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E-BOOK

SUCCESS STORIES OF VET SCHOOL

GRADUATES



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INTRODUCTION

The Ebook started from a few reflections on talent, passion and values in choosing a job.

What do I want to become? What profession should I choose? Which area should I focus on? - there are questions you should be able to answer when you are on your way through a professional career.

In an educational landscape, often confused and overwhelmed by the most diverse issues, our school puts into practice a quality educational approach aimed at ensuring the attainment of the standards of learning and promoting European values in a physical and psychic security environment. During the project meetings, together with our colleagues from the partner schools, we decided that it is very important to highlight, through written material, the role and importance of professional schools in training young people in the professional field. The most visible, for this purpose, was to gather information about the graduates of our schools, to write their success stories to be tangible, concrete examples for all young people. The structure and content of the ebook is based on real success stories in the profession chosen by the graduates of our schools with technical-professional specificity. Following the discussions held during the project meetings, it was decided that each partner school would present ten success stories of VET graduates. The meetings with VET graduates, the discussions with them had a starting point on a set of questions related to the professional orientation, the graduated profile, the professional satisfaction, the advantages and the importance of the professional practice. Another group of questions was oriented towards the activities or actions that they carried out after finishing schooling and obtaining a diploma in the chosen profession. Also, there were discussions about the offers on the labor market, about the rapid changes in the technical field, about the need for professional re-training and improvement in certain fields. Each graduate presented his point of view on his own professional training modalities as well as the key to professional success and satisfaction.

On the base of the interviews carried out we experienced different situations and several study case that give us back a picture in which the different career experiences highlight a various set of element influencing career development of student entering the labour market.

The interviews covered students entering labour market or university faculties after a secondary educational pathways linked to technical matters.



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The qualitative approach to the analysis of the results could be summarised considering different aspects: factor influencing personal choices, the importance of vocational guidance services, the importance of family values , specific element of attraction related to identifies professions, quality of the educational institution directly related to EQAVET indicators and ,the fundamental connection to enterprises offering the possibility to experience Work based learning. This aspect is always connected to EQAVET indicators. Management of the transition from school to work or to higher education should be based on organized career guidance services to support decision-making processes that provide a deep understanding of both individual potential and the labor market. The most important factors influencing the career choices that have emerged from the interviews are the attractiveness of work-based learning, practical experience, and the informal acquisition of skills, mobility programs abroad, personal empowerment activities, and the development of key skills.

One thing is for sure, we can conclude after reading these wonderful facts of life, that the most important thing to consider when choosing a job is your own value system. If you do not consider this when planning your career, you may practice a job that you do not like and that will later create frustration. Values are the things that we consider important, which guide our way of working and lifestyle. According to them, we prioritize our activities, and when we analyze whether our life is as we would like it to be, we involuntarily refer to them. The specialists identified two types of values: personal values and professional values. Personal values strictly refer to what we consider important in our personal life (for example: in family, relationships with others, in spiritual life), and professional values define what we think is important in our activity (to earn a good salary) , to lead others, to be our own boss, etc.). They play a major role when choosing a profession.



CHAPTER I SUCCESS STORIES FROM ROMANIA

A. Success stories of graduates of the TECHNOLOGICAL HIGH SCHOOL “TIMOTEI CIPARIU”, BLAJ



1.. A short history of the school

Between Blaj schools, Timotei Cipariu Technology High School has an old tradition. The first building of the school was built between 1929-1931 by Metropolitan Vasile Suciuc, who received a gift of £ 1 million, granted by Pope Pius XI. In this building was originally the Normal Teachers' School.

The second building was built during the same period, also by Metropolitan Vasile Suciuc, and in it was originally the Commercial High School for boys. The third building, which houses the school's workshops, was built in 1928 and initially functioned the School of Arts and Crafts with five sections: carpentry, rotary, ironmongery, tailoring and shoemaking.

Today the didactic activities carried out in our high school stand on the Standards of Professional Training established for each qualification.

