



Education and Culture DG



CEDEFOP

European Centre for the Development  
of Vocational Training



**EQARF**

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



**ECVET**

*European Credit system for Vocational Education and Training*

# **Moving from Principles to Implementation Launching Conference**

*Brussels 17-18 November 2009*

ECVET Workshops

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Organisation:

Ministry of Education, Research and Innovation Romania

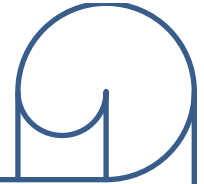
National Centre for TVET Development

**ECVET Workshop H: developing ECVET**

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

**COMINTER/RECOMFOR projects approach**

# ECVET in practice

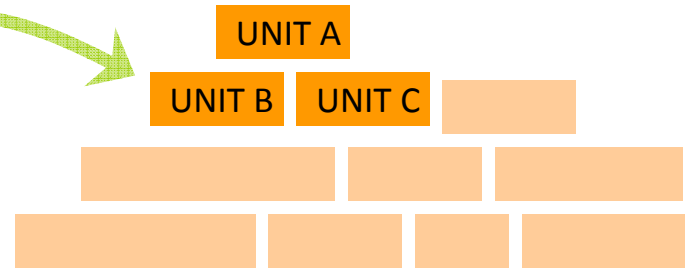
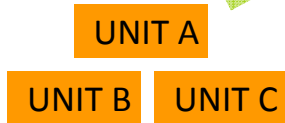


Learning context/  
country A

Learning context/  
country B

Transcript of record

Learning  
Agreement

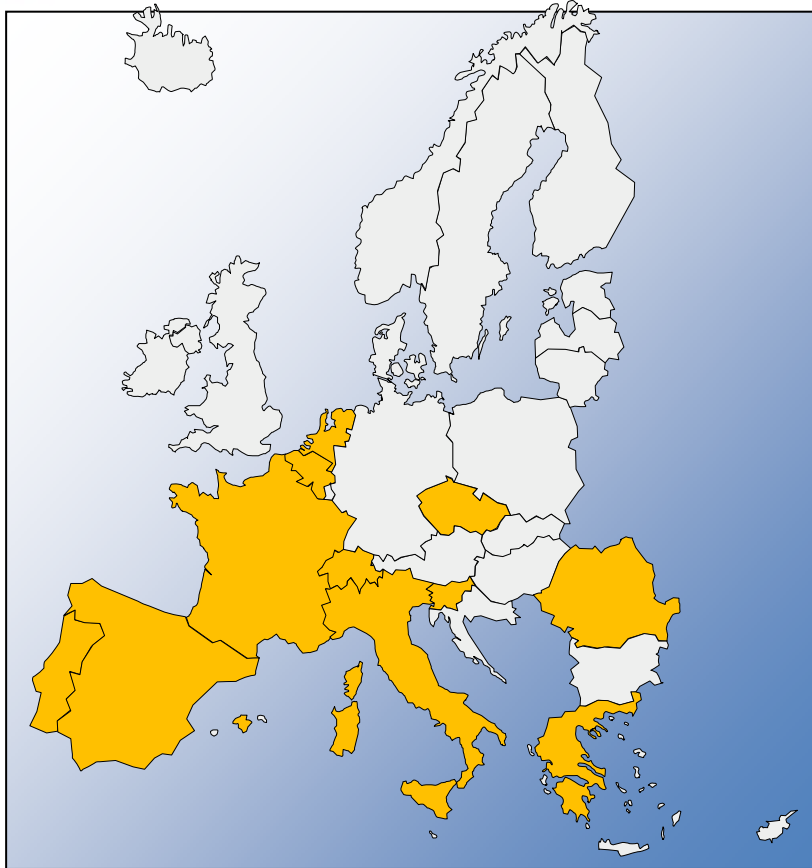


Assessment  
Credit

Validation  
Recognition  
Accumulation

Memorandum of  
Understanding

# RECOMFOR : setting up an ECVET network



## Recomfor and ECVET network:

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

## Objectives:

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

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

### **Competent Institutions**

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

### **Professional Organisations**

- Employers federations
- Chambers of commerce
- Industry professionals

### **Training providers**

- Secondary schools
- Chambers of commerce
- Companies..

