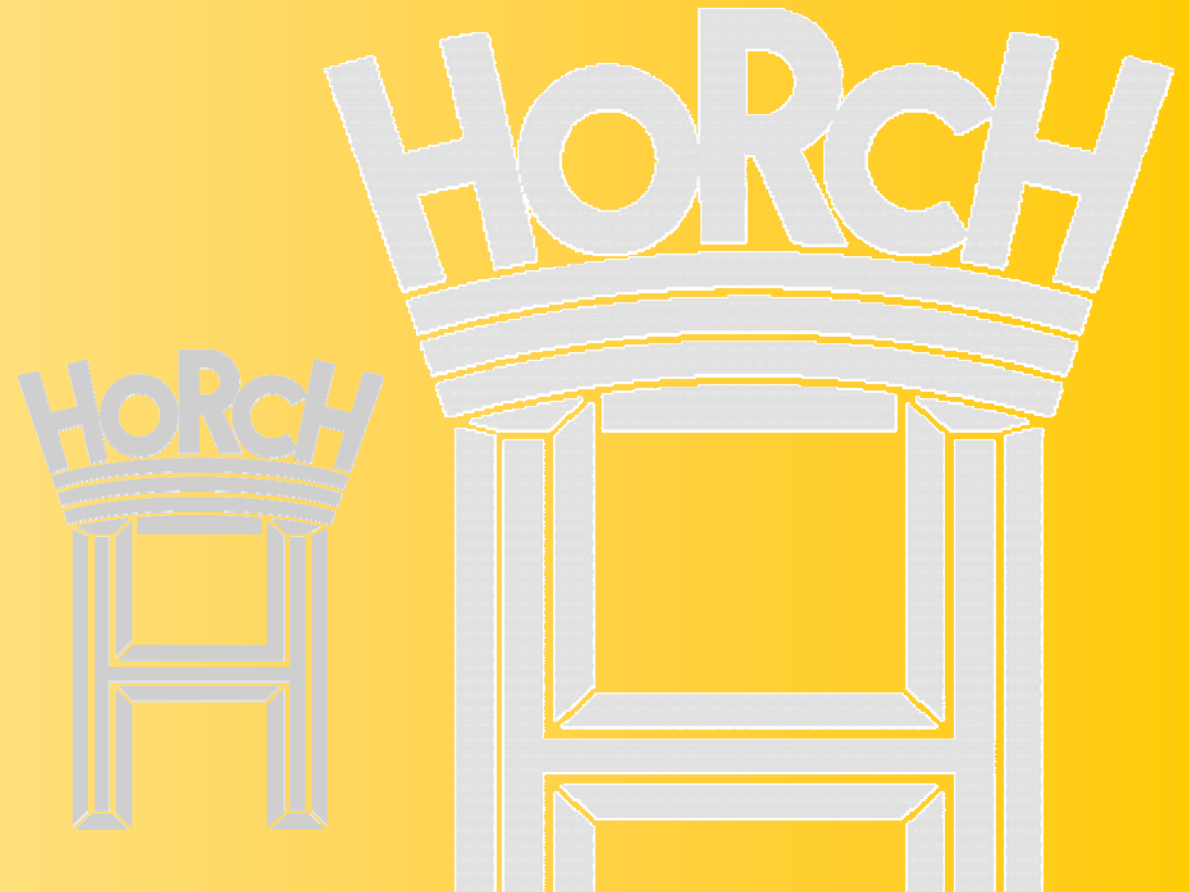




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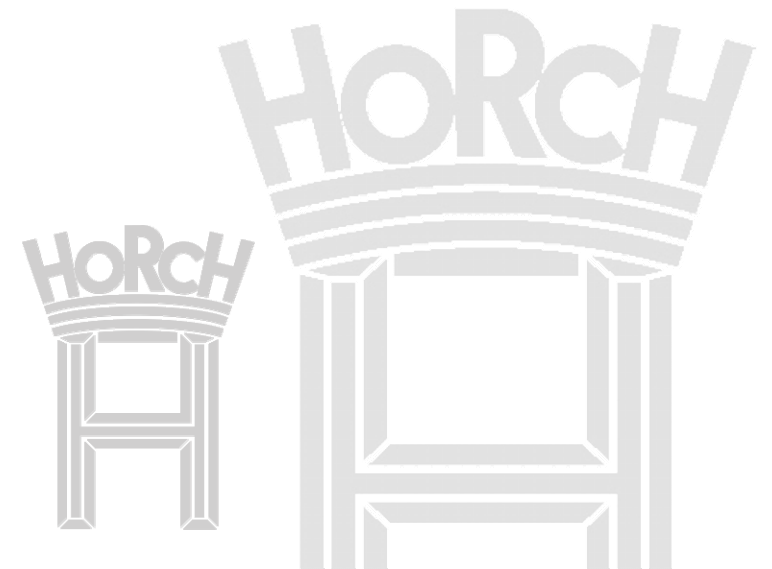
THE PROJECT, ITS OBJECTIVES AND BACKGROUND