AREAS OF TRAINING:

- Electric
- Mechanical
- Manufacture of wood products
- Construction

PROFESSIONAL QUALIFICATIONS – High School

- Technician in electrical installations
- Mechatronist technician
- Mechanical machining technician

QUALIFICATIONS - PROFESSIONAL SCHOOL

- Electrician electrical and energetic equipments
- Operator on numerically controlled machines
- Mold technician
- Rectifier
- Car mechanic

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- Mechanical locksmith services
- Universal carpenter
- Mason - stonemason – plasters



2. Interview with Mr. COMȘA EMIL

Graduate the Industrial Forestry High School today known as Timotei Cipariu Technological High School. Follows the Faculty of History and Philology, the Department of Museology, specialization Restoration and Conservation at the "1 Decembrie 1918" University, Alba Iulia. He is a restorer at the "Augustin Bunea" History Museum in Blaj. He has performed numerous artistic paintings and has participations, with works at personal exhibitions, group and creative collections. Despite the fact that he did not attend a technical industrial faculty, he continued his passion for wood, the techniques to process the wood studied in school, as well as the characteristics of this material in the work of restoring and conserving art objects made of different wood essences. In getting a job according to the graduate studies I have researched the offer on the market.

I have evaluated my skills for that job and the ability to work in restoring wooden objects. Following the practice in the school workshops and in the factory I have formed the basic skills that have been the basis for my professional development. For my work it was interesting to discover the multitude of possibilities of wood modeling and restoration bringing it back to life. The job offers me a lot of satisfaction especially at the end of my work An important thing to consider when choosing a job represents its own value system.

If you do not take this into account when planning your career, it is possible to practice a job that you do not like and which will later create frustrations. Values are the things we consider important that guide our way of working and style life. Depending on them, we prioritize our activities, and when we look at whether our lives are so as we would like to be, we report involuntarily to them. From my point of view, the school should have professional guidance counselors to discuss with their pupils and parents and to monitor developments in the field of student practice. By learning a job you become your own master. Professional school is the

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easiest way to get it!



3. . Interview with Mr SZABO CAROL

Graduate of Timotei Cipariu Technology High School, continue studies at the Faculty of Wood Industrialization Braşov. Upon graduation, he takes up more jobs, advancing in his career: Trainee engineer CPL Sebeş, Engineer CPL Blaj, Head of department SC Stratusmob SA Blaj, Chief manager at SC Stratusmob SA Blaj.

I choose this specialization because of its attractiveness of the scholarship for outstanding pupils or students, influenced by the parents, the deciding factor was the location, the training center and the perspective after the apprenticeship. In search of work I studied the market offer but also the opportunities I have for the service to provide satisfaction and evolution in my career. The new job has given me an open social environment from the very beginning, people who are skilled and willing to guide my steps. At the same time and I feel that I can express myself freely without being obligated to follow a certain way of doing things or being told what to do. I always decide how to do my job and how I structure my time and work in achieving this.

In my opinion the first step in finding the element that represents your skills, abilities is to be able to figure out what you do naturally well - what talents you have. What is your gift? It is said that he is not a man who does not have his own talent, which is not good at anything. Talent is seen in what you do well without effort, working with ease, enthusiasm, passion. Next step is to figure out what you love / what you love to do, that is, what you are passionate about. Now it's important to think about a few things: from what you have done so far, what activities have captivated you. Every profession requires a talent, each person has a call to follow, it is important that everything is accomplished with dedication and passion. My advice for students is to be interested in this apprenticeship with dual studies, you should look for a good

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apprenticing company, then put a lot of work and effort in it and don't slack – that way you will succeed.

The school today offers all the possibilities for personal and professional development. You just have to follow the courses, take part in the workshop practice and ask the specialists when you want to learn more.



4. Interview with Mr CRETU AUREL IOAN

He attended the Industrial Highschool from Blaj, actual Timotei Cipariu Technological Highschool. He followed the courses of the University of Brasov - the Faculty of Wood Industry and he was assigned to Blaj Wood Processing Factory.

