



Entrepreneurial skills for a modern education in Albania - EntrAL

WP3. DEVELOPMENT

**Designing of training courses and integration
to the TEAVET and U3M-AL Centres**

Deliverable 3.2.

Integration of the entrepreneurship courses to the existing TEAVET and U3M-AL Centres in Albanian Universities

“Fan S. Noli” University, Korçë, Albania

Date: June 7, 2021

“Entrepreneurial skills for a modern education in Albania – EntrAL” project is organised under Erasmus+ Programme,
Key Action 2 – Capacity Building in the field of Higher Education 2020
Project Reference: 617886-EPP-1-2020-1-FI-EPPKA2-CBHE-SP

This publication reflects the views only of the authors, and the Commission cannot be held responsible for any use
which may be made of the information contained therein.



Co-funded by the
Erasmus+ Programme
of the European Union



This report has been written with the participation of:

Author name:

Prof.dr. Dhimitri Bello

Dr. Benita Stavre

Dr. Ledina Alolli

Msc. Ardian Cerava

Institution name, Country

“Fan S. Noli” University

“Entrepreneurial skills for a modern education in Albania – EntraAL” project is organised under Erasmus+ Programme,
Key Action 2 – Capacity Building in the field of Higher Education 2020
Project Reference: 617886-EPP-1-2020-1-FI-EPPKA2-CBHE-SP

This publication reflects the views only of the authors, and the Commission cannot be held responsible for any use
which may be made of the information contained therein.



Co-funded by the
Erasmus+ Programme
of the European Union

D.3.2. INTEGRATION OF ENTREPRENEURSHIP COURSES TO THE EXISTING LLL CENTRES IN ALBANIAN UNIVERSITIES

WP3. Designing of training courses and integration to the TEAVET and U3M-AL Centres.

Lead Organisation: University of León (P2)

The work package is developed in three phases and deliverables:

- D.3.1. Designing the entrepreneurship courses (3 modules):
 - 1) development of entrepreneurial mind-set for pre-university teachers,
 - 2) entrepreneurship for university teachers, and
 - 3) entrepreneurship for university students.
- D.3.2. Integrating the courses to the existing TEAVET and U3M-AL Centres in Albanian universities.
- D.3.2. Creation of an Albanian Entrepreneurship Network.

The aim of deliverable D.3.1. is to present a comprehensive Working Plan for implementing new courses on entrepreneurship for university teachers, pre-university teachers and university students, and to identify the complementary equipment that is necessary to be bought for successful implementation of activities.

This working plan considers:

- 1) LLL Centre positioning in the university as entrepreneurship education provider,
- 2) products or services linked to concrete activities to meet entrepreneurship LLL education needs,
- 3) complementary equipment needed, the need it covers, under with activity will it be used and where will it be installed. ONLY the following items relevant to entrepreneurship can be bought:

<i>Video conference systems</i>	To provide online training modules for teachers, alumni and academic staff To enhance communication on project activities in a regional and national frame To provide open lectures for the students (in the frame of a new entrepreneurship mind-set) To keep in touch with the market trends and alumni To enlarge the ICT scope in lifelong services
<i>Laptops</i>	To facilitate data collection and presentation of entrepreneurship trends in the market To facilitate module delivery To improve the quality assurance of the online courses and activities To be in disposal of student-focused activities

<i>Desktops</i>	To record data of the studies, research and trends carried out in the frame of the Project. To be used during the desk-based research of the activities
<i>Multifunctional printer (color)</i>	To enhance visual promotion of the modules To disseminate module materials To increase the quality of the project dissemination activities.

- 4) dissemination strategies, and
- 5) quality assurance procedures to comply with MoESY goals.

ABOUT THE EQUIPMENT PURCHASE: Equipment purchase is managed by the coordinator (University of Turku) and the co-coordinator (University of Vlora) that will assist the coordinator for monitoring the equipment purchase and will take care of the onsite visits to verify that the equipment follows the requirements of the European Commission. The equipment will be bought at the latest by 31.11.2021.

1. LLL CENTRE LOCATION AND POSITIONING

1.1. State the name, address of the Centre, contact information (*email address, cell phone number, or a link to the LLL center website*) and structure of the centre

“Fan S. Noli” Lifelong Learning Center – premises of the Rectorate Building.

