Partnership Visit Report

Northern Regional College

14-16 November 2012
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Background and Context

Enterprising Citizens, Employees and New Venturers (E3) Project

Project Summary
In the current economic climate it is increasingly difficult for VET students to secure employment after their initial training and therefore VET students are required to think more entrepreneurially about their career options. The Enterprising – Citizens, Employees and New Venturers (E3) project seeks to increase the profile of enterprise and explore new ways of developing students as enterprising citizens, enterprising employees and entrepreneurial new venturers.

Each VET partner in the E3 Project will develop an Enterprise Hub for staff and students thus providing a focal point for the project the aim of which is to showcase current practice and collaborate on enterprise development across Europe, to exchange methodologies and good practices approaches, to improve the expertise of staff and trainers and to form a solid and sustained extra-curricular activity in the field of enterprise.

To support the college partners Ballymena Business Centre will act as an additional ‘world of work partner’ to provide an insight to new venture creation. Each Enterprise Hub will explore and develop programmes that foster:

1. Enterprising Citizens (employability, problem solving, critical thinking etc)
2. Enterprising Employees (team work, continuous improvement, R&D projects etc)
3. Entrepreneurial New Venturers (ideas generation, business planning, pre-incubation, product development, business start-up, enterprise competitions)

Each Enterprise Hub will link with partner hubs to create a European network enabling VET staff and students to share expertise such as market intelligence leading to a network wide enterprise competition.

Preface
This report documents the mobility activity to Northern Ireland (UK), which is an activity of the project ‘LdVP/12/049C - Enterprising - Citizens, Employees and New Venturers (E3)’. The beneficiaries of the visit were seven staff members from the European VET system within the field of entrepreneurship education along with two staff from the UK world of work partner as shown below.

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<tr>
<th>Country</th>
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<td>Poland</td>
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The mobility activity took place at the Northern Regional College and Ballymena Business Centre in Ballymena, Northern Ireland on the 14-16 November 2012.
The NRC Project Team

- Tony Madden – Head of School Business and Computing
- May Eakin – Curriculum Manager Business
- Irvine Abraham - Leonardo project co-ordinator
- Stephen Scullion – Ballymena Business Centre

Theme

First Transnational Partner Meeting. See Appendix 1 for Meeting Agenda

Two NRC students accompanied the visit throughout recording the event.

- All pictures supplied by Brad McClenaghan
  NRC Art Student (project photographer)

- Interviews and quotes supplied by Martin O’Neill
  NRC Media Student (project reporter)
Northern Regional College Profile

Situated in the North East region of Northern Ireland the Northern Regional College has seven campuses in Ballymena (x2), Ballymoney, Coleraine, Larne, Magherafelt and Newtownabbey.

Key Facts

- NRC serves a population of 450,000 (25% of Northern Ireland)
- Area of 5000 sq/km
- Seven Campuses
- £32M turnover (€38M)
- 1000 staff
- 20,000 enrolments per annum: 4,000 full-time 16,000 part-time
- 1,000 Trainees / Apprentices
- 2 Centres of Excellence - Manufacturing Engineering & Built Environment
- Largest provider of Priority Skills training in the region
- Strategic Partnerships with major employers
Enterprising Citizens, Employees and New Venturers (E3) Project

Partners

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Rationale

It has been recognised by many VET providers that the development and implementation of an enterprise strategy enables students to experience learning in a different way. However, research suggests that the terms enterprise, employability and entrepreneurship are widely used and misunderstood and often used in an interchangeable way. Most programmes targeted at enterprising citizens centre on ‘employability’ i.e. the soft skills and personal attributes you need to get a job; and ‘entrepreneurship’ programmes targeted at start-ups through idea generation leading to the creation of a business plan. There is also some evidence to show how bringing real work problems to VET providers’ students can also develop skills associated with those of enterprising employees.

In summary there is a continuum or spectrum from employability (being able to find a job), intrapreneurship (being an entrepreneurial employee) and entrepreneur (start-a-business) each of which is currently delivered in three separate ways. In developing the Enterprise Hub the E3 partnership seeks to explore this continuum, establish best practice, develop an integrated strategy and implement new ways of delivering enterprise programmes.

