WINEVET - European cooperation among VET providers, agricultural enterprises, sectoral/professional organisations, and relevant qualification authorities, to increase employability of youths and highly skilled, qualified and mobile workforce, by developing the joint VET qualification "Winemaker Specialist"

Erasmus+ EU Programme 2014-2020
Key Action 3 – Support for Policy Reform - Joint Qualifications in Vocational Education and Training
Call for proposal EACEA 27/2017
Reference Number of the Project: 597814-EPP-1-2018-1-IT-EPPKA3-VET-JQ

Work Package 2 - Preparatory researches on professional and learning field in wine production segment of agricultural sector in Macedonian NQF and Umbrian RQF, and on relevant experiences and transferable good practices to support transnational joint VET qualifications based on ECVET

Deliverable 9

Report about professional and learning field in wine production segment of agricultural sector in Macedonian NQF and in Umbrian RQF, and on relevant experiences and transferable good practices to support transnational joint VET qualifications based on ECVET

February 2019

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Premise: main features of Work Package 2 and related Deliverable 9

The self-evident title "Preparatory researches on professional and learning field in wine production segment of agricultural sector in Macedonian NQF and Umbrian RQF, and on relevant experiences and transferable good practices to support transnational joint VET qualifications based on ECVET" of the Work Package 2, it clearly introduces to the content of this first implementation step of the WINEVET project.

In the context of the main objective of the project WINEVET (to prepare and set up the higher-level joint Umbrian-Macedonian VET qualification "Winemaker Specialist"), the Work Package 2 includes the activities designed to provide crucial knowledge and methodological elements for the effective implementation of the process of preparation, set up, and integration in the involved Macedonian NQF and Italian Umbrian RQF (Italian Constitution grants to the Regions exclusive competence in VET), of the post-secondary joint VET qualification "Winemaker Specialist":

- on the one hand, to carry out a detailed survey, in each involved NQF and RQF, of the existing professional, training, and assessment standards for VET qualifications in wine production segment of agricultural sector (included standards describing the activities and tasks characterising a profession without detailing learning outcomes, like the "Occupational standards" already defined in Republic of North Macedonia for several professions, included the "Winemaker Specialist". The Qualification Winemaker Specialist has adopted Occupation Standard, but the Qualification Standard is not adopted yet),
- to classify the noticed standards, in particular the professional ones, in relation to the European Qualification Framework - EQF levels, giving them also a reference in relation to the national and regional professional and sectoral classificatory systems,
- and to define a shared professional perimeter to activate the European Credit System for Vocational Education and Training - ECVET process for the new Umbrian and Macedonian higher-level (EQF level 5 - MQF level Vb) joint VET qualification in wine production sector;
- on the other hand, to identify and analyse relevant experiences and transferable good practices to support transnational joint VET qualifications based on ECVET, also focusing telling approaches and tools for the effective activation and implementation of ECVET process developed with the participation of the WINEVET partners within LLP-LdV and Erasmus+ projects that demonstrated a concrete impact on permeability of European NQF/RQFs.

During the 1st Consortium meeting of the WINEVET project (Terni - Italy, 30th November 2018), the partnership shared, on the basis of a draft elaborated by the applicant, the definition of common approaches and tools for these activities, then applied and developed by the partners in their national/regional contexts, collaborating at transnational level also through Skype meetings, under the management, coordination and scientific guidance of the applicant.

The results of the research activities at regional, national and European level, assembled by the applicant in an integrated draft, have been discussed and validated by all the partners during the 2nd Consortium meeting (Skopje - Republic of North Macedonia, 27th February 2019), and then made accessible:

- in the working area open to key actors and users involved in project activities, and in the public open area of the project website (www.winevet.eu),with interactive media and web 2.0, as well as social media and mobiles applications
- as information package, i.e. synthetic version for dissemination, on paper and USB key (Info-Pack 1 - Umbrian and Macedonian wine production professional and learning field, and good practices for ECVET and joint qualifications in VET), addressed to people attending to transnational and territorial multiplier events to be held during the project in Umbria and Republic of North Macedonia.

This document, self-evidently titled "Report about professional and learning field in wine production segment of agricultural sector in Macedonian NQF and in Umbrian RQF, and on relevant experiences and transferable good practices to support transnational joint VET qualifications based on ECVET", it provides a complete overview on results of the preparatory researches realised within the Work Package 2 of the WINEVET project, both:

- about the professional and learning field in wine production segment of agricultural sector in Macedonian NQF and in Umbrian RQF, outlining: existing professional, training, and assessment standards for VET qualifications (e.g., in apprenticeship field, where all Italian Regions agreed to establish national rules, granting to sectoral national collective labour agreements the regulation of training profiles for apprentices, the low-level profile "Addetto in aziende viti-vinicole" for apprenticeship in wine sector, briefly described in terms of knowledge within provisions of Italian national agreement for agriculture), included standards simply describing activities and tasks characterising a profession (e.g., the Macedonian "Occupational standard" - without qualification profile - existing for "Winemaker Specialist"); the EQF classification of the standards via national/regional qualifications frameworks and systems; and a shared professional perimeter to activate the ECVET process for the new Umbrian and Macedonian higher-level (EQF level 5) joint VET qualification in wine production sector,

- and on the relevant experiences and transferable good practices to support transnational joint VET qualifications based on ECVET, in particular focusing telling approaches and tools developed and applied within LLP-LdV and Erasmus+ projects that demonstrated a concrete impact on permeability of European NQF/RQFs, having allowed the real getting by trainees and workers of the certification of learning outcomes, qualifications, and ECVET credits, according to professional/competence standards established at transnational level by MoU ECVET, and integrated within NQF/RQF of involved countries (e.g., LdV ToI projects "Highlight the Competences" and "European Nature System", and LdV DoI project "Certified Safety VET Trainers - CeSaTra", which professional standards established by MoU ECVET, and related training standards, are still integrated in the Umbrian RQF, with effective VET opportunities exploited by hundreds of learners).

The integral version of the product is published in English, while the synthetic version for dissemination ("Info-pack 1 - Umbrian and Macedonian wine production professional and learning field, and good practices for ECVET and joint qualifications in VET") is published in the other languages of the partnership of the partnership (Italian, and Macedonian).

Tool 1 - Common tool for the preparatory researches on professional and learning field in wine production segment of agricultural sector in Macedonian National Qualification Framework and in Umbrian Regional and Italian National Qualification Frameworks

Tool for the detailed survey on professional, training, and assessment standards for VET qualifications in wine production segment of agricultural sector established in Macedonian NQF, and in Umbrian RQF within Italian NQF

Macedonian NQF

1   VET QUALIFICATION **1**

      1.1   Denomination

      1.2   Description (max 10 lines)

      1.3   Working context (max 10 lines)

      1.4   ☐The VET qualification has a specific professional standard
           ☐The VET qualification has a specific training standard
           ☐The VET qualification has a specific assessment standard
           ☐The VET qualification has other relevant standards (e.g., occupational standard describing activities / tasks characterising the profession)

      1.5   Competent regulatory authority having established the standard/s

      1.6   The VET qualification is established/regulated at:
           ☐National level
           ☐Regional level
           ☐Sectoral level

      1.7   The VET qualification has the following requirements:
           ☐Education requirements   (specify: _____)
           ☐Training requirements   (specify: _____)
           ☐Professional requirements (specify: _____)
           ☐Other requirements   (specify: _____)
           ☐No requirements

      1.8   EQF level of the VET qualification (and, in case, different classification in concerned NQF/RQF): ___ (___)

2   VET QUALIFICATION **2**

   2.1   Denomination

   _____

   2.2   Description (max 10 lines)

   _____

   2.3   Working context (max 10 lines)

   _____

   2.4   ☐The VET qualification has a specific professional standard
           ☐The VET qualification has a specific training standard
           ☐The VET qualification has a specific assessment standard
           ☐The VET qualification has other relevant standards (e.g., occupational standard describing activities / tasks characterising the profession)

   2.5   Competent regulatory authority having established the standard/s:

   _____

   2.6   The VET qualification is established/regulated at:
           ☐National level
           ☐Regional level
           ☐Sectoral level

   2.7   The VET qualification has the following requirements:
           ☐Education requirements   (specify: _____)
           ☐Training requirements   (specify: _____)
           ☐Professional requirements   (specify: _____)
           ☐Other requirements   (specify: _____)
           ☐No requirements

   2.8   EQF level of the VET qualification (and, in case, different classification in concerned NQF/RQF): ___ (___)

3   VET QUALIFICATION **3**

    3.1   Denomination

    3.2   Description (max 10 lines)

    3.3   Working context (max 10 lines)

    3.4   ☐The VET qualification has a specific professional standard
        ☐The VET qualification has a specific training standard
        ☐The VET qualification has a specific assessment standard
        ☐The VET qualification has other relevant standards (e.g., occupational standard describing activities / tasks characterising the profession)

    3.5   Competent regulatory authority having established the standard/s:

    3.6   The VET qualification is established/regulated at:
        ☐National level
        ☐Regional level
        ☐Sectoral level

    3.7   The VET qualification has the following requirements:
        ☐Education requirements   (specify: _____)
        ☐Training requirements   (specify: _____)
        ☐Professional requirements   (specify: _____)
        ☐Other requirements   (specify: _____)
        ☐No requirements

    3.8   EQF level of the VET qualification (and, in case, different classification in concerned NQF/RQF): ___ (___)

Umbrian RQF within Italian NQF

1   VET QUALIFICATION **1**

   1.1   Denomination

   1.2   Description (max 10 lines)

   1.3   Working context (max 10 lines)

   1.4   ☐The VET qualification has a specific professional standard
            ☐The VET qualification has a specific training standard
            ☐The VET qualification has a specific assessment standard
            ☐The VET qualification has other relevant standards (e.g., occupational standard describing activities / tasks characterising the profession)

   1.5   Competent regulatory authority having established the standard/s

   1.6   The VET qualification is established/regulated at:
            ☐National level
            ☐Regional level
            ☐Sectoral level

   1.7   The VET qualification has the following requirements:
            ☐Education requirements   (specify: _____)
            ☐Training requirements   (specify: _____)
            ☐Professional requirements   (specify: _____)
            ☐Other requirements   (specify: _____)
            ☐No requirements

   1.8   EQF level of the VET qualification (and, in case, different classification in concerned NQF/RQF): ___ (___)

2   VET QUALIFICATION **2**

    2.1   Denomination

    2.2   Description (max 10 lines)

    2.3   Working context (max 10 lines)

    2.4   ☐The VET qualification has a specific professional standard
            ☐The VET qualification has a specific training standard
            ☐The VET qualification has a specific assessment standard
            ☐The VET qualification has other relevant standards (e.g., occupational standard describing activities / tasks characterising the profession)

    2.5   Competent regulatory authority having established the standard/s:

    2.6   The VET qualification is established/regulated at:
            ☐National level
            ☐Regional level
            ☐Sectoral level

    2.7   The VET qualification has the following requirements:
            ☐Education requirements   (specify: _____)
            ☐Training requirements   (specify: _____)
            ☐Professional requirements   (specify: _____)
            ☐Other requirements   (specify: _____)
            ☐No requirements

    2.8   EQF level of the VET qualification (and, in case, different classification in concerned NQF/RQF): ___ (___)

3   VET QUALIFICATION **3**

    3.1   Denomination

    3.2   Description (max 10 lines)

    3.3   Working context (max 10 lines)

    3.4   ☐The VET qualification has a specific professional standard
           ☐The VET qualification has a specific training standard
           ☐The VET qualification has a specific assessment standard
           ☐The VET qualification has other relevant standards (e.g., occupational standard describing activities / tasks characterising the profession)

    3.5   Competent regulatory authority having established the standard/s:

    3.6   The VET qualification is established/regulated at:
           ☐National level
           ☐Regional level
           ☐Sectoral level

    3.7   The VET qualification has the following requirements:
           ☐Education requirements   (specify: _____)
           ☐Training requirements   (specify: _____)
           ☐Professional requirements   (specify: _____)
           ☐Other requirements   (specify: _____)
           ☐No requirements

    3.8   EQF level of the VET qualification (and, in case, different classification in concerned NQF/RQF): ___ (___)

The existing professional, training, and assessment standards for VET qualifications in wine production segment of agricultural sector in concerned National and Regional Qualification Frameworks

The situation in Republic of North Macedonia

The Assembly of the Republic of Macedonia on its 72nd session held on 23.09.2013, adopted the Macedonian Qualifications Framework and the National Qualifications Framework Law. According to the Law on National Qualifications Framework (Official Gazette of the Republic of Macedonia, n. 137/2013 and 30/2016), Macedonian Qualifications Framework (MQF) is an obligatory national standard that regulates the acquisition and use of qualifications in the Republic of North Macedonia and an instrument for establishing a system of qualifications acquired in the Republic of North Macedonia that provide the bases for the transparency, access, progression, acquisition and quality of qualifications.

MQF has 8 qualification levels and 6 sub-levels. Each level has a level descriptor. The level descriptor is a statement of the learning outcomes. Learning outcomes are statements on what the student knows, what they understand and can do as a result of the formal, informal and non-formal learning process.

For each qualification the volume/volume of qualification is determined, as well as the average total time required to acquire a certain qualification.

The volume of the qualifications, i.e. their credit value, is determined by the number of credits.

The credit measures the workload of the candidate who is studying by taking into consideration the time required to acquire a single qualification, i.e. to accomplish the learning outcomes.

The total average time required to acquire a certain qualification is given in:

The ECTS (European Credit Transfer and Accumulation System) for credits in higher education. A single ECTS credit covers 30 working hours of the duration of 60 minutes each as required to achieve certain learning outcomes from the studying.

The ECVET (European Credit System for Vocational Education and Training) for credits in vocational education and training. A single ECVET credit covers 25 working hours of the duration of 45 minutes each as required to achieve certain learning outcomes from the studying.

The MGECS (Macedonian General Education Credit System) for credits in primary education, general secondary education and general education subjects in vocational education and training. A single MGECS credit covers 25 working hours of the duration of 45 minutes each as required to achieve certain learning outcomes from the studying

For qualifications acquired based on original scientific or artistic research, the average total time spent is expressed by the number of years of research in the position.

The volume of the qualifications for each level of education is determined with a minimum of 60 credits, which corresponds to one year of school, i.e. one year of study.

The competent authorities, institutions, bodies and committees for the development, check, adoption, recognition and classification of qualifications in the Macedonian Qualifications Framework are: National Board for the Macedonian Qualifications Framework, Ministry of Education and Science, Ministry of Labour and Social Policy, Bureau for Development of Education, Vocational Education and Training Centre, Adult Education Centre, and Sectoral Qualification Councils.

The National Board for the MQF, for each qualification sector from forms a Sectoral Qualification Council.

Vocational qualifications are acquired for part of the publicly adopted education programmes, modules and courses, or by completing special education programmes, following an assessment performed in accordance with the law. These qualifications represent a formally recognized training to complete tasks within one or more occupations at a certain level of requirement. Vocational qualifications constitute proof that smaller groups of learning outcomes have been achieved or combinations of learning outcomes that do not meet the requirements for achieving the education level. Vocational qualifications constitute vocational competences from one or more standards of occupation. Vocational qualifications acquired in a non-formal manner are evaluated and confirmed by a expert committee formed by the Sectoral Qualification Councils.

Qualifications are grouped according to the sector to which they belong. The sectors of qualifications contain sub-sectors, areas and sub-areas. Subsectors, areas and sub-areas are defined by Sectoral Qualification Councils according to the content of the work, in accordance with the needs of the labour market, economy, society and education, as well as when grouping qualifications that have the same or similar requirements for knowledge and skills, i.e. learning outcomes.

The qualifications for Wine production are grouped in the sector Agriculture, Fishery and Veterinary medicine. The standards of qualification for wine production in Macedonia are "Лозаро-Винарски Техничар" (Viticulture-Winemaker Technician), "Подрумар-специјалист (Winemaker "Podrumar" Specialist)" which will be soon replaced with the qualification "Винар Специјалист" (Winemaker Specialist), and "Вински советник" (Wine Advisor).
The Qualification Winemaker Specialist has adopted Occupation Standard, but the Qualification Standard is not adopted yet. Below is attached the work version.
All of these qualifications are listed below.

Macedonian NQF-MQF

1   VET QUALIFICATION **1**

     1.1   Denomination

ЛОЗАРО-ВИНАРСКИ ТЕХНИЧАР (VITICULTURE-WINEMAKER TECHNICIAN)

     1.2   Description (max 10 lines)

Educational profile (qualification) *Лозаро-винарски техничар (Viticulture-Winemaker Technician)* was introduced in 2005, with the decision of the Minister of Education and Science no. 02-2834 / 1 dated 20.07.2005. This educational profile/qualification is one of the five educated profiles that are taught in the formal education in the agricultural and veterinary profession.

The educational profile Лозаро-винарски техничар (*Viticulture-WinemakerTechnician*) is present in 3 (three) vocational schools in which curricula and programs of the agricultural-veterinary profession are implemented. In the academic year 2018/2019, a total of 79 students were enrolled in this educational profile (44 male and 35 female).

The educational profile *Лозаро-винарски техничар (Viticulture-Winemaker Technician)* belongs to the technical education that is acquired by four-year duration of education and is on the 4th level of qualifications according to the Macedonian Qualification Framework.

According to the reforms in technical education (from 2016-2019), some of the existing qualifications are redefined and new qualifications are introduced, and part of the existing qualifications will no longer exist. Starting from the academic year 2019/2020 students will not be able to enrol in the education profile / qualification *Лозаро-винарски техничар,* and some of the contents of this educational profile / qualification are integrated into the new qualification *Агротехничар* (Agri-technician).

     1.3   Working context (max 10 lines)

The *Лозаро-винарски техничар (Viticulture-Winemaker Technician)* works in vineyards for the production of grapes and wineries. He participates in the development of operational plans for wine-growing, in the preparation of laboratory analyses of samples andin the development of technological measures and planning calculations. The *Лозаро-винарски техничар (Viticulture-Winemaker Technician)* runs a group of agricultural workers, organizes the work in carrying out Agri-technical measures for growing vineyards: soil processing (autumn, summer), planting vineyards and raising vineyards; fertilizing with organic and mineral fertilizers; protection from diseases and pests; inter-planting of vineyards; spraying, trampling, irrigation, grafting, planting, grape harvesting - grapes transportation, sorting and grading. The technician organizes the work in processing the grapes in wine and other grape products: crushing the grapes, draining, pressing the grape pulp; processing, filtering, wine cleaning, application of the necessary equipment and machines and care for their proper condition and maintenance, wine growing and bottling, production of alcoholic beverages and production of grape-based products.

The technician independently organizes and directs his work, supervises joint work and solves problems, adjusts his behaviour in changing conditions. During the work, *Лозаро-винарски техничар (Technician)* communicates with responsible persons at a higher level (Agronomists).

