Intellectual output 1 – target group's needs, existing methodologies within partners' countries

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INTRODUCTION

- ✓ Target needs as a starting point
  - ➢ sometimes questionable
- ✓ Existing methodologies
  - ➢ adaptation of Suggestopedia

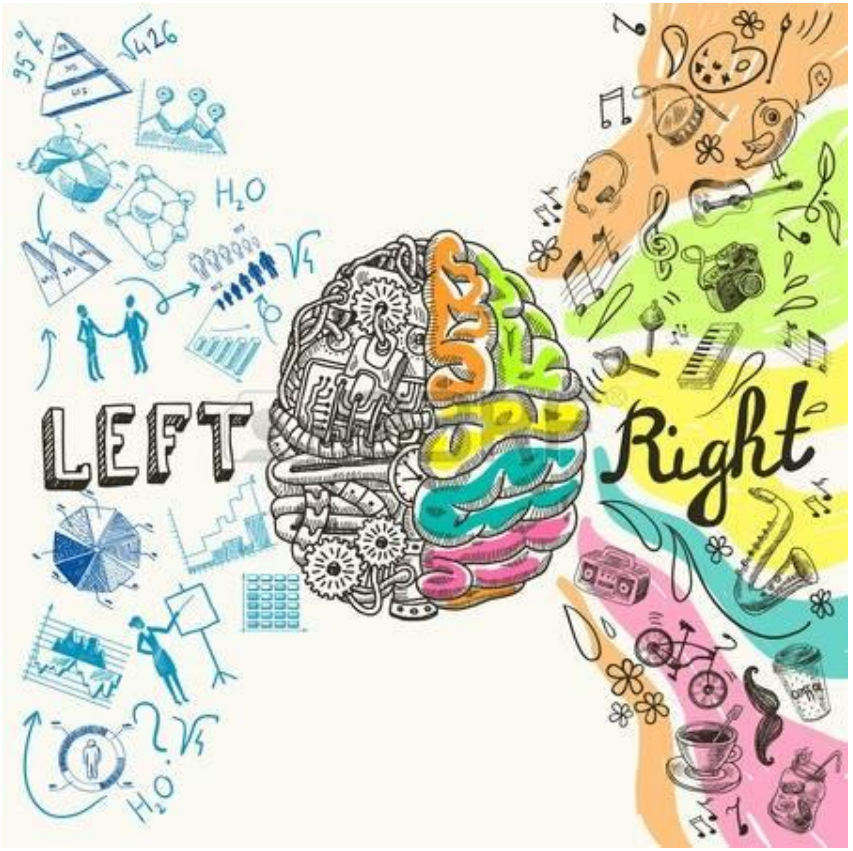


Table 1: Male vs. female participants in percentage

Country	Male%	Female%
Bulgaria	50	50
Cyprus	32.5	67.5
France	45.5	54.5
Italy	16.8	83.2

Table 2: Educational background of participants in percentage

Country	Primary	Secondary	Bachelor	Master	Ph.D
Bulgaria			16.7	83.3	
Cyprus	35	22.5	32.5	5	
France	35.5	22.6	25.8	12.9	3.2
Italy	29.5	61	9.5		

Table 3: Employment status in percentage

Country	Employed	Unemployed
Bulgaria	83.3	16.7
Cyprus	40	60
France	43.8	56.2
Italy	32.3	66.7

Table 4: Methods of training in percentage

Country	Lectures/Presentations	Interactive seminars	Both
Bulgaria			100
Cyprus	70.4	14.8	14.8
France	25.7	34.3	37.1
Italy	17.2	5.4	77.4

✓ both intensive and extensive courses – 4 to 26 weeks

Table 5: Satisfaction with/usefulness of courses in percentage

Country	Satisfied with	Usefulness of
Bulgaria	83.3	83.3
Cyprus	93.1	
France	83.8	81.1
Italy	55.8	92

✓ What about feeling bored or/and tired?