E3 provides a unique learning opportunity that will accelerate the innovative and creative process while exploring and testing programmes that will develop students as enterprising citizens, employees and new venturers.

Objectives

The aim of E3 is to develop new and innovative teaching practice relating to enterprise as it applies to VET students and narrow the gap between what is taught in VET and the requirements of the world of work. The primary programme objectives are:

1. Opening VET to flexible methods and teaching techniques and creating better conditions for transition to working life
2. Re-enforcing or creating closer links between VET and working life
3. Promoting the recognition of non formal and informal learning
4. Responding to the needs of the labour market, particularly SMEs anticipation of skills needs in the labour market

The specific objectives are to:

1. Build a Brand- Enterprise is for everyone
2. Develop VET staff and students’ awareness of the wider requirements in employment/self employment
3. Create programmes that inspire VET staff and students to develop learning that increases employment opportunities
4. Encourage employers to act as learning opportunities for students
5. Encourage students to act as resources for local employers
6. Increase student social capital and business etiquette skills
7. Encourage a greater environment for learning by introducing new learning methods – enterprise is experienced as well as taught
8. Foster cultural development and foreign language skills through joint projects

**Partnership Visit Methodology**

Each partner to offer a mobility visit focusing on their ‘strengths’ as follows:

**Subjects and problems E3 intend to address**
The problem with most VET programmes is that they focus on the specific skills required for the chosen vocational area e.g. plumbing, hairdressing, marketing etc without seeking to develop the skills required to get or keep a job. In other words it is possible to ‘learn your craft’ without learning how to use that craft in meaningful employment or self-employment.

**Approach**
E3 intents to explore how different VET providers deliver programmes that develop enterprising citizens, enterprising employees and entrepreneurial new venturers. The approach has three main strands.

1. Partner self-audit and development of case study material in at least one enterprise category.
2. During the mobility each partner will showcase their case study and provide visits to companies that have benefited from the approach taken.
3. Partner wide enterprise competition in each enterprise category, Enterprising Citizens, Enterprising Employees and Entrepreneurial New Venturers
Partnership Visit No 1 - Hosted by NRC

NRC as the project co-ordinator called this first Transnational Meeting with two key objectives in mind:

1. Revisit the application form (seven partner activity) and establish a new mobility plan based on the five partner model.

2. Present NRC Enterprise Strategy and partnership working with Ballymena Business Centre (world of Work partner)

The mobility visit also provided participants to visit an economic development partner and participate in a cultural visit.

For Leonardo Partnership Mobility programme see Appendix 1

Partner Participants

<table>
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<tr>
<th>Country</th>
<th>Partner Details</th>
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<td>▪ Irvine Abraham - Leonardo project co-ordinator</td>
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<td></td>
<td>▪ Brad McClenaghan – Art Student (project photographer)</td>
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<td>▪ Martin O’Neill – Media Student (project reporter)</td>
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<td>▪ Stephen Scullion – Business Development Manager</td>
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<td>▪ Melanie Christie-Boyle - Chief Executive</td>
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<td>▪ Ana Ribeiro</td>
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<td>▪ Claudia Matos</td>
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<td></td>
<td>▪ Silvia Royo Monsalve</td>
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<td>▪ Carlos Gomez Hernandez</td>
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<td>▪ Maria de las Mercedes Arraez Lopez</td>
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<td>Zespol Szkol Ekonomiczno Uslugowych</td>
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<tr>
<td></td>
<td>▪ Wojciech Wilkoń</td>
</tr>
<tr>
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<td>▪ Joanna Bugdol</td>
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Project Activities

Wednesday 14 November 2012

Welcome Reception

The Mayor of Ballymena hosted a welcome reception in the Mayor’s Parlour at the Braid Centre Town Hall, Ballymena. This was followed by an evening meal at the Adair Arms Hotel. Project participants met for the first time in a relaxed atmosphere, some gifts were exchanged and the participants enjoyed the Mayor’s hospitality and sampled some local cuisine.

The mayor showed great hospitality and enthusiasm in greeting the foreign exchange guests whilst presenting them with gifts as did the guests. “...And now for my friends from Portugal, the ones that brought me the wine” the mayor said jokingly. A number of photographs were taken with the mayor and the rest of the staff. Afterwards the party were then escorted back to the hotel to mingle a little and have a well deserved meal which the foreign exchange partners where more than looking forward too after all the travelling they had gone through to get to Ballymena. “...No it wasn’t a meal, it was more of a feast” Polish partner and English teacher Wojtek Wilkoń commented.