     1.4   ☐The VET qualification has a specific professional standard

               ■The VET qualification has a specific training standard

               ☐The VET qualification has a specific assessment standard

               ☐The VET qualification has other relevant standards (e.g., occupational standard describing activities / tasks characterising the profession)

1.5   Competent regulatory authority having established the standard/s

(Adopted standard of educational profile *Лозаро-винарски техничар (Viticulture-Winemaker Technician)* no. 02-2834/1 from 20.07.2005 and Teaching Curriculum with decision no. 07-6403/1 from 22.08.2007)

1.6   The VET qualification is established/regulated at:
■National level
☐Regional level
☐Sectoral level

1.7   The VET qualification has the following requirements:
■Education requirements   (specify: <u>Completed primary school)</u>
☐Training requirements   (specify: _____)
☐Professional requirements   (specify: _____)
☐Other requirements   (specify: _____)
☐No requirements

1.8   EQF level of the VET qualification (and, in case, different classification in concerned NQF/RQF): Level IV from NQF/MQF

2   VET QUALIFICATION **2**

2.1   Denomination

ПОДРУМАР-СПЕЦИЈАЛИСТ (WINEMAKER "PODRUMAR" SPECIALIST)

2.2   Description (max 10 lines)

The educational profile (qualification) *Подрумар-специјалист (Winemaker "Podrumar" Specialist)* was introduced in 1995 with a decision of the Ministry of Education and Physical Education no. 02-1127 / 1 of 01.06.1995. This educational profile/qualification belongs to the post-secondary education of the agricultural vocation.
The educational profile *Подрумар-специјалист (Winemaker "Podrumar" Specialist)* is only available at the vocational schoolSOZSHU "GjorchePetrov" from Kavadarci, where adult students are educated, who acquire their formal education in an extraordinary education.
The educational profile *Подрумар-специјалист (Winemaker "Podrumar" Specialist)* belongs to post-secondary specialist education, which is acquired after the completion of a three-year or four-year education, with previous work experience and is on the V-B level of qualifications according to the Macedonian Qualifications Framework.
The total number of classes for this educational profile is 820 hours, out of which 350 hours of technological field, 170 hours of organizational and professional areas, and 300 hours of practical skills and habits.
Within the framework of the IPA project for the modernization of post-secondary education, an occupation standard was prepared by the name Winemaker Specialist (adopted by the Ministry of Labour and Social Policy No. 08-5066 / 30 from 03.08.2017), as well as the standard of vocational qualification - Winemaker Specialist, which is not yet passed. The adopted standards are a good basis for the development of educational programs for the post-secondary education, for the qualification Winemaker Specialist, which would replace the qualification *Подрумар-специјалист (Winemaker "Podrumar" Specialist)*.

2.3   Working context (max 10 lines)

Подрумар-специјалист (Winemaker "Podrumar" Specialist) possesses specialist theoretical and expert knowledge and understanding in the field of winery, capable of independently performing various tasks from the winery and its occupations, recognizes branches by ampelographic signs, knows the technological characteristics of the granular species and performs complex technological works during production of wine and other alcoholic drinks. *Подрумар-специјалист (Winemaker "Podrumar" Specialist)* connects the work with other professions in the wine cellar, is capable of independently performing tasks and tasks with machines and devices in the wine industry, monitors the controlled alcoholic fermentation of sugars in alcohol and tracks other parameters.
Подрумар-специјалист (Winemaker "Podrumar" Specialist) has a higher degree of personal and business responsibility for his/her own work and work in a group, takes responsibility for his/her own results and the work of others in the group, independently organizes and runs his/her own work, supervises joint work and solves problems, adjusting his/her behaviour in variable conditions. During work communicates with responsible persons at a higher level (oenologists, technologists and Agronomists).

2.4   □The VET qualification has a specific professional standard
       ■The VET qualification has a specific training standard
       □The VET qualification has a specific assessment standard
       ■The VET qualification has other relevant standards (e.g., occupational standard describing activities / tasks characterising the profession)

2.5   Competent regulatory authority having established the standard/s:

Adopted curriculum and instructional program for level V of vocational training in agricultural profession, for educational profile *Подрумар-специјалист (Winemaker "Podrumar" Specialist)* no. 02-1127 / 1 from 01.06.1995)

2.6   The VET qualification is established/regulated at:
       ■National level
       □Regional level
       □Sectoral level

2.7   The VET qualification has the following requirements:
       ■Education requirements   (specify: Completed level III or IV of secondary vocational training, from agricultural-veterinary profession)
       □Training requirements   (specify: _____)
       ■Professional requirements   (specify: Relevant work experience of 2-5 years)
       □Other requirements   (specify: _____)
       □No requirements

2.8   EQF level of the VET qualification (and, in case, different classification in concerned NQF/RQF): Level V-B from NQF / MQF

2.1   VET QUALIFICATION **2.1 (NOT ADOPTED)**

1.1   Denomination

ВИНАР СПЕЦИЈАЛИСТ (WINEMAKER SPECIALIST)

1.2   Description (max 10 lines)

This qualification should provide the student with the knowledge, skills and competences that will enable him / her independently performing various tasks, and tasks in the field of wine making, recognizing grapes of different varieties as raw material for processing in wine, determining the health condition of the grapes, performing complex work in the technological process in the production of red, white, pink and sparkling wines , monitoring and regulation of the process of alcoholic fermentation, that is, the transformation of sugars into alcohol and other parameters, handling various machines and devices in wine production, fostering and storing wine, stabilizing and filtering It is the wine to obtain a final product, ready-finished products intended for the market.

1.3   Working context (max 10 lines)

Винар Специјалист (Winemaker Specialist) enables independent execution of various activities and tasks in the field of wine making, recognizing grapes of different varieties as a raw material for processing in wines, determining the health condition of the grapes, performing complex work in the technological process in the production of red, white pink and sparkling wines, monitoring and regulation of the process of alcoholic fermentation, i.e. the transformation of sugars into alcohol and other parameters, handling various machines and devices in the winery, nurturing and wine storage, stabilization and filtering of wine for obtaining final product and ready-to-market products.
Винар Специјалист (Winemaker Specialist) must know the technological process, in all its phases, as well as the standard production procedures, quality control and compliance with the rulebooks and standards for the production of different types of wines.

1.4   ☐The VET qualification has a specific professional standard
       ■The VET qualification has a specific training standard
       ☐The VET qualification has a specific assessment standard
       ☐The VET qualification has other relevant standards (e.g., occupational standard describing activities / tasks characterising the profession)

1.5   Competent regulatory authority having established the standard/s

Ministry of Labour and Social Policy 08-5066/30 from 03.08.2017

1.6   The VET qualification is established/regulated at:
       ■National level
       ☐Regional level
       ☐Sectoral level

1.7　　The VET qualification has the following requirements:
　　　■Education requirements　　　(specify: completed secondary vocational education for a period of 4 or 3 years)
　　　□Training requirements　　　 (specify: _____)
　　　■Professional requirements　 (specify: having a corresponding working experience of 2or 3 years)
　　　□Other requirements　　　　 (specify: _____)
　　　□No requirements

1.8　　EQF level of the VET qualification (and, in case, different classification in concerned NQF/RQF): Level V-B from NQF / MQF

3   VET QUALIFICATION **3**

3.1   Denomination

ВИНСКИ СОВЕТНИК (WINE ADVISOR)

3.2   Description (max 10 lines)

The programme *Вински советник (Wine Advisor)* is intended for all participants in the various segments of the wine sector in the Republic of Macedonia. The programme is intended for training professionals who will acquire knowledge in all areas of wine production, starting with viticulture and terroir, through the production process, marketing, wine communications and HORECA sector including wine tourism. Such a programme is the first in the country that unites all areas in the wine sector as one of the most important export-oriented branches of agriculture and industry. The program aims at raising the wine culture as a basic precondition for achieving the potentials for greater production of quality wine, better placement and export of Macedonian wine, and thus a direct influence on the improvement of the competitiveness of the Macedonian economy.

The program is realized for duration of 152 hours, of which 42 hours theory, 100 hours of practice and 10 hours of passion. Candidates who successfully complete the program receive a state recognized certificate -*Вински советник (Wine Advisor)*.

The programme was submitted by the Trade Association of wholesale and retail Mikei - International LLC export-import Skopje, a subsidiary of Chateau Kamnik Centre Skopje. The Centre for Adult Education verified the program, and the Ministry of Education and Science verified the institution for implementing the program.

3.3   Working context (max 10 lines)

After the completion of the training, the participant in the *Вински советник (Wine Advisor)* programme, will acquaint the wine areas, starting with viticulture and terroir, the production process with Agritechnical and ampelotechnical measures that are applied for the maintenance of wineries, marketing, wine communications and wine tourism.

Вински советник (Wine Advisor) can check the quality of grapes for production of quality wine, explains technologies and production of white, pink, red and sparkling wine as a whole, knows the procedure for setting wine in fruit vats, use of fruit alternative, knows the technology of filling and closing the wine in a bottle, provides optimal conditions for warehousing and storing wine according to the type and style, assessing the wines through the use of the accepted sensory evaluation techniques, presenting the characteristics and quality of wine before the media or customers with advice and information to customers in terms of choice and availability of wines and talk with customers about wines, styles, regions, grape and wine production methods, taking into account the level of knowledge about wine purchase.

3.4   ☐The VET qualification has a specific professional standard

■The VET qualification has a specific training standard

☐The VET qualification has a specific assessment standard

☐The VET qualification has other relevant standards (e.g., occupational standard describing activities / tasks characterising the profession)

3.5   Competent regulatory authority having established the standard/s:

The Centre for Adult Education

3.6   The VET qualification is established/regulated at:
■National level
☐Regional level
☐Sectoral level

3.7   The VET qualification has the following requirements:
■Education requirements   (specify: Have completed at least secondary education)
☐Training requirements   (specify: _____)
■Professional requirements   (specify: To possess previous knowledge, skills and competences from the wine sector and related sectors such as: wine-grower, winemaker, sommelier, restaurateur, salesman, caterer, tourist worker, nutritionist, journalist and others)
☐Other requirements   (specify: _____)
☐No requirements

3.8   EQF level of the VET qualification (and, in case, different classification in concerned NQF/RQF): Level V-B from NQF / MQF

The situation in Umbria and in Italy

The Italian Constitution (art. 117) grants exclusive competence in VET to the 20 Italian Regions (more exactly 21, since the two Autonomous Provinces of Trento and Bolzano/Bozen- which constitute the Region Trentino-Alto Adige/Südtirol have constitutional regional relevance).

Each Italian Region established the own Regional Qualification Framework. To ensure at national level common minimum VET qualification standards, the Regions and the State have jointly supported, through national coordination body "*Conferenza Permanente per i rapport tra lo Stato, le Regioni e le Province Autonome di Trento e Bolzano*", the creation of the National Qualification Framework (Legislative Decree 13/2013), which gathers all VET qualification standards included in Italian officially recognised sectoral and territorial qualification frameworks, in particular the 21RQFs.Then, every Italian Region, within the essential standards established by the Legislative Decree 13/2013, is competent to establish the qualification, training and certification standards applied in the regional territory.

Similarly, for ensuring common minimum qualification standards in apprenticeship field, all Italian Regions agreed to establish national rules, granting to sectoral national collective labour agreements the regulation of training profiles for apprentices. The national collective agreement for agriculture, signed in September 2016, include for apprenticeship in wine sector only a low-level profile (*Addetto in aziende viti-vinicole*, i.e. Worker in winegrowing and winery companies).

Concerning the situation of VET qualification standards in agriculture sector and in particular in the wine production segment, in the Region Umbria neither the regional catalogue of VET professional standards (www.regione.umbria.it/lavoro-e-formazione/standard-professionali), and nor the current offer of secondary schools for agriculture (*Istituti Professionali e Tecnici Agrari*), include specific qualifications for wine sector.

Instead, specific VET qualifications for wine sector exist in other Italian RQFs, but not at higher-level: e.g., the *Cantiniere* (Cellar man) in the Region Lazio, the *Operatore di vinificazione* (Wine production operator) in Emilia-Romagna, the *Tecnico della conduzione del vigneto e della vinificazione* (Technician of vineyard conduction and winemaking) in Campania, and several similar in other Italian Regions.

Following pages include the description of mentioned Italian standards for VET qualifications in wine production segment of agricultural sector.

1   VET QUALIFICATION **1**

1.1   Denomination

Addetto in aziende viti-vinicole **(Worker in winegrowing and winery companies)**

1.2   Description (max 10 lines)

The *Addetto in aziende viti-vinicole* is a professional profile established in 2012 by Italian organisations representing employers and employees in agriculture sector, within a national sectoral collective labour agreement for the regulation of apprenticeship, according to a national law (Legislative Decree 167/2011), in turn based on the agreement of all Italian Regions (since Italian Constitution grants to Regions exclusive competence in VET).
The professional qualification is issued in each Italian Region - included Umbria - to apprentices aged from 15 until 25 years, within three years' VET courses with a maximum duration of 160 hours (120 hours for basic and transversal skills, and 40 hours for technical-professional skills).
Like all the other Italian three years' paths in apprenticeship for professional qualification, the *Addetto in aziende viti-vinicole* is EQF level 3.
The 2012 national sectoral collective labour agreement for the regulation of apprenticeship in agriculture briefly describes the professional qualification only in terms of training standard, listing the specific knowledge needed for the development of both the general and the specific technical-professional competences characterising the *Addetto in aziende viti-vinicole*.

1.3   Working context (max 10 lines)

The *Addetto in aziende viti-vinicole* works in agricultural enterprises operating in the production of grapes and in the related transformation in wine. This worker deals with the activities strictly linked both to the grapes cultivation cycle (from the preparation of the soil to the harvesting of the grapes), and to the wine production cycle (from the pressing of the grapes to the bottling of wine). For carrying out these activities with a middle level of autonomy and responsibility, the *Addetto in aziende viti-vinicole* needs the support of responsible technical figures (Agronomist, land surveyor, agricultural entrepreneur, etc.), and can be assisted by farm labourers.

1.4
☐The VET qualification has a specific professional standard
■ The VET qualification has a specific training standard
☐The VET qualification has a specific assessment standard
☐The VET qualification has other relevant standards (e.g., occupational standard describing activities / tasks characterising the profession)

1.5   Competent regulatory authority having established the standard/s

Confagricoltura, Coldiretti, Cia, Flai-Cgil, Fai-Cisl, Uila-Uil, and Confederdia (Interconfederal Agreement in date 30 July 2012)

1.6   The VET qualification is established/regulated at:
■National level
☐Regional level
☐Sectoral level

1.7   The VET qualification has the following requirements:
□Education requirements   (specify: _____)
□Training requirements   (specify: _____)
□Professional requirements   (specify: _____)
■Other requirements   (specify: age between 15 and 25 years)
□No requirements

1.8   EQF level of the VET qualification (and, in case, different classification in concerned NQF/RQF): 3 (/)

2   VET QUALIFICATION **2**

2.1   Denomination

Cantiniere **(Cellarman)**

2.2   Description (max 10 lines)

The *Cantiniere* is a professional qualification recently established in Italy by the Region Lazio, within the exclusive competence in VET granted to the Regions by the Italian Constitution. The professional qualification is issued in the Region Lazio, within VET courses with a minimum duration of 280 hours (of which maximum 60 hours in web-based learning), and in addition at least 50 hours of work-based learning (maximum 30% of total duration of the learning path). The *Cantiniere* is EQF level 3. The Region Lazio defined both the professional standard (15/12/2017), and the minimum training standard (20/07/2018) for the issuing of the professional qualification of *Cantiniere*.

2.3   Working context (max 10 lines)

The *Cantiniere* works in agricultural production enterprises operating in the transformation of grapes in wine products. This worker deals with the activities strictly linked to the wine production cycle, from the pressing of the grapes to the bottling of wine, utilising specific methodologies and technologies in the different production phases. The *Cantiniere* carries out these activities with a middle level of autonomy and responsibility following the indications of the oenologist, if needed with the assistance of farm labourers.

2.4   ■ The VET qualification has a specific professional standard

■ The VET qualification has a specific training standard

☐The VET qualification has a specific assessment standard

☐The VET qualification has other relevant standards (e.g., occupational standard describing activities / tasks characterising the profession)

2.5   Competent regulatory authority having established the standard/s:

Region Lazio

2.6   The VET qualification is established/regulated at:

☐National level

■ Regional level

☐Sectoral level

2.7   The VET qualification has the following requirements:
■ Education requirements   (specify: right/duty to education and professional training, i.e. to get a qualification by 18 years of age)
☐Training requirements   (specify: _____)
☐Professional requirements   (specify: _____)
■ Other requirements   (specify: for foreign citizens, Italian language CEFR B1 level; for extra-EU citizens, residence permit)
☐No requirements

2.8   EQF level of the VET qualification (and, in case, different classification in concerned NQF/RQF): 3 (/)

3   VET QUALIFICATION **3**

3.1   Denomination

Operatore di vinificazione **(Wine production operator)**

3.2   Description (max 10 lines)

The *Operatore di vinificazione* is a professional qualification established in Italy by the Region Emilia-Romagna, within the exclusive competence in VET granted to the Regions by the Italian Constitution. The professional qualification is issued in the Region Emilia-Romagna, within VET courses for which it is not established a minimum duration, since the RQF of Emilia-Romagna defines the duration of VET courses only for qualifications regulated at national level, while the VET providers decide the duration for the qualifications regulated at regional level. VET courses recently provided in Emilia-Romagna for this qualification have a duration ranging from 300 hours (articulated in 180 hours in classroom and 120 hours of work-based learning) to 600 hours (362 hours in classroom and 238 hours of work-based learning). The Region Emilia-Romagna defined only the professional standard (10/11/2004) for the issuing of the professional qualification of *Operatore di vinificazione*.

3.3   Working context (max 10 lines)

The *Operatore di vinificazione* works in agricultural production enterprises operating in the transformation of grapes in wine products. This worker drives and controls the transformation of grapes in wine products, utilising specific methodologies and technologies in the different phases of the wine production cycle, from the selection and pressing of the grapes to the bottling of wine. The *Operatore di vinificazione* carries out these activities with an upper middle level of autonomy and responsibility, accounting to the entrepreneur, or to the oenologist operating in the enterprise, also managing and monitoring the collaboration of farm labourers and workers involved in the wine production process.