### **Companies**

- SME's and big Companies
- Services and production

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

**Competent Institutions**

**Professional Organisations**

### **Their roles in partnership/VET systems**

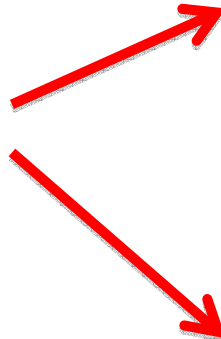
- Design of qualifications
- Design of training programmes including mobility
- Training delivery including mobility
- Assessment
- Transfer and recognition

**Training providers**

**Companies**

## RECOMFOR Partnership and ECVET functions

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



### Competent Institutions

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

### Professional Organisations

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

## RECOMFOR Partnership and ECVET functions

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

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

### Partnership for:

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

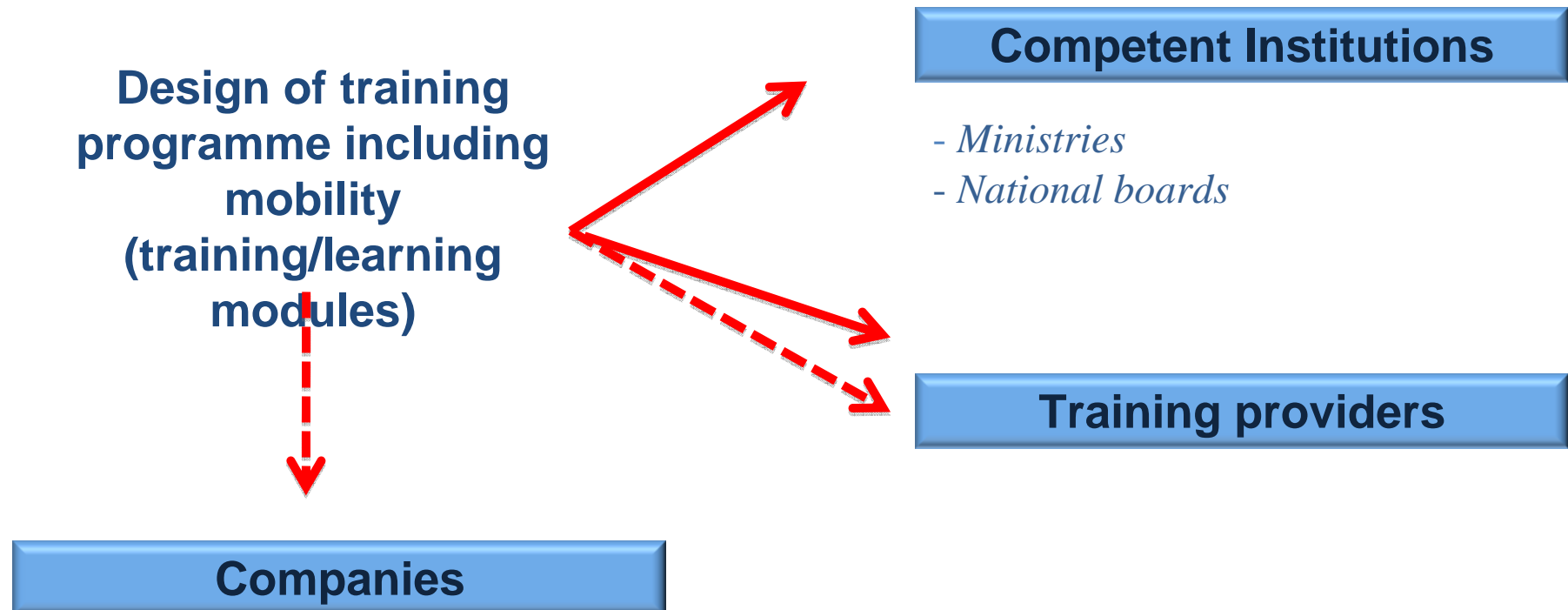


**Descriptive table of a reference unit of learning outcomes**

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

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

## RECOMFOR Partnership and ECVET functions



## **RECOMFOR Partnership and ECVET functions**

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

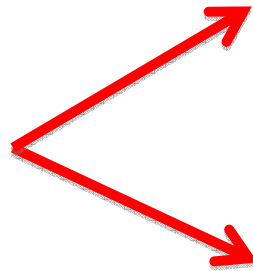
**Training programme:**  
translate the reference units  
into learning modules