Martin O’Neill Media Student
Thursday 15 November 2012

Lead Partner Presentation – Irvine Abraham

Following an overview of the project objectives, targets and outcomes the partnership agreed to rework the mobility actives to reflect the revised number of partners. The key change was to reduce the number of mobility visits from six to five, remove the Italy mobility planned for March 2013 and replace the Estonia Mobility planned for October 2013 with a return mobility to the UK/NI.

<table>
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<tr>
<td>Mar 13</td>
<td>Mobility</td>
<td>Italy</td>
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<td>May 13</td>
<td>Mobility 2</td>
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<td>Oct 13</td>
<td>Mobility 3</td>
<td>UK/NI (NRC/BBC)</td>
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<td>Feb 14</td>
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Project Outputs

A mobility visit will be organised by each of the partners as per the table above which will demonstrate how they deliver student enterprise by showcasing at least one case-study focusing on Enterprising Citizens, Employees and New Venturers. In addition each partner will contribute to the collective outputs and outcomes as follows:

**Year 1**
- E3 Website and e-communications between partners
- Self Audit and enterprise study material shared, standardised into ‘Best Practice Guide’ First Draft all languages and common English language
- Draft Enterprise Competition agreed
- Testing of shared teaching methodologies for enterprise
- Year 1 Evaluation and Interim Report

**Year 2**
- Enterprise competition promoted to 200 VET students (50/partner)
- ‘Best Practice Guide’ Final Draft all languages and common English language
- 4 Finalists teams (4 partners X 2 or 3 teams X 6 students=48-72) (app form 54) submitted to E3 Enterprise competition
- BBC to set final selection criteria and select ‘best in class’ per partner (4 teams X 6 students = 24) (app form 18)
- Learning material developed for Enterprising Citizens, Employees and New Venturers all languages and common English language
- Enterprise competition 4 teams ‘best in class’ go head to head
- E3 Strategy to embed ‘Best Practice Guide’
- Dissemination by each partner as per own application
- Year 2 Evaluation and Final Report
Project Outcomes

The aim of E3 is to develop new and innovative teaching practice relating to enterprise as it applies to VET students and narrow the gap between what is taught in VET and the requirements of the world of work. The project outcomes are less tangible that the outputs and are directly linked to the specific objectives and it is anticipated that the E3 project will:

1. Open VET to flexible methods and teaching techniques and creating better conditions for transition to working life;
2. Re-enforce or create closer links between VET and working life;
3. Promote the recognition of non formal and informal learning; and
4. Responding to the needs of the labour market, particularly SMEs anticipation of skills needs in the labour market.

In fulfilling these four core outputs the E3 project will:
1. Build a Brand - Enterprise is for everyone
2. Develop VET staff and students’ awareness of the wider requirements in employment/self employment
3. Create programmes that inspire VET staff and students to develop learning that increases employment opportunities
4. Encourage employers to act as learning opportunities for students
5. Encourage students to act as resources for local employers
6. Increase student social capital and business etiquette skills
7. Encourage a greater environment for learning by introducing new learning methods – enterprise is experienced as well as taught
8. Foster cultural development and foreign language skills through joint projects

Planning for future Mobility Visits

Participants discussed the requirements for the size of the student team participating in the enterprise competition and agreed on a group size of six per winning team.

This provided the focus necessary to plan the mobilities across the project and the partners agreed to the following structure.

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<tr>
<th>Partner</th>
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<th>ZSEU</th>
<th>NRC/BBC</th>
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S= Staff Member L= Learner or Student
Overview of NRC Enterprise Strategy – Irvine Abraham

NRC provided an overview of its enterprise journey since 2008 which highlighted NRC’s approach to student enterprise including capacity building with lecturers and developing projects that support ideas generation to start-up activity for students.

In 2011/12 NRC undertook some research amongst its students and identified some key learning that could be beneficial to the partnership and proposed a similar research approach to be undertaken by each partner college as part of the baseline audit. It was agreed to follow this approach. The full NRC research report identifies college and student attitude in the following four areas and is included in the project moodle platform.