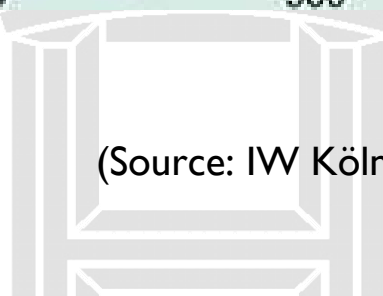
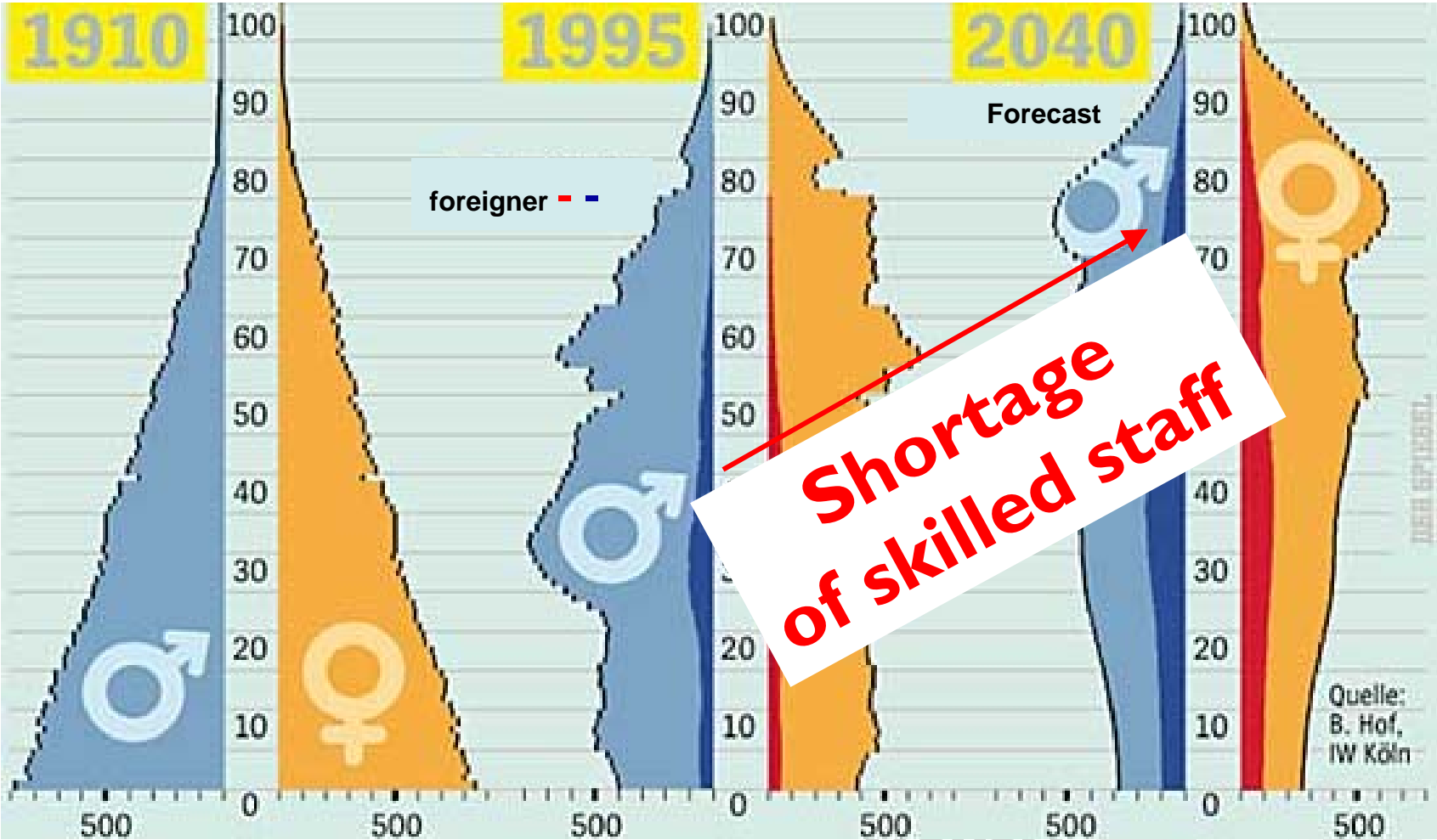
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Current (demographical) situation in Germany





