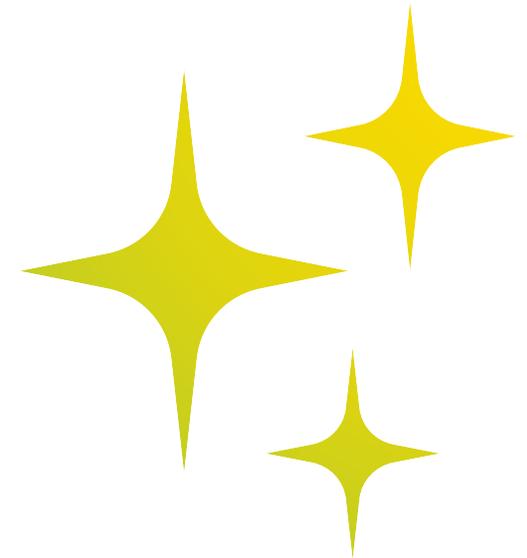
**INTERNATIONALISING  
VOCATIONAL  
EXCELLENCE**



# Internationalising vocational excellence

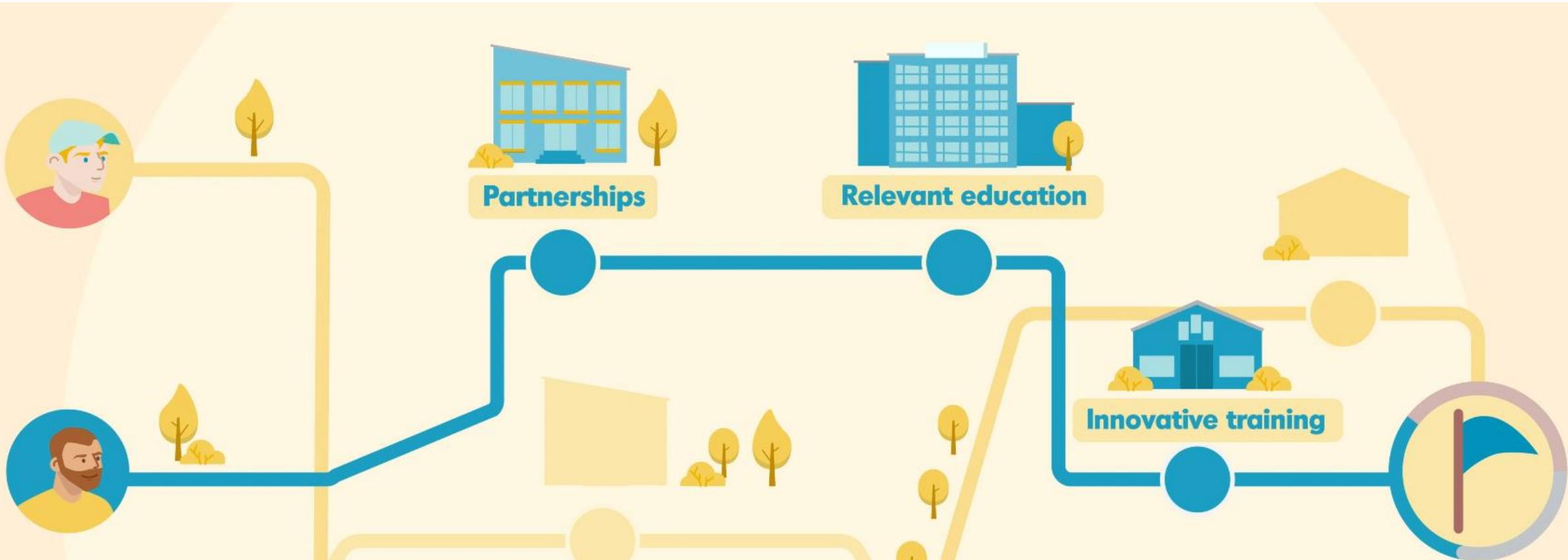
Webinar 3 – 24<sup>th</sup> of February 2025

A glance at the Knowledge Packages



Funded by  
the European Union

# The journey towards vocational excellence has many faces



- What do we mean if we speak about “collaboration with private sector”?
- How does it look like: the three “stations” to pass
- There is no one size fits all ! Take your own context as starting point



