



“Joint VET Course for Export Experts”



Report on the organization and implementation of “Third Thematic Workshop - online”

This report was prepared for and submitted to the “EXPOVET”

Project by: ASE team

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Bucharest Third Thematic Workshop - online

The “EXPOVET” partnership consists of:

Name	Role	Country
Aristotle University of Thessaloniki (AUTH)	Lead Partner	Greece
Federal Institute for Vocational Education & Training (BIBB)	Partner 2	Germany
Greek International Business Association (SEVE)	Partner 3	Greece
Euricon Consultants	Partner 4	Greece
Institute for Postgraduate Studies (IPS), division of the University of National and World Economy (UNWE)	Partner 5	Bulgaria
Bucharest University of Economic Studies (ASE)	Partner 6	Romania
Association of Economic Universities of South - East Europe & Black Sea Area (ASECU)	Partner 7	Greece

History Changes

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REPORT ON THE THIRD THEMATIC WORKSHOP BUCHAREST

On 25th of June, 2020, the Bucharest University of Economic Studies organized the third Thematic Workshop within the framework of Expovet project, the focus being placed on the evolution of the implementation of the Working Package nr. 4 - Develop a joint higher VET Course. The Workshop was attended by 30 participants (students, entrepreneurs, representatives of SMEs, representatives of Chamber of commerce, representative of commercial section from the Embassy of Hungary to Bucharest, experts from the project).

The Workshop was formally opened with a welcome speech by Prof. Dr. Dorel Mihai Paraschiv, Vice-Rector for cooperation with the social and economic environment and Expovet local coordinator at ASE Bucharest. The introduction of the main aim of the workshop was provided by Assoc. Prof. Roxana Voicu – Dorobantu, Executive director of the Centre of Excellence in Exports and project expert, ASE Bucharest, Romania. Ms. Voicu Dorobantu facilitated the introduction of all experts and their presentations and has also moderated the discussions following the presentations.

During the online session, experts from all partners in the project delivered applied presentations on the following topics: Overview of the Romanian VET system (Lect. Catalin Ploae, PhD, ASE Bucharest); Presentation of EXPOVET project (Ms. Aggeliki Triantafyllidou, Aristotle University of Thessaloniki, Greece); Presentation of existing higher VET courses for Export Experts (Dr. Ozouni Eirini, ASECU); Presentation of the VET course (Prof. Dr. Grigoris Zarotiadis, Aristotle University of Thessaloniki, Greece) and Presentation of the quality assurances system of the Export Expert course (Ms. Isabelle Le Mouillour, BiBB - The Federal Institute for Vocational Education and Training, Germany).

EXPOVET is joint degree program, a joint degree vocation education program with a higher qualification (EQF 6) in the field of foreign trade, addressed to graduates and persons working in the field of foreign trade, as well as the unemployed. Erasmus + KA3 EXPOVET Project aims to strengthen the relationship between higher education institutions, vocational training and companies, as well as to connect the competencies of international economic relations graduates to the demands of the global labor market. The need for the project started from the lack of a common qualification in the field of international trade in the three countries (Romania, Bulgaria and Greece). The main target groups are the young people, entrepreneurs, post and undergraduate students in business/ economic, SMEs, learners in VET, unemployed, relevant national and EU authorities. The common qualification profile considers the elements: Skill demand SME1 (SME survey), Skill demand SME 2 (Analysis of job announcements), Skill Demands Students (student survey), Review of existing regulations. This program includes 600 hours, which combines theoretical learning with work-based learning and mobility components, with 100 credit units.

Conclusions of the discussions held during the Workshop:

- The aim of the project is to develop skills for students to become experts in the field of export;
- The need of forward-thinking group in the field of Export VET: courses, projects, partnerships;
- Adaptation of universities to the requirements of employers;
- Collaboration and involvement of the business environment in projects;
- Achieving a coherent, concrete logical plan that considers elements of digitization, marketing, foreign markets, soft skills, communication, foreign languages, trust, relationships, presentation skills, people management;
- Focus on enhancing relations in the area of international trade, international transactions.

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Annexes and Attachments

This section includes all the necessary attachments that certify the successful implementation of the workshop / event, including:

- ✓ Copy of the agenda of the workshop
- ✓ Recording of the workshop