1. Definition of Entrepreneurship
2. Forces – Impact on Entrepreneurial Behaviour
3. Methods and Practice of Teaching Entrepreneurship
4. Evaluation of Entrepreneurship Programmes

Action – NRC to provide the student questionnaire in word and survey monkey format.

In 2012 NRC launched its Centre for Enterprise on the Student Intranet aiming to promote Ideas Generation Workshops, Business Planning Support, Enterprise Competitions, Student Industry Projects, Business Networks - Developing Social Capital and Sign-posting to Pre-Incubation Service that develop students as:

1. Enterprising Citizens (employability, problem solving, critical thinking etc)
2. Enterprising Employees (team work, continuous improvement, R&D projects etc)
3. Entrepreneurial New Venturers (ideas generation, business planning, pre-incubation, product development, business start-up, enterprise competitions)

The NRC Certificate in Enterprise will be awarded to students who complete an additional 28 hours of additional voluntary activity including:

- Attendance at an ideas generation workshop
- Participation in an Enterprise Competition
- Involvement in an industry project
- Attendance at internal/ external networking events
Tour of NRC Trostan Avenue and Farm Lodge Campuses

Lunch prepared by catering students

Once the presentation at Farm Lodge campus was over the party was then escorted to Trostan Avenue campus for lunch prepared by the catering students and a tour of the catering facilities. The exchange teachers seemed eager to indulge in the presence of the students and the food that was made for them, as did the NRC and BBC staff. When asked about the food very positive feedback was received. One of the partners Ana a Portuguese teacher who now works as a vice principal commented saying “The food was very good, very tasty”. Another partner Carlos a teacher from Spain gave the catering students great praise saying “It was a very interesting experience, very good work by the kitchen staff. The fishcakes were excellent!” Joanna a Polish teacher who specialises in economics, marketing and management commented saying “Delicious food, I very much enjoyed the beef and curry”. Wojtek who seemed to be enjoying his dish of lasagne said “who made the lasagne?” humorously.

Hair and Beauty Salons

During the tour the exchange teachers where very positive and idealistic about the facilities and resources the health and beauty department had to offer. Ana in particular showed great interest and enthusiasm in nearly every aspect of all the departments and even had a conversation with Deirdre Deane the head of women’s hairdressing. Ana commented saying “I wish I could have a treatment” jokingly. “The rooms are very big. It is a pity we did not get to see the students working”. Joanna commented saying “It looks like a great place to learn. If I wanted to be a hairdresser I would love to train in a place like this”.

Martin O’Neill Media Student
After the tour of the salons the party was guided back over to Farm Lodge Campus again for a tour of the somewhat more vocational facilities such as engineering, construction etc. Some of the workshops we visited included engineering, woodwork, metalwork and motor vehicle. The teachers toured the woodwork workshop and observed students at practical work and then observed the students at theory work in the metalwork and fabrication classroom. Followed by the engineering workshops and exchanged a few words with teachers and pupils. One of the engineering tutors was kind enough to show us a demonstration of how one of the machines worked, as our guests watched on with wonder.

Once we entered the motor vehicle workshop the foreign exchange teachers seemed astounded at the resources and facilities Farm Lodge motor vehicles studies had to offer such as tools, machines and the selection of cars for students to practice on. When Wojtek was asked about the workshop he said “It’s wonderful! If I could I would spend a lot of time in here, playing with these engines” humorously. “It’s good, very good.” Joanna said “It looks like a great place to be trained.” Ana again showed great interest when touring the workshops, enquiring about resources. When asked about the motor vehicle workshop her comment was short and sweet stating “It’s very good, very well organised”. Carlos elaborated a bit more saying “It is a very good idea to combine education and enterprise. It’s very motivating and encouraging for young boys interested in cars.”

