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# SKILLNET

the new EU funded Skillman's strategy  
to develop a large network of CoVE

Knowledge alliances in the maritime sector

609063-EPP-1-2019-1-IT-EPPKA3-VET-NETPAR

# Event Speakers



Mariaelena Romanini  
Senior Project Manager  
Skillman team



Fabio Croci  
Senior Project Manager  
Skillman team

# Event Moderators



Valentina De Vico  
Communication Manager  
Skillman team



Giovanni Crisonà  
Skillman President

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# Valentina De Vico

Communication Manager, Skillman team



Knowledge  
Alliances



Objectives



Eligibility  
requirements



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## Knowledge alliances in the maritime sector



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Knowledge alliances in the maritime sector



# Event promoted by:





# Webinars on EU fund opportunities

The European Commission has set a Work Program for the next years that highlights the unique opportunity to lead the current transition to a fair, climate-neutral, digital Europe, which will affect every segment of our society and economic sector. The purpose will be achieved by the implementation of policy activities and funding opportunities in order to ensure effective project outcomes.

In this regard, the Skillman Alliance sees the importance of increasing the effectiveness of future project partnerships, thus has designed a number of webinars that will bring together experts in different fields, with the aim of establishing relevant groups of collaboration for future EU project proposals.

Each of them will be a valuable occasion to set the basis for new EU programmes through cooperation and strategic thinking.

## The Worldwide Network for skills in Advanced Manufacturing



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WHAT ARE THE BEST PRACTICES TO IDENTIFY AND ACCESS EU FUND OPPORTUNITIES?



### Capacity-building in Higher Education 2021

Capacity-building projects in the higher education field are aimed at supporting modernization, accessibility, and internationalization in EU countries. The Skillman webinar, inspired by the same objectives, is an interactive panel discussion involving experts who will lay the groundwork for future EU project proposals, strengthen partnerships, improve HE curriculums and exchange governance practices.



### Knowledge alliances in the maritime sector

The maritime sector has been a catalyst for the economic development and prosperity of the EU throughout its history. This webinar brings together HE organizations and businesses to brainstorm on effective strategies and actions to be taken in future EU call proposals, aimed at ensuring the long-term performance of the European maritime transport system as a whole to the benefit of all other economic sectors.



### Youth policy Partnerships

A renewed EU Youth Strategy proposed by the European Commission suggests the importance of Engaging, Connecting, and Empowering young people across the European region within new policy frameworks. This webinar engages experts to establish partnerships on youth policies that will contribute to creating more opportunities for youngsters in future projects.



### Policymakers Partnerships

Policymakers are crucial in the implementation of new strategies within the European region and are to be actively involved in the process of designing roadmaps in different areas. This webinar gathers a number of influential policy-making bodies in order to create new synergies and design inspiring policy recommendations to be carried out in future project proposals.

Join the Skillman Webinars on EU fund opportunities and become the protagonist of the TVET scenery.  
You will:

- Hold the stage in events with main representatives of the European Commission.
- Be the main keynote speaker at SIF 2020.
- Acquire visibility and recognition within an engaged community of professionals.
- Receive special mentions in sector-focused research papers, magazines and websites.
- Share your ideas on relevant topics with an elitist audience of selected worldwide experts.
- Contribute to shape the main trends of the future of TVET.

Experts are kindly suggested to register [HERE](#) at their earliest convenience, since activities will be kicked-off in the following weeks, and priority will be given to early registrations.

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# Quiz section

join at

**sli.do.com**

access code

**#wordclouds**





# Giovanni Crisonà

Skillman President



Knowledge  
Alliances



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Workspace



Eligibility  
requirements

Previous EU  
calls



# Elena Romanini

Senior Project Manager



Knowledge  
Alliances



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## Knowledge Alliances: definition

Transnational and result-driven activities

Aimed at fostering innovation in higher education and business

Open to any discipline, sector and to cross-sectoral cooperation

Partners have common goals and work together



# Knowledge Alliances: definition

Knowledge alliances are transnational and result-driven activities aimed at strengthening Europe's innovation capacity and at fostering innovation in higher education and business.

Knowledge Alliances are **open to any discipline**, sector and to **cross-sectoral cooperation**. The partners **share common goals and work together** towards mutually beneficial results and outcomes. The results and expected outcomes are clearly defined, realistic and address the issues identified in the needs analysis.

## Knowledge Alliances: main objectives

- Develop new, innovative and multidisciplinary approaches to teaching and learning
- Stimulate entrepreneurship skills in higher education
- Facilitate the exchange, flow and co-creation of knowledge



# Knowledge Alliances: main objectives

They intend to:

- develop new, innovative and multidisciplinary approaches to teaching and learning;
- stimulate entrepreneurship and entrepreneurial skills of higher education teaching staff and company staff;
- facilitate the exchange, flow and co-creation of knowledge.

