



*European Quality Assurance Reference Framework for
Vocational Education and Training*



European Credit system for Vocational Education and Training

Moving from Principles to Implementation Launching Conference

Brussels 17-18 November 2009

ECVET Workshops

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Organisation:

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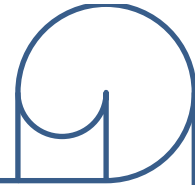
National Centre for TVET Development

ECVET Workshop H: developing ECVET

***Partnerships and involvement of competent
institutions***

COMINTER/RECOMFOR projects approach

ECVET in practice

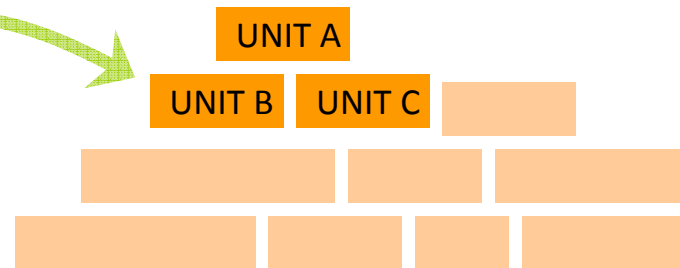
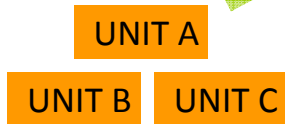


Learning context/
country A

Learning context/
country B

Transcript of record

Learning
Agreement

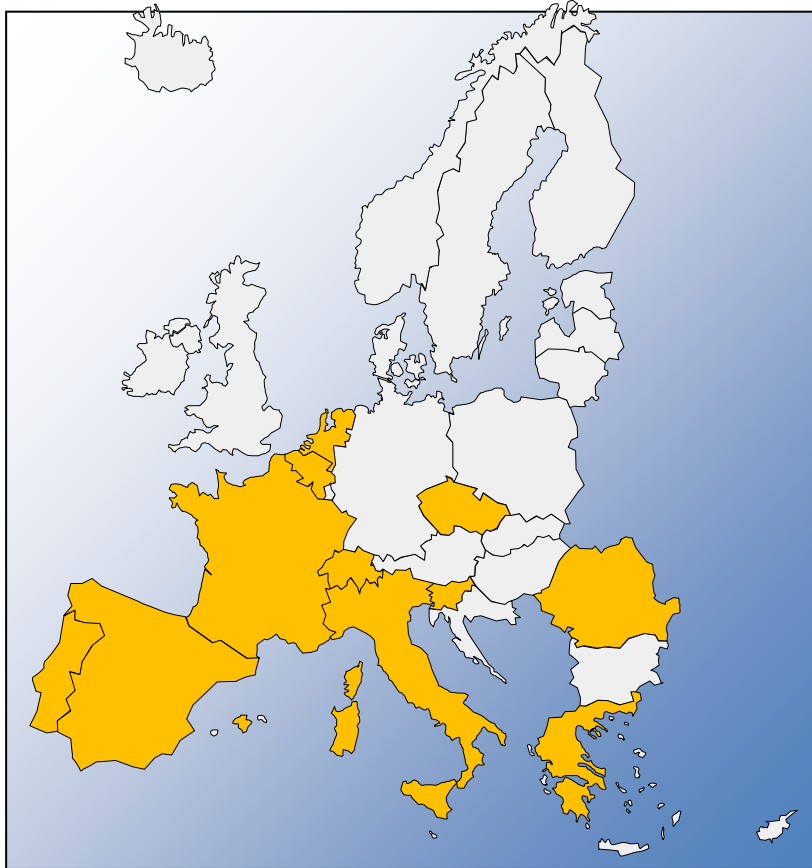


Assessment
Credit

Validation
Recognition
Accumulation

Memorandum of
Understanding

RECOMFOR : setting up an ECVET network



Recomfor and ECVET network:

- Based on a common Job Profile
« import-export commercial assistant » (EQF level 4/5)
- Involving 11 countries
- Involving 51 training centres
- Concerning 1300 learners

Objectives:

- To test ECVET principles and technical specifications
- To create an European area for mobility

RECOMFOR Partnership **from shared reference units to recognised mobility**

Competent Institutions

- Ministries
- National boards
- Sectoral organizations
- Chambers of commerce

Professional Organisations

- Employers federations
- Chambers of commerce
- Industry professionals

Training providers

- Secondary schools
- Chambers of commerce
- Companies..