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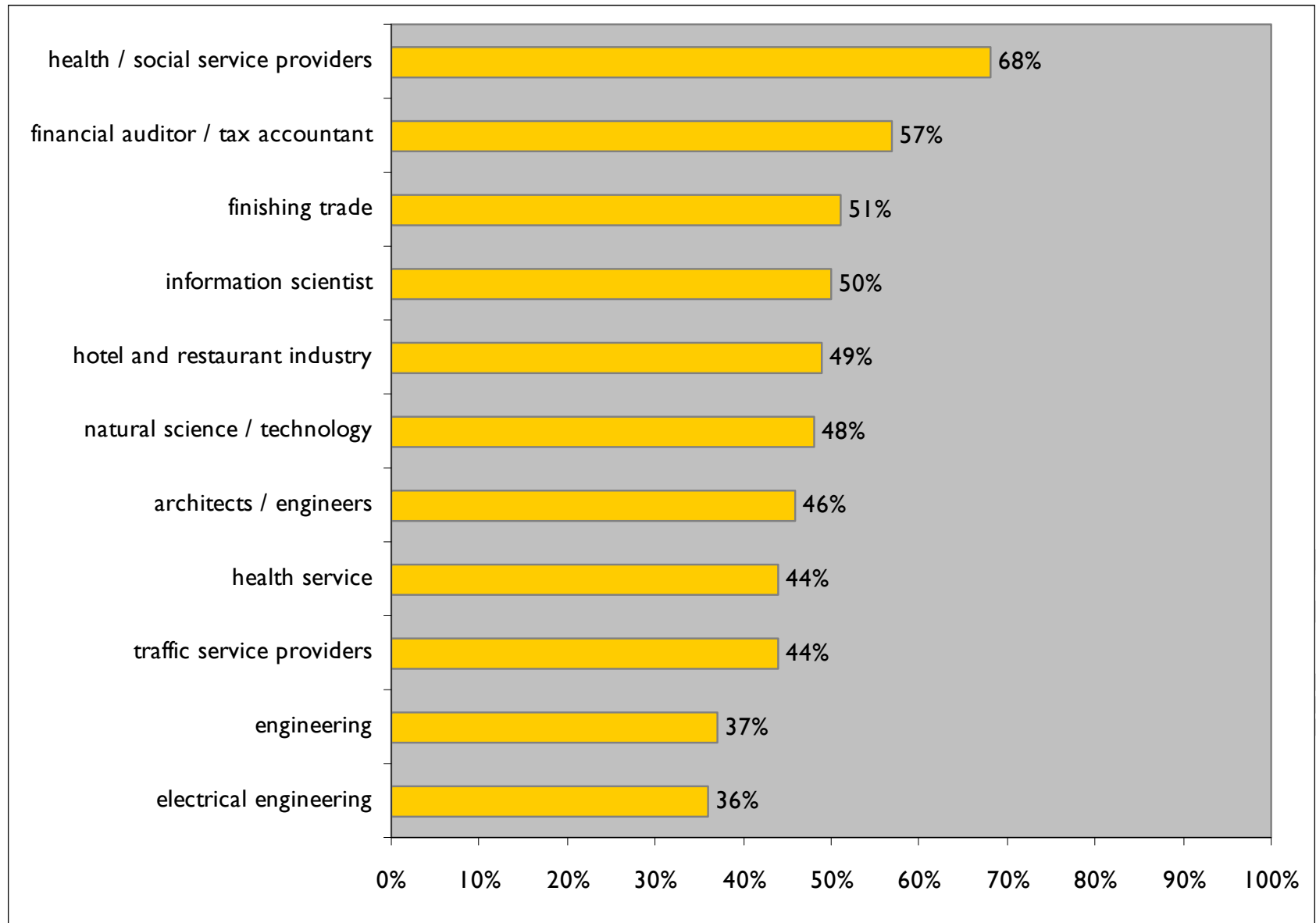
(Source: IW Köln)