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## Knowledge Alliances: key features

A wide-angle photograph of a port or industrial area. In the foreground, there's a large blue and red ship with the name "M/S CORD" visible on its hull. Behind it, several industrial structures, including tall cranes and a white building, are set against a bright blue sky with scattered white clouds.

Innovation

Sustainability

Impact

Results



# Knowledge Alliances: key features

The key features of Knowledge Alliances are:

- **Innovation** in higher education and entrepreneurial ecosystems,
- **Sustainability** of university-business cooperation,
- **Impact** going beyond the project's lifetime and beyond the partners,
- **Results** and solutions have to be transferable and accessible to a broader audience.



## Knowledge Alliances: geographic coverage

### PROGRAMME COUNTRIES

- 27 UE countries;
- Non-EU Countries: North Macedonia, Liechtenstein, Norway, Iceland, Turkey, Serbia

### PARTNER COUNTRIES

- All the other countries worldwide



# Knowledge Alliances: geographic coverage

## PROGRAMME COUNTRIES

- 27 UE countries
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## PARTNER COUNTRIES

- all the other countries worldwide
- [https://ec.europa.eu/programmes/erasmus-plus/node/3\\_en](https://ec.europa.eu/programmes/erasmus-plus/node/3_en)



## Eligible Organizations for applying

- a higher education institution or research institute;
- a public or private, small, medium or large enterprise (including social enterprises);
- a public body at local, regional or national level;
- an organisation active in the field of education, training and youth;
- an intermediary or association which represents enterprises;
- an accreditation, certification or qualification body



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- an intermediary or association which represents enterprises;
- an accreditation, certification or qualification body.

## Eligibility -Composition of the Consortium

- Involve at minimum **six independent organisations from at least three Programme Countries**, out of which at least two higher education institutions and at least two enterprises.
- The Lead applicant must belong to a Programme Country
- Associated partners are foreseen
- HEIs from Programme Countries only must hold a valid ECHE





# Eligibility -Composition of the Consortium

**Knowledge Alliances are transnational and involve at minimum six independent organisations from at least three Programme Countries, out of which at least two higher education institutions and at least two enterprises.**

**The Lead applicant must belong to a Programme Country**

**Associated partners are foreseen**

**HEIs from Programme Countries only must hold a valid ECHE**

The background of the slide features a large industrial port at sunset or sunrise. Silhouettes of large cranes and shipping containers are visible against a vibrant orange and yellow sky.

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## Knowledge Alliances focus

**New learning and teaching methods** (new multidisciplinary curricula, learner-centred and real problem-based teaching and learning)

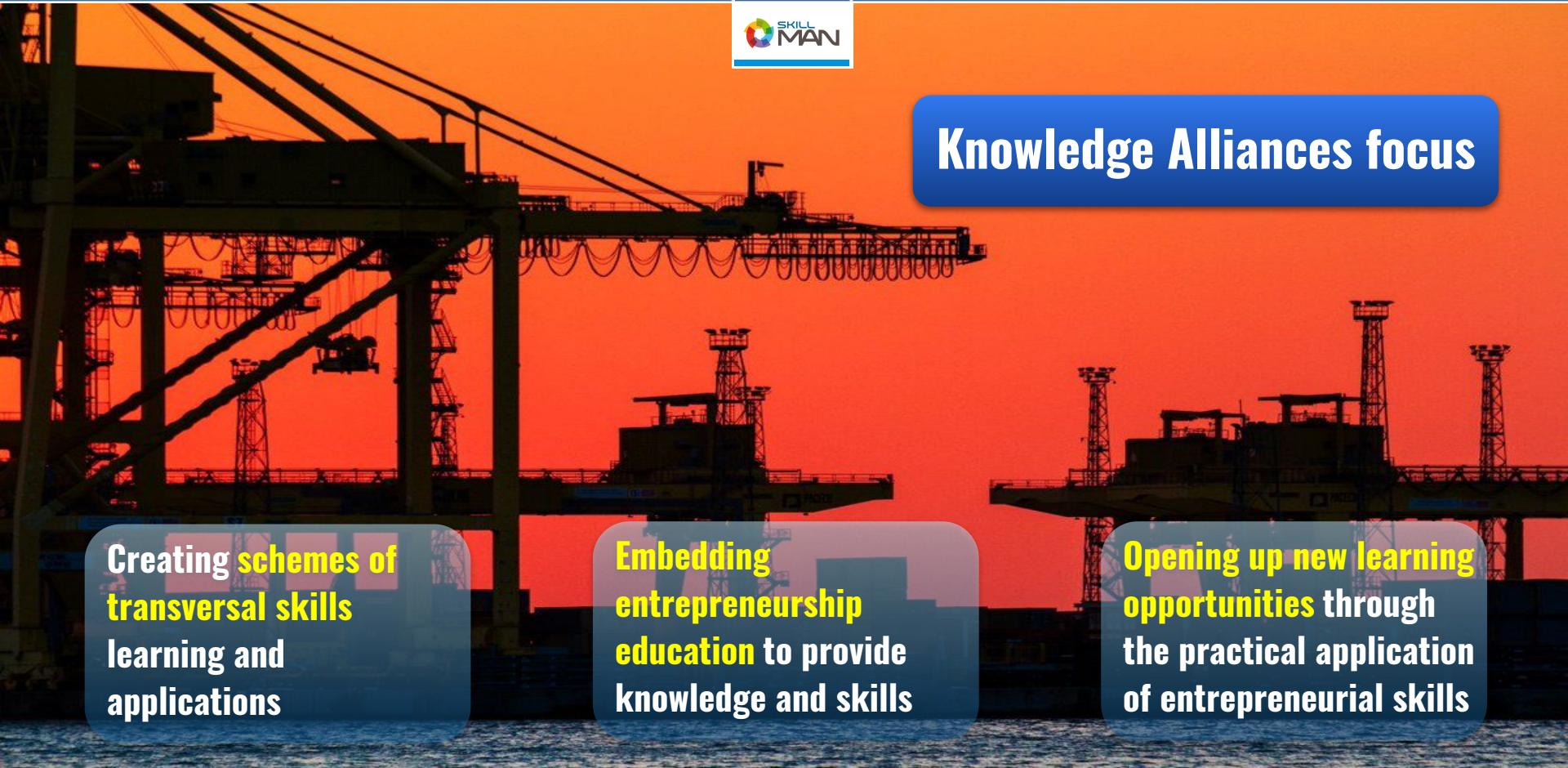
**Educational programmes and activities** with and within companies