Martin O’Neill Media Student
Friday 16 November 2012

Ballymena Business Centre

Welcome by BBC Chief Executive Melanie Christie Boyle followed by Lead Partner Presentation – Irvine Abraham

E-Communications

Website

EPA Aveiro agreed to host the project website with the following web pages. Home page – Outline of the project (summary of aims, objectives, targets, outcomes etc) Subpages
- Profile of partners extract from the application form– plus links to partner websites
- Enterprise competition (criteria/rules/teams/projects)
- Partner review of enterprise activity (student survey results/self review)
- Best Practice Guide
- Photo Gallery
- Meetings

Actions – Each college to ask students to design a project logo and submit to BBC for judging by end of Jan 2013. BBC to provide EPA with winning logo early Feb 2013

Moodle Platform

NRC presented a moodle platform to enable the project partners to upload all relevant documentations. Partner participants were issued with user names and passwords and a demonstration how to upload documents was shown.

www.nrc.ac.uk

Course Title
Leonardo Partnership - Enterprising - Citizens, Employees and New Venturers

Module 1 - Project aims, objectives, targets and outcomes
Module 2 - UK Transnational Meeting
Module 3 - Spain Transnational Meeting
Module 4 - Portugal Transnational Meeting
Module 5 - Poland Transnational Meeting
Module 6 - Enterprise Education – Best Practice Guide
Module 7 - Enterprise Competition
Partner Presentations

The following day the party was escorted to the Ballymena Business Centre for presentations about the institutions they teach at and to discuss issues such as the development of a website, logo etc. They presentations conducted by each institution gave an insight into what education was like in their college and how they promote enterprise with their students. It also showcased any extracurricular programs their colleges had to offer such as the Polish partner’s school having an enterprise project where pupils run their own shop and try to promote the sales of healthy foods.

The Spanish partner’s having a lot of accessible programs such as zip lining etc. The Portuguese partners produced some interesting facts as well such as the use of transparent doors so learning is a lot more apparent. An idea for the logo of the project will be decided via an international competition held between the four schools. The independent partner (BBC) decides the winner.

Other issues discussed included a form of sharing information, the idea of a virtual learning environment was agreed – the Moodle platform, which all the teachers were familiar with. Wojtek stated “We have been using the Moodle platform for about five or six years now. It is a very useful tool”. Skype was also an option for video conferencing.

Martin O’Neill Media Student

Each partner provided a short presentation of their organisation highlighting key aspects of their college.

IES - Instituto de Enseñanza Secundaria la Sènia
College 25 years old
500 students, 60 staff
EU Experience Comenius, Leonardo, Erasmus
Student Enterprise experience Trade fair and 400 hrs on-the-job training

ZSEU - Zespol Szkol Ekonomiczno Uslugowych
1065 students
Specialist in hospitality and tourism
Extra curricular in Sport and Arts
EU Experience Leonardo and Comenius
Enterprise activity – Run the Student shop
EPA - Escola Professional de Aveiro
College 20 years old
800 Students
EU Experience Comenius, Leonardo, and Grundtvig
Electronic college (no books) laptops for all
Enterprise Centre in local football stadium

BBC - Ballymena Business Centre
Local Enterprise Agency and World of Work partner in this project
Start-up training
Incubation Units
Wider support programmes for early stage companies

Melanie Christie-Boyle Chief Executive of Ballymena Business Centre (local Enterprise Agency and World of Work partner in this project) proceeded to give a presentation about things to see and do in Ballymena and the surrounding villages title ‘Gateway to the Glens’ while the mayor was present. The presentation consisted of where traditional Irish music can be found and other things. Once it was over Carlos jokingly remarked “We’re definitely coming back next year”.

Martin O’Neill Media Student

Certificate Presentation
The Giant’s Causeway

Cultural visit to the North Coast area including a visit to the Giant’s Causeway (World Heritage site) For further information visit www.nationaltrust.org.uk/giants-causeway or www.northantrim.com

The foreign exchange guest where amazed by the stunning visuals and the atmosphere of the Giant’s Causeway as plenty of photographs were taken. When talking to Spanish exchange teacher Merche she said “This is my first time being in a place like the Giant’s Causeway, it’s wonderful, it’s amazing, and I like it!” “Our students can get a particular experience if they came over here”. When talking to Wojtek he said “I was really amazed at the Giant’s Causeway, it’s something unbelievable everybody should see”. “Amazing” Joanna stated and emphasised, “It is national heritage, I was really surprised and really enjoyed it as well”. When Carlos was asked about the Giant’s Causeway he said “Beautiful scenery, very impressive.