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survey of 25.000 companies (June 2012, German Chamber of Commerce & Industry)

„Do you need staff within the next 12 months?“



(Source: www.wiwo.de)



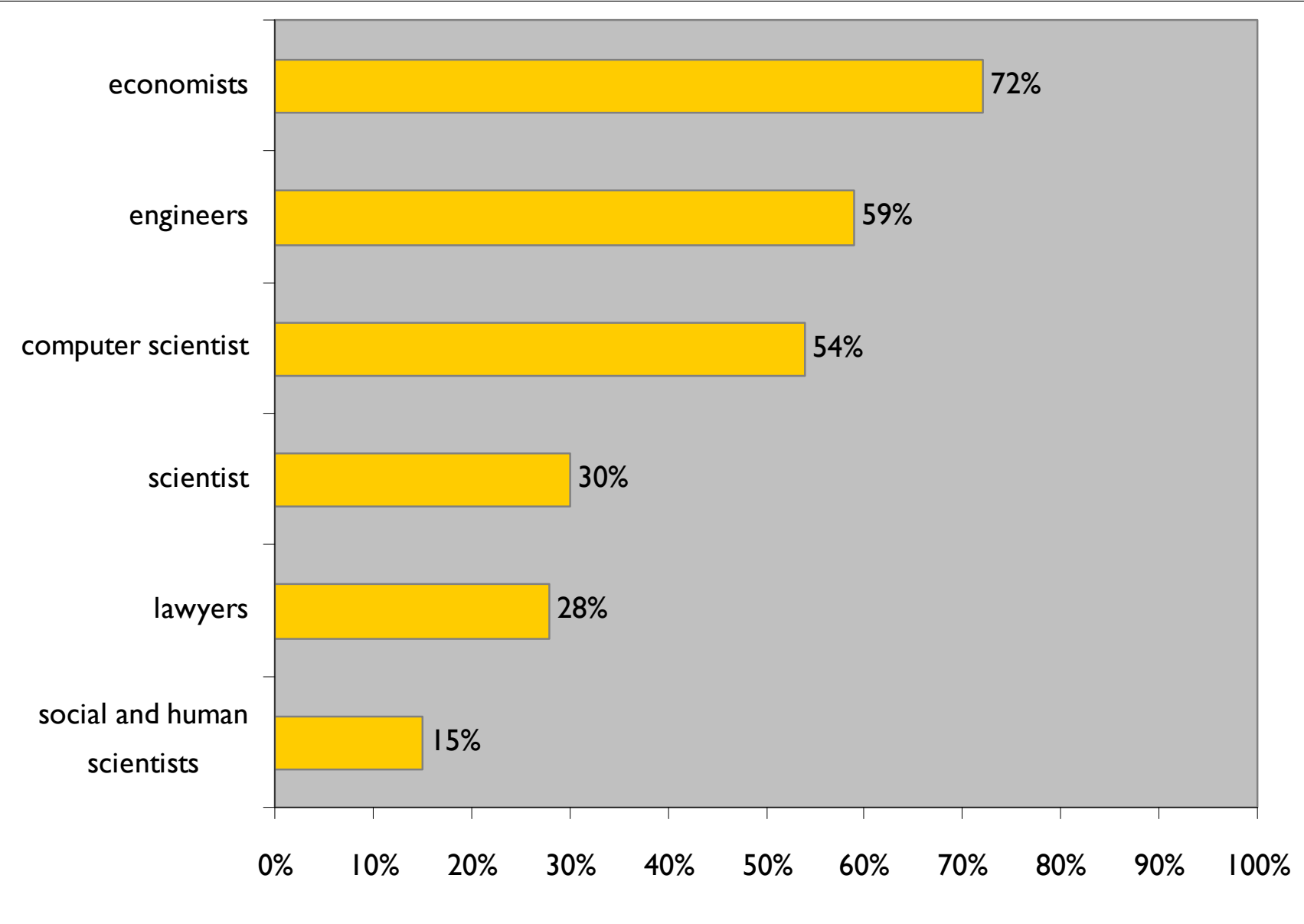
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	Industry	Job offer per unemployed
1	optician	3,9
2	pharmacist	3,7
3	engineer for machine and vehicle construction	3,0
4	electrical engineer	2,9
5	financial auditor / tax accountant	2,6
6	doctor	2,5
7	administrative	1,8
8	architects / engineers	1,4
9	engineers	1,3
10	IT	1