# Knowledge Alliances can focus on:

- jointly developing and implementing **new learning and teaching methods** (like new multidisciplinary curricula, learner-centred and real problem-based teaching and learning)
- organising **continuing educational programmes and activities with and within companies**

## Knowledge Alliances focus



**Creating schemes of  
transversal skills  
learning and  
applications**

**Embedding  
entrepreneurship  
education to provide  
knowledge and skills**

**Opening up new learning  
opportunities through  
the practical application  
of entrepreneurial skills**



# Knowledge Alliances can focus on:

- **creating schemes of transversal skills learning and application** throughout higher education programmes developed in cooperation with enterprises aiming at strengthening employability, creativity
- **embedding entrepreneurship education** in any discipline to provide students, researchers, staff and educators with the knowledge, skills
- **opening up new learning opportunities** through the practical application of entrepreneurial skills, which can involve and/or lead to the **commercialisation of new services, products and prototypes.**

**KAs stimulate the flow and exchange of knowledge  
between higher education and enterprises**

**Study field-related  
activities in  
enterprises**

**Exchanges of students,  
researchers, teaching  
staff and company staff**

**Set-ups to trial and  
test innovative  
measures**



# Knowledge Alliances can focus on:

Stimulating the flow and exchange of knowledge between higher education and enterprises:

- **study field** related activities in enterprises which are fully embedded in the curriculum,
- set-ups to trial and **test innovative measures**,
- **exchanges** of students, researchers, teaching staff and company staff for a limited period.



## Eligibility -Duration, deadlines, budgets

**DURATION OF THE PROJECTS: 2 OR 3 YEARS**

**SUBMISSION TO: EACEA**

**DEADLINE: EVERY YEAR AT THE END OF FEBRUARY**

**AVAILABLE BUDGET: MAX 700.000,00 EUR FOR 2-YEAR PROJECTS**

**MAX 1000.000,00 FOR 3-YEAR PROJECTS**



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[https://ec.europa.eu/programmes/erasmus-plus/programme-guide/part-b/three-key-actions/key-action-2/knowledge-alliances\\_en](https://ec.europa.eu/programmes/erasmus-plus/programme-guide/part-b/three-key-actions/key-action-2/knowledge-alliances_en)

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## Innovation in the maritime sector

A wide-angle photograph of a shipyard under a clear blue sky with scattered white clouds. In the foreground, the hull of a large ship is visible, painted in red, white, and blue. Several industrial cranes of various sizes are positioned around the ship, some with orange booms. In the background, there are more industrial buildings and structures, including a prominent white rectangular building and a tall lattice-boom crane. The water in the foreground has small ripples.