We were also fortunate to see the new tourist building, the information centre. It was very interesting. When I asked Joanna how her experience had been in Northern Ireland and does it differ much from Poland she had this to say “The people are different here. Poland is a very shy society. Northern Ireland looks more friendly and open, the houses and architecture also looks different”. “…In general I think Northern Ireland is a green land” she joked. “We had great fun and really enjoyed the stay”.

When talking to Wojtek about Northern Ireland he said “It’s a very nice country, the only drawback is the weather” he joked. “Very friendly people. Very nice everything! During our visit”. Carlos said “It was a beautiful experience in Northern Ireland as this is my first time. It has been very interesting experience in terms of work and meeting new people from different aspects of work and getting to know different ways of life. We are looking forward to coming here next year for the next part of the European exchange”. He also humorously added “We are very pleased with the interviewer as well”.

Martin O’Neill Media Student
Project Evaluation

Quantitative Evaluation

<table>
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<th>Partner Feedback on NRC organisation</th>
<th>Poor</th>
<th>Inadequate</th>
<th>Satisfactory</th>
<th>Good</th>
<th>V Good</th>
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<tr>
<td>NRC staff who dealt with your enquiries</td>
<td>4</td>
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<tr>
<td>NRC Staff subject knowledge</td>
<td>5</td>
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<tr>
<td>NRC Staff communication skills</td>
<td>4</td>
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<tr>
<td>Visit content</td>
<td>5</td>
<td>3</td>
<td></td>
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<tr>
<td>Resources/materials used</td>
<td>4</td>
<td>3</td>
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<tr>
<td>NRC staff</td>
<td>3</td>
<td>4</td>
<td></td>
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<tr>
<td>Venue including hotel</td>
<td>5</td>
<td>2</td>
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<tr>
<td>Overall organisation of the visit</td>
<td>5</td>
<td>2</td>
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<tr>
<td>Visit represented value for money</td>
<td>2</td>
<td>2</td>
<td>3</td>
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<tr>
<td>Experience in dealing with NRC</td>
<td>5</td>
<td>2</td>
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</tbody>
</table>

100% of the staff members rated the overall visit experience as good or better with the majority expressing views that were very good or outstanding. Further analysis was as asked in specific workshops which included the following responses.

Rate the following elements

<table>
<thead>
<tr>
<th></th>
<th>Poor</th>
<th>Inadequate</th>
<th>Satisfactory</th>
<th>Good</th>
<th>V Good</th>
<th>Outstanding</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wednesday – Welcome Reception</td>
<td>1</td>
<td>5</td>
<td></td>
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<tr>
<td>Thursday – Session 1 Aims Outcomes</td>
<td>2</td>
<td>4</td>
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<tr>
<td>Thursday – Session 2 Enterprise Strategy</td>
<td>3</td>
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<tr>
<td>Friday - Session 3 Communications</td>
<td>3</td>
<td>3</td>
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<tr>
<td>Friday - Session 4 Partner Presentations</td>
<td>3</td>
<td>3</td>
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<tr>
<td>Friday – Cultural Visit to Giants Causeway</td>
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</table>

Note – One respondent did not complete this section of the questionnaire and it was completed before the cultural visit to the Giant's Causeway. 100% of respondents rated the sessions as very good or outstanding. All respondents gave a very positive qualitative response to the cultural visit.
Qualitative Evaluation

A media student, Martin O'Neill shadowed the project and recorded events as they happened. During the project Martin took the opportunity to ask participants to express their feelings on a range of subjects and some quotes include.

What do you think of Northern Ireland in general?
- “Beautiful experience, I have already been in Dublin but this is my first time in Northern Ireland. It has been a very interesting experience in terms of work and meeting people from different aspects of work. We are looking forward to coming here next year for the second part of the European exchange” - Carlos
- “In general? Green land, nice land, nice weather. It wasn’t too cold either. I had great fun and really enjoyed the stay.” - Joanna
- “In general? It’s a very nice country. The only drawback is the weather. Very friendly people. Very nice... everything during our visit.” - Wojtek

Have you enjoyed your stay?
- “Yes very much, yesterday actually after dinner we went to the hotel and there was some Irish music playing. I enjoyed that it was quite nice.” - Ana