(Source: www.handelsblatt.com, 2010)



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GRADE	Further Education				AGE	
	Meisterschule 1 year Master class Post-vocational education	Fachschule 2 year Technical Master class Post-vocational education	University College University Academie			
13	Work experience / professional work				18	Secondary
12	Berufsschule Vocational school Apprenticeship combines work and classes	Berufsschule Vocational school Full-time class	Gymnasium Grade 11-12	College of further education	17	School (second phase)
11				16		
10				15		
	Realschule students graduate after 10 years Hauptschule students graduate after 9 years				16	
10	or 10th year				15	Secondary School (first phase)
9	Hauptschule	Realschule	Gymnasium	Gesamtschule	14	
8	type of secondary modern school	type of secondary /junior high school	type of secondary /Grammar School	Comprehensive School	13	
7					12	
6	for ages 10 to 15	for ages 10 to 16	Grade 5 - 10		11	
5					10	
4	Grundschule				9	Elementary School
3	Elementary School				8	
2					7	
1					6	
	Kindergarten				5	Pre-school
					4	
					3	

Educational System



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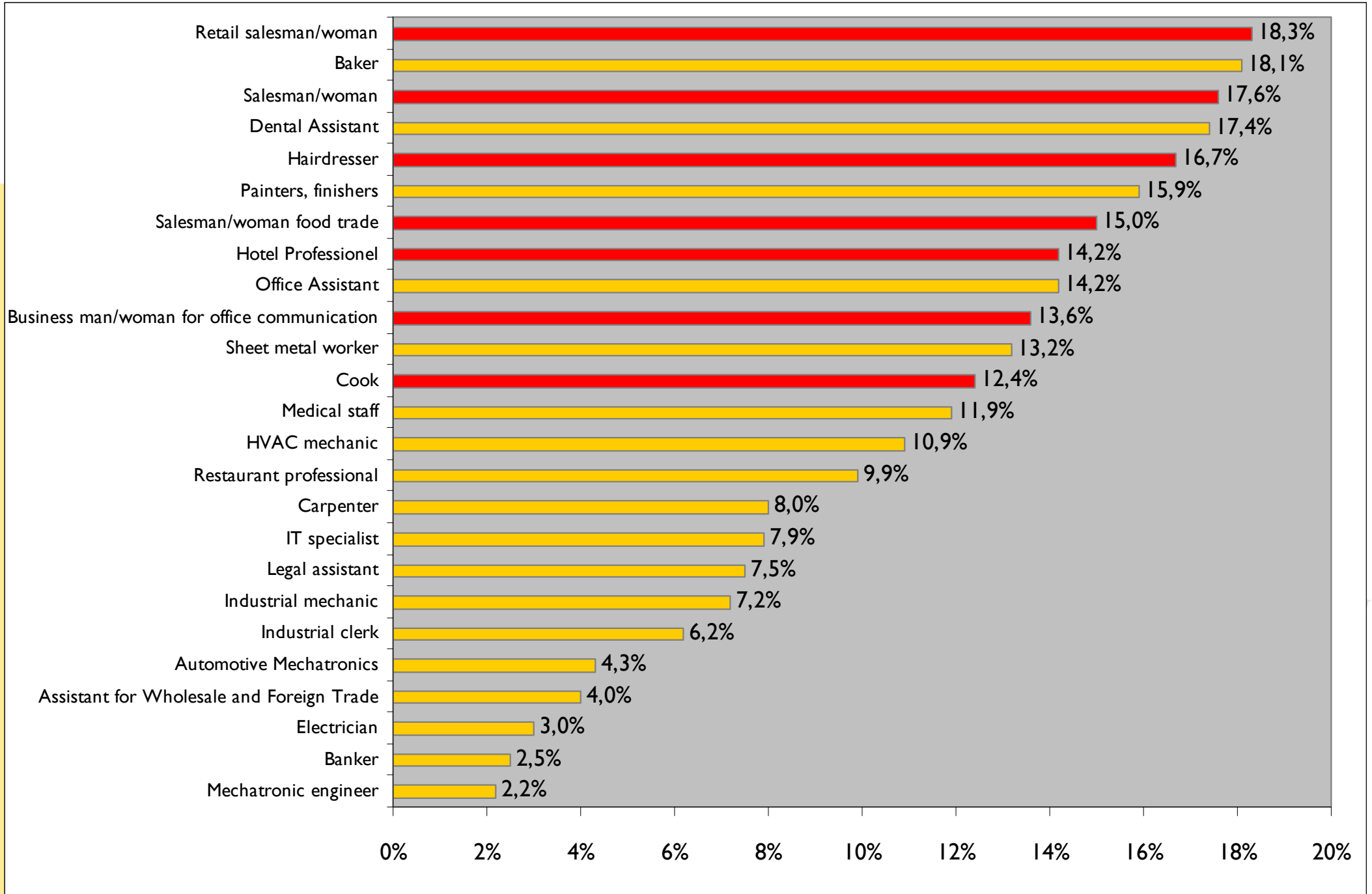
	Male	female
1	Mechatronics for motor vehicles	Physician assistant
2	Industrial Mechanic	Office clerk
3	Electronic technician	Industrial clerk
4	System mechanic	Retail merchant
5	Retail merchant	Shop assistant
6	Mechatronics	Dental assistant
7	Sheet metal worker	Hair dresser
8	Computer technician	Clerk for office communication
9	Management assistant in wholesale & foreign trade	Saleswoman for food craft
10	Cook	Bank Clerk
11	Logistics Technician	Hotel specialist
12	Machinist	Management assistant in wholesale & foreign trade
13	electronics specialist for operat. Techn.	Tax sales assistant
14	Industrial clerk	Administrative Specialist
15	Shop assistant	Legal assistant