Address: “Fan S. Noli” University,

Shëtitorja “Rilindasit”, Korçë

Email: trajnimeuniko@unkorce.edu.al

Tel: 0697430877

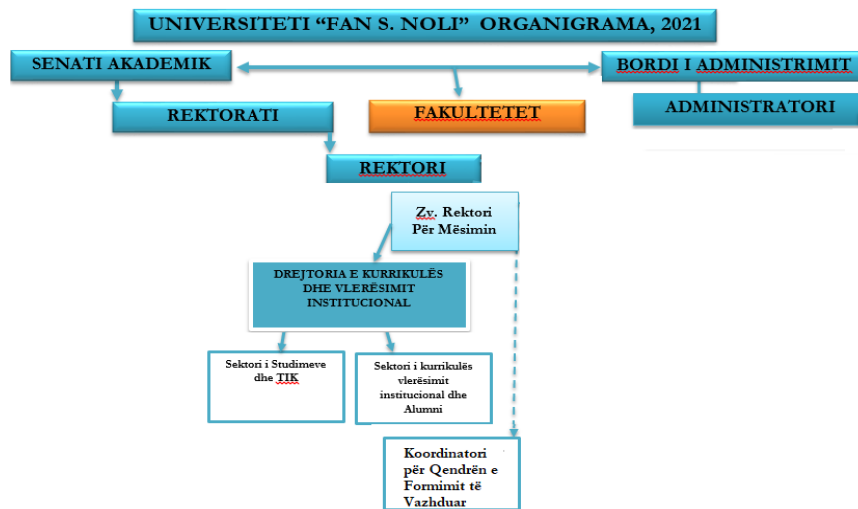
Website: www.unkorce.edu.al/sq/qendra-për-formimin-e-vazhduar

Structure: Training Agency

1.2. Explain the situation of the LLL Centre in the university organigram and the resources allocated

UNIKO LLL Center is part of the organizational structure of the university. Its headquarter is at the Rectorate Building, and its coordinator is under the direct supervision of the Vice- rector in charge of the Curricula and QA.

The Center has a central organization aiming to inclusive participation of all units which are able to provide lifelong learning services.



LLL Center was established in the Faculty of Education and Philology and in the Faculty of Natural and Human Sciences, back in 2012. After three years it was organized and reaccredited with the aim to provide training modules for the teachers- in service. Till 2017 the Center offered trainings for 34 training modules for more than 1250 teachers in service. After the reorganizational reform undertaken by the MAYS, in 2017 for the accreditation of the institutions that offered lifelong learning service, “Fan S. Noli” reaccredited its Center with CM Order, nr.5, dt. 19.12.2017, for a four-year period. The Decision nr.5, dt. 03.10.2019 of the Commission for the Accreditation of the Training Programmes, in MASR added 16 modules to the Center, in the frame of its consortium in TEAVET- ERASMUS+ Project “Developing Teacher Competences for a VAT System in Albania”.

Since February 2018, the Center has offered regular training modules to 984 teachers in search of updating their qualification dossier. The trainings have all been offered through the register of the RASH database in the Portal: www.trajnime.arsimi.gov.al. The training fees have been approved by the Board of Administration in UNIKO with Decision nr. 1. Dt. 20.01.2017 “For the Function of the LL Professional Training of the Educational Staff”.

The center has published its Guidelines https://www.unkorce.edu.al/sites/default/files/Udhezuesi%20per%20regjistrim_0.pdf and is also coordinating its cooperation with other LLL Centers in Albania through its membership in the Albanian LLL Center Network.

1.3. Explain the potential of the LLL Centre as a provider for entrepreneurship education

Given the outcomes of the Need-assessment analysis carried out in the frame of the Deliverable 1.1 EntrAL Project, UNIKO assessed its human and infrastructure capacity to meet the entrepreneurial needs for the staff, students and the pre-university teachers as well.

The following capacities were outlined:

- 1.3.1 The city of Korca is strategically advantageous in terms of economic developments in the fields of tourism, agriculture and handcrafting. All related businesses, set –up to comply with these market needs, are mainly an outcome of the increasing development trends of the last four years. The region is also a cross-border territory whose intercourse with Greece and

Northern Macedonia has always enhanced economic development in the region.