Companies

- SME's and big Companies
- Services and production

RECOMFOR Partnership **from shared reference units to recognised mobility**

Competent Institutions

Professional Organisations

Their roles in partnership/VET systems

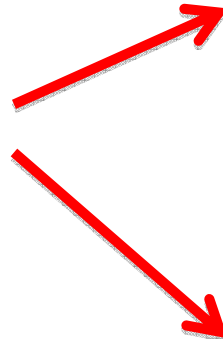
- Design of qualifications
- Design of training programmes including mobility
- Training delivery including mobility
- Assessment
- Transfer and recognition

Training providers

Companies

RECOMFOR Partnership and ECVET functions

**Design of qualifications
in terms of units of LO
(shared reference units)**



Competent Institutions

- *Ministries*
- *National boards*
- *Sectoral organizations*

Professional Organisations

- *Employers federations*
- *Chambers of commerce*
- *Industry professionals*

RECOMFOR Partnership and ECVET functions

**Design of qualifications
in terms of units of LO
(shared reference units)**

**“import-export
commercial assistant”
Job Profile**

Partnership for:

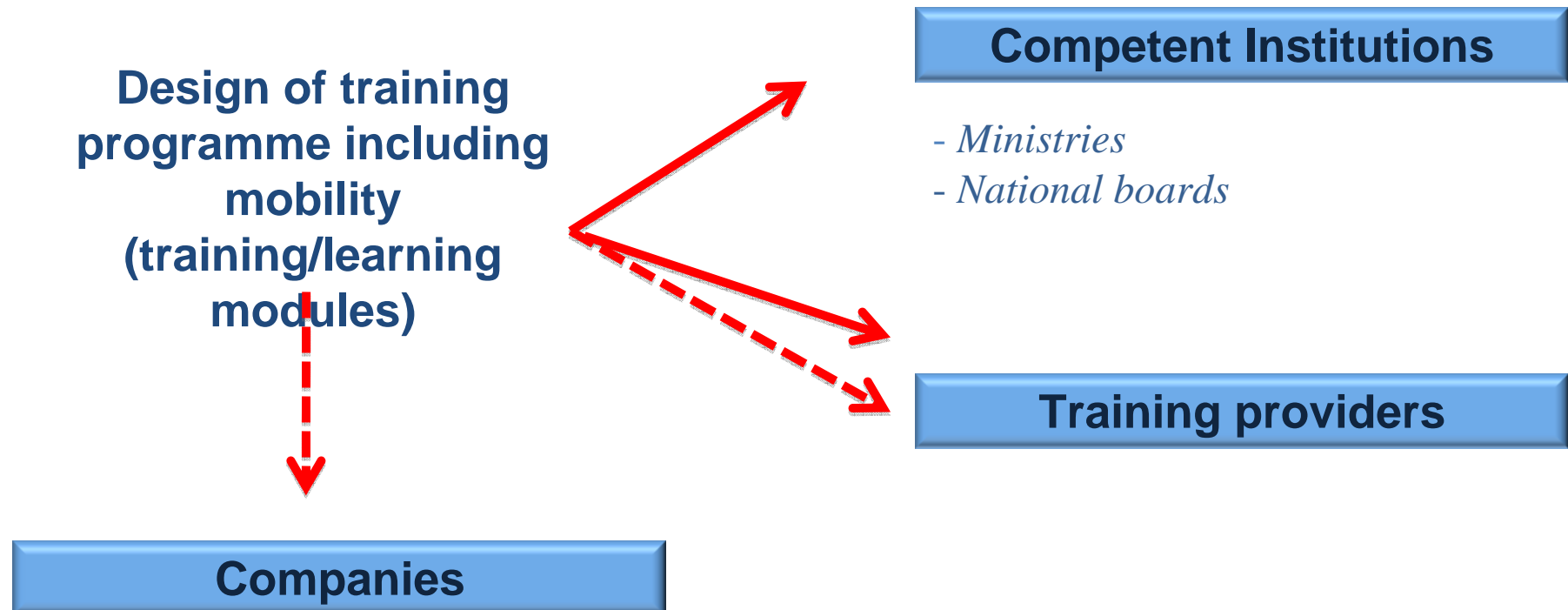
- identifying the common professional key activities;*
- elaborating the shared reference certification units;*
- establishing rules for transposing the shared reference units into national context;*
- allocation of ECVET points to reference units;*
- elaborating methodology for translating ECVET credit points into national credit points system.*