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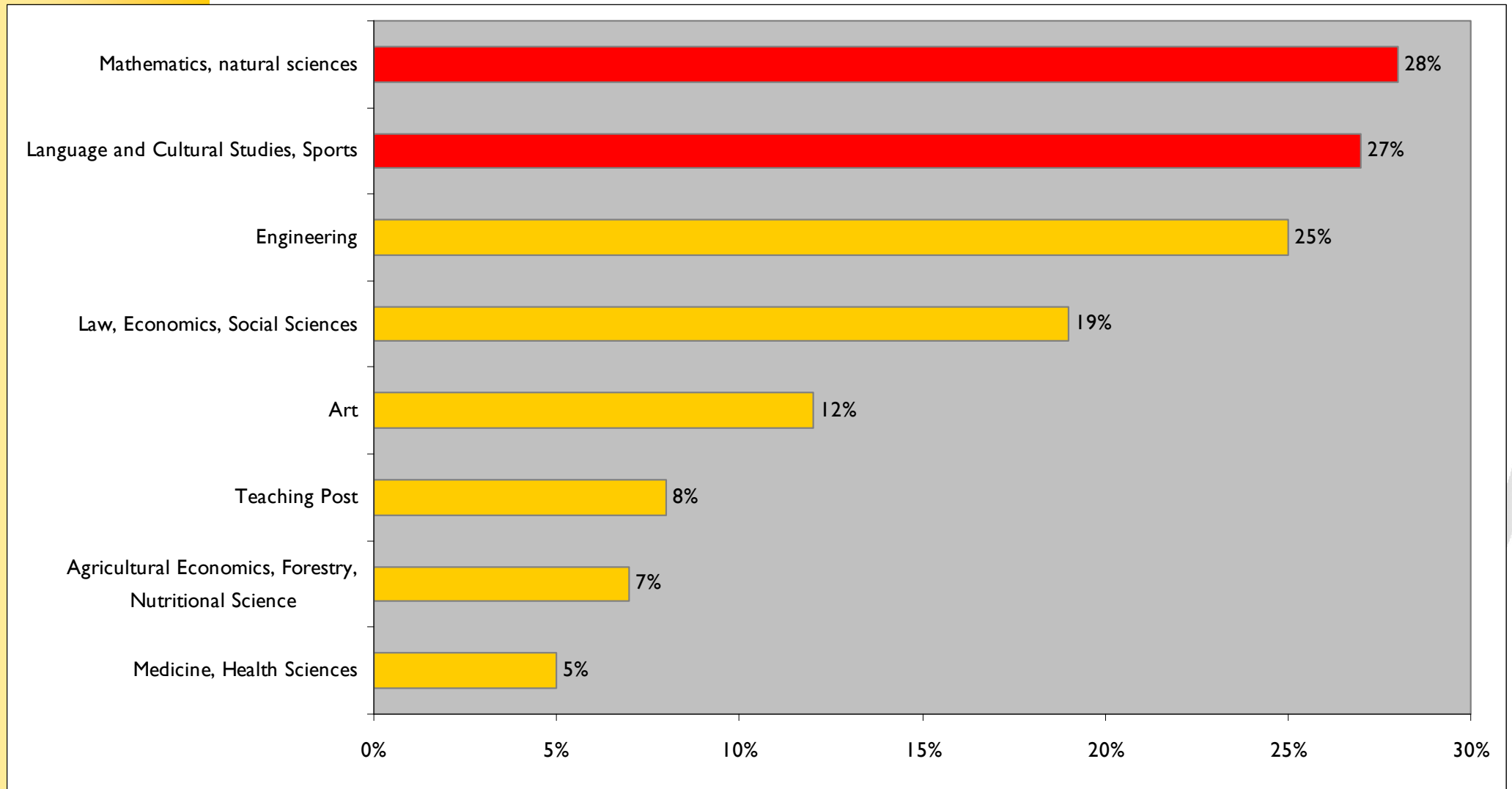
	Study subject	Matriculations in 2011/12
1	Economic, social science, law	185.856
2	Engineering	131.233
3	Mathematics	117.363
4	Language and cultural studies	114.795
5	Medicine	22.658
6	Art and cultural science	18.900
7	Agricultural/forestry/ nutritional science	13.700
8	Sport (science)	5.978
9	Veterinary medicine	1.268