3.4   ■ The VET qualification has a specific professional standard

        ☐The VET qualification has a specific training standard

        ☐The VET qualification has a specific assessment standard

        ☐The VET qualification has other relevant standards (e.g., occupational standard describing activities / tasks characterising the profession)

3.5   Competent regulatory authority having established the standard/s:

Region Emilia-Romagna

3.6   The VET qualification is established/regulated at:
☐National level
■ Regional level
☐Sectoral level

3.7   The VET qualification has the following requirements:
■ Education requirements*   (specify: right/duty to education and professional training, i.e. to get a qualification by 18 years of age)
☐Training requirements   (specify: _____)
☐Professional requirements   (specify: _____)
■ Other requirements*   (specify: basic knowledge of Italian language; residence or domicile in Emilia-Romagna; unemployment)
☐No requirements

* The mentioned requirements are variously established within the calls for recruitment of VET learners launched by VET providers

3.8   EQF level of the VET qualification (and, in case, different classification in concerned NQF/RQF): 4 (/)

4   VET QUALIFICATION **4**

4.1   Denomination

Tecnico della conduzione del vigneto e della vinificazione **(Technician of vineyard conduction and winemaking)**

4.2   Description (max 10 lines)

The *Tecnico della conduzione del vigneto e della vinificazione* is a professional qualification established in Italy by the Region Campania, within the exclusive competence in VET granted to the Regions by the Italian Constitution. The professional qualification is issued in the Region Campania, within VET courses which duration and didactical articulation is decided every time, for each course, by the VET providers. The Region Campania defined (27/06/2014) only the professional standard for the issuing of the professional qualification of *Tecnico della conduzione del vigneto e della vinificazione*.

4.3   Working context (max 10 lines)

The *Tecnico della conduzione del vigneto e della vinificazione* works in agricultural enterprises operating in the production of grapes and in the related transformation in wine. This worker manages both all the cultivation operations conducted in the vineyard (soil and vineyard management, integrated cultivation prevention and care, vintage organisation), and the various phases of the winemaking process in the cellar (monitoring and coordination of winemaking activities, sanitisation of implants and buildings dedicated to work, disposal of wine marc, packaging of wine, sensory analyses on the product). The *Tecnico della conduzione del vigneto e della vinificazione* carries out these activities with an upper middle level of autonomy and responsibility (if needed, also dealing with planning and coordinating specific activities within the production cycle), accounting to the entrepreneur, or to Agronomist and oenologists operating in the enterprise, also managing and monitoring the collaboration of farm labourers and workers involved in the grape's cultivation and wine production processes.

4.4   ■The VET qualification has a specific professional standard
        ☐The VET qualification has a specific training standard
        ☐The VET qualification has a specific assessment standard
        ☐The VET qualification has other relevant standards (e.g., occupational standard describing activities / tasks characterising the profession)

4.5   Competent regulatory authority having established the standard/s:

Region Campania

4.6   The VET qualification is established/regulated at:
☐National level
■Regional level
☐Sectoral level

4.7   The VET qualification has the following requirements:
■Education requirements*   (specify: right/duty to education and professional training, i.e. to get a qualification by 18 years of age)
☐Training requirements   (specify: _____)
☐Professional requirements   (specify: _____)
■Other requirements* (specify: basic knowledge of Italian language; residence or domicile in Campania; unemployment)
☐No requirements

* The mentioned requirements are variously established within the calls for recruitment of VET learners launched by VET providers

4.8   EQF level of the VET qualification (and, in case, different classification in concerned NQF/RQF): 4 (/)

Classification of noticed standards in relation to European Qualification Framework - EQF levels, and to national and regional professional and sectoral classificatory systems

The survey conducted on Macedonian, and Italian national and regional professional, training, and assessment standards for VET qualifications in wine production segment of agricultural sector, evidenced the following VET qualifications:

- in Macedonia:
  - *Лозаро-винарски техничар* (Viticulture-Winemaker Technician)
  - *Подрумар-специјалист* (Winemaker "Podrumar" Specialist)
  - *Винар Специјалист* (Winemaker Specialist) – Not adopted
  - *Вински Советник* (Wine Advisor)
- in Italy:
  - *Addetto in aziende viti-vinicole* (Worker in winegrowing and winery companies)
  - *Cantiniere* (Cellar man)
  - *Operatore di vinificazione* (Wine production operator)
  - *Tecnico della conduzione del vigneto e della vinificazione* (Technician of vineyard conduction and winemaking)

In relation to European Qualification Framework - EQF levels, and to national and regional professional and sectoral classificatory systems, the classification of the noticed standards is the following:

Noticed standards	Classification according to EQF	Classification according to national classificatory systems	Classification according to regional classificatory systems	Classification according to sectoral classificatory systems
Лозаро-винарски Техничар (Viticulture-Winemaker Technician)	4	IV	None	None
Подрумар-специјалист (Winemaker "Podrumar" Specialist)	5	V-B	None	None
Винар Специјалист (Winemaker Specialist) – Not adopted	5	V-B	None	None
Вински советник (Wine Advisor)	5	V-B	None	None
Addetto in aziende viti-vinicole (Worker in winegrowing and winery companies)	3	Coinciding with EQF	Coinciding with EQF	None
Cantiniere (Cellarman)	3	Coinciding with EQF	Coinciding with EQF	None
Operatore di vinificazione (Wine production operator)	4	Coinciding with EQF	Coinciding with EQF	None
Tecnico della conduzione del vigneto e della vinificazione (Technician of vineyard conduction and winemaking)	4	Coinciding with EQF	Coinciding with EQF	None

Shared professional perimeter to activate ECVET process for the new Umbrian-Macedonian higher-level joint VET qualification in wine production sector "Winemaker Specialist"

The transnational definition of a first shared professional perimeter in terms of working activities and tasks characterising the "Winemaker Specialist", is a fundamental step for designing the qualification profile (professional standard) of this new Umbrian and Macedonian higher-level (EQF level 5) joint VET qualification in wine production sector. The work evidence-based approach, and the knowledge/skills/competences EQF scheme based on learning outcomes, will ensure that the design of the joint VET qualification will both match the skills needs emerging from labour market, and the needs of transparency of concerned learning outcomes and qualification, as well as - by means of ECVET credits - of mutual recognition of them. Also considering the results of the preparatory research on professional and learning field in wine production sector in Macedonian and Italian NQFs and RQFs, and taking in account the adopted Occupation Standard and the Draft version of the Qualification for Winemaker Specialist in the Macedonian NQF/MQF, as an initial approximation the partners shared the following <u>articulation of Winemaker Specialist's working activities and tasks</u>:

Activity 1: Definition and management of a work activity in compliance with labour law
Task 1.1.: Definition of the contractual aspects of a work activity
Task 1.2.: Management of compulsory procedures and fulfilments for the start-up and practice of a work activity

Activity 2: Definition and management of the specific professional activity in winery operations
Task 2.1.: Manage start-up of the specific professional activity in winery operations
Task 2.2.: Manage practice of the specific professional activity in winery operations

Activity 3: Strategic planning
Task 3.1.: Support the enterprise management in the analysis of the wine market
Task 3.2.: Support the enterprise management in the definition of the winery strategic plan

Activity 4: Cellar management
Task 4.1.: Harvest operations management (manage harvest schedule, grape handling and harvest duties, tank schedule, maceration regimes)
Task 4.2.: Wine preparation and wine movement management (manage vinification, racking, sanitation, wine analysis, wine transfers)
Task 4.3.: Bottling operations management (manage mobile bottling line, packaging materials ordering and inventories)

Activity 5: Safety management
Task 5.1.: Manage inventory health (monitor SO_2 additions, topping, cellar cleanliness)
Task 5.2.: Serve as safety officer for the winery
Task 5.3.: Maintain all safety records and employee safety instruction documentation
Task 5.4.: Instruct/train safety classes

Activity 6: Compliance management
Task 6.1.: Maintain all winemaking records on company shared database
Task 6.2.: Provide accurate counts of both bulk and bottled inventory, bottling records, losses, movements
Task 6.3.: Maintain all purchasing records of packaging and cellar materials

Activity 7: Staff management

Task 7.1.: Coordinate the collaborators of the winery supporting them in performing the assigned tasks

Task 7.2.: Support the enterprise management in the determination of staffing needs, and in finding and selection of professional resources

Task 7.3.: Support the enterprise management in the definition of the skill needs of the staff, and in the planning and realisation of training

Activity 8: Visitors management

Task 8.1.: Take visitors on tour of cellar, winemaking activities, and wine events

Task 8.2.: Provide informed, positive information to the visitors

Tool 2-Analysis of relevant experiences and transferable good practices to support transnational joint VET qualifications based on European Credit System for Vocational Education and Training - ECVET

1. Good practice / experience **denomination**:
_____
_____

2. Project or initiative **type** (e. g: funded within an EU initiative, national framework, etc.):
_____
_____
_____

3. **Need** for which was defined and realised the good practice / experience:
_____
_____
_____
_____

4. General **aims** and specific **objectives**:
_____
_____
_____
_____
_____
_____

5. Territorial/sectoral application **level** / **context**:
_____
_____
_____
_____

6. Involved **partners** / **developers**:

_____
_____
_____
_____

7. **Beneficiary** / **target** groups (in **qualitative** and **quantitative** terms):

_____
_____
_____
_____
_____
_____

8. **Temporal placement** / realisation period:

_____
_____

9. Main **activities**:

_____
_____
_____
_____
_____
_____
_____

10.1 **Products** and **results** - **General** description:

_____
_____
_____
_____
_____
_____
_____

10.2 **Products** and **results** - **Relation with** the common European tools **Europass**, **EQF**, **ECVET**, within aims and objectives of the "**WINEVET**" project:

_____
_____
_____
_____
_____
_____
_____
_____

10.3 **Products** and **results** - **Sustainability** (the results are **still in use** or **ended**, and because):

_____
_____
_____
_____
_____
_____
_____

10.4 **Products** and **results** - Main barriers to the **exploitability**:

_____
_____
_____
_____
_____
_____
_____

10.5.1 **Products** and **results** – Likely **Transferability** (considering the generality of potential European national, territorial and sectoral transfer contexts):

_____
_____
_____
_____
_____
_____
_____

Transferable products / results	**Why** the results are transferable within the "WINEVET" project	**How** the results are transferable within the "WINEVET" project
10.5.2 **Products** and **results** – Specific **Transferability** (particularly within the "WINEVET" project):		
Result 1: "**..............................**"		
Result 2: "**..............................**"		

Transferable products / results	**Why** the results are transferable within the "WINEVET" project	**How** the results are transferable within the "WINEVET" project
Result 2: "**...............................**"		
Result *n*: "**...............................**"		

APPENDIX

Documentation sources
for the analysis

Document type	Title	Website

The analysed experiences and good practices already implemented on transparency and recognition of learning outcomes and qualifications, and on the ECVET process:

The Leonardo da Vinci ToI project "Highlight the Competences"

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1. Good practice / experience **denomination**:

Highlight the Competences - European cooperation for a system of credit transfer for VET-ECVET, relating competence and professional needs of the cooperative enterprises working in the services sector

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2. Project or initiative **type** (e. g: funded within an EU initiative, national framework, etc.):

Highlight the Competences (HtC) was a Transfer of Innovation – ToI project funded within the Leonardo da Vinci sub-programme of the EU Lifelong Learning Programme 2007-13, by the Italian LdV national Agency.

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3. **Need** for which was defined and realised the good practice / experience:

The HtC project focused the need of transparency and recognition of learning outcomes achieved by individuals in different learning contexts (formal, non-formal and informal) and European countries, particularly at sectoral level within VET systems of facility management sector in the segment of cleaning and logistic services.

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4. General **aims** and specific **objectives**:

To satisfy the need of transparency and recognition of learning outcomes achieved by individuals within the VET systems of the facility management sector, the project aimed to develop a European cooperation process based on the ECVET - European Credit Transfer System for VET.
At this aim, the project had as specific objective the implementation of the 4 phases of the ECVET process:
1) Establishment of the European Partnership and correspondence - utilising EQF principles - between qualification and learning outcomes (units and credit units), by social partners representing the market in concerned sector, public institutions competent in qualification matter, and VET providers of participating Countries, through the signature of a Memorandum of Understanding-MoU ECVET;
2) Learning Agreement ECVET: signed by sending and hosting organisations and by the VET learner (apprentice/worker), in coherence with the MoU ECVET, containing a description of learning outcomes (units/unit parts and associated credit points);
3) ECVET credits awarding: ECVET credits awarded after learning outcomes evaluation, and registered utilising Europass documents, detailing knowledge, skills, competences and credit point associated with achieved learning outcomes;
4) Transfer, validation and accumulation of ECVET credits: in compliance with the MoU and with the learning agreement, credits are transferred, validated and recognised for obtaining concerned qualification, by accumulation, according to national rules.

5. **Territorial/sectoral** application **level** / **context**:

Territorial level /context:
The European countries involved in the HtC project were Italy, France, Malta, Greece, Poland, Spain and Swiss. In Italy, the main territorial application context was the Region Umbria, since associated partner of the project.

Sectoral level / context:
HtC focused the facility management economic sector, in particular the segment of cleaning and logistic services. Tough the project started from the services branch of cooperative movement, the ECVET process activated by the HtC MoU ECVET for the VET qualification "Site Supervisor in the Cleaning Services" broadened to the entire Italian facility management sector, in particular through the adhesion of sectoral national social partners, namely the *FederazioneImprese di Servizi* - FISE (www.fise.org).

6. Involved **partners** / **developers**:

HtC partnership included cooperative organisations in services sector at national level (in Italy, Consorzio Nazionale Servizi and Associazione Nazionale delle Cooperative di Servizio e Turismo; in Spain Fundación EZAI; in Malta Koperattivi Malta), public institutions (French Commission Nationale de la Certification Professionnelle and Italian ITACA), and VET providers and specialised organisations (Italian Aris Formazione e Ricerca Società Cooperativa, French Centre de Ressources pour le Développement, Polish ZDZ – Zaklad Doskonalenia Zawodowego, Greek Econometrica Ltd, Swiss Fondazione ECAP). To HtC project were also associated the Italian regional authority competent in VET Regione Umbria, and the national sectoral social partner ONBSI – Organismo Nazionale Bilaterale Servizi Integrati. During the project, the Italian national social partner Federazione Imprese di Servizi – FISE adhered to the MoU ECVET formalised and implemented within HtC.

7. **Beneficiary** / **target** groups (in **qualitative** and **quantitative** terms):

In qualitative terms, the beneficiaries targeted by HtC and by the related ECVET process and MoU ECVET are the professionals operating as "Site Supervisor in the Cleaning Services", this is co-ordinating and managing one or more teams in cleaning services operations in one or more specific sites, such as enterprises, shops, schools, factories, hospitals and roads, ensuring cleaning services are carried out to contract specifications and in line with company regulations and with adopted Quality System, also directly participating, in SMEs, in cleaning activities alongside the cleaning staff, as a foreman.
In quantitative terms, the process started by HtC was completed for 12 professionals in Umbria, included in the experimentation panel, with formal certification of learning outcomes in date 22/02/2011 (cfr., professional and certification standards, Umbria Region Official Journal: http://www2.regione.umbria.it/bollettini/download.aspx?doc=110302A10SO2.pdf&t=so&p=1

8. **Temporal placement** / realisation period:

The HtC LdV ToI project, submitted in February 2007 to the Italian LdV national Agency, started the 15/11/2007, during until the 14/11/2009 (24 months). The MoU ECVET signed in Athens in September 2009 for the "Site Supervisor in the Cleaning Services", is still functioning and implemented through adhesion of new key actors, as well as integrated in the Umbrian RQF.

9. Main **activities**:

The work programme of the HtC project included eight work packages:
1 - Preliminary analysis and research for the transfer of innovation and the activation of the ECVET process
2 - Operative plan for transfer innovation and implementation of the ECVET process.
3 - ECVET Memorandum of Understanding – MoU
4 - ECVET Learning agreement
5 - Assignment of ECVET credits
6 - Transfer, validation and accumulation of ECVET credits
7 - Supervision of the project quality
8 - Valorisation (diffusion and exploitation) of the project results

Project activities were focused on definition and formalisation at European level (Athens, 04/09/2009) of the Memorandum of Understanding – MoU for the VET qualification "Site Supervisor in the Cleaning Services", described in terms of learning outcomes (unit/s, parts of unit/s and associated ECVET credit).
The experimental enforcement of the MoU ECVET in the involved national and regional qualification frameworks was carried out mainly in Italy, particularly in the Region Umbria, by the Italian applicant Aris, on the basis of the interest of the Umbrian services cooperative COSP Tecno Service to activate a process for putting in transparency and recognise the competences of its human resources acting with duties having reference to those of the "Site Supervisor in the Cleaning Services", also at the aim of certification of this qualification, in compliance with Umbria region "Credits Directive" (DGR 1429 2007).
Utilising, in compliance with regional regulations, professional resources having competences and titles (Credits Tutor), Aris carried out the activities to put in transparencythe competences of workers, producing a description of verified learning outcomes, in qualitative and quantitative terms (unit/s, parts of unit/s and associated ECVET credit points), in compliance with MoU, also preparing an Europass Certificate Supplement model for credits awarding.
_____

10.1 **Products** and **results** - **General** description:

HtC has implemented an ECVET process really accomplished, trough signature and enforcement of the first MoU ECVET in Europe, establishing the European partnership and correspondence for the professional qualification "Site Supervisor in Cleaning Services" and for the learning outcomes concerned by transfer, evaluation, and validation processes.
In general terms, the main HtC products and results are:
- design of a European professional qualification for the "Site Supervisor in the Cleaning Services", trans-national document shared by all the participating European partners, describing in terms of activities, tasks, units of learning outcomes and correspondence between units and associated credit points, the concerned professional figure;
- model and formalised version of the MoU ECVET containing: an introduction relating to background and general context of MoU, existing provisions for MoU at European level, definitions, general and specific objectives of MoU; the form and content of MoU in terms of participants, purpose, ratification and effectiveness; the qualification previously designed, to establish the European correspondence for the assessment, transfer, and accumulation processes of learning outcomes achieved in formal, informal and non-formal contexts (units, unit parts and related credits); the mechanisms to implement the MoU and for dialogue and administrative co-operation, the regulations relating to nationality, the revision of agreement and notice of termination;

- model, and experimental version, in compliance with the MoU ECVET and with Umbrian regional regulations, of Learning Agreement ECVET, utilised within the process of putting in transparency and recognition of learning outcomes activated in the Region Umbria during the project within MoU enforcement;
- model for learning outcomes certification based on Europass Certificate Supplement.

The ECVET process activated by HtC had completion in Umbria, in compliance with the regional "Credits Directive" (DGR 1429 2007), through: regional adhesion to the MoU, inclusion of the concerned professional qualification in the Regional Qualification Framework, definition of specific regional professional, training, and certification standards for the professional qualification, formal recognition of concerned learning outcomes for 12 Umbrian professionals.
ECVET process activated by HtC also broadened, through new adhesions to the MoU ECVET, to other Italian regions and social partners.
HtC was in the selection of ECVET pilot projects presented in 2009 by Education and Culture DG at EQARF-ECVET Launching Conference "Moving from principles to implementation".
The HtC outcomes adoption extends approaches and tools directly usable for the ECVET process within the WINEVET project.
It is to remark that HtC was realised by a Consortium and associated partnership entailing some partners of the WINEVET project, like ArisFormazione e Ricerca (applicant of both the projects) and the Region Umbria.