Table 6: Learning preferences of trainees in percentage

Country	Listening	On-line	In a group	Combi
Bulgaria	16.7	16.7		66.6
Cyprus	12.5	30	7.5	50
France	4.3	8	42.7	45
Italy	32.9		28.8	38.3

The subject matter of the courses:

- Social and Health Care Operators,
- IT, Information security, Technical Skills, Key Skills,
- Sales Techniques, Job Search, Learning to Talk,
- Discovery of Trades, etc.
- Language courses

The Italian trainees pointed out difficulties due to:

- ✓ Heavy terminology
- ✓ Memorising the information load
- ✓ The too long and intensive course
- ✓ Combining training and going to work
- ✓ Cognitive difficulty
- ✓ Language problems
- ✓ Lack of appropriate equipment
- ✓ Inadequate content of materials
- ✓ Lack of practice and need for more interaction
- ✓ Big groups
- ✓ Lack of group cohesion and positive climate in the group



The French trainees referred to problem areas such as:

- ✓ Language problems
- ✓ Cognitivre difficulties
- ✓ Inadequate content
- ✓ Incomplete content
- ✓ Lack of sufficient practice



The trainees in Cyprus found only certain courses more difficult.

The Bulgarian team did not find the courses difficult but needed more time for discussions.

In terms of expectations the Italian team:

- ✓ Practical activities
- ✓ Contemporary materials
- ✓ Smaller groups
- ✓ Shorter duration of courses
- ✓ Improved group climate
- ✓ Improved group cohesion
- ✓ Clarity, simplification of materials
- ✓ Improved methodology
- ✓ Better prepared lecturers/trainers
- ✓ Improved course organization
- ✓ Better interaction with colleagues



In general, all trainees in the four countries under investigation are expecting and recommended more practical work, more discussions, more interaction between trainees, between them and their trainers, improved evaluation techniques.



Table 7A: General needs of French trainees

(ratings 5 &4-the highest in percentage)

General needs	Rating 5	Rating 4
Literacy	63.2	19.7
Numeracy	16	27
English	47.4	27.6
Other languages	19.4	13.9
Computer skills	35.5	25

Table 7B: Current state of skills of French trainees

Current state of skills	Rating 5	Rating 4
Literacy	48.7	14.5
Numeracy	19.4	29.2
English	37.5	30.6
Other languages (French)	38.2	14.7
Computer skills	35.1	21.6

Table 8A: General needs of Italian trainees (ratings 5 & 4-the highest in percentage)

General needs	Rating 5	Rating 4
Literacy	68.4	23.2
Numeracy	22.6	36.6
English	76.6	19.1

Table 8B: Current state of skills of Italian trainees

Current state of skills	Rating 5	Rating 4
Literacy	46.4	45.9
Numeracy	16.5	38.5
English	5.4	25
Other languages	12.8	8.8
Computer skills	26.4	36.3

Table 9A: General needs of Cyprus trainees

(ratings 5 & 4-the highest in percentage)

General needs	Rating 5	Rating 4
Literacy	62.5	10
Numeracy	30	25
English	42.5	27.5
Other languages	15	10
Computer skills	52.5	

Table 9A: Current state of skills of Cyprus trainees (ratings 5 & 4-the highest in percentage)

Current state of skills	Rating 5	Rating 4
Literacy	35	35
Numeracy	42.5	20
English	27.5	40
Other languages	25	10
Computer skills	47.5	25

Suggestopedia in two words:

- ✓ the personality of the teacher

70% of all trainees in all the four countries agree that this is of extremely high importance

- ✓ always start with the whole, the enlarged global information unit and only then we focus on the elements within the whole.



Table 10: Agreement on the effectiveness of starting with the whole before focusing on the elements and their interconnectedness

Country	Agree	Do not agree	Partially agree
Bulgaria	50	50	
Cyprus	10	70	20
France	73.7	26.3	
Italy	85.1	2.1	12.8

Table 12: Agreement on the need for additional homework

Country	Agree	Do not agree	Partially agree
Cyprus	42.5	40	17.5
France	45.9	54.1	
Italy	60.6	39.4	

Project Partner 1: BULGARIA
The Chamber of Commerce and Industry of Kyustendil.

- ✓ 36 professional trainings;
- ✓ professional trainings in partnership with industry organizations and experts;
- ✓ nationally and internationally recognized certificates for successfully passed training courses.
- ✓ professional trainings in the following fields: Business Administration and Management, Informatics, Industrial Technology - textiles, clothing, footwear and leather, hotel, restaurant and catering, Tourism, Health and Safety at Work.
- ✓ trained more than 800 students.
- ✓ 2010, KCCI in cooperation organized and provided training courses for more than 20 companies from Bulgaria and Serbia, working in the field of hotel and restaurant industry.
- ✓ 2014, Methodology Guidelines for the hotel and restaurant industry which aims to support companies in their efforts to observe and comply with the requirements for health and safety.