During the activity he had the following functions:

- 1980 - 1983 - Trainee engineer, Blaj Wood Processing Factory (CPL)
- 1983 - 1984 - Head of Workshop Cellular Doors, CPL Blaj
- 1985 - 1989 - Head of Furniture, Furniture CPL Blaj
- 1989 - 1990 - Head of Sales Department, CPL Blaj
- 1990 - 1992 - Chief Engineer, STRATUSMOB SA Blaj
- 1992 - 1998 - Technical Director STRATUSMOB SA Blaj
- 1998 - 2005 - General Director STRATUSMOB SA Blaj
- 2005 - 2006 - Director Advisor
- 2006 - 2008 - General Manager SMLM DANERO SRL Blaj

What do I want to become? Which profession should I choose? Can I have the career I dream of? For what domain to guide me?

- There are questions that you have to answer when you make your way to a career. An important thing to consider when choosing a job represents its own value system. If you do not take this into account when planning your career, it is possible to practice a job that you do not like and which will later create frustrations.



5. Interview with Mr ȘARLEA IOAN

He graduated the Technological High School Timotei Cipariu electrotechnical profile, the electromechanical profession. He studied at the Polytechnic Institute of Cluj-Napoca, Faculty of Electrotechnics, from 1980 to 1985.

Professional activity :

1985 - 1993; engineer at IAMU BLAJ

1993 - 1998; engineer at RENEL - MT / JT BLAJ Network

1998 - 2001; Chief Blaj Electricity Distribution Center

2001 - present; chief engineer Operating Distribution Networks MT/JT Blaj In his opinion, to develop professionally in a field, it is necessary to have a specialized school at the base to form you in the right direction. Examples of good practice, practical training have said their word in the choice they made. Craftsmanship creates opportunities and develops personally and socially.



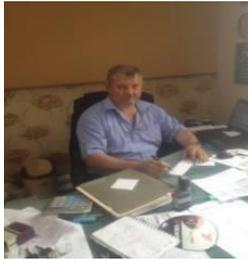
6. Interview with Mrs. PĂDUREAN MARIA

She graduated Industrial Woodworking Highschool in Blaj. After hiring at I.P.L., Furniture, he continues her activity at Wood Processing Factory in Blaj.

She worked as a wood craftsman and furniture sculpture. After several years of activity, he finished his masters school in the wood industry. Parallel to this activity, she developed on the artistic level the promotion of the Romanian cultural traditions and customs. "Regarding the profession I practice and respect,says Maria I can say that you can be as long as you like it, because that is what you see and the results will be good. You will be noticed, selected and will come up with the material results".



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7. Interview with Mr BĂLAȘ IOAN FLORIN –

DACIA LIBERTA manager Entrepreneur and businessman at Blaj graduated high school courses at TimoteiCipariu Technological High School, the 1982-1983 promotion, electrotechnical profile, the electronist-automatist profession. In 2001 he graduated from the school of foremen electromecanic auto specialty. He continues his studies at the Faculty of Financial Accounting in Bucharest, Finance, Banking specialty, obtaining the title of graduate economist in 2007. In March 2009 he is awarded the master's degree in Accounting Expertise and Audit.

Dacia Liberta Company Diagnosis - Auto Electricity - I.T.P. - Windscreen - Direct Reception - Direction Adjustment - Towing, Troubleshooting - Brake Repair - Engine Repairs - Injection System Repairs - Transmission Repairs - Repairs-Maintenance All Brands - Distribution Exchange - Oil Exchange; Type of cars: tourism. After Florin opinion to develop your business you need security in your own strength, experience in the field and a proper motivation, and you will surely find the rest of the attributes needed to develop a successful business. Often, simple ideas that capitalize and improve over time bring a profit beyond the expectations.



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8. Interview with Mr. IVINIȘ GHEORGHE- IOAN

Graduate of Timotei Cipariu Blaj Technological Highschool, followed the Faculty of Wood Industry at Transilvania University of Brasov, is the general manager of SC TRANS IVINIȘ & CO SRL which is part of the Iviniș group of companies. Since its inception it has top positions in the county and national hierarchy. The school has provided a model for personal development and continuing its own university education with a similar profile to high school studies. The best practices were the basis for the development of Iviniș Company. In the opinion of the entrepreneur, the success of a long-term business lies in the willingness of the businessman to keep the rhythm with the evolution. "And when I started my business, there was a competitor, but most disappeared from the market because it did not keep up with the evolution. Here is the whole business success! Are you or not willing to see your business flourishing over 20 years? Or do you just rely on winning a lot in the short run? If you want to build a career in your business - not a speculum, but a career in the true sense of the word - you have to read a lot, you must always be aware of the trend of both your business and marketing".