Have you any comments on The Giant’s Causeway?
- “Beautiful scenery, it’s impressive. We have seen the new touristic building – it’s very interesting, activities too.” - Carlos
- “Amazing, really, really. It is national heritage and I was really surprised and really enjoyed it as well.” - Joanna
- “I was really amazed. Something unbelievable everybody should see.” - Wojtek

Will you be coming back?
- “Definitely, definitely someday yes.” - Joanna

Where you at the Christmas lights?
- “Yes we were there. There were many people who were also watching. It was interesting to see so many people waiting to see the lights on.
- We don’t have this specific day when people wait to see the lights on, but it was interesting.” - Ana
| Wednesday 14/11/2012 | Arrive in Northern Ireland – Transfer to Adair Arms Hotel, Ballymena – Your hotel room booking is detailed on page 8. If you have any queries please let me know or contact Mabel McKeown at the hotel on:  

**Adair Arms Hotel**  
1-7 Ballymoney Road, Ballymena, BT43 5BS  
T: +44 28 2565 3674  
F: +44 28 2564 0436  
E: info@adairarmshotel.co.uk  

Meet in the Hotel lobby for 7:00pm Reception by Mayor (still to be confirmed) and group evening meal in the hotel at 8:00pm The meal will cost £15 (€20) excluding alcohol  

**NRC Staff** – Irvine Abraham, May Eakin, Tony Madden and Clare O'Neill  
**BBC Staff** – Stephen Scullion |
| EV |  

| Thursday 15/11/2012 |  

**Responsibility**  
Tony Madden, May Eakin & Irvine Abraham  

| A | 9:00 – Irvine Abraham to meet group at hotel and walk to Farm Lodge Campus  
9:30-10:30 - Lead Partner Presentation – Irvine Abraham  
- Agreeing project objectives and targets  
- Reworking the work plan with 5 partners  
10:30-11:00 - Break  
11:00-11:45 - Overview of NRC Enterprise Strategy – Irvine Abraham  
11:45-14:00 - Walk to Trostan Avenue campus for lunch at 12:00 – Food prepared by catering students  
**NRC Staff** – Irvine Abraham and May Eakin  
**BBC staff** – Stephen Scullion and Melanie Christie-Boyle  
14:00-15:00 - Tour of NRC facilities in Trostan Avenue (Hair and Beauty salons)  
15:00-17:00 – Tour of NRC facilities in Farm Lodge (Engineering, Construction, ICT workshops)  
Evening Meal – Free time to yourselves. Ballymena town centre is switching on the Christmas lights and there will be street music, entertainment and late night shopping. |
<table>
<thead>
<tr>
<th>Time</th>
<th>AM/PM</th>
<th>Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:30</td>
<td>AM</td>
<td>NRC to meet party at hotel and travel to Ballymena Business Centre</td>
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<tr>
<td>9:00-9:15</td>
<td>AM</td>
<td>Welcome by BBC – Director PJ McAvoy or Chief Executive Melanie Christie Boyle</td>
</tr>
<tr>
<td>9:15-10:30</td>
<td>AM</td>
<td>Lead Partner Presentation – Irvine Abraham</td>
</tr>
<tr>
<td>10:30-10:45</td>
<td>AM</td>
<td>Break</td>
</tr>
<tr>
<td>10:45-11:30</td>
<td>AM</td>
<td>Partner Presentations</td>
</tr>
<tr>
<td>11:30-12:15</td>
<td>AM</td>
<td>Presentation by Ballymena Business Centre (Local Enterprise Agency and World of Work partner in this project)</td>
</tr>
<tr>
<td>12:15-13:00</td>
<td>AM</td>
<td>Lunch – Hot buffet and sandwiches at the BBC cost no more than €10 each</td>
</tr>
<tr>
<td>13:00-17:00</td>
<td>PM</td>
<td>Cultural visit to the North Coast area including a visit to the Giant’s Causeway (World Heritage site) NRC hold a group pass to the visitor centre worth €10 per person. There will be no charge to you to access the Giants Causeway. Travel will be by minibus and provided by NRC. If time permits we will also visit the Carrickarede Rope Bridge. For further information visit <a href="http://www.nationaltrust.org.uk/giants-causeway">www.nationaltrust.org.uk/giants-causeway</a> or <a href="http://www.northantrim.com">www.northantrim.com</a></td>
</tr>
<tr>
<td></td>
<td>EV</td>
<td>Free Time</td>
</tr>
</tbody>
</table>