Project Partner 2: CYPRUS

KEKAL, Cyprus develops education and training programs on an on-going basis and updates its methodologies, teaching materials and educational tools to best respond to the training needs of the learners. It has formed partnerships with VET centres in Greece where, in the program period 2007-2013, it developed and implemented major projects co-funded by the EU and the Greek government.



Experience to be exchanged with partners:

- ✓ social entrepreneurship for young people and adults,
- ✓ social skills of young people,
- ✓ self-employment and business initiatives, starting their own business,
- ✓ skills for low-skilled people:

- ➢ fishermen (low skilled people) on basic skills and tools (marketing, budgeting, e-commerce, first aid, Computers, Business Management, Health and Safety issues etc) regarding their profession.

- ✓ agrotourism houses/lodging and businesses in rural areas.



- ✓ training courses in Leadership for employees in a leadership position
- ✓ courses in Emergency Response Planning,
- ✓ Team Building seminars.
- ✓ primarily presentations of lecture type,
- ✓ demonstrations, discussions, case studies and role plays.
- ✓ Multimedia facilities are widely used.
- ✓ The lecturers use their own materials.



How to benefit from suggestopedia:

- ✓ organizing intensive courses for foreign languages for general purposes at different levels can be used to improve the language training of young entrepreneurs as well as of low-skilled workers.
- ✓ communicative skills integrated course on Business Communication, including a chapter on Entrepreneurship, to learn subject matter through English in a fast and effective way.



Project Partner 3: FRANCE Médialys

- ✓ a non-profit training organization
- ✓ training people without qualification, or experience - basic skills / difficulties in French
- ✓ coaching and tutoring in the workplace
- ✓ health and accommodation through partnership with hospitals, social workers, Council Houses, emergency housing.

How to benefit from suggestopedia:

- ✓ organizing intensive courses for foreign languages for general purposes, in this case the first course for French, can be used to improve the language training of low-skilled workers, unemployed people, immigrants, etc.
- ✓ civil rights, more specifically on housing and health care.

Project Partner 4: ITALY :

- ✓ EU funded project. SCF has been participating, as promoter or partner, in a number of EU projects financed by LLP (Grundtvig and Leonardo), Daphne III, Progress, IPA Adriatic, AGIS, and Tempus thus creating a network of partners in: Albania, Austria, Belgium, Bosnia, Bulgaria, Croatia, Cyprus, and many others. At present SCF is involved in the following EU projects: - Erasmus KA2: Mo.L.VET 2.0.20, Drop App, CAVA, EPP, Multilateral Grundtvig: ACT, TCap, - LLP: Work & Training, Old Challenges New Pathways - IPA Adriatic, SCF has promoted foreign mobility within the Leonardo da Vinci programme and Erasmus KA1 for more than 1,250 people, of which almost 800 young people in initial vocational training, 158 young graduates and graduates, and 300 VET professionals.
- ✓ Activities under Law 40/87. This area includes: - Innovation. In 2013, SCF launched the INN project (Innovation & Didactics), a 2-year-long project aiming to promote a renewed organisation of the teaching process by changing the learning environment and integrating disciplines, tools, content and people.
- ✓ ESF funded projects. SCF has regional accreditations in Veneto and Sicilia and therefore implements actions at the regional level too

Experience to be exchanged with partners:

- ✓ administration and secretariat, mechanics, electricity and electronics, tourism and cooking, beauty and wellness, promotion and welcoming in the touristic and hotel sector, graphic, agri-food, agriculture, sale, thermo-hydraulics, automotive, logistics, construction, wood, clothes, yachting, footwear, and chemistry.
- ✓ a course for Care Workers with a duration of 1,000 hours in hospitals, residential services for the elderly, residential and day care services for the handicapped, home and school assistance, etc.

LEARNING BY DOING: Awareness



- ✓ PROJECT WORK: a professional project done by the students
- ✓ SOCIAL GAME: Simulation Game of personal services
- ✓ ROLE PLAYS: creativity boost
- ✓ OUTDOOR TRAINING: situations other than daily
- ✓ BRAIN STORMING: "Storm in the brain." - ideas, team work
- ✓ PROBLEM SOLVING: a set of processes in order to analyze, and solve problematic situations positively.
- ✓ MENTORING: to improve the professionalism, “building” a reference point, "a positive leader".



How to benefit from suggestopedia:

- ✓ communicative skills integrated courses which can serve as a model for specialized courses in various areas depending on partners` needs.
- ✓ an intensive basic course or core modules in social care/health care intended for the elderly, socially disadvantaged, handicapped, etc.

"Be brave! Face life!"


THAT'S ALL FOLKS!