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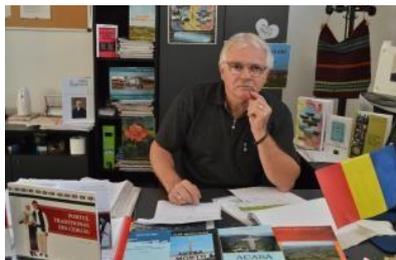


9. Interview with Mr . CÂMPEAN GLIGOR

Faculty of Electrotechnics, Department of Power Engineering at the Polytechnic Institute of Traian Vuia Timisoara (1979-1984). Postgraduate courses in Enterprise Management and Business Management at the West University of Timisoara.

Activity: trainee engineer at IAMU Blaj (1984-1987), engineer (1987-1990), Head of Mechanical-Energetic Workshop (1990-1992). Chairman of the Board of Directors and General Manager of IAMU SAA from Blaj since 1992 and present. As a manager, IAMU S.A. Blaj was retechnologized from the company's own funds and accessed by European Funds. Performances obtained by IAMU S.A since he is manager: 1st place in the field of Machinery, Machinery, Equipment and Means of Transportation for Large Enterprises, granted by the Alba Chamber of Commerce and Industry (1996-2011); Excellency Award (2000-2001); Excellency trophy-for economic and financial results, awarded by the White House of Commerce and Industry (2000-2005); First place in the National Top of Private Companies by Fields of Activity (2004); 2nd place at national level for global business performance (2011); 3rd place according to productivity and 3rd place according to the turnover, granted by the National Council of Private Small and Medium Enterprises in Romania (2011).

Awards, Honors: Honorary Citizen of Blaj Municipality for economic results obtained in the privatization of SC IAMU SA and maintaining a sustained economic activity at Blaj Municipality (2003); 2005 Excellency Excellence Award, awarded by SIF BANAT- CRIȘANA (2005); Excellency Prize for Good Crisis Management provided by SIF BANAT- CRIȘANA (2010).



10. Interview with Mr. MIHĂLȚAN IOAN

Engineer, publicist, ethnographer, graduate Industrial High School of Woodworking (1971-1976), Blaj, University of Wood Industrialization, Brasov University (1976 - 1982). Internships in adult management and training in Spain and Italy.

Activity: Deputy engineer at IPL Deva (1982 - 1984), technologist and chief engineer at Wood Processing Factory Blaj (1984 - 1990), president of COOP Blaj (1990 - 1998), chief engineer and design engineer at Stratusmob SA Blaj (1999 - 2006), AJOFM Blaj - CLFPA Blaj (2007 - present).

Extraprofessional activity: He collaborated with the founding of the Traditional Art Section of the Augustin Bunea Blaj History Museum, with the works of the craftsmen from Târnave (2011)

Books: Author/co-author: Glogoveț, the village under the Urișilor Citadel, monography, Astra Blaj Ed. 2012, Panade Always. Ed. Astra, Blaj 2009, The Dictionary of Popular Culture and Civilization, Ed. Astra Blaj 2011,

Affiliation: Agora Cenacle, Brad, Hunedoara County (1982); ASTRA - The "Timotei Cipariu" Dividing Blaj (2002); Cultural Association "Timotei Cipariu" Panade (2008); "Brad Brothers" Cultural Association, "Vasile Aaron" Cultural Association Glogovet (2010); Association of Traditions and Craftsmen of Aba County (2012), aspiring to become a member of the Academy of Traditional Arts in Romania, Sibiu.

Prizes, Disciplines: Diplomas of Merit, Fidelity and Jubilee from ASTRA Blaj Association and Ioan Rațiu Diploma, Titu Orian "Always Panade" Ed. Astra, Blaj, 2009; Silvia Pop, The Dictionary of Popular Culture and Civilization, Astra Publishing House, Blaj, 2011.



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11. Interview with Mr. ZAHARIE IOAN

Graduate of the Timotei Cipariu Blaj Technological Highschool, ALBA, attends the courses at the University of Bucharest, Faculty of Physics, Technological Physics, specialization Nuclear Reactors, physics engineer, until 1985. Doctoral studies (1990-2000) at the West University of Timisoara, Doctor in Physics.

