

2nd Thematic Workshop ‘Joint qualification profile of the Export Expert (WP3)’



“Joint VET Course for Export Experts”



*Report on the organization and implementation
of 2nd Thematic Workshop “Joint qualification
profile of the Export Expert (WP3)”*

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

Project by: IPS at UNWE, Sofia, Bulgaria

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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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1	November, 29 th 2019, Sofia, Bulgaria	Report on the organization and implementation of 2 nd Thematic Workshop “Joint qualification profile of the Export Expert (WP3)”	Assoc. Prof. Vasil Petkov, PhD

Executive Summary

The 2nd Thematic Workshop 'Joint qualification profile of the Export Expert (WP3)' was held in Suite Hotel Sofia, Sofia, Bulgaria on November the 14th 2019 from 15.30 to 17.30. After the arrival of the participants they were welcomed by Assoc. Prof. Vasil Petkov from IPS at UNWE. He explained to them the purpose of their participation and the types of questions they might have to answer.

The agenda of the Workshop was:

Joint qualification profile of the Export Expert (WP3)

Short Presentation of the project

Presentation of joint qualification profile of the Export Expert

Brainstorming

Prof. Grigoris Zarotiadis (AUTH) briefly explained to the participants the project and its aims:

- ✓ to develop a joint higher VET Course on issues concerning business internationalization;
- ✓ to strengthen the project-based transnational collaboration between SMEs & VET providers at tertiary level;
- ✓ to improve and validate transversal entrepreneurial and communication competences of the students;
- ✓ to use work-based learning (traineeship) & mobility components.

Then the participants have the opportunity to present their company (organization), their positions and the main responsibilities at work. The guests were from all major sectors of the Bulgarian economy and from enterprises mainly from the big towns. We have representatives from the most prominent export-orientated companies as the one selling the famous Bulgarian rose oil.

Mrs. Isabelle Le Mouillour (BIBB) took the floor to explain some of the specific terms and abbreviations, as well as to shortly present the 'Development of a joint qualification profile of the Export Expert'. The major points were: main areas of activity, main profile focus (based on survey results), results of Job Announcement Analysis, and the conclusions.

After that various questions were posed and the participants answered expressing their point of view, as well as of the organization they work for. The major conclusions from the discussion and brainstorming were:

- ✓ the duration of the course should be balanced;
- ✓ the participation depends on the fee and who pays for it;
- ✓ the internship in other companies is welcomed;
- ✓ the content should be more practical-orientated;
- ✓ a necessity for such course exists;
- ✓ the need for additional qualification exists more in other towns than in the capital;
- ✓ a better cooperation between the business and the universities should be built;
- ✓ the universities should adapt their curricula faster;

The recommendations were mainly in the following aspects:

- ✓ to apply a balanced approach;
- ✓ to explore the necessity of such VET for Export Experts among workers who haven't degree in economics;
- ✓ to have in mind the peculiarities in different countries;
- ✓ to provide skills more than knowledge.

The partners in "EXPOVET" thanked to the participants and the 2nd Thematic Workshop in Sofia ended.

Report on the event (actions undertaken for the implementation)

When the dates of the Second Transnational Managerial Meeting and Thematic Workshop were confirmed, invitations were sent via e-mail to the representatives of foreign trade companies, university teachers in the field of international business, and non-profit organizations. The team in Sofia also invited potential participants through direct contacts. In the invitation the purpose of the meeting was explained, and a leaflet of the project was sent. The aim was to have participants not only from the capital of Bulgaria, but from other towns, which was a prerequisite to have a larger coverage and different opinions.

The date of the 2nd Thematic Workshop 'Joint qualification profile of the Export Expert (WP3)' was November the 14th 2019. It was held in the conference hall of Suite Hotel Sofia, Sofia, Bulgaria from 15.30 till 17.30. A comfortable atmosphere was created. The main speakers were Prof. Grigoris Zarotiadis (AUTH), Mrs. Isabelle Le Mouillour (BIBB), and Assoc. Prof. Vasil Petkov (IPS at UNWE). The purpose was not to have long presentations, but to conduct a dialogue and to perform a brainstorming. We have 25 participants from different sectors of the economy in Bulgaria.

The overall impression was that the Workshop met its goals and a valuable discussion was held. The participants felt that their opinion would matter and we highly appreciated their participation. Some ideas were new to the partners in the "EXPOVET". Free conversations were held after the end of the Workshop. The administrative support was from the IPS at UNWE, Sofia, which was responsible for the attendance list, pictures and other activities.

Annexes and Attachments

1. Copy of the agenda of the workshop.
2. List of participants (dated, signed).
3. Photos of the workshop.
4. Copy of Dissemination Evaluation Forms.

List of the participants from “EXPOVET” partnership:

	Name	Surname	Institution
1	Isabelle	Le Mouillour	BIBB
2	Hannelore	Mottweiler	BIBB
3	Nancy	Anesiadou	SEVE
4	May	Demertzi	SEVE
5	Eirini	Sylleli	Euricon Consultants
6	Vasileios	Siomadis	Euricon Consultants
7	Vasil	Petkov	IPS
8	Antoaneta	Daneshka	IPS
9	Grigoris	Zarotiadis	AUTH
10	Eirini	Ozouni	ASECU
11	Georgia	Kotsia	AUTH
12	Aggeliki	Triantafyllidou	AUTH
13	Teodora	Opreescu	ASE

with the participation of Mrs. Gloria Barilari from EACEA.