10.2 **Products** and **results** - **Relation with** the common European tools **Europass**, **EQF**, **ECVET**, within aims and objectives of the "**WINEVET**" project:

Europass: the main relation between HtC products and results, and the European common tools and principles of Europass Portfolio (Europass CV, Europass Language Passport, Europass Mobility, Europass Certificate Supplement, Europass Diploma Supplement) is constituted by the definition of a learning outcomes certification model for the Site Supervisors in Cleaning Services, based on Europass Certificate Supplement documentation, particularly on Cedefop examples (https://europass.cedefop.europa.eu/documents/european-skills-passport/certificate-supplement/examples).That because Europass Certificate Supplement is to be delivered, by relevant certifying authorities, to people who hold a vocational education and training certificate (in the HtC MoU case, certifications concerning the Site Supervisors in Cleaning Services learning outcomes) adding information to that which is already included in the official certificate, making it more easily understood, especially by employers or institutions outside the issuing country.
EQF: the relation between HtC products and results, and the European common tools and principles of European Qualification Framework is generally but clearly defined by HtC project summary: "In the perspective EQF and ECVET, the project will particularly permit to the partners the common elaboration of references of activities, of competences and of certification on the crafts identified in the services sector (cleaning and logistics), transferring the European methodology of "Sustainable professionalisation". More particularly, during HtC start-up, after the analysis of existing qualifications for cleaning and logistic activities in the European countries involved in the project, and the shared verification of the lacking definition of learning outcomes for the work team responsible people, partners discussion focused the determination of a common perimeter of activities and exercise levels of concerned professionals, also classifying the new envisaged professional qualifications onto EQF, in the specific case, at level EQF 4 .
ECVET: the relation between HtC products and results, and the European common tools and principles of European Credit System for Vocational Education and Training is direct and very significant: the ECVET process started by HtC through its MoU ECVET is the first formalised in EU for a European common qualification and the 12 Umbrian "Site Supervisors in Cleaning Services" are the first professionals in Europe for which were fully applied the ECVET provisions in matter of recognition, transferring and accumulation of learning outcomes achieved by individuals, until the official qualification.
WINEVET project: the project WINEVET, in particular when describing its work package 2 "Preparatory researches on professional and learning field in wine production segment of agricultural sector in Macedonian NQF and Umbrian RQF, and on relevant experiences and transferable good practices to support transnational joint VET qualifications based on ECVET", it clearly defines the relation between its aims and objectives, and the HtC products and results,

addressing the WP2 researches to "*the relevant experiences and transferable good practices to support transnational joint VET qualifications based on ECVET, in particular focusing telling approaches and tools developed and applied within LLP-LdV and Erasmus+ projects that demonstrated a concrete impact on permeability of European NQF/RQFs, having allowed the real getting by trainees and workers of the certification of learning outcomes, qualifications, and ECVET credits, according to professional/competence standards established at transnational level by MoU ECVET, and integrated within NQF/RQF of involved countries, e.g., LdV ToI projects "Highlight the Competences" and "European Nature System", which professional standards established by MoU ECVET, and related training standards, are still integrated in the Umbrian RQF, with effective VET opportunities exploited by hundreds of learners*".

10.3 **Products** and **results** - **Sustainability** (the results are **still in use** or **ended**, and because):

The main HtC product and result, i.e. the MoU ECVET for "Site Supervisor in Cleaning Services" is not only still in use but also implemented at different levels:
- the most important result in term of project sustainability is the full endorsement of the MoU ECVET by a territorial authority with legislative competence on VET qualification and certification as the Region Umbria: the Region adhered to the MoU, and included in the Regional Qualification Framework the professional qualification Site Supervisor in Cleaning Services ("Capo cantiere / capo commessa nei servizi di pulizia", published in Umbria Region Official Journal, http://www2.regione.umbria.it/bollettini/download.aspx?doc=100324A14SS1.pdf&t=ss&p=1), defined the specific regional professional and certification standards for the professional qualification, and nominated the member of the public commission for the formal recognition of learning outcomes for concerned Umbrian professionals (also published in the Official Journal of the Region Umbria, http://www2.regione.umbria.it/bollettini/download.aspx?doc=110302A10SO2.pdf&t=so&p=1);
- it seems also remarkable that, through the adhesion of national social partners like Federazione Imprese di Servizi – FISE, the ECVET process activated by HtC broadened across territorial and sectoral VET systems borders, i.e. to the whole Italian facility management sector and in new regional territories, allowing the recognition of achieved learning outcomes to a growing number of Italian professionals operating as Site Supervisor in Cleaning Services;
- finally, the HtC products and results, also in terms in approaches, methods and operative tools, has been largely identified as good practices easily useful to develop relevant innovations at the aim of transparency and recognition of competences and qualifications and for the ECVET process activation, and/or to be transferred at the same aims: not only the WINEVET project has given a special focus to the HtC products and results, but also several LLP LdV ToI and DoI, Erasmus+ KA2 SP VET and Youth (for youth workers), aimed to establish and implement ECVET-based joint transnational qualifications, like "Site Supervisor in Cleaning Services" (LdV ToI "Highlight the Competences", 2007-09), "VET Trainer for Safety in Constructions" (LdV DoI "Certified Safety VET Trainers - CeSaTra", 2010-12), "Environmental educator", "Nature and Rural Tourism Guide", and "Rural and Agri-Tourism Accommodation Manager" (LdV ToI "European Nature System" 2011-13, and Erasmus+ KA2 SP VET "ENS 2.0" 2016-19), "Entrepreneur in Constructions" (LdV DoI "CertEnt", 2012-14), "Not-academic managerial and entrepreneurial competences in agriculture sector" (LdV ToI "AgroECVET", 2013-15 - Erasmus+ KA2 SP VET "AgroECVET 2.0", 2015-17), "European Heritage Interpreter" (LdV ToI "Interpreting our European Heritage" 2013-15), "Coach in Youth Initiatives" (Erasmus+ KA2 SP for Youth "Certified Coaches in Youth Initiatives", 2014-17), "Youth Mediator" (Erasmus+ KA2 SP for Youth "Youth Mediator", 2015-17).

Concerning the motivations of this significant sustainability of the HtC results and products, it seems that they are still in use and implemented because:
- directly satisfying specific needs of transparency and recognition of learning outcomes coming from the market (workers and enterprises);
- constituting a possible model usable by territorial public institutions competent in VET to implement the existing provisions in matter of transparency and recognition of learning outcomes also ensuring the portability of them outside the own territory;
- easily transferable in different territorial and sectoral VET contexts, since HtC approaches and tools are directly borrowed from ECVET framework, and related to the main organisational, technical and qualitative aspects of ECVET process.

10.4 **Products** and **results** - Main barriers to the **exploitability**:

The main barriers to the exploitability of the products and results of the HtC project are identified at following levels:
- sectoral: considering the social partners, it's to stress that actually are adhering to the MoU ECVET HtC the most important Italian sectoral organisations (particularly, Organismo Nazionale Bilaterale Servizi Integrati - ONBSI, and Federazione Imprese di Servizi - FISE), representing the generality of workers and enterprises in the Italian facility management, also beyond the initial project perimeter constituted by the cooperative movement; however, until now, the sectoral broadening of the MoU ECVET HtC at European level and in other national facility management contexts has not exceeded the original trans-national sectoral representativeness of the HtC partners. It seems that this situation could be connected with at least two factors. First of all, the economic and European relevance of the sector concerned by the MoU: the initial sub-sectoral project context (cooperative movement within facility management system), unlike the whole facility management sector, is not represented in the same way in the different European national contexts (there are European countries in which the cooperative movement, and not only in facility management, is absent or weak or not integrated within the facility management sectoral national main governance): in other terms, the broadening/integration of the MoU ECVET in the whole facility management sector, of course stronger and, most of all, more homogeneous across Europe compared to its cooperative segment, could constitute an important element to support a greater exploitability of the HtC products and results at sectoral level. Furthermore, the capacity of European networking: the second consideration is that the European facility management sector, also considering the specific VET systems, is not characterised by a particularly significance of the related European networks. From the point of view of the WINEVET project, considering the characteristics of the related sectoral context (wine production), it seems that these barriers to the HtC products and results exploitability should not be particularly relevant.
- geographical: it seems that the exploitability could also depend on the articulation of the competence in VET between national and territorial authorities (particularly, the regions), because the HtC experience has evidenced that it is more simple and easy to obtain the engagement in the MoU of a regional authority (as the Region Umbria), rather than to achieve the adhesion of national institutions having competence in VET qualification and certification.
- linguistic: the MoU ECVET HtC is available only in English and in Italian.
- cultural / technical: the issues of transparency and recognition of learning outcomes and related European principles and tools (particularly, Europass, EQF and ECVET) seem not adequately mastered by the representatives and professionals of key organisations, not only at market level, but also among VET providers and at public level too.

10.5.1 **Products** and **results** – Likely **Transferability** (considering the generality of potential European national, territorial and sectoral transfer contexts):

HtC products and results, and particularly the MoU ECVET, were transferred, adapted and implemented in several new European national, territorial and sectoral contexts, for a wide range of learning outcomes and professional qualification, within many LdV DoI and ToI projects on the ECVET priority, granted in 2010-2013 ("CeSaTra", for VET safety trainers in construction sector; "CertEnt", for entrepreneurs in building sector; "European Nature System – ENS", for nature-based tourism professionals; "COMETA Evolution", for social workers; "MAS ECVET", in automotive sector; "Interpreting our European Heritage", in tourism sector; "In the Middle", in Facility Management sector; "Health Tourism", in health tourism sector; "AgroECVET", in the agricultural sector; "ECVET for Non-Formal and Informal Building Safety Trainers", in construction sector), and within several KA2 Strategic Partnerships projects funded by the Erasmus+ Programme 2014-2020 (KA2 SP Youth projects "Certified Coaches in Youth Initiatives" and "Youth Mediator", in youth work sector; KA2 SP VET projects "AgroECVET 2.0" in agriculture sector, and "ENS 2.0" in tourism sector), as well as within the WINEVET KA3 project for Joint Qualifications in Vocational Education and Training.

The high level of transferability in other contexts seems related to the fact that these approaches and tools are directly borrowed from the forecasts of the ECVET framework and of the ECVET Recommendation of June 18th 2009, and relate to organisational, technical and qualitative aspects connected with the ECVET process, addressed in order to share content and make it easily accessible at European level. In effect, HtC provides, in particular:
- model and practical example of Memorandum of Understanding for the establishment of the ECVET partnership, containing, beyond the specific qualification design in terms of units of learning outcomes, a large set of provisions easily adaptable to other qualifications and sectors, i.e.: introduction relating to background and general context of MoU; existing provisions for MoU at European level; definitions, general and specific objectives of MoU; form and content of MoU in terms of participants, purpose, ratification and effectiveness; European correspondence for the assessment, transfer, and accumulation processes of learning outcomes achieved in formal, informal and non-formal contexts (ECVET credits for units, unit parts, and concerned qualification); mechanisms to implement the MoU and for dialogue and administrative co-operation; regulations relating to nationality, revision of agreement and notice of termination;
- models of documents for transfer and accumulation of learning outcomes, like the model for the Learning Agreements and the certification model Europass Certificate Supplement for the transcription of valued learning outcomes and of related ECVET points, easily adaptable to other qualifications and sectors.

Transferable products / results	**Why** the results are transferable within the "WINEVET" project	**How** the results are transferable within the "WINEVET" project
Result 1 : "ECVET Memorandum of Understanding – MoU for the establishment of the partnership and European correspondence for the qualification Site Supervisor in the Cleaning Services and learning results concerned by transfer, evaluation, validation processes"	First MoU ECVET signed in Europe, the MoU ECVET HtC for the common European qualification Site Supervisor in Cleaning Services, it constitutes a prototype and useful experience reference for each partnership interested to establish the European correspondence for professional qualifications and learning outcomes to be recognised across European VET systems, and sectoral and geographical barriers. In particular, the MoU ECVET HtC seems useful at the aims of the WINEVET project since containing, beyond the specific qualification designed in terms of units of learning outcomes, a large set of provisions easily adaptable to other qualifications and sectors.	The MoU ECVET HtC seems easily transferable within the WINEVET project by acknowledging, updating, and adapting its usable contents to the sector and the VET qualification concerned by WINEVET, particularly: introduction on background and general context of MoU; existing provisions for MoU at EU level; definitions, general and specific objectives of MoU; MoU form and content in terms of participants, purpose, ratification, and effectiveness; European correspondence for assessment/transfer/accumulation processes of learning outcomes achieved within formal/informal/non-formal learning processes (ECVET credits for units/unit parts/qualification); mechanisms to implement MoU and for dialogue and administrative co-operation; regulations on nationality, revision of agreement and termination notice.
Result 2 : "ECVET Learning Agreements experimental model, defined and utilised in compliance with MoU and Umbrian regional regulations	The model and experimental version for Learning Agreements ECVET HtC was among the first signed and implemented in Europe in compliance with a MoU ECVET for a European common qualification and with national / regional regulations (in specific, Umbrian regional rules on VET). It constitutes therefore a prototype and useful experience reference for each partnership established by MoU ECVET interested to concretely enforce its MoU to put in transparency and recognise concerned learning outcomes / qualification. In particular, this model and experimental version, articulated in MoU ECVET and regional compliance documents, it seems useful at the aims of WINEVET, in particular for supporting its sustainability after project duration (namely, for supporting the learning pathways, in mobility too, for the qualification of "Winemaker Specialist"), since easily adaptable to other qualifications, sectors, and MoU enforcement territorial contexts.	The model and experimental version for Learning Agreements ECVET HtC seems easily transferable within the WINEVET project by acknowledging, updating, and adapting its usable contents to sector and qualification concerned by the new Erasmus+ KA3 project. The transfer could easily entail, in particular, the MoU ECVET compliance documentation, to be adapted concerning the sector and qualification, and to be updated to ensure the MoU enforcement considering the territorial contexts (in any case, needing to be integrated with the documentation required in each national/regional VET system)

The table is preceded by the title:

10.5.2 **Products** and **results** – Specific **Transferability** (particularly within the "WINEVET" project):

Transferable products / results	**Why** the results are transferable within the "WINEVET" project	**How** the results are transferable within the "WINEVET" project
Result 3: "ECVET Learning outcomes certification experimental model based on Europass Certificate Supplement"	Since based on the European common tool Europass Certificate Supplement, the HtC certification model is easily transferable within the WINEVET project	The HtC certification model based on Europass Certificate Supplement is transferrable at the aim of supporting transcription of evaluated learning outcomes and ECVET credit points attributed to the VET learners.

APPENDIX

Documentation sources
for the analysis

Document type	Title	Website
HtC final publication	The firsts ECVET process really accomplished: a model for Europa	https://winevet.eu/
Decision of the Umbrian regional government (inclusion of the Site Supervisor in the Cleaning Services professional qualification in the Umbrian Regional Qualification Framework)	*Deliberazione della Giunta Regionale 8 febbraio 2010, n. 168 Approvazione dell'aggiornamento del Repertorio regionale dei profili professionali*	http://www2.regione.umbria.it/bollettini/download.aspx?doc=100324A14SS1.pdf&t=ss&p=1
Decision of the Umbrian regional government (specific regional professional and certification standards for the Site Supervisor in the Cleaning Services)	*Deliberazione della Giunta Regionale 30 gennaio 2011, n. 109 Certificazione delle competenze del Profilo professionale "Capo cantiere/capo commessa nei servizi di pulizia": approvazione standard professionale e di certificazione e nomina componenti*	http://www2.regione.umbria.it/bollettini/download.aspx?doc=110302A10SO2.pdf&t=so&p=1

The Leonardo da Vinci ToI project "European Nature System"

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1. Good practice / experience **denomination**:

European Nature System: An ECVET process to put in transparency and recognise across Europe the learning outcomes and the qualifications of the professional figures in the nature-based tourism sector

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2. Project or initiative **type** (e. g: funded within an EU initiative, national framework, etc.):

European Nature System (ENS) was a Transfer of Innovation – ToI project funded within the Leonardo da Vinci sub-programme of the EU Lifelong Learning Programme 2007-13, by the Italian LdV national Agency.

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3. **Need** for which was defined and realised the good practice / experience:

The HtC project focused the need of transparency and recognition of learning outcomes achieved by individuals in different learning contexts (formal, non-formal and informal) and European countries, particularly at sectoral level within VET systems of tourism sector in segment of nature-based and rural tourism.

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4. General **aims** and specific **objectives**:

To satisfy the need of transparency and recognition of learning outcomes achieved by individuals within VET systems of tourism sector in the segment of nature-based and rural tourism, the project aimed to develop a European cooperation process based on ECVET - European Credit Transfer System for VET.
At this aim, the project had the following specific objectives:
A) to analyse the nature-based tourism professional figures in European VET systems of tourism sector, classifying them within EQF across participating Countries, and identifying a common perimeter of professional figures: objective achieved during WP 2, with the outcome "Report on preparatory analysis and researches on the field of professional figures in nature-based and rural tourism in Europe";
B) to define an action plan for activating an ECVET process for these figures, starting from collection, analysis, adaptation of already realised best practices on transparency/recognition of competences/qualifications, and on ECVET process activation: objective achieved during WP 3, with the outcome "Action plan for the ECVET process to be activated in the field of professional figures in nature-based and rural tourism";
C) to describe the professional figures in terms of activities/tasks/knowledge/skills/competences/learning outcomes units/ECVET credits: objective achieved during WP 4, with the outcome "Design of professional figures in nature-based and rural tourism in terms of activities, tasks, knowledge, skills, competences, certification objectives, units of learning outcomes and related ECVET credits";
D) to define and formalise (partners and competent/interested organisations) a Memorandum of Understanding - MoU ECVET for concerned figures: objective achieved during WP 5 , with the outcome "Memorandum of Understanding ECVET for the European qualification in the nature-based and rural tourism sector";
E) to define and formalise (by nature-based tourism professionals, concerned enterprises, training agencies) ECVET Learning Agreements describing, in compliance with MoU, the training processes in formal/informal/non-formal contexts, and related ECVET credits to be obtained: objective achieved during WP 6, with the "Common European Model for Learning Agreements ECVET" and its signature by 100 workers and trainees in Italy, Spain, Germany, Latvia, Austria;
F) to award to involved professionals, by concerned training agencies at training end, ECVET credits related to verified learning outcomes, utilising Europass, and transfer, validate and accumulate the awarded ECVET credits in sectoral/ territorial VET systems involved in the MoU: at these goals, during WP 6 was realised the outcome "Common European Model for ECVET Credits Awarding", also supporting the MoU endorsement in the participating countries.