Descriptive table of a reference unit of learning outcomes

Certification units	Skills (S)	Competence (C)	Knowledge(K)
CU1 : International marketing			
<p>CU11 : Market research and market planning on foreign markets</p>	<p>CU11S1 Collecting information through permanent market monitoring (desk research) and field research abroad and checking reliability</p> <p>CU11S2 Analysing and selecting relevant commercial information and regulation constraints about foreign markets</p> <p>CU11S3 Formulating requirements for the subcontracting of studies and following up on the studies on foreign markets</p> <p>CU11S4 Proposing a general outline for a concrete action plan based upon the commercial policy of the company and the SWOT analysis</p>	<p>CU11WC1 Organising and planning work activities, being autonomous</p> <p>CU11WC2 Being alert to opportunities and threats</p> <p>CU11WC3 Applying commercial insight</p>	<p><u>1 International marketing</u></p> <p>1.1 Introduction to marketing</p> <p>1.2. Market principles and structure</p> <p>1.3. Marketing plan</p> <p>1.4. Monitoring and Market studies</p> <p>1.5. Export « swot »</p> <p>1.6. Internationalization strategies</p> <p>1.7. Internationalization support networks</p> <p><u>2 Computing</u></p> <p>2.1. Information research techniques</p> <p><u>3 Environment</u></p> <p><u>3.1 Economic</u></p> <p>3.1.1. Economic, human and social indicators</p> <p>3.1.2. Development and international trade indicators</p> <p>3.1.3. Insertion of national into international economy</p> <p>3.1.4. Principles of organisation of international exchanges</p> <p>3.1.5. Principal trends of world exchanges</p>

Certification units /Sub units	Credit points/%
UC1 International Marketing	20%
UC11 Market research and market planning on foreign markets	10
UC12 Business information system	10
UC2 Export Selling	20%
UC 21 Prospecting and customer/partner follow up	10
UC 22 Negotiating	10
UC3 Import Buying	20%
UC31 Identifying potential suppliers and sourcing	10
UC32 Organising the negotiation	10
UC4 Managing International Trade Operations	20%
UC41 Choosing and working with service providers	10
UC42 Managing the international business administration	10
UC5 Working in a Multicultural Context	20%
UC51 Business English language A	8
UC52 Business foreign language B	8
UC53 Intercultural management and communication	4
TOTAL	

RECOMFOR Partnership and ECVET functions



RECOMFOR Partnership and ECVET functions

**Design of training
programme including
mobility
(training/learning
modules)**

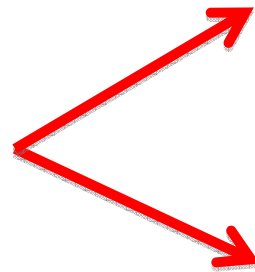
Training programme:
translate the reference units
into learning modules

Partnership for:

- establishing the relation between units and modules;*
- establishing the number and content of the modules;*
- establishing the number of hours/module;*
- establishing duration of practical training as part of the programme;*
- defining the units/modules suitable for mobility.*

RECOMFOR Partnership and ECVET functions

**Training delivery
including mobility
(Learning Agreement)**



Training providers

Companies

RECOMFOR Partnership and ECVET functions

**Training delivery
including mobility
(Learning Agreement)**

Learning Agreement:

- home and host institutions: roles and responsibilities;*
- what duration for mobility;*
- which learning outcomes ;*
- how learning outcomes will be assessed and transferred.*

RECOMFOR Partnership and ECVET functions

Training delivery including mobility (Learning Agreement)

Scenarios for mobility within the network:

- which learning outcomes (units or subunits);*
- what duration for mobility;*
- what period within the year;*
- where to be organised;*
- what language to be used during mobility.*

RECOMFOR Partnership and ECVET functions

**Training delivery
including mobility
(Learning Agreement)**

ECVET Label

- Quality Chart for training centres
- Quality Chart for companies

Competent Institutions

Professional Organisations

Recomfor network an ECVET network:

- data base of training centres and companies willing to organise mobility;*
- network' platform;*
- which governance and management for ensuring sustainability;*
- how to ensure communication between the members;*
- how to promote network outside the project' partnership;*
- how to ensure **quality** of the mobility within the network.*

QUALITY CHARTER FOR TRAINING CENTRES - RECOMFOR

The training centre is transparent on the training organisation. It provides information on number of students, training process...

The training centre is transparent on the organisation of assessment.

The training centre provides a system of quality maintenance. Methods and tools are used (ISO, external assessment – evaluation, board...)

The training centre has structural relationships with companies. Companies and training centres cooperate in an environment of mutual trust : agreements, conventions...

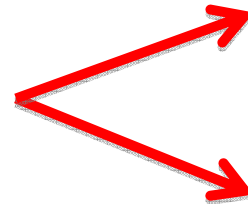
The training centre provides guidance during workplacement : responsibility of the training process in companies, choosing the right companies for the right students...

The training centre must facilitate (not provide) accomodation finding for foreign students coming for their mobility period. It gives information, is available for giving advice.

The training centre assesses its performance. It takes into consideration results, implementation of the qualification, quality of mobility in the aim of encreasing its performance.