## The knowledge packages can help you with resources on:



**sustainable  
partnerships**



**relevant  
training**



**innovative  
practices**



**work-based  
learning**



**applied  
research**

- The KPs focus on two important elements in vocational excellence: partnerships and ecosystems, but vocational excellence is not limited to these two elements!
- What can you do in concrete steps?
- There is no one size fits all: not a prescription but a source of inspiration



# What can you find in the Knowledge packages?



**study reports**



**case studies**



**Partnerships**



**guidelines**

- We have defined concrete actions and recommendations get you on track
- Supported by a selection of relevant resources
- A full report of 4 case studies with a 360 view on vocational excellence



**assessment tools**

# Example of concrete actions for partnerships:



---

## Main challenges in building sustainable partnerships:

- Finding partners and establishing cooperation with the private sector.
- Engaging all stakeholders to ensure sustainable (international) cooperation.
- Making the cooperation visible and institutionalised.

## Where to start?

- **Set up dedicated teams:** Establish departments or teams within your organisation to manage the partnership, with clearly defined roles.
  - **Agree on a strategy and objectives:** Define the purpose of cooperation with the private sector. Start to define the strategy for vocational excellence at the level of the vocational centre. Why is collaboration important for the centre and what challenges does the partnership want to address (at local, regional, sectoral, international level)?
  - **Map stakeholders and identify needs:** Draw a landscape of relevant stakeholders and identify which partners are needed to achieve your goals.
  - **Identify suitable partners:** Search for partners through (personal) networks, international networks like EFVET, EVTA, EVBB,, ENE, project databases, and other collaborations.
  - **Create a shared vision and goals:** Define the added value together with partners and divide roles according to their strengths, expertise and expectations.
  - **Initiate a cooperation project:** Develop a project proposal with a focus on impact, results and activities to engage potential partners (e.g. Erasmus+)
  - **Establish a management and communication structure:** Set up communication platforms, regular meetings, mailing lists, newsletters, and events to facilitate coordination.
  - **Formalise the partnership:** Draft and sign a Memorandum of Understanding (MoU) or Partnership Agreement outlining roles and responsibilities.
  - **Define success indicators:** Determine how to measure the success of the collaboration by defining indicators and using research methods such as surveys and interviews.
  - **Involve local authorities:** Involve municipalities and other local authorities and keep them informed about the activities and results of the partnership.
  - **Foster international cooperation:** Enhance cooperation through conferences, workshops, and mobility programmes to share best practice and innovative approaches.
  - **Invest in team-building:** Build trust between partners through informal activities, field trips, and other relationship-building activities.
  - **Learn from other centres of excellence:** Engage with networks such as the ETF Network for Excellence (ENE) and the Community of Practice for Centres of Vocational Excellence to exchange ideas and share experiences.
-

Followed by a  
selection of  
resources:

**A comprehensive handbook on community-based partnerships.**

Unlock the potential of community-based partnerships with this essential handbook. It provides insights into how to create, sustain and strengthen partnerships, focusing on the skills, knowledge and experience required for success. Whether you are new to establishing partnerships or want to improve existing ones, this guide offers practical advice to ensure that your collaborations are productive and impactful. Learn how to build strong, sustainable partnerships that deliver results.

[a comprehensive handbook on community-based partnerships](#)

Source: Labour Market Learning and Development Unit, Human Resources Development Canada (HRDC)

**Connect! Handbook for SMEs on how to collaborate with Centres of Vocational Excellence**

The Connect! Handbook is the guide to successful collaboration between SMEs and Centres of Vocational Excellence. In just three simple steps, you will discover why partnerships with the education sector are important, explore real-life success stories and gain practical tips to make collaborations thrive. From roadmap to best practice, this handbook provides centres with the tools to build impactful and future-proof links.

<https://ecovem.eu/Connect-%20handbook%20for%20SMEs%20how%20to%20collaborate%20with%20CoVEs%20-%20KATAPULT.pdf>

Source: ECOVEM – European Centre of Vocational Excellence in Microelectronics



# Your input counts!

- Do you think these KP's can you in your journey towards vocational excellence?
- Which part of the KP's will be the most important for you?
- What do you miss?





## Case study: Egypt

### Applied Technical Schools of Ta'Heal as centres of Excellence