- 1.3.2 For some years already the university has offered qualifications in domains of finances, management, tourism, agri-business, food processing, agriculture to fit the qualifications of the levels 5,6,7 of the professional national frame. It also extended some of its degrees to the professional 2-year study programmes.
- 1.3.3 It also has qualified academic staff which already offers entrepreneurship in the above curricula in:
 - Program Course: "Entrepreneurship"- Bachelor in "Management", "Business Informatics", "Tourism management", "Finance" and "Business and Trade".
 - Program Course: "Entrepreneurships" – PP in "Ass/Manager"
 - Open lecturers with regional business entrepreneurs.
- 1.3.4 Agreements with business stakeholders on the practice involved in the study programs, but not in terms of internships yet.
- 1.3.5 The Innovation Center, set up at the university on CBC project aims to encourage students start-ups, therefore project synergy can be attained through common activities.
- 1.3.6 The UNICO development plan following LLL Center (and its foreseen branch in the Faculty of Economy in terms of the entrepreneurial upgrade are:
 - Entrepreneurship = business venture
 - Entrepreneurship = transforming any opportunity into capital
 - Entrepreneurship = innovation and social entrepreneurship

Following the above UNIKO aims to:

1. *Foster the concept of entrepreneurship in the university curricula, and study course.*
2. *Make the entrepreneurship a focus idea of the research and applied projects (jointly offered with the regional market stakeholders).*
3. *Strengthen the cooperation with pre-university institutions in terms of educational/ ractical entrepreneurship training.*
4. *Promote the Innovation Center Start-ups and students internships to a larger context.*

2. LLL CENTRE WORKING PLAN WITHIN EntrAL PROJECT

The working plan to be implemented by the LLL Centre of UNIKO under EntraAL Project. The working plan is based on concrete tables of products or services delivered by the LLL Centre and the corresponding activities to be developed within this product/service

1	Product/service	Entrepreneurship modules offered to pre-university teachers
Description		Pre-university teachers of courses like: economy, sociology,, career counselling, ect.
Needs to be covered		<ol style="list-style-type: none"> 1. Training modules on the entrepreneurship concept (curriculum-based) 2. Study on current needs of the pre-universty education in line with pre-university legislation 3. Training modules on the enterpeurship methodology by the LLL Center
Activities to be developed		1.1 Discussion tables with pre-university stakeholders
		1.2 Need-assessment desk-based research
		1.3 Modules designing*
		1.4 Module testing
Responsible of the product/service and other staff involved		<ul style="list-style-type: none"> - LLL Center Coordinator - Vice-rector in charge of the Curricula and QA
Target groups		<ul style="list-style-type: none"> - Dean of Faculty of Educational nd Philology - Dean of the Faculty of Economy - Dean of the Faculty of Agriculture - Representatives of the Regional Directory of the Pre-University Education (RDP-UE)
Complementary equipment needed (to be bought) and location <i>(Specify Devices, Model, Brand & Quantity and place where will be installed)</i>		<ol style="list-style-type: none"> 1. Laptop basic 2. Flipchart 3. Sound system 4. Server
Data and indicators of achievement (to cover the identified needs)		<ul style="list-style-type: none"> ● Feedback form the RDP-UE ● Report to present the data of the discussions ● Module design ● Number/feedback of the participants in the module testing

**The following modules for the pre-university teachers have been foreseen out the assessment of the current state of entrepreneurship teaching need-assement questionnaires. The following list is not exhaustive; it may change foloowing the suggestions and the feedback of the discussion tables in the issue*

Focus-group	Topic	Topic	Topic
Pre-university teachers	The role of entrepreneurship in education	Common pedagogical approaches in entrepreneurial education (like:problem-based learning; project-based learning and service-learning	Development of Enterpreunship comtence among young learners

2	Product/service	University upgrade of entrepreneurship concept and capacities	
Description		UNIKO aims to update its offer of the entrepreneurship concept in the curricular and extracurricular activities	
Needs to be covered		<ol style="list-style-type: none"> 1. Outlining the intervention aspects in the teaching, infrastructure and curriculum offer 2. Designing entrepreneurship inclusion forms* 3. Attracting market stakeholders experience 4. Setting-up a concrete database of the market enterprenueship communication and training needs 	
Activities to be developed		2.1	Round table discussion with academic staff and market entrepreneurs (regional and national)
		2.2	Research on the current market entrepreneurship needs
		2.3	Upgrading the academic teaching mind-set on entrepreneurship
		2.4	Designing curriculum updates about entrepreneurship
Responsible of the product/service and other staff involved		<ul style="list-style-type: none"> - Vice-Rector in charge of the Curricula - Vice-rector in charge of the Research and IRO - Dean of the Facutlry of Economy - Dean of the Faculty of Agriculture 	
Target groups		<ul style="list-style-type: none"> - Full-time academic staff of UNIKO - Part-time academic staff employed in the market - Market entrepreneur stakeholders/experts - Alumni of Faculty of Economy and of Faculty of Agriculture 	

Complementary equipment needed (to be bought) and location <i>(Specify Devices, Model, Brand & Quantity and place where will be installed)</i>	<ol style="list-style-type: none"> 5. Laptop basic 6. Flipchart 7. Sound system 8. Mics/Camera 9. Server
Data and indicators of achievement (to cover the identified needs)	<ul style="list-style-type: none"> • Recommendations on the curricular updates • Recommendations on the extracurricular activities suggested by market stakeholders and alumni • Teacher training activities to assess the entrepreneurship mindset.