5. **Territorial/sectoral** application **level** / **context**:

Territorial level /context:
The European countries involved in the ENS project were Italy, Germany, Austria, Spain, Belgium and Latvia. In Italy, the main territorial application context was the Region Umbria, since associated partner of the project.

Sectoral level / context:
ENS focused the tourism sector, in particular the segment of nature-based and rural tourism.

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6. Involved **partners** / **developers**:

The Consortium and associated partnership of the ENS project included important representative and VET organisations, and also SMEs, of nature-based tourism sector at national, regional and local level, across Europe (in Italy, Aris Formazione e Ricerca Società Cooperativa and Consorzio Itaca; in Spain, Koan Consulting SL and Fundacion EcoAgriturismo; in Germany, KATE-Kontaktstelle für Umwelt & Entwicklung; in Latvia, Latvijas lauku turisma asociacija "Lauku celotajs"; in Austria, BEST Institut für berufsbezogene Weiterbildung und Personal training GmbH), public institutions competent in VET and tourism matter at regional level (in particular, the Italian Region Umbria) and also European communication specialised organisations (the Belgian Diesis Coop scrl-fs).

This wide and integrated articulation of public and private key actors has not only ensured that the European common qualifications established with the MoU ECVET are effectively linked to the market, but also the availability both of the institutional and of the technical competence on qualification, sectoral, and dissemination issues, required to support the design of the qualifications, the formalisation of the MoU, and the endorsement of MoU provisions in territorial, sectoral and learning contexts of participating countries, for really allowing to workers and trainees of nature-based tourism sector across Europe the recognition of learning outcomes and qualifications established with the MoU ECVET.

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7. **Beneficiary** / **target** groups (in **qualitative** and **quantitative** terms):

In qualitative terms, the beneficiaries targeted by ENS and by the related ECVET process and MoU ECVET, are the professionals/trainees/people on the labour market interested to the recognition of learning outcomes and professional qualifications "Environmental Educator", "Nature- and Rural Tourism Guide", and "Rural and Agri-Tourism Accommodation Manager" established by the MoU.
In quantitative terms, during pilot test phase on the endorsement of the MoU, started with its official signature (Vienna, Austria, 1st of March 2013) by the partners and other interested organisations, 104 workers and trainees (41 in Italy, 15 in Germany, 15 in Austria, 18 in Spain, 15 in Latvia), signed a Learning Agreement ECVET: i.e., individual agreements among people interested to recognition of learning outcomes and qualifications established by the MoU, concerned VET providers and, if requested by national/regional rules on VET, the VET regulatory institutions, to describe and formalise, in compliance with the MoU and territorial rules on transparency and recognition, the learning process in formal, informal and non-formal contexts, and related ECVET credits to be obtained to gain the qualification. After ENS conclusion, other 40 Italian people signed the Learning Agreement ECVET ENS.

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8. **Temporal placement** / realisation period:

The ENS LdV ToI project, submitted in January 2011 the Italian LdV national Agency, started the 01/10/2011, during until the 30/09/2013 (24 months).
The MoU ECVET ENS signed in in Vienna in March 2013 for the "Environmental Educator", "Nature- and Rural Tourism Guide", and "Rural and Agri-Tourism Accommodation Manager", is still functioning and implemented through adhesion of new key actors.

9. Main **activities**:

The work programme of the ENS project included eight work packages:
-WP 1 "Management and coordination of project Consortium and work packages"
-WP 2 "Analysis and preparatory researches on the field of professional figures in nature-based and rural tourism"
-WP 3 "Definition of an action plan for the ECVET process to be activated in the field of professional figures in nature-based and rural tourism"
-WP 4 "Design of professional figures in nature-based and rural tourism in terms of activities, tasks, knowledge, skills, competences, certification objectives, units of learning outcomes and related ECVET credits"
-WP 5 "Definition and signature of the Memorandum of Understanding - MoU ECVET for the professional figures in nature-based and rural tourism"
-WP 6 "Pilot test on the enforcement of the Memorandum of Understanding - MoU ECVET for the professional figures in nature-based and rural tourism"
-WP 7 "Quality management"
-WP 8 "Dissemination and exploitation of project results"

Project activities focused on the preparation of the contents and on the definition and formalisation at European level (Vienna, 01/03/ 2013) of the Memorandum of Understanding – MoU for the professional figures in nature-based and rural tourism, described in terms of learning outcomes (unit/s, parts of unit/s and associated ECVET credit), as well as on the enforcement of the MoU in all participating countries.

10.1 **Products** and **results** - **General** description:

ENS implemented an ECVET process really activated, trough signature and enforcement of a MoU ECVET establishing the European partnership and correspondence for the professional qualifications "Environmental Educator", "Nature- and Rural Tourism Guide", and "Rural and Agri-Tourism Accommodation Manager", and for the learning outcomes concerned by transfer, evaluation, and validation processes. In general terms, the main ENS products and results were:
- the design of the European professional qualifications "Environmental Educator", "Nature- and Rural Tourism Guide", and "Rural and Agri-Tourism Accommodation Manager", trans-national document shared by all participating partners, describing in terms of activities, tasks, skills, knowledge, competences, units of learning outcomes and correspondence between units and associated credit points, the concerned qualifications. An important innovation adopted by ENS (borrowed from LdV DoI project CeSaTra) is constituted by the articulation of the design of the joint qualifications focusing both on standard competence elements common to all involved countries, and on subsidiary elements specific to each national and regional context (then included in the MoU ECVET by means of national/regional "addenda"), to facilitate territorial endorsement and integration into involved NQF/RQF of the concerned transnational qualifications;
- a model and formalised version of the MoU ECVET (adaptation of the MoU ECVET formalised within the previous LdV ToI project "Highlight the Competences") containing: an introduction relating to background and general context of MoU, existing provisions for MoU at European level, definitions, general and specific objectives of MoU; the form and content of MoU in terms of participants, purpose, ratification and effectiveness; the qualifications previously designed, to establish the European correspondence for the assessment, transfer, and accumulation processes of learning outcomes achieved in formal, informal and non-formal contexts (units, unit parts and related credits); the mechanisms to implement the MoU and for dialogue and administrative co-operation, the regulations relating to nationality, the revision of agreement and notice of termination;
- a model, and an experimental version (adaptation of the ECVET Learning Agreement model defined within the previous LdV ToI project "Highlight the Competences") in compliance with the MoU ECVET and national/regional regulations on VET in force in the concerned EU territories, for the Learning Agreements ECVET utilised within the process of putting in transparency and recognition of learning outcomes activated during the project for the MoU experimental enforcement;
- a model for the learning outcomes certification based on Europass Certificate Supplement (adaptation and implementation of the "ECVET Credits Awarding - Transfer, validation and accumulation of ECVET credits" model defined within the previous LdV ToI project "Highlight the Competences").

10.2 **Products** and **results** - **Relation with** the common European tools **Europass**, **EQF**, **ECVET**, within aims and objectives of the "**WINEVET**" project:

Europass: the main relation between ENS products and results, and the European common tools and principles of Europass Portfolio (Europass CV, Europass Language Passport, Europass Mobility, Europass Certificate Supplement, Europass Diploma Supplement) is constituted by the definition of a learning outcomes certification model for the European professional qualifications of "Environmental Educator", "Nature- and Rural Tourism Guide", and "Rural and Agri-Tourism Accommodation Manager" (adaptation of the model for learning outcomes certification defined within the previous LdV ToI project "Highlight the Competences"), articulated in several territorial versions in compliance with specific territorial rules on VET in participating countries, and based on Europass Certificate Supplement documentation, particularly on Cedefop examples (https://europass.cedefop.europa.eu/documents/european-skills-passport/certificate-supplement/examples).That because Europass Certificate Supplement is to be delivered, by relevant certifying authorities, to people who hold a vocational education and training certificate (in the ENS MoU case, certifications concerning the "Environmental Educator", "Nature- and Rural Tourism Guide", and "Rural and Agri-Tourism Accommodation Manager" learning outcomes and qualifications) adding information to that which is already included in the official certificate, making it more easily understood, especially by employers or institutions outside the issuing country.

EQF: the relation between ENS products and results, and the European common tools and principles of European Qualification Framework is defined by the project within the description of activities aimed to the analysis and preparatory researches on the professional field of nature-based and rural tourism sector, that clearly explains as the EQF application to the quite diversified professional figures field or cluster of professional figures identified in the different participating Countries, it constitute a fundamental tool to define a common professional perimeter on which to address the ECVET process activation.
ECVET: the relation between ENS products and results, and the ECVET common tools and principles is direct and very significant, since the MoU activating the ENS ECVET process in the nature-based and rural tourism is the first formalised in EU for European common qualifications in tourism sector, as well as the first MoU really endorsed in different territorial VET systems in this sector, allowing more effective mobility possibility among them for all the professionals and trainees interested to the recognition of qualification and learning outcomes established by the MoU ECVET.

WINEVET project: the project WINEVET, in particular when describing its work package 2 "Preparatory researches on professional and learning field in wine production segment of agricultural sector in Macedonian NQF and Umbrian RQF, and on relevant experiences and transferable good practices to support transnational joint VET qualifications based on ECVET", it clearly defines the relation between its aims and objectives, and the HtC products and results, addressing the WP2 researches to "*the relevant experiences and transferable good practices to support transnational joint VET qualifications based on ECVET, in particular focusing telling approaches and tools developed and applied within LLP-LdV and Erasmus+ projects that demonstrated a concrete impact on permeability of European NQF/RQFs, having allowed the real getting by trainees and workers of the certification of learning outcomes, qualifications, and ECVET credits, according to professional/competence standards established at transnational level by MoU ECVET, and integrated within NQF/RQF of involved countries, e.g., LdV ToI projects "Highlight the Competences" and "European Nature System", which professional standards established by MoU ECVET, and related training standards, are still integrated in the Umbrian RQF, with effective VET opportunities exploited by hundreds of learners*".

10.3 **Products** and **results** - **Sustainability** (the results are **still in use** or **ended**, and because):

The main ENS product and result, and particularly the MoU ECVET for the European professional qualifications of "Environmental Educator", "Nature- and Rural Tourism Guide", and "Rural and Agri-Tourism Accommodation Manager", still in use and implemented through adhesion of new key actors, also in terms of approaches, methods and operative tools, were largely identified as good practices easily useful to develop relevant innovations at the aim of transparency and recognition of competences and qualifications and for the ECVET process activation, and/or to be transferred at the same aims: not only the WINEVET project has given a special focus to the ENS products and results, but also several LLP LdV ToI and Erasmus+ KA2 SP VET and Youth (for youth workers), aimed to establish and implement ECVET-based joint transnational qualifications, like "Not-academic managerial and entrepreneurial competences in agriculture sector" (LdV ToI "AgroECVET", 2013-15 - Erasmus+ KA2 SP VET "AgroECVET 2.0", 2015-17), "European Heritage Interpreter" (LdV ToI "Interpreting our European

Heritage" 2013-15), "Coach in Youth Initiatives" (Erasmus+ KA2 SP for Youth "Certified Coaches in Youth Initiatives", 2014-17), "Youth Mediator" (Erasmus+ KA2 SP for Youth "Youth Mediator", 2015-17), and the still ongoing Erasmus+ KA2 SP VET "ENS 2.0" (2016-19), aimed to improve and broaden the ENS results.

Concerning the motivations of this significant sustainability of the ENS results and products, it seems that they are still in use and implemented because:
- directly satisfying specific needs of transparency and recognition of learning outcomes coming from the market (workers and enterprises);
- constituting a possible model usable by territorial public institution competent in VET to implement the existing provisions in matter of transparency and recognition of learning outcomes also ensuring the portability of them outside the own territory;
- easily transferable in different territorial and sectoral VET contexts, since ENS approaches and tools are directly borrowed from ECVET framework, and related to the main organisational, technical and qualitative aspects of ECVET process.

10.4 **Products** and **results** - Main barriers to the **exploitability**:

The main barriers to the exploitability of the products and results of the ENS project are identified at following levels:

- geographical: considering the European countries, it seems that the exploitability could also depend on the articulation of the competence in VET between national and territorial authorities (particularly, the regions), because the ENS experience confirmed that it is more simple and easy to obtain the engagement in the MoU ECVET of a regional authority (as the Region Umbria), rather than to achieve the adhesion of national institutions having competence in VET qualification and certification.
- linguistic: the MoU ECVET ENS is available only in in some EU languages (English, Italian, French, German, Spanish, and Latvian).
- cultural / technical: the issues of transparency and recognition of learning outcomes and related European principles and tools (particularly, Europass, EQF and ECVET) seem not adequately mastered by the representatives and professionals of key organisations, not only at market level, but also among VET providers and at public level too.

10.5.1 **Products** and **results** – Likely **Transferability** (considering the generality of potential European national, territorial and sectoral transfer contexts):

ENS products and results, and particularly the MoU ECVET, were transferred, adapted and implemented in several new European national, territorial and sectoral contexts, for a wide range of learning outcomes and professional qualification, within several LdV ToI projects on the ECVET priority granted in 2013 ("Interpreting our European Heritage", in tourism sector; "In the Middle", in Facility Management sector; "AgroECVET", in agricultural sector; "ECVET for Non-Formal and Informal Building Safety Trainers", in construction sector), and KA2 Strategic Partnerships projects funded by the Erasmus+ Programme 2014-2020 (KA2 SP Youth projects "Certified Coaches in Youth Initiatives" and "Youth Mediator", in youth work sector; KA2 SP VET projects "AgroECVET 2.0" in agriculture sector, and "ENS 2.0" in tourism sector), as well as within the WINEVET KA3 project for Joint Qualifications in Vocational Education and Training.
The high level of transferability in other contexts seems related to the fact that these approaches and tools are directly borrowed from the forecasts of the ECVET framework and of the ECVET Recommendation of June 18th 2009, and relate to organisational, technical and qualitative aspects connected with the ECVET process, addressed in order to share content and make it easily accessible at European level. In effect, ENS provides, in particular:
- model and practical example of Memorandum of Understanding for the establishment of the ECVET partnership, containing, beyond the specific qualification design in terms of units of learning outcomes, a large set of provisions easily adaptable to other qualifications and sectors, i.e.: introduction relating to background and general context of MoU; existing provisions for MoU at European level; definitions, general and specific objectives of MoU; form and content of MoU in terms of participants, purpose, ratification and effectiveness; European correspondence for the assessment, transfer, and accumulation processes of learning outcomes achieved in formal, informal and non-formal contexts (ECVET credits for units, unit parts, and concerned qualification); mechanisms to implement the MoU and for dialogue and administrative co-operation; regulations relating to nationality, revision of agreement and notice of termination. It seems also important to stress that the qualification design included in the MoU ECVET ENS it contains both competence areas which are commons to all

participating Countries, and - in consideration of the diversified national/regional contexts - specific territorial "addenda", particularly on competences related to territorial features, like e.g. language);
- models of documents for transfer and accumulation of learning outcomes, like the model for the Learning Agreements and the certification model based on Europass Certificate Supplement for the transcription of valued learning outcomes and of related ECVET points, easily adaptable to other qualifications and sectors.

10.5.2 **Products** and **results** – Specific **Transferability** (particularly within the "WINEVET" project):		
Transferable products / results	**Why** the results are transferable within the "WINEVET" project	**How** the results are transferable within the "WINEVET" project
Result 1: "Memorandum of Understanding ECVET - MoU ECVET ENS" for the establishment of the European partnership and correspondence for the assessment, transfer, and accumulation processes of learning outcomes achieved in formal, informal and non-formal contexts for the EU qualifications "Environmental Educator", "Nature- and Rural Tourism Guide", and "Rural and Agri-Tourism Accommodation Manager"	The MoU ECVET ENS constitutes a prototype and useful experience reference for each partnership interested to establish the European correspondence for professional qualifications and learning outcomes to be recognised among European VET systems, not only in tourism sector. In particular, the MoU ECVET ENS seems useful at the aims of the WINEVET project since containing, beyond the specific qualification designed in terms of units of learning outcomes, a large set of provisions easily adaptable to other qualifications and sectors, beyond the specific qualification design in terms of units of learning outcomes, a large set of provisions easily adaptable to other qualifications (and sectors), included a smart solution (specific national "addenda" to the MoU) for the competence areas characterised by differences across participating Countries (e.g., competences related to national languages).	The MoU ECVET ENS seems easily transferable within the WINEVET project by acknowledging, updating, and adapting its usable contents to the sector and the VET qualification concerned by WINEVET, particularly: introduction on background and general context of MoU; existing provisions for MoU at EU level; definitions, general and specific objectives of MoU; MoU form and content in terms of participants, purpose, ratification, and effectiveness; European correspondence for assessment/transfer/accumulation processes of learning outcomes achieved within formal/informal/non-formal learning processes (ECVET credits for units/unit parts/qualification, with both common ECVET credits, and ECVET credits attributed by specific national "addenda" to the MoU, for competence areas differently characterised across involved countries); mechanisms to implement MoU and for dialogue and administrative co-operation; regulations on nationality, revision of agreement and termination notice.

Transferable products / results	**Why** the results are transferable within the "WINEVET" project	**How** the results are transferable within the "WINEVET" project
Result 2: "Common European Model for Learning Agreements ECVET"	The ENS Common European Model for Learning Agreements ECVET it constitutes a prototype and useful experience reference for each partnership interested to concretely enforce a MoU ECVET to put in transparency and recognise learning outcomes / qualifications. In particular, the ENS Common European Model for Learning Agreements ECVET, composed by a common European part relating to MoU and to the ECVET principles, and by different territorial integrating parts relating to legislation on professional qualification applicable in concerned territories, it seems useful at the aims of the "WINEVET" project, at least the ECVET and MoU related documentation, easily adaptable to other qualifications, sectors, and to all territorial contexts concerned by MoU ECVET enforcement processes, in particular for supporting its sustainability after project duration (namely, for supporting the learning pathways, in mobility too, for the qualification of "Winemaker Specialist").	The ENS Common European Model for Learning Agreements ECVET seems easily transferable within the WINEVET project by acknowledging, updating, and adapting its usable contents to sector and qualification concerned by the new Erasmus+ KA3 project. The transfer could easily entail, in particular, the model documentation relating to ECVET and to the MoU ECVET, to be adapted concerning the sector and qualification, and to be updated to ensure the MoU enforcement beyond the territorial contexts (in any case, needing to be integrated with the documentation required in each national/regional VET system)
Result 3: "Common European Model for ECVET Credits Awarding"	The ENS Common European Model for ECVET Credits Awarding is articulated in an initial part, containing the models defined by national/regional laws at the aim of training credits awarding in each territory engaged in MoU enforcement, and in a common part, based on Europass Certificate Supplement structure, evidencing in English language, and in each language of concerned territories (IT, FR, DE, ES, LT), the title of the certificates, the profile of skills and competences, the range of occupations accessible to the holder of the certificates, the official basis of the certificates for each concerned territory, the officially recognised ways of acquiring the certificates. The model seems easily transferable within the "WINEVET" project since based on the EU common tool Europass Certificate Supplement.	The ENS Common European Model for ECVET Credits Awarding seems easily transferrable within WINEVET at the aim of accompanying, making it more understandable across EU, the certification documentation established in each national/regional VET system.

