ACTIVITY 4.1 - COMMON MODULES AND MUTUAL RECOGNITION OF CREDITS  
  
  
INTERNATIONAL TRANING MODULE n. 2

**Go&Learn Discovery: The Regional Sea Economy**

**ORGANISATIONS INVOLVED IN THE DEVELOPMENT OF THE MODULE**

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| **ORGANISATION 1** |
| TYPE OF ORGANISATION[[1]](#footnote-1) VET AGENCY |
| COUNTRY ITALY |
| NAME OF THE ORGANISATION **EnAIP FRIULI VENEZIA GIULIA (ENAIP FVG)** |
| ADDRESS via dell’Istria, 57- 34137 Trieste |
| EMAIL info@enaip.fvg.it |
| WEBSITE http://www.enaip.fvg.it/ |

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| **ORGANISATION 2** |
| TYPE OF ORGANISATION[[2]](#footnote-2) School |
| COUNTRY ITALY |
| NAME OF THE ORGANISATION **ISIS Brignoli-Einaudi-Marconi (BEM)** |
| ADDRESS via Roma, 9 – 34072 Gradisca d'Isonzo (GO) |
| EMAIL gois006009@istruzione.it |
| WEBSITE http://bem.goiss.it/ |

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| **ORGANISATION 3** |
| TYPE OF ORGANISATION[[3]](#footnote-3) School |
| COUNTRY CROAZIA |
| NAME OF THE ORGANISATION Industrial and crafts school / **INDUSTRIJSKO-OBRTNIČKA ŠKOLA ŠIBENIK** |
| ADDRESS Ulica Ante Šupuka br.31 Šibenik Hrvatska 22000 |
| EMAIL [ind.obrt.skola@si.t-com.hr](mailto:ind.obrt.skola@si.t-com.hr) |
| WEBSITE <https://www.ioss.hr/> |

**DESCRIPTION OF THE MODULE**

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| **Title** | **Go&Learn Discovery: The Regional Sea Economy**  FVG: GO+FVG SEA ECONOMY\*  Croatia: Sibenik and Knin County and the Sea Economy\*\*  \*Discover the companies of the MARE FVG Technical Cluster, a system of maritime technologies in the region Friuli Venezia Giulia: Sailing to the Blue Growth.  \*\* Discover the companies of the Knin County and Šibenik, sectoral policies and plans for the Integrated Coastal Zone Management ( ICZM) and the sustainable development of the coastal area |
| **Reference Qualification** | Official reference to the G&L circuits and tours catalogue; Go&Learn EU Agencies; Region FVG: Go+Learn Mobility Agency/In-company sectoral Discovery &Study visits |
| **EQF level** | Not applicable, in case the EQF of the participating schools |
| **Learning outcomes: KNOWLEDGE** | - at the end of the module/unit the learner will have been exposed to the following:  I. Attain a sound knowledge of issues related to the Blue/Sea economy in the Region/County;  II. Be conversant with the different types of companies operating in the field;  III. Acquire an overview of the services offered to Business (B2B) and consumers (B2C) |
| **Learning outcomes: SKILLS** | Skills – at the end of the module/unit the learner will have mastered the following skills  2.1 **Applying knowledge and understanding**  The learner will be able to:  IV. Use the information to build their own training and professional path; V. Follow good working practices;  VI. Fully understand business requirements to adjust actions or decisions in the selection/recruitment proceedure (and for the traineeship);  **2.2 Communication skills**  The learner will be able to:  VII. Interact in a foreign language with the Company staff and managers  VIII. Discuss about technical topics, related to professional issues and tasks  IX. Explain who they are and what filed and specialisation their studies cover  ***2.3* Judgmental and learn to learn skills**  The learner will be able to:  X. Compare the different Companies styles and approach  XI. Analyse the management diversities - if any - between Italian and Croatian companies  XII. Evaluate own learning |
| **Teaching methodology** | Study visits/ seminars + discussions+ presentations + evaluation and self evaluation (reflective module) |
| **Organisation**  **of the module** | 15-20 hours connection, trips included  1 **General Framework/Scenario Analysis** of the Regional Sea Economy 3 hours with presentation made (in FVG) by Mare FVG-Tecnology cluster with the help of videos + question time  2. **In-company discovery seminars** in 3-4 different business companies (half a day each). General presentation of the hosting company profile including history, products/services, market, structure, Presentation of the criteria of recruitment and human resources policy of the company Entrepreneurs and production managers will be the speakers (see annex: Pedagogical hints)  3. **Reflective module** (half a day)  Theoretical discussion relating to the concepts learned during the visit  Discussion is coordinated by an expert on the subject matter/ tutor accompanying the group  RM is the only module that could be carried out outside the company  In total 5 half days |
| **Laboratory/ equipment requirements** | None |
| **EU Key competences reference** | 2018 RECOMMENDATION 2018/C 189/01  2.Multilingual Competence  5. Personal, social and learning to learn competence |
| **Transnational added value** | Knowledge of economic fabric of a region/territory, enhancing the training role of Business Companies. The seminars are often managed in English and are the preliminary step to traineeship in Companies.  The same model (Go&Learn framework) will be used in Croatia. |

**VALIDATION AND RECOGNITION OF THE MODULE**

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| **Reference to regional, national or international competence frameworks** | NOT APPLICABLE |
| **Evaluation procedure** | ONLY SELF EVALUATION (the evaluation set of Go&Learn - produced within the EU Leonardo da Vinci Project) |
| **Recognition of credits** | In connection with the mobility traineeship (this part can be considered a preparatory stage) |

1. School, VET agency. ecc. [↑](#footnote-ref-1)
2. School, VET agency. ecc. [↑](#footnote-ref-2)
3. School, VET agency. ecc. [↑](#footnote-ref-3)