**The following modules for the university teachers and students have been foreseen out the assessment of the current state of entrepreneurship teaching at UNIKO. The following list is not exhaustive; it may change following the suggestions and the feedback of the discussion tables in the issue*

<i>Focus-group</i>	<i>Topic</i>	<i>Topic</i>	<i>Topic</i>
<i>University teachers</i>	<i>Concepts of entrepreneurship education</i>	<i>Building up entrepreneurship competence</i>	<i>Startt-up education</i>
<i>University students</i>	<i>Business Planning</i>	<i>Ways of conducting a new business</i>	<i>Entetrprise management skills</i>

3	Product/service	Student start-up initiative and counselling
Description		UNIKO aims to update the mind-set of its students to meet the market qualification needs
Needs to be covered		<ol style="list-style-type: none"> 1. Outline the main problems revealed by mapping the students concerns on entrepreneurship 2. Cross-referencing them with the market qualification needs, revealed by the stakeholders 3. Enhancing entrepreneurship activities through the Innovation Center and the Career and Alumni Center
Activities to be developed		3.1 Reporting on common concerns of students and stakeholders refering entrepreneurship
		3.2 Designing traning modules for students through the Career Alumni Centre and/or the Innovation Center
		3.3 Increasing entrepreneurship knowledge on the study programme curricula
		3.4 Open Lectures with successful entrepreneurs – alumni of UNIKO

Responsible of the product/service and other staff involved	<ul style="list-style-type: none"> - UNIKO Co-ordinator - Career and Alumni Center Specialist
Target groups	<ul style="list-style-type: none"> - Students of the Faculty of Economy and Agriculture
Complementary equipment needed (to be bought) and location <i>(Specify Devices, Model, Brand & Quantity and place where will be installed)</i>	<ul style="list-style-type: none"> 10. Laptop basic 11. Flipchart 12. Sound system 13. Mics/Camera 14. Server
Data and indicators of achievement (to cover the identified needs)	<ul style="list-style-type: none"> ● Action plan following the need-assessment review ● Designing training modules for current students in the Career-and Alumni Center ● Feedback from participants in the trainings ● Feedback from the participants in the open lectures ● Number of start-up applications in the Innovation Center

4	Product/service	Promotion of the UNIKO entrepreneurship offer among stakeholders
Description		UNIKO aims to promote its new attitude to entrepreneurship among stakeholder institutions (Town Hall, RDP-UE, Business operators, ect) and share with them current interventions and future plans
Needs to be covered		<ol style="list-style-type: none"> 1. Creating concrete paths of collaboration between UNIKO and the regional market 2. Discussing on a new perspective of entrepreneurship training and qualification 3. Promotion of the training modules and discusion of new action plans for longterm qualifications on entrepreneurship
Activities to be developed		4.1 Round-tables to assess the action and deliverables of Products 1, 2 and 3
		4.2 Enhancing entrepreneurship forms in the curricular and extra-curricular activities
		4.3 Setting-up cooperation agreements on student internships
		4.4 Publication and dissemination of the broshures about the new academic perspective on interpreneurship

Responsible of the product/service and other staff involved	<ul style="list-style-type: none"> - UNIKO Coordinator - Dean of the Faculty of Economy - Dean of the Faculty of Agriculture
Target groups	<ul style="list-style-type: none"> - Representatives for the stakeholder institutions - Heads of departments - Alumni - The Sector of Promotion UNIKO
Complementary equipment needed (to be bought) and location <i>(Specify Devices, Model, Brand & Quantity and place where will be installed)</i>	<ul style="list-style-type: none"> 15. Laptop basic 16. Flipchart 17. Sound system 18. Mics/Camera 19. Server
Data and indicators of achievement (to cover the identified needs)	<ul style="list-style-type: none"> • Final reports of the round-table discussion • Curriculum reorganization with focus on entrepreneurship • Number of agreements signed to promote internships • Diversification of extra-curricular forms to enhance entrepreneurship among students and alumni

