

Lifelong Learning Programme  
*Infodays*

November 2010

**What is in it for us?**  
The EU's Lifelong Learning programme  
from a business perspective



Education and Culture DG

**EAC**  
**EA**  
Education, Audiovisual & Culture  
Executive Agency



## The EU's Lifelong Learning programme (LLP) What's in it for your enterprise?

- Is your company looking for specific training to retrain its employees? Or for innovative ideas?
- Are you interested in hosting trainees and apprentices from other countries?
- Do you want to work with education institutions to help their students to get the skills they need?

**YES?**

**Have a look at the following opportunities**





## The EU's Lifelong Learning programme (LLP) from a business perspective - Overview

- Centralised and decentralised actions
- Main benefits for an enterprise
- Overview by programmes: key points and examples
  - Erasmus - higher education
  - Leonardo da Vinci - vocational training
  - Comenius - school education
  - Grundtvig - adult education
- Useful links





## LLP actions open to enterprises Many enterprises already benefit from them

### Decentralised actions

- Mobility actions  
e.g. Erasmus and Leonardo  
placements (traineeships)

- Projects
- Partnerships

e.g. Comenius Regio Partnerships

- Contact point:  
**LLP National Agencies**

### Centralised actions

- Multilateral projects,  
networks, transversal actions
- Contact point:  
**Executive Agency (EACEA)**





## What are the benefits of LLP placements (traineeships) for an enterprise?

- Influx of new ideas
- Testing phase for potential future employees
- Promoting stronger links with education institutions and their staff
- Testing of an international outlook (especially for smaller locally based enterprises)
- Temporary support at reasonable cost
- Win/win situation





## Possible benefits from LLP centralised actions for an enterprise

- Developing European contacts and PR
- Reinforcing the link between studies and employment needs
- Developing educational on-demand services for enterprises, etc.
- Promoting exchanges and cooperation between higher education institutions (HEI) and enterprises
- Supporting innovative approaches
- Supporting the development of the economy





## The EU's Lifelong Learning programme (LLP) from a business perspective

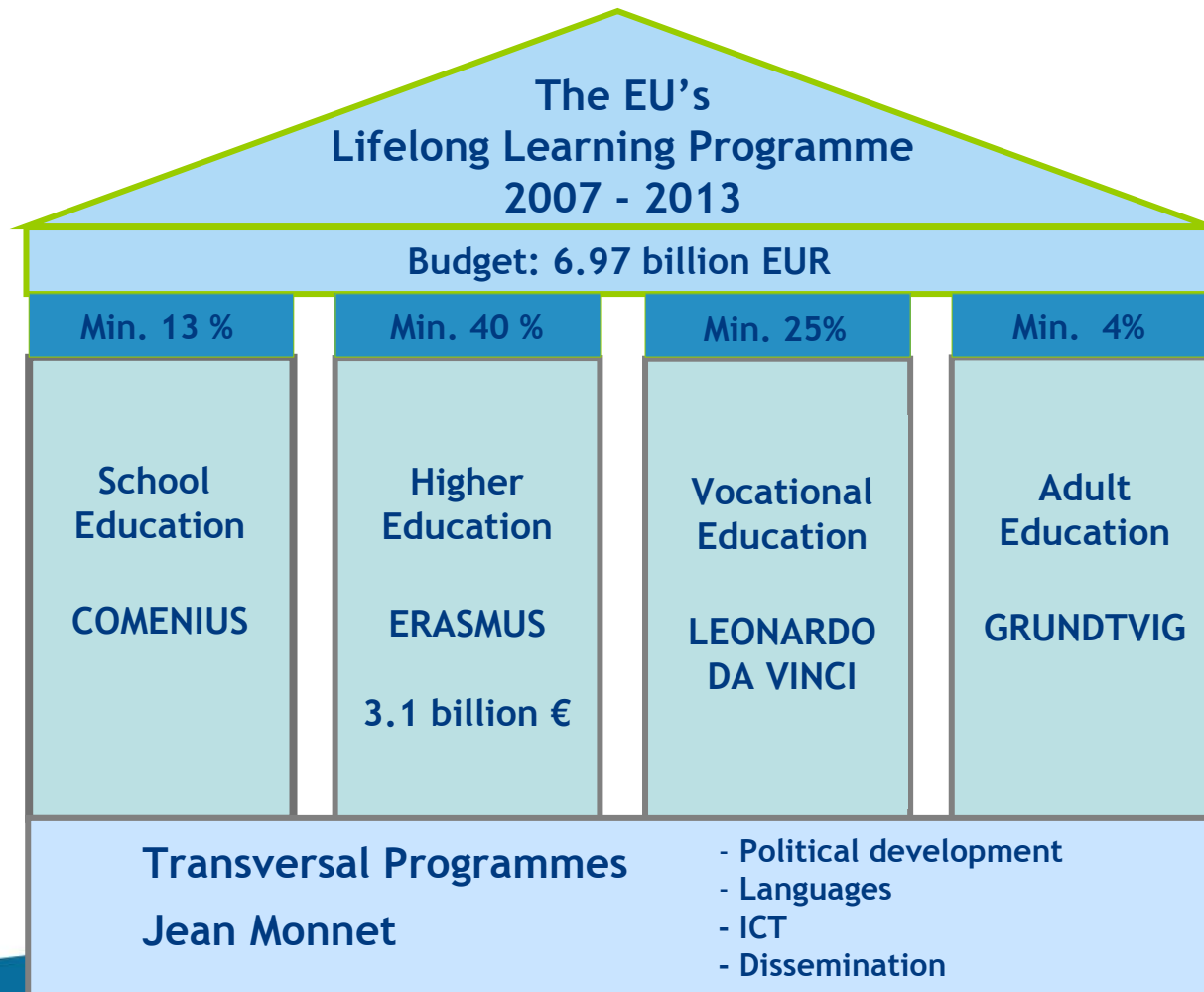
Do enterprises get out of LLP what they expect?