**Emergency Contact Details**

**Irvine Abraham**  
**Mobile** +44 (0) 7554118416  
**Work Office** +44 (0) 28 9085 5017  
**Email** irvine.abraham@nrc.ac.uk
# Revised Work Programme

## Appendix 2

<table>
<thead>
<tr>
<th>Mobility 1</th>
<th>Transnational meeting (Host by Co-ordinator)</th>
<th>Oct 12</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Product</strong></td>
<td>Agreed work plan and confirm all transnational meetings</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Showcased Work package 1,2 and 3</td>
<td></td>
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<tr>
<td></td>
<td>Showcased model for new venture creation</td>
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<tr>
<td></td>
<td>E3 Website and e-communications with all partners established</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Mobility 1</th>
<th>Transnational meeting (Host by Co-ordinator)</th>
<th>Oct 12</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Partner ongoing work by on-line communication</strong></td>
<td>All partner to submit a self audit and case study material to be posted onto E3 Website</td>
<td>Mar 13</td>
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<tr>
<td></td>
<td>Partners to hold competition for £E project logo and submit to BBC by end Jan 13</td>
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<td></td>
<td>Shared learning to create a better understanding of the needs of the three sub groups and develop new teaching methodologies for enterprise</td>
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<thead>
<tr>
<th>Mobility 3</th>
<th>Transnational meeting Poland</th>
<th>May 13</th>
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</thead>
<tbody>
<tr>
<td><strong>Product</strong></td>
<td>Showcased Work package 1,2 and 3</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Draft of Enterprise competition agreed</td>
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<tr>
<td></td>
<td>Development of new teaching methodologies for enterprise and test these teaching methodologies with VET Students</td>
<td></td>
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</tbody>
</table>

| Year 1 End         | Year 1 evaluation and Interim Report to National Agency | July 13 |

| Partner ongoing work by on-line communication | Theme, content and scope for enterprise competition promoted to VET students | Sept 13 |
|------------------------------------------------|--------------------------------------------------------------------------------|
|                                                | Product- enterprise competition promoted to 200 VET students                   |
|                                                | Best Practice Guide Final Daft in all languages and common English version   |

| Partner event      | Partner enterprise competition to 200 VET Students raise awareness and shortlist own entries to E3 Enterprise Competition | Sept 13 |
|--------------------|--------------------------------------------------------------------------------------------------------------------------|
|                    | Product - 54 entries to the E3 Enterprise Competition                                                                       |
|                    | 4 Finalists teams (4 partners X 2 or 3 teams X 6 students=48-72) (app form 54) submitted to E3 Enterprise competition      |

<table>
<thead>
<tr>
<th>Mobility 4</th>
<th>Transnational meeting NRC/BBC</th>
<th>Oct 13</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Product</strong></td>
<td>Showcased Work package 1,2 and 3</td>
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<tr>
<td></td>
<td>Partners to submit short-listed 54 entries for E3 Enterprise competition</td>
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<td></td>
<td>BBC to set final selection criteria and select ‘best in class’ per partner (4 teams X 6 students = 24) (app form 18)</td>
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<tr>
<td>Mobility 5</td>
<td>Transnational meeting Spain</td>
<td>Feb 14</td>
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</tr>
<tr>
<td></td>
<td>Showcased Work package 1,2 and 3</td>
<td></td>
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<tr>
<td></td>
<td>Learning material for Enterprising Citizens, Enterprising Employees and Entrepreneurial new venturers developed in all languages and common English version</td>
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</table>

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<thead>
<tr>
<th>Mobility 6</th>
<th>Transnational Meeting Portugal</th>
<th>May 14</th>
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<tbody>
<tr>
<td></td>
<td>Enterprise competition “The Pitch” delivered by 4 teams of 6 students VET Student groups judged by BBC and local panel with winners announced</td>
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<td></td>
<td>Evaluate the impact of the new teaching methodologies</td>
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<td></td>
<td>E3 Strategy to embed best practice across the curriculum for VET students</td>
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<thead>
<tr>
<th>Partner event</th>
<th>Dissemination Event</th>
<th>June 14</th>
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</thead>
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| End of Project | Year 2 evaluation report and Final Report submitted to National Agency | July 14 |