Dropout Rates – vocational education





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⇒ **Insufficient information** about the apprenticed profession or study course

⇒ **Disorientation**

42 %

wrong career choice

**Vocational &
Academic
Orientation/
Guidance!!!**

⇒ choice **does not meet the expectations**

⇒ **Lack of inspiration and enthusiasm**

⇒ **Demotivation** within the learning process

⇒ Students/apprentices **do not like the study / apprenticeship contents** etc.

20 %

dropout



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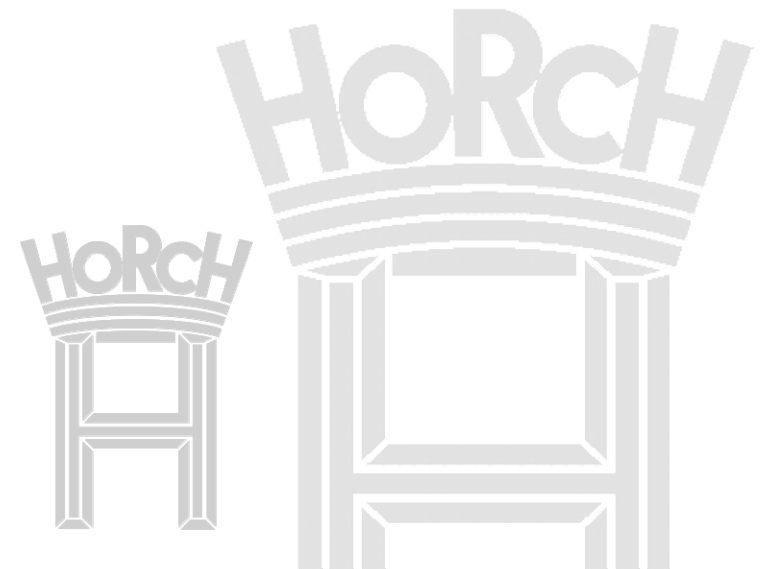
GRADE	Further Education				AGE	
		Fachschule 2 year	University College University Academie			
	Meisterschule 1 year Master class Post-vocational education	Technical Master class Post-vocational education				
13	Work experience / professional work				18	Secondary
12	Berufsschule	Berufsschule	Gymnasium	College of	17	Vocational & academic orientation
11	Vocational school	Vocational school	Grade 11-12	further education	16	
10	Apprenticeship combines work and classes	Full-time class			15	
	Realschule students graduate after 10 years Hauptschule students graduate after 9 years				16	
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9	Hauptschule	Realschule	Gymnasium	Gesamtschule	14	
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2					7	
1					6	
	Kindergarten				5	Pre-school
					4	
					3	

Vocational orientation



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The iVOC Project





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iVOC will...

- **analyze current offers** for vocational and academic guidance within the involved partner countries as well as in their educational systems
- **identify different kinds of methodologies, contents, added-value** etc. within different occupational fields and European countries
- **focus on the transfer of knowledge**, the intercultural dialogue, the exchange of experiences
- **give support** to educational staff from companies and vocational schools
- **make conclusions** about relevant competences for staff offering vocational and academic guidance + how to develop them

iVOC is for...