- Have a look at the LLP actions, key figures, success stories and testimonials





## The EU's Lifelong Learning programme (LLP) Overview







# Erasmus: overview of actions open to enterprises

## Decentralised actions

- Student placements
- Staff mobility to enterprises, invited staff from enterprise for teaching
- Intensive programmes
- Preparatory visits

## Centralised actions

- Multilateral projects
- Networks
- Accompanying measures





## What enterprises say about Erasmus student placements abroad (traineeships)

Since 2007, more than **80 000** students opted for a traineeship with Erasmus in a company. Here's what two companies said about their trainees:

- “Our first trainee came from Austria. He was very talented. He conducted valuable market research across other countries in Europe. He also translated our brochure from German into Dutch. It is thanks to him that we have got secured a big order.”
- “New people add new perspectives: our Erasmus trainee has added value to our team in business segments we have not explored so far. This will allow us to act with more flexibility in our business areas in the future.”





## Erasmus centralised projects on cooperation between HEI & enterprises

Since 2007, Erasmus supports centralised projects open to enterprises. Some characteristics of the selected projects:

- They often include a “competition” element
- They often include a couple “education provider-enterprise” in each participating country; new themes introduced: student placements, female entrepreneurship, aged workforce, sector-specific projects, SMEs and migrants
- Use of virtual community platform and blended learning

**But still too few enterprises participating**





## Erasmus: Example of a successful project

Title - Organisation - Number of partners	Description
<p><b>Funeral Services Master Business Administration (FUSEMBA)</b></p> <p>Serveis Funeraris de Barcelona, ES</p> <p>4 (DE, ES, FR, IT) + a silent partner (UK)</p>	<ul style="list-style-type: none"><li>• A mixed partnership (professional associations, one HEI)</li><li>• Promoting modernisation and innovation in SMEs by providing advanced vocational training to managers</li><li>• Team work and networking</li><li>• Blended learning (on-line plus face-to-face in different countries)</li><li>• Envisaged outcomes: a more competitive funeral services sector in Europe, HEI benefiting from the contact with real business</li></ul>
<b><a href="http://www.fusemba.com">www.fusemba.com</a></b>	





## Leonardo da Vinci: overview of actions open to enterprises

- **Decentralised actions**
  - Traineeships abroad for students in initial vocational training, apprentices, teachers, trainers and people on the labour market
  - Partnerships
  - Multilateral projects (Transfer of Innovation)
- **Centralised actions**
  - Multilateral projects (Development of Innovation)
  - Networks
  - Accompanying measures





## What apprentices say about Leonardo traineeships abroad

Since 1995, Leonardo da Vinci financed 700 000 traineeships abroad:

- for young people in initial vocational training (“IVT”)
- for people working or looking for work (“PLM”)
- for teachers, trainers and in-company tutors (“VETPRO”)
- for advanced vocational training students (until 2006, since 2007 this action is under Erasmus)





## Leonardo da Vinci trainees Petr Novotny Czech Republic > France

“As a young man from a small village in Northern Bohemia I worked in the car repair shop of my father and wasn’t even thinking about going abroad”. Nevertheless Petr went abroad, to France. “I had the support of my father as he wanted our garage to specialize in the repair of Peugeot cars.”