APPENDIX

Documentation sources
for the analysis

Document type	Title	Website
Memorandum of Understanding - MoU ECVET	Memorandum of Understanding ECVET for the European qualification in the nature-based and rural tourism sector	https://winevet.eu/
Common model for learning agreements ECVET	Common European Model for Learning Agreements ECVET	https://winevet.eu/
Common model for ECVET credits awarding based on Europass Certificate Supplement	Common European Model for ECVET Credits Awarding	https://winevet.eu/

The Leonardo da Vinci DoI project "Certified Safety VET Trainers - CeSaTra"

1. Good practice / experience **denomination**:

Certified Safety VET Trainers: An experimental intervention to put in transparency and to recognise the competences of the trainers on safety matter in the European VET systems of the Construction sector (CeSaTra)

2. Project or initiative **type** (e. g: funded within an EU initiative, national framework, etc.):

Certified Safety VET Trainers (CeSaTra) was a Development of Innovation – DoI project funded within the Leonardo da Vinci sub-programme of the EU Lifelong Learning Programme 2007-13, by the EU Agency EACEA - Education, Audiovisual and Culture Executive Agency.

3. **Need** for which was defined and realised the good practice / experience:

The CeSaTra project started from the consideration that in the European VET systems of Construction sector the skills and competences of VET safety trainers were not defined and certified in their Countries: the particular exposition to risks of accidents at work in the considered sector lead to the improvement of efficacy of sectoral safety training, in particular by satisfying the need of transparency and recognition of learning outcomes achieved by safety trainers in formal, non-formal and informal learning contexts of building sector, across European territories.

4. General **aims** and specific **objectives**:

Since one of main factors of relative inefficacy of safety training provided by Construction sector VET systems, is identified in lacking definition and certification, across Europe, of safety trainers skills and competences, the project is aimed to apply EQF and ECVET to the trainers on safety matter of building sector, defining this field of qualification in terms of learning outcomes, mapping it onto EQF via national qualifications frameworks/systems, designing qualifications in learning outcomes transferable units with credit points allocation, designing related VET programmes with flexible devices to validate, transfer, and recognise learning outcomes achieved in formal, informal, and non-formal learning contexts.
At these aims, CeSaTra has the following objectives:
- to analyse the professional figures of safety trainers in European VET systems of Construction sector, classifying them within EQF across participating Countries, and identifying a professional figure/s common perimeter;
- to define an action plan to activate ECVET process for the shared professional field, starting from collection, analysis and adaptation of already realised best practices on transparency and recognition of competences and qualifications, and on ECVET process activation;
- to design a common European qualification in terms of activities, tasks, competences, learning outcomes units, ECVET credits;
- to define and formalise (partners and competent/interested organisations) a Memorandum of Understanding - MoU ECVET for the common qualification;
- to define and formalise (by concerned trainers on safety matter, enterprises, training agencies, etc.) ECVET Learning Agreements describing, in compliance with MoU, the training processes in formal, informal and non-formal contexts, and related ECVET credits to be obtained;
- to award to involved trainers, by concerned training agencies at the training end, ECVET credits related to verified learning outcomes, utilising Europass;
- to transfer, validate and accumulate the awarded ECVET credits in sectoral and territorial VET systems involved in the MoU.

5. Territorial/sectoral application **level** / **context**:

Territorial level / context:
The European countries involved in the CeSaTra project were Italy, France, Belgium, Poland, Switzerland, and Spain.
It is to remark that in Italy the main territorial application contexts were the Region Toscana and the Region Umbria, since in these regions are sited the Italian public and private VET key actors included in the consortium and associated partnership.

Sectoral level / context:
CeSaTra focused the Construction sector, with specific focus on sectoral OHS VET.

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6. Involved **partners** / **developers**:

CeSaTra consortium and associated partnership includedi mportant representative and VET organisations of Construction sector at national, regional and local level (in Italy, Centro per la Formazione e Sicurezza in Edilizia di Arezzo and Scuola Edile di Perugia - Centro Edile Sicurezza e Formazione; in Belgium, Formation PME Liège-Huy-Waremme; in Germany, BZB – Bildungszentren des Baugewerbes e. V.; in Spain, Fundación Laboral de la Construcción del Principado de Asturias; in Poland, Związek Zawodowy "Budowlani"), public institutions competent in VET and safety matter at regional and local level (in particular, the Italian Regione Toscana, Provincia di Arezzo, Provincia di Perugia, Istituto Nazionale per la Previdenza Sociale, Istituto Nazionale per gli Infortuni sul Lavoro, Azienda Sanitaria Locale 8, and Direzione Provinciale del Lavoro di Arezzo) and VET specialised organisations (the French Centre de Ressources pour le Développement and Centre Régional pour le développement, la formation et l'insertion des jeunes, and the Swiss Fondazione ECAP).

The project was developed also with the support of organisations at regional and national level, grouped within the European Inter-institutional Group for the CeSaTra project, as the Italian national VET organisations of Construction sector FORMEDIL – Ente Nazionale per la Formazione e l'Addestramento Professionale nell'Edilizia, and the Comitato Consultivo Provinciale INAIL di Arezzo.

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7. **Beneficiary** / **target** groups (in **qualitative** and **quantitative** terms):

In qualitative terms, the beneficiaries targeted by CesaTra and by the related ECVET process and MoU ECVET, are the professionals operating as safety trainers in the VET systems of Construction sector. In particular, the project focuses on VET safety trainers working in vocational education and training institutions providing initial and continuing training for crafts, professionals and entrepreneurs operating within the companies of building sector.

In quantitative terms, during the intervention lifetime, the project outputs/products/results (in particular, the MoU ECVET for the European qualification of safety trainer in the VET systems of Construction sector, were applied to a significant target group constituted by 121 safety trainers, in all participating countries: 30 safety trainers in Italy, 15 in Germany, 15 in Belgium, 16 in Spain, 15 in France, 15 in Poland, 15 in Switzerland. This short term target group, quite diversified in the different participating Countries, was constituted by professionals included in the common European perimeter of safety trainers, on which to activate the ECVET process, defined during the preparatory research activities: 42 safety trainer professional figures operating in construction sector identified in seven countries (6 in Italy, 15 in Germany, 7 in Belgium, 5 in Spain, 3 in France, 3 in Poland, and 3 in Switzerland), classified onto EQF, with focus on figures classified at EQF level 5 and lower, and operating in formal VET contexts (applying these criteria, perimeter was limited to 29 figures: 5 in Italy, 8 in Germany, 5 in Belgium, 5 in Spain, 3 in France, 2 in Poland, and 1 in Switzerland). During CeSaTra pilot test activities, aimed to put in practice and to test the signed MoU ECVET, the impact on this target was articulated in different ways across participating countries, mainly due to the necessity of the compliance of pilot test activities with national/regional laws in VET matter. In Italy, the pilot test allowed to 20 safety trainers in building sector in Tuscany, and 10 in Umbria, to activate official procedures ruled by regional regulations, to put in transparency/recognise learning outcomes concerned by the MoU. In Germany, the pilot test had a simulation character, due to in progress/no definite law and to Chambers of Crafts competence on qualification matter. 15 professionals were involved in

putting in transparency simulation. Similarly, in Spain, 16 professionals were involved in putting in transparency simulation. Also in Belgium 15 professionals were involved in putting in transparency simulation. In Switzerland too, 15 professionals were involved in a simulation of Learning Agreement and Credit Awarding model application. In France, the pilot test mostly focused on activities aimed to integration of MoU qualification in French NQF. In Poland, it was formally agreed (among Budowlani and OSPSBHP) the organisation of pilots and courses/assessment of prior learning/certification of at least 15 trainers. It's also to be remarked that, during the CeSaTra WP 6 activities, was also defined a common European Model for Learning Agreements ECVET to be utilised during pilot test on MoU enforcement at territorial level (to define and formalise individual agreements among VET safety trainers interested to qualification recognition, and bodies having competence, according to National / Regional rules on transparency and recognition of learning outcomes and qualifications in force in territories concerned by pilot test, composed by a common European part relating to MoU, and by different territorial integrating parts relating to legislation on professional qualification applicable in these territories). This common model has been utilised within WP 6 to formalise 47 Learning Agreements ECVET, concerning 76 safety trainers.

8. Temporal placement / realisation period:

The CeSatra LdV DoI, submitted in February 2010 to the EU Agency EACEA, started the 01/10/2010, during until the 30/09/2012 (24 months).
Some aspects of the project are still operative: in particular, the professional standard of VET safety trainer in Construction sector established at European level by the MoU ECVET CeSaTra, signed in Paris (France) in January 2012, is still included – with the denomination *Formatore nei Sistemi di Formazione Professionale per la Sicurezza nelle Costruzioni* - in the RQF of the Region Umbria (cfr. http://www.regione.umbria.it/lavoro-e-formazione/standard-professionali).

9. Main activities:

The work programme of the CeSaTra project included nine work packages, of which three focusing transversal activities - for project management (WP1) and quality (WP7), and for dissemination (WP8) and exploitation (WP9) of project results – and five 5 implementation work packages:
- WP 2: Analysis and preparatory researches on the professional field of people operating as trainers on safety matter in the European VET systems of Construction sector, in particular to define a common professional perimeter to activate ECVET;
- WP 3: Definition of an action plan for the ECVET process to be activated for the people included in the shared common professional field (perimeter of figures operating as trainers on safety matter in each participating country);
- WP 4: Design of the European common qualification VET Safety Trainer in Construction, in terms of activities, tasks, competences, certification objectives, units of learning outcomes and related ECVET credits;
- WP 5: Definition and signature of the Memorandum of Understanding - MoU ECVET for the common European qualification;
- WP 6: Pilot test on the enforcement in participating countries of the MoU ECVET for the common European qualification.
Project activities were mainly focused on the process of definition and formalisation at European level (Paris, 20/01/2012) of the Memorandum of Understanding – MoU for the "VET Safety Trainer in Construction" qualification, described in terms of learning outcomes (units, parts of units and associated ECVET credits), and on its endorsement in all participating countries.

10.1 Products and results - General description:

CeSaTra implemented an ECVET process really accomplished, trough signature and enforcement of the first MoU ECVET in European Construction sector, establishing the European partnership and correspondence for the common qualification "VET Safety Trainer in Construction" and for the learning outcomes concerned by transfer, evaluation, and validation processes.
In general terms, the main CeSaTra products and results are:

- the design of the European common qualification "VET Safety Trainer in Construction", trans-national document shared by all the participating European partners, describing the qualification in terms of activities, tasks, units of learning outcomes and correspondence between units and associated credit points;
- a complete model and formalised version of the MoU ECVET (adaptation of the MoU ECVET formalised within the previous LdV ToI project "Highlight the Competences") containing: an introduction relating to background and general context of MoU, existing provisions for MoU at European level, definitions, general and specific objectives of MoU; the form and content of MoU in terms of participants, purpose, ratification and effectiveness; the qualification previously designed, to establish the European correspondence for the assessment, transfer, and accumulation processes of learning outcomes achieved in formal, informal and non-formal contexts (units, unit parts and related credits); the mechanisms to implement the MoU and for dialogue and administrative co-operation, the regulations relating to nationality, the revision of agreement and notice of termination;
- a model (adaptation of the Learning Agreements ECVET model defined within the previous LdV ToI project "Highlight the Competences"), and several territorial versions in compliance with MoU and territorial rules on VET established within National and Regional Qualification Frameworks of each participating country, for the Learning Agreements ECVET, utilised within the processes, allowing to individuals the effective putting in transparency and recognition of learning outcomes, activated in all the participating countries during the MoU enforcement;
- a model (adaptation of the ECVET credits awarding model defined within the previous LdV ToI project "Highlight the Competences") for the learning outcomes certification based on Europass Certificate Supplement.
- effective endorsement of the MOU ECVET establishing the European common qualification "VET Safety Trainer in Construction" within concerned National and Regional Qualification Frameworks of participating countries: in Italy, for example, pilot test had a relevant impact on Qualification Frameworks of Tuscany Region and Umbria Region, with - during the project - specific official and unofficial proposals to the regions for integrating the qualification and learning outcomes established by MoU, also allowing to interested trainers (20 in Tuscany, 10 in Umbria) to activate procedures and processes to put in transparency/recognise learning outcomes concerned by the MoU, in coherence with the specific regional rules. It's to remark that the Toscana Region, in date 25th of October 2012 (*Decreto Dirigenziale n. 4965 del 25 ottobre 2012*, modifying the Competence Unit 109 of the *Repertorio delle Figure Professionali della Regione Toscana*) has formally sanctioned the integration of Regional Qualification Framework proposed by CeSaTra to endorse in Tuscany the qualification and learning outcomes established by the MoU ECVET. Furthermore, in date 29th of October 2012 also the Umbria Region (*Deliberazione della Giunta Regionale n. 1316 del 29 ottobre 2012*) has formally integrated the Regional Qualification Framework (*Repertorio regionale dei profili professionali della Regione Umbria*) with the qualification and learning outcomes established by the MoU ECVET, also formalising the specific regional training standard and inserting it in the *Repertorio regionale degli standard di percorso formativo della Regione Umbria*.

10.2 **Products** and **results** - **Relation with** the common European tools **Europass**, **EQF**, **ECVET**, within aims and objectives of the "**WINEVET**" project:

Europass: the main relation between CeSaTra products and results, and the European common tools and principles of Europass Portfolio (Europass CV, Europass Language Passport, Europass Mobility, Europass Certificate Supplement, Europass Diploma Supplement) is constituted by the definition of a Learning Agreement ECVET common model for the "VET Safety Trainer in Construction" (adaptation of the model for learning outcomes certification defined within the previous LdV ToI project "Highlight the Competences"), articulated in several territorial versions in compliance with specific territorial rules on VET in participating countries, based on Europass Certificate Supplement documentation, particularly on Cedefop examples (https://europass.cedefop.europa.eu/documents/european-skills-passport/certificate-supplement/examples). That because Europass Certificate Supplement is to be delivered, by relevant certifying authorities, to people who hold a vocational education and training certificate (in the CeSaTra case, certifications concerning the VET Safety Trainer in Construction learning outcomes and qualification) adding information to that which is already included in the official certificate, making it more easily understood, especially by employers or institutions outside the issuing country.

EQF: the relation between CeSaTra products and results, and the European common tools and principles of the European Qualification Framework is defined by the project within the description of activities aimed to the analysis and preparatory researches on the professional field of people operating as trainers on safety

matter in the European VET systems of Construction sector, clearly explaining that the EQF application to the quite diversified professional figures field or cluster of professional figures identified in the different participating Countries, it constitute a fundamental tool to define a common professional perimeter on which to address the ECVET process activation.

ECVET: the relation between CeSaTra products and results, and the ECVET common tools and principles is direct and very significant: not only the MoU activating the CeSaTra ECVET process is the first formalised in EU for a European common qualification in Construction sector, but also the first MoU really endorsed in different territorial VET systems (e.g., in two different Italian regions: Toscana and Umbria), allowing more effective mobility possibility among them for all the professionals and trainees interested to the recognition of qualification and learning outcomes established by the MoU ECVET.

WINEVET project: focusing the transnational joint VET qualification "Winemaker Specialist", WINEVET constitute the last application, in chronological order, of some telling approaches and tools developed and applied within several LLP-LdV and Erasmus+ projects aimed to support transnational joint VET qualifications based on ECVET, like Site Supervisor in Cleaning Services" (LdV ToI "Highlight the Competences", 2007-09), "VET Trainer for Safety in Constructions" (LdV DoI "Certified Safety VET Trainers", 2010-12), "Environmental educator", "Nature and Rural Tourism Guide", and "Rural and Agri-Tourism Accommodation Manager" (LdV ToI "European Nature System" 2011-13), "Entrepreneur in Constructions" (LdV DoI "CertEnt", 2012-14), "Not-academic managerial and entrepreneurial competences in agriculture sector" (LdV ToI "AgroECVET", 2013-15 - Erasmus+ KA2 SP VET "AgroECVET 2.0", 2015-17), "European Heritage Interpreter" (LdV ToI "Interpreting our European Heritage" 2013-15), "Coach in Youth Initiatives" (Erasmus+ KA2 SP for Youth "Certified Coaches in Youth Initiatives", 2014-17), "Youth Mediator" (Erasmus+ KA2 SP for Youth "Youth Mediator", 2015-17). After the first pathfinder "Highlight the Competences", "Certified Safety VET Trainers" allowed a wide refining and implementation of the approaches and tools for transparency and recognition already developed and applied by HtC, introducing the concept of a design of the European qualification focused both on standard competence elements common to all involved countries, and on subsidiary elements specific to each national and regional context (then included in the MoU ECVET by means of national/regional "addenda"), to facilitate territorial endorsement and integration into involved NQF/RQF of the concerned transnational qualification. Like HtC, CeSatra demonstrated a concrete impact on permeability of European NQF/RQFs, having allowed real getting by trainees and workers of the certification of learning outcomes, qualifications, and ECVET credits, according to professional/competence standards established at transnational level by MoU ECVET, and integrated within NQF/RQF of involved countries: CeSatra professional standard established by MoU ECVET, and related training standards, are still integrated in the Umbrian RQF, with effective VET opportunities exploited by hundreds of learners.