- SMEs
- Vocational schools and universities
- Training centers
- Service providers for vocational and academic guidance





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HANDBOOK



**Sharing knowledge
& experiences**



iVOC

**COMPETENCES,
NEEDS, HINTS,
RECOMMEN-
DATIONS**



**BEST
PRACTICES**

ANALYSIS
current
demographical
situation





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- **Analysis** of the demographical situation within partner countries
- **Best Practices** of vocational and academic guidance offers
- **Staff Competence Profile** for offering vocational and academic guidance offers
- **iVOC Handbook**
- **Dissemination Plan & Templates** for dissemination instruments and materials
- **Evaluation Plan & Instruments**





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Organization

August Horch Akademie GmbH

Fundación Metal Asturias

Euroform RFS

EPRALIMA – Escola Profissional do Alto Lima, CIPRL

Colegiul Tehnic Gheorghe Cartianu

Kocaeli Kültürel Gelişim ve Dayanışma Derneği

Stichting Business Development Friesland

Dienst Beroepsopleiding - vzw EPON

Association European Management Centre - AEMC

Foyle International

Country



Germany



Spain



Italy



Portugal



Romania



Turkey



Netherlands



Belgium



Bulgaria













UK



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Meeting	Venue	Date
1 st	Germany	November 2012
2 nd	Turkey	March 2013
3 rd	Bulgaria	September 2013
4 th	Spain	February 2014
5 th	UK	June 2014

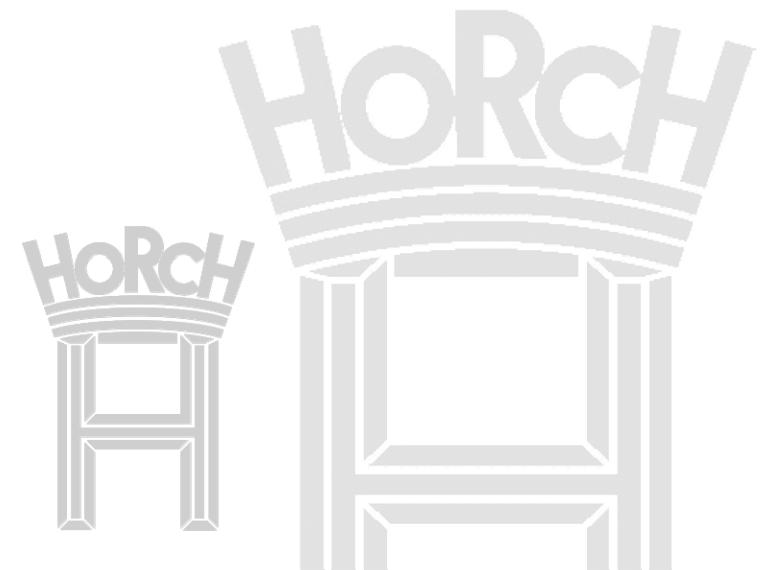
Partner	Mobilities	Learners/Staff
 AHA	12	02/10
 Fundación Metal Asturias	12	00/12
 Euroform RFS	24	12/12
 EPRALIMA	12	06/6
 Colegiul Tehnic Gheorghe C.	24	18/6
 KOGED	24	16/8
 BDF	08	02/06
 DBO	08	00/08
 AEMC	12	02/10
 Foyle International	12	02/10



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Dissemination log

- project website & linking with other websites
- workshops with companies, vocational schools, ...
- printed materials, e.g. leaflets, posters, banners
- promotion material in national languages
- newspaper articles, press releases
- web articles
- ...





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Task		Responsibility
(1) Demographical situation	① Define the FRAMEWORK for the analysis	???
	Do the Analysis in the single partner countries	all
	② COMPARE & SUMMARIZE the analysis' results	???
(2) Best Practices	③ Create a TEMPLATE for describing the offers & CRITERIAS	???
	Collect voc./acad. guidance offers using the template	all
	④ COMPARE & SUMMARIZE the voc./acad. offers	???
(3) Needs & Competences	Derive BEST PRACTICES per country	all
	⑤ HINTS & ADVICE to create and implement offers	???
(4) Hand-book	⑥ COMPETENCES, self-evaluation these competences	???
	⑦ LAYOUT & STRUCTURE & CONTENTS (all results)	???
(5)	⑧ EVALUATION	???
(6) Dissemination	⑨ WEBSITE & FACEBOOK	???
	⑩ Dissemination PLAN & TEMPLATES	???



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Junior Chamber International Germany
Worldwide Federation of Young Leaders and Entrepreneurs