In Concarneau (France) he got the orders from his new boss, “I worked as a car mechanic and electro mechanic. I knew from home how to make all kinds of repairs. I was the only ‘universal’ worker in the workshop as other employees were specialized.”





# Leonardo da Vinci trainees

## Markus Wasinger

### Austria > Spain

Markus highly recommends leaving your home country to gather more professional luggage. He is convinced that, without the Leonardo project, he'd still be working at a small carpenter's shop in Burgenland. His experience with the Leonardo da Vinci project is a great example of the fact that work and education pay off.







## Leonardo da Vinci trainees Christian Ardelean Sweden > Germany

“I have learnt to see similarities and differences in organisations. I also learnt to think businesslike. The people there have showed us how the machines work in two different factories.”  
It was this talent for organisation and business that Christian was looking for in Germany.





## What enterprises say about Leonardo multilateral projects

Since 2000, Leonardo da Vinci financed 3 000 transnational cooperation projects:

- for enterprises in education (training providers) + other economic sectors
- projects mainly aiming at manufacturing, construction, science, technology, administration, services, in particular health & social services





## Leonardo da Vinci multilateral projects

Jane Fleming, UK

Coventry & Warwickshire Chamber of Commerce

“Being involved in global supply chains mean that SMEs are exposed to complex import-export processes, inadequate logistics infrastructures, and a gauntlet of regulations and trade agreements that are forever changing. Involvement with the Leonardo project *InTeLS* has enabled Coventry Chamber to enhance our international trade facilitation training capability...has also enabled *[us]* to appreciate the challenges faced by other, non-UK, European companies and the need for pan-European responses to these challenges.”





## Leonardo da Vinci multilateral projects InfoCar, Sweden Training development & provision

“There is a large need for more training aids within the automotive sector in Europe. For Infocar as a project leader the Leonardo project has been a chance to develop the completely new area of m-learning (mobile learning) without having a firm order from any customer. This means that Infocar will be one of the first players in Europe to release m-learning modules for automotive training.”





## Leonardo da Vinci multilateral projects

J. B. van den Brug, Netherlands  
Radgevend Ingenieur

“Participation of RAILS SAFE 2 in the lifelong learning programme certainly did contribute to product development... in the sense of developing methods to get organisations and people from European countries together to develop common guidelines.”

The RAILS SAFE project developed material for a Europe-wide recognised qualification in welding. It has been installed by the Dutch railway authority ProRail to be used by the Dutch railway sector.





Title - Organisation - Number of partners	Description
<p>“Entrepreneurship Enhancement &amp; Reinforcement”</p> <p>PARQUE DE CIENCIA E TECNOLOGIA DA MAIA SA, Portugal</p> <p>7 partners from France, Greece, Portugal, and Romania</p>	<ul style="list-style-type: none"> <li>• specific entrepreneurial training/counselling programme through the personalised support in implementing business projects and nurturing recently created companies in incubators</li> <li>• start-up of science &amp; technology based companies by linking university stakeholders with enterprise</li> <li>• interaction between enterprise associations and universities, development agencies, science &amp; technology parks</li> <li>• successful transition between conception and establishment phases.</li> </ul>
<p><a href="http://www.tecmaia.pt">www.tecmaia.pt</a></p>	





# Comenius: overview of actions open to enterprises

## Decentralised actions

- Comenius Regio Partnerships

## Centralised actions

- Comenius Multilateral Projects
- Comenius Networks





## Comenius in figures

Since 2007 Comenius funded

- 117 multilateral projects,
- 13 Networks,
- 273 Comenius Regio Partnerships,
- and more than 20 000 School Partnerships.







## Comenius project: ECOLAB - Economy and Labour World

**ECOLAB** aimed to improve teachers' economic knowledge and to support them in imparting the necessary economic knowledge to their pupils.

Among the topics dealt with by the project, the '**Energy Saving House**' looks at how to save energy in a private household, how to change the behaviour of consumers and how to respond to ecological challenges. The unit includes instructions for teachers and learning material.

The method used is "**learning by doing**": the 'Energy Project' results from cooperation between schools, the local energy company and a house-building company.





## Comenius project: Enterprise without Borders

*Enterprise without Borders* encourages students to create enterprising partnerships across borders. It is based on the idea of mini-companies run in schools and brings these companies into contact to each other.

A website matches student companies interested in a joint venture or an import-export business.

The project aims to involve, within 3 years, 24 countries, 14 000 students and 1000 mini-companies all over Europe.