10.3 **Products** and **results** - **Sustainability** (the results are **still in use** or **ended**, and because):

The main CeSaTra product and result, i.e. the MoU ECVET for "VET Safety Trainer in Construction" is still in use and implemented at different levels:
- the most important result in term of project sustainability is, the complete endorsement of the MoU ECVET within different territorial VET systems by the territorial authorities with legislative competence on VET qualification and certification, namely in the Italian regions Toscana and Umbria. In particular, the Toscana Region, in date 25th of October 2012 (*Decreto Dirigenziale n. 4965 del 25 ottobre 2012*, modifying the Competence Unit 109 of the *Repertorio delle Figure Professionali della Regione Toscana*) has formally sanctioned the integration of Regional Qualification Framework proposed by CeSaTra to endorse in Tuscany the qualification and learning outcomes established by the MoU ECVET; similarly, in date 29th of October 2012 also the Umbria Region (*Deliberazione della Giunta Regionale n. 1316 del 29 ottobre 2012*) has formally integrated the Regional Qualification Framework (*Repertorio regionale dei profil professionali della Regione Umbria*) with the qualification and learning outcomes established by the MoU ECVET (with the denomination *Formatore nei Sistemi di Formazione Professionale per la Sicurezza nelle Costruzioni*, published in the Umbria Region Official Journal, see http://www2.regione.umbria.it/bollettini/consultazione.aspx?arc=si&parte=1&y=2012), also formalising the specific regional training standard and inserting it in the *Repertorio regionale degli standard di percorso formativo della Regione Umbria*;
- furthermore, always in Italy, the MoU ECVET pilot test has allowed to 20 interested trainers in Tuscany, and 10 in Umbria, to activate official procedures ruled by regional regulations, to put in transparency/recognise learning outcomes concerned by MoU. To support the qualification obtaining at individual level, this

activation has also permitted in Tuscany the submission of a formal proposal from Scuola Edile di Arezzo to the provincial authority of Arezzo, in July 2012, consisting in a training project titled "Tecnico dell'elaborazione del piano di sicurezza aziendale, pianificazione dei programmi di adeguamento e manutenzione, formazione ed informazione sulla sicurezza in azienda – Competenze per la formazione in materia di sicurezza nel settore dellecostruzioni", defining the learning outcomes and training units to allow the recognition of training competences on safety in constructions (covering in Tuscany the whole learning outcomes units and ECVET credits formalised within the MoU ECVET "VET Safety Trainer in Construction"). Moreover, in Umbria region, the CeSaTra associated partner Scuola Edile di Perugia has formally presented in July 2012, within a territorial ESF call, a training project titled "Formatore per la Sicurezza nelle Costruzioni" (Safety trainer in Constructions), articulated with the same learning outcomes units of the profile presented to Umbria Region, with corresponding training units, which foresees also the possibility for the trainees to individualise the training, through the choice of training units not corresponding to already acquired and verified learning outcomes: this project is now concluded, with the participation of all 10 Umbrian safety trainers already involved in CeSaTra pilot test activities, who gained the qualification at training end; the Province of Perugia has also financed in 2013 the re-opening of this training path for other 120 safety trainers (courses now completed);

Concerning the motivations of this significant sustainability of the CeSaTra results and products, it seems that they are still in use and implemented because:

- directly satisfying specific need of transparency and recognition of learning outcomes coming from the market (of labour and of VET for building sector: VET safety trainers and enterprises in constructions);

- constituting a possible model usable by a territorial public institutions competent in VET (e.g., the Italian regions) to implement the existing provisions in matter of transparency and recognition of learning outcomes and qualifications, also ensuring the portability of them outside the territorial contexts;

- easily transferable in different territorial and sectoral VET contexts, since CeSaTra approaches and tools are directly borrowed from ECVET framework, and related to the main organisational, technical and qualitative aspects of ECVET process.

10.4 **Products** and **results** - Main barriers to the **exploitability**:

The main barriers to the exploitability of the products and results of the CeSaTra project are identified at following levels:

- geographical: it seems that the exploitability could depend on the articulation of the competence in VET between national and territorial authorities (particularly, the regions), because the CeSaTra experience confirmed that it is more simple and easy to obtain the engagement in the MoU of a regional authority (as the Region Toscana), rather than to achieve the adhesion of national institutions having competence in VET qualification and certification.

- linguistic: the MoU ECVET CeSaTra is available only in some EU languages (English, Italian, French, German, Spanish, Polish).

- cultural / technical: the issues of transparency and recognition of learning outcomes and related European principles and tools (particularly, Europass, EQF and ECVET) seem not adequately mastered by the representatives and professionals of key organisations, not only at market level, but also among VET providers and at public level too.

10.5.1 **Products** and **results** – Likely **Transferability** (considering the generality of potential European national, territorial and sectoral transfer contexts):

It seems that CeSaTra products and results, and particularly the MoU, are characterised by a high level of transferability in new EU national, territorial and sectoral contexts, for a wide range of learning outcomes and professional qualifications, since these approaches and tools are directly borrowed from the forecasts of the ECVET framework and of the ECVET Recommendation of June 18th 2009, and relate to organisational, technical and qualitative aspects directly connected with the ECVET process, addressed in order to share content and make it easily accessible at European level.

In effect, CeSaTra provides, in particular:

- a model and practical example of Memorandum of Understanding for the establishment of the ECVET partnership, containing, beyond the specific qualification design in terms of units of learning outcomes, a large set of provisions easily adaptable to other qualifications and sectors, this is: an introduction relating to

background and general context of MoU; existing provisions for MoU at European level; definitions, general and specific objectives of MoU; form and content of MoU in terms of participants, purpose, ratification and effectiveness; the European correspondence for the assessment, transfer, and accumulation processes of learning outcomes achieved in formal, informal and non-formal contexts (ECVET credits related to units, unit parts, and concerned qualification); the mechanisms to implement the MoU and for dialogue and administrative co-operation; the regulations relating to nationality, the revision of agreement and notice of termination; it seems also important that the MoU ECVET CeSaTra contains not only competence areas which are commons to all participating Countries, but also - in consideration of the diversified national contexts - specific national "addenda", particularly on competences related to national rules, in the specific relating to safety and safety in constructions);
- models of documents for the transfer and the accumulation of learning outcomes, like the model for the Learning Agreements and the certification model Europass Certificate Supplement for the transcription on the personal booklet of the valued results of learning and of the ECVET unities and points attributed to the beneficiary of the training, easily adaptable to other qualifications and sectors.

Transferable products / results	**Why** the results are transferable within the "WINEVET" project	**How** the results are transferable within the "WINEVET" project
Result 1: "VET Safety Trainer in Construction MoU ECVET (Memorandum of Understanding ECVET)" for the establishment of the European partnership and correspondence for the assessment, transfer, and accumulation processes of learning outcomes achieved in formal, informal and non- formal contexts for the EU qualification *VET Safety Trainer in Construction*	First MoU ECVET signed in Europe in the Construction sector, the MoU ECVET CeSaTra for the common European qualification "VET Safety Trainer in Construction", it constitutes a prototype and useful experience reference for each partnership interested to establish the European correspondence for professional qualifications and learning outcomes to be recognised across European VET systems, and sectoral and geographical barriers. In particular, the MoU ECVET CeSaTra seems useful at the aims of the WINEVET project since containing, beyond the specific qualification designed in terms of units of learning outcomes, a large set of provisions easily adaptable to other qualifications and sectors, included an innovative smart solution (specific national "addenda" to the MoU) for the competence areas characterised by differences across participating Countries (e.g., competences related to national languages).	The MoU ECVET CeSaTra seems easily transferable within the WINEVET project by acknowledging, updating, and adapting its usable contents to the sector and the VET qualification concerned by WINEVET, particularly: introduction on background and general context of MoU; existing provisions for MoU at EU level; definitions, general and specific objectives of MoU; MoU form and content in terms of participants, purpose, ratification, and effectiveness; European correspondence for assessment/transfer/accumulation processes of learning outcomes achieved within formal/informal/non-formal learning processes (ECVET credits for units/unit parts/qualification, with both common ECVET credits, and ECVET credits attributed by specific national "addenda" to the MoU, for competence areas differently characterised across involved countries); mechanisms to implement MoU and for dialogue and administrative co-operation; regulations on nationality, revision of agreement and termination notice.

10.5.2 **Products** and **results** – Specific **Transferability** (particularly within the "WINEVET" project):

Transferable products / results	**Why** the results are transferable within the "WINEVET" project	**How** the results are transferable within the "WINEVET" project
Result 2: Common European Model for Learning Agreements ECVET	The model and experimental version for Learning Agreements ECVET CeSaTra was among the first defined, signed and applied in Europe in compliance with a MoU ECVET for a European common qualification and with national / regional regulations (e.g., in Italy, with Italian national and Umbrian and Tuscan regional rules on VET), constituting a prototype and useful experience reference for each partnership established by MoU ECVET interested to concretely enforce its MoU in terms of real VET opportunities for getting/putting in transparency and recognise concerned learning outcomes / qualification. In particular, this model and experimental version, articulated in MoU ECVET and national/regional compliance documents, it seem useful at the aims of WINEVET, in particular for supporting its sustainability after project duration (namely, for supporting the learning pathways, in mobility too, for the qualification of "Winemaker Specialist"), since easily adaptable to other qualifications, sectors, and MoU enforcement territorial contexts.	The model and experimental version for Learning Agreements ECVET CeSaTra seems easily transferable within the WINEVET project by acknowledging, updating, and adapting its usable contents to sector and qualification concerned by the new Erasmus+ KA3 project. The transfer could easily entail, in particular, the MoU ECVET compliance documentation, to be adapted concerning the sector and qualification, and to be updated to ensure the MoU enforcement beyond the territorial contexts (in any case, needing to be integrated with the documentation required in each national/regional VET system)

Transferable products / results	**Why** the results are transferable within the "WINEVET" project	**How** the results are transferable within the "WINEVET" project
Result 3: "Common European Model for ECVET Credits Awarding"	Since based on the European common tool Europass Certificate Supplement, the CeSaTra Common European Model for ECVET Credits Awarding is easily transferable within the WINEVET project. The model contains common European parts, relating to the description of the new European qualification "VET Safety Trainer in Construction" established by MoU, and different territorial integrating parts for each territory engaged in the MoU enforcement, relating to specific VET legislation applicable in these territories, to related competent bodies awarding the certificate, and to national/regional authorities providing accreditation / recognition of the certificate. It is articulated in a initial part, containing the models defined by national/regional laws at the aim of training credits awarding in each territory engaged in MoU enforcement, and in a following common part, defined on the basis of Europass Certificate Supplement structure, evidencing in English language, and in each language of concerned territories (IT, FR, DE, ES, PL), title of the certificate, profile of skills and competences, range of occupations accessible to the holder of the certificate, official basis of the certificate for each concerned territory, officially recognised ways of acquiring the certificate.	The CeSaTra certification model based on Europass Certificate Supplement seems transferrable within WINEVET at the aim of accompanying, making it more understandable across EU, the certification documentation established in each involved national/regional VET system. By acknowledging, updating, and adapting the usable contents of the CeSaTra Common European Model for ECVET Credits Awarding to new concerned qualification, the transfer could easily entail, in particular, not only the model documentation relating to ECVET and to the MoU, but also and in particular the parts based on Europass Certificate Supplement structure.

APPENDIX

Documentation sources
for the analysis

Document type	Title	Website
Decision of the Umbrian regional government (inclusion of the *VET Safety Trainer in Construction* professional qualification in the Umbrian Regional Qualification Framework, and regional training standards)	Deliberazione della Giunta Regionale 29 ottobre 2012, n. 1316 Aggiornamento del Repertorio regionale dei profili professionali e del Repertorio regionale degli standard di percorso formativo	http://www2.regione.umbria.it/ bollettini/download.aspx ?doc= 121128A52SO1. pdf&t=so&p=1
Decree of the Tuscan regional government (inclusion of the *VET Safety Trainer in Construction* professional qualification in the Tuscan Regional Qualification Framework)	D.D. 3610/09 Repertorio regionale delle figure professionali - Approvazione schede descrittive di figure professionali e dell'elenco dei profili professionali non più attivabili	http://web.rete.toscana.it/burt/?LO= 01000000d9c8b7a60300 00000500000061 dd000014ea5840000000 00010048 10000000000000000000 0000000 00000000000000000000 000 00000000000000000000 000 000000000&MItypeObj= application/pdf
Memorandum of Understanding - MoU ECVET	Memorandum of Understanding ECVET "VET Safety Trainer in Construction - MoU ECVET"	https://winevet.eu/
Common model for learning agreements ECVET	Common European Model for Learning Agreements ECVET "Learning Agreement ECVET - Common European Model"	https://winevet.eu/
Common model for ECVET credits awarding based on Europass Certificate Supplement	Common Model for ECVET credits awarding "ECVET Credits Awarding - Common European Model"	https://winevet.eu/

The Erasmus+ KA2 SP project in VET field "ECVET ENS 2.0"

1. Good practice / experience **denomination**: in nature-based and rural tourism sector in the framework of the European Credit System for Vocational Education and Training (ECVET) - ECVET ENS 2.0

2. Project or initiative **type** (e. g: funded within an EU initiative, national framework, etc.):
ECVET ENS 2.0 is a project funded by the Erasmus+ programme in 2016 by the National Agency for European Educational Programmes and Mobility of Macedonia, under the Key Action 2 Cooperation for innovation and the exchange of good practices, and sub Key Action 202 Strategic Partnerships for vocational education and training.

3. **Need** for which was defined and realised the good practice / experience:
ECVET ENS 2.0 focuses on Transparency and recognition of skills and qualifications to facilitate learning, employability and labour mobility; Enhancing access to training and qualifications for all through C-VET; Further strengthening key competences in VET curricula.

4. General **aims** and specific **objectives**:

The activities that project will organise are strictly functional and are intended in accomplishing the following goals:

1) to support full application and territorial widening (e.g. in FYRM and Greece) of the ECVET process activated by LdV ToI ENS, giving to involved VET learners, across Europe, the real possibility to obtain recognition of learning outcomes and qualifications (Natureand Rural Tourism Guide, Rural, Agri-Tourism Accommodation Manager) established at European level by the MoU ECVET ENS, to workers and trainees interested to the recognition of competence standards formalised in the MoU;

2) to qualify the ENS ECVET process by means of further steps in ENS innovation process, exploiting the opportunity offered by Erasmus+ under Key Action 2 "Strategic Partnerships" both to sustain the development and testing, accordingly to the MoU ECVET competence standards, of European common VET curricula and courses characterised by innovative approaches and tools for work based learning, virtual and real mobility, open educational resources and full exploitation of ICT potential (as well as for the widening of the MoU in terms of competence standards), and to support the concrete possibility of mutual recognition among involved national and regional VET systems, of learning outcomes and qualifications established by the MoU and achieved by individuals abroad, utilising the VET learning mobilities embedded in strategic partnerships, then allowing the full application of the ECVET process, till the effective accumulation of ECVET credits, corresponding to learning outcomes and qualifications established by the MoU, obtained abroad.

5. Territorial/sectoral application **level** / **context**:
Territorial level /context:
The European countries involved in the ECVET ENS 2.0 project are Macedonia, Italy, Greece and Austria. In Italy, the main territorial application context was the Region Umbria, since associated partner of the project.
Sectoral level / context:
The goal of the project is to provide training for certification at EU level of the professional figures of rural tourism sector, more precisely the Nature- and Rural Tourism Guide and the Rural and Agri-Tourism Accommodation Manager.

6. Involved **partners** / **developers**:

ECVET ENS partnership included organisations in tourism sector at national level:
From Macedonia: ABAT BALKANIA and FOUNDATION AGRI-CENTRE FOR EDUCATION;
From Italy: Aris Formazione e Ricerca and Consorzio ITACA Società Cooperativa;
From Greece: AMERICAN FARM SCHOOL POST SECONDARY EDUCATIONAL AND TRAINING ASSOCIATION
From Austria: BEST INSTITUT FUR BERUFSBEZOGENE WEITERBILDUNG UND PERSONALTRAINING GMBH

7. **Beneficiary** / **target** groups (in **qualitative** and **quantitative** terms):

The main target groups addressed by the strategic partnership activities plan are:
- firstly, the interested professionals in nature-based tourism activities and people on the labour market, for which the updated and new European common professional qualifications in nature-based tourism sector proposed by the strategic partnership for implementing the competences on nature-based tourism activities accordingly to labour market needs, could constitute an important drive for employment, since these competences are strongly needed by the labour market of concerned sector, on the international markets too, then constituting also a relevant push for mobility abroad;
- furthermore, another important and wider target group of the project is constituted by the VET providers, in particular those offering learning opportunities in nature-based tourism professional field, the enterprises operating in nature-based tourism activities, their representative organisations and the trade unions, and also the institutions having regulatory competence on VET and on tourism, at local, regional, national, and European level, since involved in the revised MoU ECVET ENS, to be formalised and enforced for the concerned updated and new European common professional qualifications in the nature-based tourism sector, and then in the whole collaborative VET innovation process based on ECVET supported by the project:
- local participants on the multiplier events;
- visitors of the interactive platform on-line platform "ECVET4Nature-BasedTourismQualification".
Till now, 96 Italian and Austrian professionals and trainees in nature-based tourism sector and people on the labour market interested to the recognition of learning outcomes and professional qualifications established by MoU, have signed an individual Learning Agreement ECVET with VET providers, to describe and formalise, in compliance with MoU and territorial rules on transparency and recognition in force in concerned territories, the learning process in formal, informal and non formal contexts, and related ECVET credits to be obtained to gain the qualification.

8. **Temporal placement** / realisation period:

The ECVET ENS 2.0 project was submitted on the 2016 Call for funding for Key Action 2 Cooperation for innovation and the exchange of good practices. The project started on 01 December 2016 and will last for 36 months.

9. Main **activities**:

To support the concrete development of ECVET process activated by ENS, giving to VET learners already involved and to new ones, also in other European countries (like Republic of Macedonia and Greece) and for new/updated sectoral competence standards accordingly to needs emerging from labour market, the real possibility to obtain recognition of learning outcomes and qualifications established by MoU, and to support further steps in the ENS innovation process, in particular for development and testing, accordingly to competence standards formalised by MoU ECVET, of VET curricula and courses characterised by innovative

approaches and tools for work based learning, virtual and real mobility, open educational resources and full exploitation of ICT potential, the main activities of the strategic partnership will be:
- updating of ENS analysis on existing figures and profiles in VET systems of involved countries, EQF classification of those, updating of the ENS European common professional perimeter concerned by the project;
- updating of ENS analysis about experiences/good practices on transparency/recognition of learning outcomes/qualifications, and on ECVET process;
- updating of ENS design of common competence standards also including new competence standards accordingly to labour market needs;
- definition and signature of revised MoU ECVET ENS, accordingly to updated and new common competence standards;
design of common European VET curricula (training standards) corresponding to competence standard formalised by revised MoU ECVET ENS;
- design and organisation of VET courses allowing the qualifications concerned by revised MoU ECVET ENS (learning methods and tools, also for work based and virtual learning, real work life cases study, learning mobility);
- updating of common models ENS for Learning Agreements ECVET, and for ECVET Credits Awarding with Europass Certificate Supplement, to be applied within VET courses;
- endorsement of revised MoU ECVET ENS professional standards, and of the new training standards (VET curricula and courses design) within NQFs/RQFs of involved countries.