### **Partnership for:**

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

## RECOMFOR Partnership and ECVET functions

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



**Training providers**

**Companies**

## **RECOMFOR Partnership and ECVET functions**

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

### **Learning Agreement:**

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

## **RECOMFOR Partnership and ECVET functions**

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

### **Scenarios for mobility within the network:**

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

## RECOMFOR Partnership and ECVET functions

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

### **ECVET Label**

- Quality Chart for training centres
- Quality Chart for companies

**Competent Institutions**

**Professional Organisations**

**Recomfor network an ECVET network:**

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



## QUALITY CHARTER FOR TRAINING CENTRES - RECOMFOR

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

**The training centre is transparent on the organisation of assessment.**

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

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

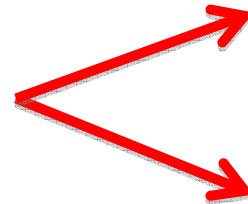
**The training centre provides guidance during workplacement :** responsibility of the training process in companies, choosing the right companies for the right students...

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

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

## RECOMFOR Partnership and ECVET functions

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



**Training providers**

**Companies**

## **RECOMFOR Partnership and ECVET functions**

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

**Assessment:**

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

**The process:**

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

## RECOMFOR Partnership and ECVET functions

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

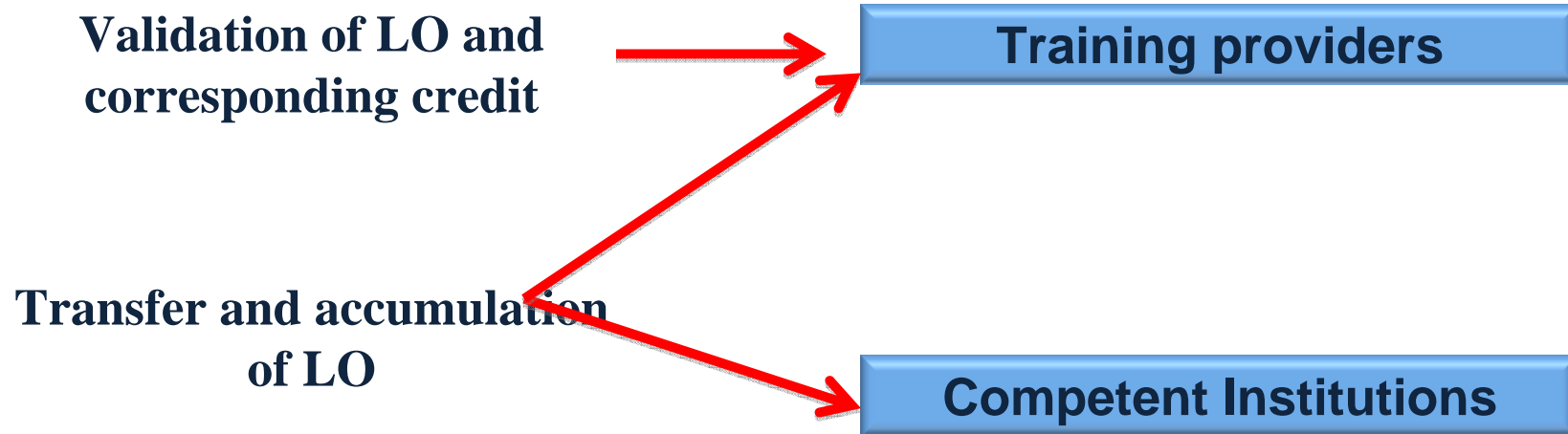
### The Personal Transcript:

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

**Hosting Institution**

**Home Institution**

## RECOMFOR Partnership and ECVET functions



## What makes the difference?

### **Qualifications ECVET friendly**

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

### **Flexibility**

- training provision
- assessment process

### **Autonomy of training providers**

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

### **Permeability**

- accepting the differences
- open to other systems

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

*Everywhere in Europe if partnerships  
are developed for:*

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

*and you will identify this  
partnership by the label ....*

*Partnership ECVET Friendly!!!!*