RECOMFOR Partnership and ECVET functions

**Assessment of LO
achieved during mobility
and award of
corresponding credit**



Training providers

Companies

RECOMFOR Partnership and ECVET functions

**Assessment of LO
achieved during mobility
and award of
corresponding credit**

Assessment:

- comparable;*
- different but reliable;*
- specific assessment needed.*

The process:

- which performance criteria to be used;*
- where the assessment will take place;*
- who will assess the LO;*
- how and by whom the assessment results are recorded.*

RECOMFOR Partnership and ECVET functions

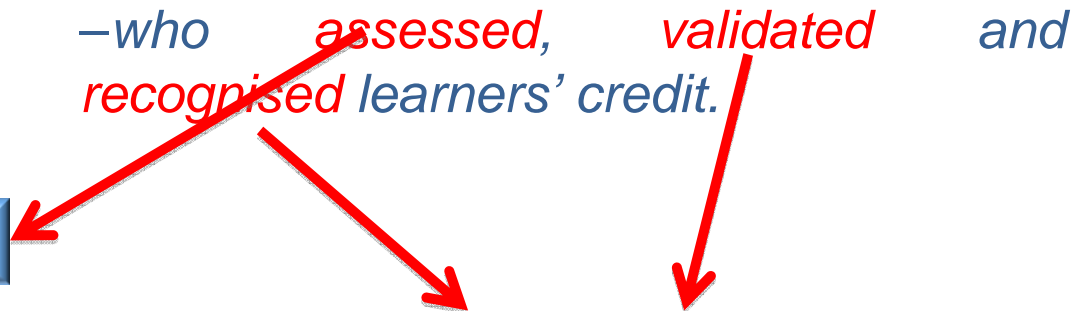
**Assessment of LO
achieved during mobility
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The Personal Transcript:

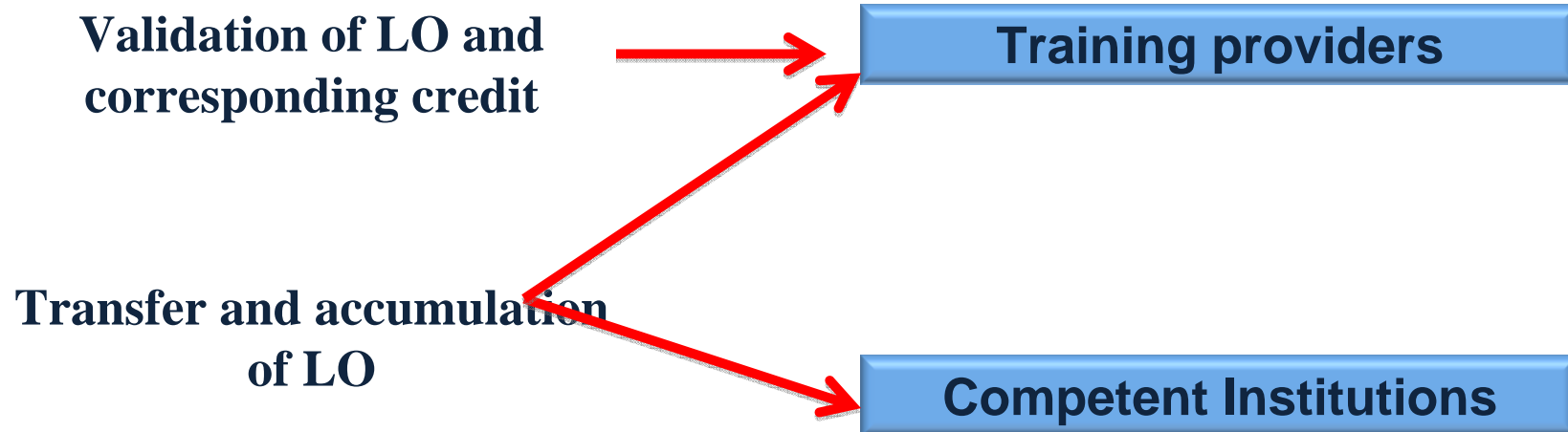
- *assessed learning outcomes;*
- *ECVET credit points for the units/subunits of LO assessed;*
- *who assessed, validated and recognised learners' credit.*

Hosting Institution

Home Institution



RECOMFOR Partnership and ECVET functions



What makes the difference?

Qualifications ECVET friendly

- units based/easy identifiable LO
- clear link with job profile
- modularised training programme

Flexibility

- training provision
- assessment process

Autonomy of training providers

- quality assurance
mechanisms/procedures in place
 - ✓ training delivery
 - ✓ assessment

Permeability

- accepting the differences
- open to other systems

*Where to find a secure,
optimized and
constructed mobility?*

*Everywhere in Europe if partnerships
are developed for:*

- fostering the recognised mobility*
- developing expertise of the field actors*
- creating links between the systems*

*and you will identify this
partnership by the label*

Partnership ECVET Friendly!!!!