10.1 **Products** and **results** - **General** description:

The general results of the ECVET ENS 2.0 project are:

- Preparatory research to update the ENS analysis of concerned professional field in each participating country and VET system, identifying new existing figures, profiles, diplomas and qualifications, classifying them within the EQF levels, and updating the ENS shared professional perimeter on which is based the MoU ECVET ENS;

- Preparatory research to update the analysis about experiences and good practices for transparency and recognition of learning outcomes and qualifications and on the ECVET process (included MoU ECVET, Learning Agreements ECVET and ECVET Credits Awarding models with Europass Certificate Supplement), and transfer and adaptation of them to define an action plan for the implementation/widening of the MoU ECVET ENS accordingly to the revised shared European common perimeter of qualification;
- Updated version of the European common professional standards (competence standards) for the learning outcomes and qualifications established by the MoU ECVET ENS, also including new competence standards accordingly to labour market needs;
- Defined and signed MoU ECVET ENS, revised accordingly to updated common professional standards;
- Designed common European VET curricula (training standards) corresponding to the common competence standard established by the revised MoU ECVET ENS;
- Designed and organised VET courses (particularly learning methods and tools, also for work based and virtual learning, real work life cases study, learning mobility) coherent with concerned NQFs/RQFs, to be tested within the project with the participation of the workers and trainees who have signed (or who will sign) the Learning Agreement ECVET since interested to the recognition of learning outcomes and professional qualifications established by the MoU;
- Updated common models ENS for Learning Agreements ECVET, and for ECVET Credits Awarding with Europass Certificate Supplement, to be applied within VET courses;
- Endorsement of the revised MoU ECVET ENS common professional standards, and of the new training standards (VET curricula and courses design) within NQFs/RQFs of involved countries.

10.2 **Products** and **results** - **Relation with** the common European tools **Europass**, **EQF**, **ECVET**, within aims and objectives of the "**WINEVET**" project:

ECVET ENS 2.0 in implementing an ECVET process, trough signature and enforcement of the MoU ECVET in Europe, establishing the European partnership and correspondence for the professional qualifications "Nature and Rural Tourism Guide" and "Rural and Agri-Tourism Accommodation Manager", and for the learning outcomes concerned by transfer, evaluation, and validation processes.

The product regarding the Europass, EQF, and ECVET are provided by the Outputs 8 in this project - Updated ENS common European Model for ECVET Credits Awarding for the qualifications "Nature- and Rural Tourism Guide", "Rural and Agri-Tourism Accommodation Manager"

The output O8 is a utilised model, in each participating country by the VET providers supplying the courses, at the aim of the awarding to the professionals in the field of nature-based tourism and to the people on the labour market participating to the VET courses for the European common qualifications "Nature- and Rural Tourism Guide", "Rural and Agri-Tourism Accommodation Manager", updated and newly established by the revised MoU ECVET ENS, of the ECVET credits related to the verified learning outcomes, in compliance with the revised MoU ECVET ENS and with the Learning Agreements ECVET signed before the beginning of the courses.

The model will include Europass Certificate Supplement.

The European common model for the ECVET Credits Awarding for the concerned qualifications updated and newly established by the revised MoU ECVET ENS, will be defined integrating the Europass Supplement Certificate model provided by Cedefop (http://europass.cedefop.europa.eu/en/documents/european-skills-passport/certificate-supplement), starting from the ECVET Credits Awarding model already defined within the ENS project, and updating it.

The activity O8 is aimed to define the European common model for the ECVET Credits Awarding for the qualifications "Nature- and Rural Tourism Guide", "Rural and Agri-Tourism Accommodation Manager", i.e. the model to be utilised, in each participating country by the VET providers supplying the courses, at the aim of the awarding, to the professionals in the field of nature-based tourism and to the people on the labour market participating to the VET courses to get these European common professional qualifications updated and newly established by the revised MoU ECVET ENS, of the ECVET credits related to verified learning outcomes, in compliance with the revised MoU ECVET and with the Learning Agreements ECVET signed before the beginning of the courses. The definition of the model will also focus on Europass portfolio, in particular integrating the Europass Supplement Certificate model provided by Cedefop (http://europass.cedefop.europa.eu/en/documents/european-skills-passport/certificate-supplement), starting from the ECVET Credits Awarding model already defined within the ENS project, and updating it.

The use of these European tools within the aims and objectives of the WINEVET project, in particular when describing its work package 2 "Preparatory researches on professional and learning field in wine production segment of agricultural sector in Macedonian NQF and Umbrian RQF, and on relevant experiences and transferable good practices to support transnational joint VET qualifications based on ECVET", it clearly defines the relation between its aims and objectives, and the ECVET ENS 2.0 products and results, addressing the WP2 researches to "the relevant experiences and transferable good practices to support transnational joint VET qualifications based on ECVET, in particular focusing telling approaches and tools developed and applied within ECVET ENS 2.0 and Erasmus+ projects that demonstrated a concrete impact on permeability of European NQF/RQFs, having allowed the real getting by trainees and workers of the certification of learning outcomes, qualifications, and ECVET credits, according to professional/competence standards established at transnational level by MoU ECVET, and integrated within NQF/RQF of involved countries.

10.3 **Products** and **results** - **Sustainability** (the results are **still in use** or **ended**, and because):

The most important results that are planned to be maintained after the end of the EU funding are constituted by the revised Memorandum of Understanding ECVET ENS for the updated and new European common professional qualifications in nature-based tourism sector, and by the activities related to its implementation. In effect, the description of the contents of the revised MoU ECVET ENS (output O4) clarifies that: "the revised MoU ECVET ENS, which will remain a permanent agreement, open to the adhesion of any new interested organisation, contains: an introduction relating to background and general context of the MoU, existing provisions for the MoU at European level, definitions, general and specific objectives of the MoU; the form and content of the MoU in terms of participants, purpose, ratification and effectiveness (included the specific engagement of signatories VET provider organisations to keep in use the MoU for each implemented course and mobility concerning learning outcomes formalised by the MoU) ; the updated design, accordingly to labour market needs evolution, of the competence standards for the European common qualifications already formalised by the MoU ECVET ENS (for the Nature- and Rural Tourism Guide, and the Rural and Agri-Tourism Accommodation Manager professional standards), and the new designed professional standards required by the labour market, to ensure - for all the updated and new designed competence standards - the European correspondence for assessment, transfer, and accumulation processes of learning outcomes achieved in formal, informal and non formal contexts (learning outcomes units, unit parts and ECVET related credits); the mechanisms, included permanent joint governance body and periodical meetings to implement the MoU, and for dialogue and administrative co-operation, the regulations relating to nationality, the revision of agreement and notice of termination; the signatures of the parties of the MoU and will remain after the end of the EU funding.

10.4 **Products** and **results** - Main barriers to the **exploitability**:

The project outputs/products/results (in particular, the updated and new European common professional standards established by the revised MoU ECVET ENS for the European common sectoral professional qualifications in nature-based tourism, the correspondent VET curricula and VET courses design, organisation and delivery, with the endorsement process of the standards in the VET systems of involved countries) will have also a considerable impact at geographical level, since it will entail, for the concerned learning outcomes and qualifications and within the competence limits of the MoU signers, the progressive abatement of the "system borders" at geographical level too, this is the confines of national, regional, local VET systems.
In other words, the revised MoU ECVET ENS will proceed with the enlargement of the geographical area in which across Europe, from the territories already involved in the original MoU ENS - Italy, Germany, Austria, Spain, Latvia - to the former Yugoslav Republic of Macedonia and Greece, the concerned learning outcomes have the same concrete possibility of transparency and recognition, also for mobility within a particular VET system and outside the VET system.
In a post-project perspective it's also expected, through the progressive adhesion to the MoU of new territorial public institutions competent in VET matter and tourism, and sectoral social partners and VET relevant organisations of nature-based tourism sector in other European countries, the further widening of the geographical area, across Europe, in which the learning outcomes concerned by the revised MoU ECVET ENS for the European common sectoral professional qualifications in nature-based tourism will have the same concrete possibility of transparency and recognition.
The project foresees open access to each produced material and intellectual output, also ensuring that produced materials and intellectual outputs will be all published on the public open area of the project on-line platform.
The most important project provision for ensuring that its results will remain available and will be used by others, it's contained in the description of the contents of the revised Memorandum of Understanding ECVET ENS for the updated and new European common professional qualifications in nature-based tourism sector (output O4): "The revised MoU ECVET ENS, which will remain a permanent agreement, open to the adhesion of any new interested organisation, will contain: the mechanisms, included permanent joint governance body and periodical meetings to implement the MoU, and for dialogue and administrative co-operation".
The permanent and open character of the MoU will then ensure that project results will remain available and can be used by any others organisations interested to participate to the ECVET process activated by the project.
It's also to remark that all materials and intellectual outputs produced by the project will be published on the public open area of the project on-line platform, which will be kept in use for at least 24 months after project end.

10.5.1 **Products** and **results** – Likely **Transferability** (considering the generality of potential European national, territorial and sectoral transfer contexts):

During the intervention lifetime, the project outputs/products/results (in particular, the udated and new European common professional standards established by the revised MoU ECVET ENS and the new training standards -VET curricula and VET courses- design for the European common professional qualifications in nature-based sector, and the effective endorsement of them within concerned National and Regional Qualification Frameworks of involved countries - i.e., supported, adopted and integrated in the respective VET systems, so that the learning outcomes and the qualification acquired with the VET courses for "Nature- and Rural Tourism Guide", "Rural and Agri-Tourism Accommodation Manager" are fully officially recognised and certified within and across all participating country, also utilising an updated version of the ENS European common models for the Learning Agreements ECVET and for the ECVET Credits Awarding with Europass Supplement Certificate - as well as the organisation and delivering of designed VET courses for the concerned qualifications in each participating country, also by means of learning mobility abroad), will directly concern a significant target group constituted of the Italian and Austrian professionals in the field of nature-based tourism and people on the labour market who have already signed the Learning Agreement ECVET ENS, and also at least other 30 new interested people, in all European countries involved in partnership project (10 Macedonian, 10 Italian, 5 Greek and 5 Austrian people), who will participate to the VET courses allowing the getting of the updated and new common VET sectoral qualifications. After the end of the project, the products and results will be transferred, adapted and implemented in several new European national, territorial and sectoral contexts, as they served as a basis for the European cooperation among VET providers, agricultural enterprises, sectoral/professional organizations, and relevant qualification authorities, to increase employability of youths and highly skilled, qualified and mobile workforce, by developing the joint VET qualification "Winemaker Specialist".

10.5.2 **Products** and **results** – Specific **Transferability** (particularly within the "WINEVET" project):		
Transferable products / results	**Why** the results are transferable within the "WINEVET" project	**How** the results are transferable within the "WINEVET" project
Result 1: "**Action plan for the ECVET process to be supported in the professional field of nature-based tourism for implementing, widening and full applying across European participating countries of the MoU ECVET formalised within LdV ToI ENS**"	The action plan for the ECVET process to be supported in the professional field of nature-based tourism for the implementation, widening and full application across European participating countries of the MoU ECVET ENS (accordingly to labour market needs considered when defining the updated shared European common perimeter of qualification at the aim of the revision of the MoU: cfr. O1), it contains : A report on the research, analysis, and adaptation on experiences and good practices already realised on transparency and recognition of competences and qualifications, and on ECVET activation and implementation, both in concerned sector and in the other EU VET sectoral contexts; the planning for the implementation and widening of the MoU ECVET ENS in each country participating to the strategic partnership, defining strategies, activities and tools to be implemented by the partners to support the ECVET process. This plan, defined on the basis of best practices collection and analysis, for the WINEVET project will be able to show the focuses on the involvement in this process, in each Country, of regulatory institutions competent in VET and wine production, interested sectoral social and associative parties and VET providers, and also SMEs, of wine sector, and on methods to design qualifications in units of learning outcomes with allocation of ECVET credits points.	This result defines a guideline, with a coherent action plan and transferable methods to gather new key actors and to implement, wide and fully endorse the MoU ECVET ENS in all participating countries, updating the competence standards already formalised by the MoU in terms of learning outcomes units with allocation of ECVET points, accordingly to labour market needs considered when defining the updated shared European common perimeter of qualification at the aim of the revision of the MoU. The definition of this ECVET guideline is carried out through collection and analysis of relevant experiences and good practices already realised on transparency and recognition of learning outcomes and qualifications and on ECVET process (included MoU ECVET, Learning Agreements ECVET and ECVET Credits Awarding models with Europass Certificate Supplement). These activities (mainly by desk analysis), are focused on the attention on experiences and good practices in the professional field of tourism, and particularly of nature-based tourism sector, across the European VET systems. This results are easily transferable by acknowledging, updating, and adapting its usable contents to the sector and the VET qualification concerned by WINEVET

Transferable products / results	**Why** the results are transferable within the "WINEVET" project	**How** the results are transferable within the "WINEVET" project
Result 2: "**Memorandum of Understanding ECVET ENS revised accordingly to updated common professional standards for the already formalised common professional qualifications and for new competence standards emerging from labour market in nature-based tourism**"	The output O4 is a formalized revision of the Memorandum of Understanding ECVET defined and signed within previous LdV ToI project ENS, revised accordingly both to updated common professional standards for the common professional qualifications already formalized by the MoU ECVET ENS (for the Nature- and Rural Tourism Guide, and the Rural and Agri-Tourism Accommodation Manager qualifications, updated within the new strategic partnership project accordingly to labour market needs evolution), and to new competence standards emerging from labour market in nature-based tourism. Like the original MoU ECVET ENS, this revision is a formal agreement between project partners, regulatory institutions competent in VET and tourism, interested social parties and VET providers and relevant VET organisations in nature-based tourism sector, at national/regional/local level, establishing the European correspondence for assessment, transfer, and accumulation of learning outcomes achieved in formal, informal and non formal contexts (learning outcomes units, unit parts, related ECVET credit points). The MoU ECVET ENS is useful for the aims of the WINEVET project since containing, beyond the specific qualification designed in terms of units of learning outcomes, a large set of provisions easily adaptable to other qualifications and sectors.	The content of the revised MoU ECVET ENS can be easily transfered within the WINEVET project, because it contains: an introduction relating to background and general context of the MoU, existing provisions for the MoU at European level, definitions, general and specific objectives of the MoU; the form and content of the MoU in terms of participants, purpose, ratification and effectiveness (included the specific engagement of signatories VET provider organisations to keep in use the MoU for each implemented course and mobility concerning learning outcomes formalised by the MoU) ; the updated design, accordingly to labour market needs evolution, of the competence standards for the European common qualifications already formalised by the MoU ECVET ENS (for the Nature- and Rural Tourism Guide, and the Rural and Agri-Tourism Accommodation Manager professional standards), and the new designed professional standards required by the labour market, to ensure - for all the updated and new designed competence standards - the European correspondence for assessment, transfer, and accumulation processes of learning outcomes achieved in formal, informal and non formal contexts (learning outcomes units, unit parts and ECVET related credits); the mechanisms, included permanent joint governance body and periodical meetings to implement the MoU, and for dialogue and administrative co-operation, the regulations relating to nationality, the revision of agreement and notice of termination; the signatures of the parties of the MoU.
Transferable products / results	**Why** the results are transferable within the	**How** the results are transferable within the "WINEVET" project

	"WINEVET" project	
Result 2: "**Design of the VET courses for the updated and new designed European common professional qualifications formalised by the revised MoU ECVET ENS**"	The design of the VET courses for the application, in each country participating to the project, of the updated and new designed professional and training standards for the European common professional qualifications in nature-based tourism sector of the Nature- and Rural Tourism Guide and the Rural and Agri-Tourism Accommodation Manager. The design of the VET courses includes: specific VET learning and teaching methodologies and pedagogical approaches, new forms of practical training schemes and study of real life cases in nature-based tourism working activities, new VET teaching and training materials and methods, including work based learning, virtual mobility, open educational resources and virtual laboratories/workplaces adapted to labour market needs, specific for the sector of nature-based tourism. The design of the VET courses for the qualification of the Nature- and Rural Tourism Guide and the Rural and Agri-Tourism Accommodation Manager, coherently with the curricula, also considers the specificities of the participating countries linked to National and Regional Qualification Frameworks and VET systems of them, such as ways of accessing certificate, validation of formal, non-formal and informal learning, procedures and qualification bodies, with a particular focus on already existing rules and procedures for assessment, transfer, validation and accumulation of learning outcomes achieved in formal, informal and non formal contexts, and also on existing flexible devices for validation, transfer and recognition of learning outcomes. All this specifications can be transferred within the WINEVET project.	The specifications of the VET courses: specific VET learning and teaching methodologies and pedagogical approaches, new forms of practical training schemes and study of real life cases in nature-based tourism working activities, new VET teaching and training materials and methods, including work based learning, virtual mobility, open educational resources and virtual laboratories/workplaces adapted to labour market needs, specific for the sector of nature-based tourism, as well as the curricula, the specificities of the participating countries linked to National and Regional Qualification Frameworks and VET systems of them, such as ways of accessing certificate, validation of formal, non-formal and informal learning, procedures and qualification bodies, with a particular focus on already existing rules and procedures for assessment, transfer, validation and accumulation of learning outcomes achieved in formal, informal and non formal contexts, and also on existing flexible devices for validation, transfer and recognition of learning outcomes, will be transferred easy by adaptation and updating within the WINEVET project.

APPENDIX

Documentation sources
for the analysis

Document type	Title	Website
VET courses and VET qualifications	Design of the VET courses for the updated and new designed European common professional qualifications formalised by the revised MoU ECVET ENS	http://www.ecvet-ens2.eu/index.php/outputs/item/84-io6-design-of-the-vet-courses-for-the-updated-and-new-designed-european-common-professional-qualifications-formalised-by-the-revised-mou-ecvet-ens
MoU ECVET, ECVET Learning Agreement model and Europass Certificate Supplement model for the Site Supervisor in the Cleaning Services	Memorandum of Understanding ECVET ENS revised accordingly to updated common professional standards for the already formalised common professional qualifications and for new competence standards emerging from labour market in nature-based tourism	http://www.ecvet-ens2.eu/index.php/outputs/item/80-io4-memorandum-of-understanding-ecvet-ens-revised-accordingly-to-updated-common-professional-standards-for-the-already-formalised-common-professional-qualifications-and-for-new-competence-standards-emerging-from-labour-market-in-nature-based-tourism
Action plan for the ECVET of the MoU ECVET in ECVET ENS 2.0	Action plan for the ECVET process to be supported in the professional field of nature-based tourism for implementing, widening and full applying across European participating countries of the MoU ECVET formalised within LdV ToI ENS	http://www.ecvet-ens2.eu/index.php/outputs/item/64-io2-action-plan-for-the-ecvet-process-to-be-supported-in-the-professional-field-of-nature-based-tourism-for-implementing-widening-and-full-applying-across-european-participating-countries-of-the-mou-ecvet-formalised-within-ldv-toi-ens
PUBLICATION OF THE LAW ON NATIONAL QUALIFICATIONS FRAMEWORK	LAW ON NATIONAL QUALIFICATIONS FRAMEWORK	http://mrk.mk/wp-content/uploads/2016/01/NQF-LAW_MKD-EN_rev-final-1.pdf