Sustainability of  
production  
processes and  
circularity

Novel materials

ICT integration

New skills for  
emerging jobs



# Innovation in the maritime sector

**Some possible directories and value chains to explore:**

- Sustainability of production processes and circulability
- Novel materials
- ICT integration
- New skills for new jobs and emerging professional profiles

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**we are streaming live on**

**[skillman.eu/live](http://skillman.eu/live)**



## Fabio Croci Skillman Senior Project Manager



Knowledge  
Alliances



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calls



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## Best practices and previous projects

**KAAT - KNOWLEDGE ALLIANCE IN AIR TRANSPORT**

<http://www.kaat.upb.ro/context>

### **MAIN FOCUS**

- Academic: bachelor, master and doctorate;
- Vocational: trainings provided by professionals such as airlines companies, handling companies, regulatory bodies, trainers etc.

### **MAIN OBJECTIVE OF THE PROJECT**

Ensure the bridge between these 2 pathways (recognition of prior learning)



# Best practices and previous projects

**KAAT - KNOWLEDGE ALLIACE IN AIR TRANSPORT**  
<http://www.kaat.upb.ro/context>



## **MAIN FOCUS:**

In aviation, there are 2 main pathways for education and training:

- Academic: bachelor, master and doctorate;
- Vocational: trainings provided by professionals such as airlines companies, handling companies, regulatory bodies, trainers etc.

The main need identified of the project is to **ensure the bridge between these 2 pathways** because of the lack of procedures for recognition of prior learning



## Best practices and previous projects

**SPRING** <https://www.euspring.eu/>  
**MAIN FOCUS**

Succession Planning and Regeneration In Family Businesses for New Growth  
through an innovative training programme

**MAIN OBJECTIVE OF THE PROJECT**

Offering customised training, mentoring, support and guidance to family  
businesses across Europe



# Best practices and previous projects

**SPRING** <https://www.euspring.eu/>



**Succession Planning and Regeneration In Family Businesses for New Growth through an innovative training programme**

## **MAIN OBJECTIVE:**

SPRING aims at offering customised training, mentoring, support and guidance to family businesses across Europe, in the areas of smooth succession planning and implementation, business continuity, leadership, governance and strategy for growth

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## Best practices and previous projects

**LEAN 4.0** <http://lean4zero.com/>  
**MAIN FOCUS**

Lean European Action-learning Network utilizing Industry 4.0

**MAIN OBJECTIVE OF THE PROJECT**

Bring HEI closer to the labour market and facilitate the development of future curricula



# Best practices and previous projects

**LEAN4.0** <http://lean4zero.com/>



**Lean European Action-learning Network utilizing Industry 4.0**

## **MAIN OBJECTIVE:**

LEAN 4.0 will bring HEI closer to the labour market and facilitate the development of future curricula and the skillsets of the future operations managers which will improve the transparency and coherence of qualifications of students.

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## Best practices and previous projects

**ENDURE** <http://www.endureproject.eu/>  
**MAIN FOCUS**

European Network of Design for Resilient Entrepreneurship

**MAIN OBJECTIVE OF THE PROJECT**

Transform ideas into technically and economically viable businesses  
and help start-ups grow quickly



# Best practices and previous projects

**ENDURE** <http://www.endureproject.eu/>



**European Network of Design for Resilient Entrepreneurship**

**MAIN OBJECTIVE:** Starting from the results developed in another European project, the ENDuRE team developed a holistic framework designed to transform ideas into technically and economically viable businesses and help start-ups grow quickly and overcome the “Valley of Death”



# Knowledge Alliances in the Maritime Sector- Skillman proposal design



### Group To-dos

Phase 1 -  Brainstorm on

Phase 2 -  Design a proposal

### Group Schedule

**Wed, Jun 17**  
Skillnet second webinar on EU funds opportunities - Knowledge Alliance in the Maritime Sector  
10:00Am - 11:00Am

### Quick chatbox

Chat casually with the group, ask random questions, and share stuff without ceremony.

### Docs & Files

**Direct link to Selection Results 2019**  
[https://eacea.ec.europa.eu/eacea/eacea-alliances/lot-of-a-elected\\_proposal\\_2019.pdf](https://eacea.ec.europa.eu/eacea/eacea-alliances/lot-of-a-elected_proposal_2019.pdf)

**Direct Link to Knowledge Alliances 2019 - Closed call**  
[https://eacea.ec.europa.eu/eacea/eacea-alliances/closed-call-knowledge-alliances-2019\\_en](https://eacea.ec.europa.eu/eacea/eacea-alliances/closed-call-knowledge-alliances-2019_en)

### FAQ

This check-in is paused.

**Do you need technical assistance?**



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got skills?  
**LEVEL UP**

# Next events

**Webinar: Implementing  
innovative VET policies through  
transnational cooperation**

July 15th 10:00 CET



Please register to the event through the link in the chat section

OFFICIAL EVENT