5	Product/service	Promoting the LLL Center function to a larger scope: not just pre-university teacher training
	Description	UNIKO aims to create a new mind-set for its lifelong offer, by enlarging the scope of services and the target groups. This will be done by creating a branch of the LLL Center in the building of the Faculty of Economy, whose aim is to address even stakeholders, alumni of the economy and agricultural degrees. The structure will also serve as a bridge between the university as a HEI, and institutions that operate in a market other than educational.
	Needs to be covered	<ol style="list-style-type: none"> 1. Cover entrepreneurship, financial, management and administration needs for lifelong training 2. Addressing more market institution qualifications than just educational 3. Promote the expertise and research of the qualified staff in the domains of economy and agriculture 4. Study and record market trends of the qualification needs in the above fields
		5.1 Set-up a fully equipped center at the Faculty of Economy

Activities to be developed	5.2	Gather data and record data on the entrepreneurship trend in the regional and national market
	5.3	Engage academic staff to record and update the Center data and to set up new collaboration forms with stakeholders
	5.4	Promoting the Center
Responsible of the product/service and other staff involved	<ul style="list-style-type: none"> - UNIKO Coordinator - Dean of the Faculty of Economy 	
Target groups	<ul style="list-style-type: none"> - Academic staff - Market stakeholders and alumni - Sector of promotion 	
Complementary equipment needed (to be bought) and location <i>(Specify Devices, Model, Brand & Quantity and place where will be installed)</i>	<ul style="list-style-type: none"> 20. Laptop basic 21. Flipchart 22. Sound system 23. Mics/Camera 24. Server 	
Data and indicators of achievement (to cover the identified needs)	<ul style="list-style-type: none"> ● The fully equipped Center at FE ● Data gathering and analysis ● Number of new modules envisaged in the future ● Calendar of activities undertaken by the center in the near future, besides the training module offer. 	

3. DISSEMINATION AND QUALITY ASSURANCE

3.1. Describe the dissemination strategies of the LLL Centre as provider of *entrepreneurship* education (to pre-university teachers, university teachers and university students).

Modules and services offered by the center will be disseminated throughout the course of the project via:

1.1.1 Visibility

- UNIKO and EntrAL respective websites and social media: facebook, instagram
- Engagement of the local media, through chronicles, short videos (promoting the start-ups), notifications of module delivery, activities organized at UNIKO with stakeholders,,etc.

- Electronic and printed brochures and other promotional material

1.1.2 Promotion among market stakeholders

- Round-tables of discussion and reporting feedback
- Alumni inclusion and feedback
- Extra-curricular activities organized in the frame of entrepreneurship
- Student Internships/student start-ups enhanced in the frame of the project

1.1.3 Enlargement of the LLL Center function and services

- The LLL Center network of collaborators
- Newsletter and annual agenda of the LLL Center module trainings

3.2. Describe the quality assurance procedures of the LLL Centre.

Besides the EntrALproject continuous QA Procedures, the LLL Center new modules and services will also be assessed by:

- 3.2.1 Formal documentation delivered to the MEYS for the accreditation of the modules
- 3.2.2 The Sector of the Inner Quality Assurance at UNIKO
- 3.2.3 The feedback of the academic staff, students, alumni and pre- university teachers involved in the trainings
- 3.2.4 The continuous updates of the regulation of the LLL Center and trainer reporting
- 3.2.5 Modules testing delivery and feedback of the participants

Quality assurance mechanisms:

1. Regular reporting of the LLL Center activities to the IQA Unit
2. Standardization of the LLL Center documentation
3. Questionnaires and interviews
4. Feedback form the trainees and the trainers
5. Frequent update of the database of the LLL Center
6. Monitoration of the UNIKO and MEYS authorities

Annex

The equipment required for each activity is listed in #1. According to the approved guidelines of the consortium, this annex includes the list of the items to be considered in the TENDER of the project. The other items listed in #1 can be provided by the university.

ENTRAL suggested list

	UNIVERSITY	unit	quantity	price lek	price euro	total leke	total euro
1	laptop basic	unit	10	110,000.00	887.10	1,100,000.00	8,870.97
2	flipchart	unit	2	17,000.00	137.10	34,000.00	274.19
3	sound system	unit	2	77,000.00	620.97	154,000.00	1,241.94
4	mics	unit	2	15,000.00	120.97	30,000.00	241.94
5	camera	unit	1	62,000.00	500.00	62,000.00	500.00
6	Internet server	unit	1	320,000.00	2,580.65	320,000.00	2,580.65
	Total (<=14.000€)					1,700,000.00	13,709.68