<http://www.ewb.ja-ye.org/>





# Grundtvig: overview of actions open to enterprises

## Decentralised actions

- Learning Partnerships
- Mobility actions
  - In-service training
  - Visits and exchanges
  - Assistantships
  - Workshops
  - Senior volunteering projects

## Centralised actions

- Multilateral projects
- Networks
- Accompanying measures

The last two are new opportunities for  
adult learners as of 2009





## Grundtvig: Actions and who can take part

All types of organisations with direct or indirect role in adult learning:

- Learning providers
- Local and regional authorities
- NGOs at local, regional or national level
- Cultural organisations (museums, libraries etc.)
- Prisons, hospitals, homes for senior citizens etc.





## Grundtvig: some results and budget

- 670 Grundtvig centralised action projects and networks (2000-09), involving 4000 partners
- Around 1500 learning partnerships involving over 7000 partners
- 10 500 grants for individual staff mobility
- Strong involvement from all >30 European countries

### ***TOTAL BUDGET: € 62 million***

- Decentralised actions via NAs: € 43 million (69%)
- Centralised actions via EACEA: € 18 million (29%)
- Policy support : € 1.1 mio (2%)
- *Individual staff and learner mobility around €14-15 million*





## Grundtvig: opportunities for private sector business enterprises

- Private adult education provider or cultural organisation

You can participate in all Grundtvig actions, e.g. as a partner in a Learning Partnership, Multilateral Project or Network, organising / hosting a Grundtvig Workshop for adult learners, sending or receiving individual staff members for in-service training activities, visits and exchanges or assistantships





## Grundtvig: opportunities for private sector business enterprises

- **Private company involved in research, analysis and evaluation**

You can participate in Grundtvig actions such as Projects and Networks, but also by responding to public calls for tender for carrying out studies for the Commission

- **Publishing company or similar**

You can participate in Grundtvig Projects and Networks oriented towards the creation and dissemination of good practice and experience





## Grundtvig: A very good project

### INTERACT:

The project targets entrepreneurs, trainers of entrepreneurs, students of business and entrepreneurship; designed to improve the ability of European entrepreneurs to work across borders and in their own countries in multicultural environments.

Results are highly relevant for initiating intercultural dialogue and promoting cross-cultural cooperation in Europe. Strong methodological concept and thorough testing has contributed to the creation of outputs which can be used by other countries and can be adapted to target groups with different educational backgrounds and levels.







## Call 2011- general priorities

- 5 overall priorities have been defined for the 2011 LLP call and are reflected in various ways under the different sub-programmes
- One of those priorities aims specifically at encouraging cooperation between the worlds of education, training and work





## Useful links

Interested in participating in centralised projects under the 2011 LLP call?

For detailed information :

- [http://eacea.ec.europa.eu/llp/events/infodays\\_2011/infoday\\_llp\\_2011\\_en.php#programme](http://eacea.ec.europa.eu/llp/events/infodays_2011/infoday_llp_2011_en.php#programme)





## Useful links

- LLP on Commission web site:
- [http://ec.europa.eu/education/index\\_fr.htm](http://ec.europa.eu/education/index_fr.htm)
  
- National agencies contact points:
- [http://ec.europa.eu/education/lifelong-learning-programme/doc1208\\_en.htm](http://ec.europa.eu/education/lifelong-learning-programme/doc1208_en.htm)
- 
- Detailed information on the LLP projects funded on the EACEA website:
- [http://eacea.ec.europa.eu/llp/index\\_en.php](http://eacea.ec.europa.eu/llp/index_en.php)
  
- Compendia of LLP funded projects :
- [http://eacea.ec.europa.eu/llp/results\\_projects/project\\_compendia\\_en.php](http://eacea.ec.europa.eu/llp/results_projects/project_compendia_en.php)





## Useful links

- Project data bases

Leonardo da Vinci: <http://www.adam-europe.eu/>

Leonardo successful projects:

[http://ec.europa.eu/education/leonardo-da-vinci/doc1204\\_en.htm](http://ec.europa.eu/education/leonardo-da-vinci/doc1204_en.htm)

- Grundtvig projects:

- [http://ec.europa.eu/education/grundtvig/doc872\\_fr.htm](http://ec.europa.eu/education/grundtvig/doc872_fr.htm)

- [http://ec.europa.eu/dgs/education\\_culture/publ/pdf/grundtvig/success-stories\\_fr.pdf](http://ec.europa.eu/dgs/education_culture/publ/pdf/grundtvig/success-stories_fr.pdf)