The specialization I chose gave me the chance to deepen some of the subjects I studied in high school and not to get too far away from technological engineering. At university I was given the opportunity to deepen disciplines like physics, mechanics and the multitude of applications in the field of technology. Technological physics is an area that does not restrain your thinking, it leaves free creative creative imagination. Throughout high school I attended professional practice in school, enterprise and lab, which helped me enormously. In my choice I discovered a new world, a place that gave me the opportunity to form myself as a specialist and as a man.

If you know, you know what you want, you know your principles and values, you know the way you want to go alive, you get bigger self-confidence, you know when to accept and when to refuse. Self-knowledge gives us inner strength by understanding whether something is good or less good for us, thus succeeding in making the most inspired choices. Every profession requires a talent, each person has a call to follow, it is important that everything is accomplished with dedication and passion. For example, the teacher will never be appreciated and overwhelmed by the love of the students if they do not do their job of love, capitalizing on the talent they have and giving them to others. To realize what motivates you is to figure out what you want to get at the end of the day, the week, the month, the year of life

Another important thing to consider when choosing a job is your own value system. If you do not take this into account when planning your career, it is possible to practice a job that you do not like and which will later create frustrations. Values are the things we consider to be important, guiding our way of life and lifestyle. Depending on them, we prioritize our activities, and when we look at whether our lives are the way we want them to be, we report them involuntarily. I think that school offers you all the chances to form you as a man and a



specialist in a field. The role of everyone is to take advantage of learning, to get involved in the formation

The advice I can give to young people is to choose the right job to be determined, to take advantage of all the chances that school offers.

12. CONCLUSIONS

It is very important to learn a profession, to go through an educational path that gives you this chance. Professional schools pay close attention to the training needs of young people and adapt to the needs of the community, the area they are part of, but not the last of the training demands that investors, and companies required.

From the discussions with our school graduates, from their personal examples, we have been able to understand how important it is to enjoy what you do, the professional training that you learn from school and practical activity. We understand how much it matters to go the professional path in the job you choose to learn.

What do I want to become? Which profession should I choose? Can I have the career I dream of? Where do I target? - are questions that you have to answer when you make your way to a career. It is all about talent, passion and values in a craft.

To know yourself is to know what you are, what you have and what you can. If you know all these, you know what you want, you know your principles and values, you know the way you want to go in life, you get bigger self-confidence, you know when to accept and when to refuse. Self-knowledge gives us inner strength by understanding whether something is good or less good for us, thus succeeding in making the most inspired choices.

The first step in finding the element is to be able to figure out what you do naturally well - what talents you have. What is your gift? It is said there is not a man who does not have his own talent, which is not good at anything. Talent is seen in what you do well without effort, working with ease, enthusiasm, passion. Talent is recognized in what you have come to know in depth because of the curiosity and passion with which you have constantly researched a certain field. In this process you can think of the things you were praising when you were little and the things you are noticed now. Talents are prime factors, helps us do some activities well. Selling is an activity where you can be good if you speak well if you have charisma. Talents are a kind of "power" that helps you in more activities. For example, a logical and analytical thinking is a necessary talent to be a good mathematician, or a good architect, or a good orator



Once you have identified your talents, the next step is to figure out what you like / love to do, that is, what you are passionate about. Now it's important to think about a few things: from what you have done so far, what activities have captivated you? What were the things you did when you forgot anything else? What are the things you like to read about? Choosing a job involves combining talent and passion, always pursuing personal satisfactions. Any job involves his own talent, each the person has a call to follow, it is important that everything is accomplished with dedication and passion. Once you've discovered your skill, you'll figure out what motivates you and what matters to you. To realize what motivates you is to figure out what you want to get at the end of the day, the week, the month, the year of life. Realizing why motivates you is important when you choose your way because there are many professional trajectories at the intersection of your talents and passions, some of which will give you what you need and others will not.

Another important thing to consider when choosing a profession, a job is your own value system. If you do not take this into account when planning your career, it is possible to practice a job that you do not like and which will later create frustrations. Values are the things we consider to be important, guiding our way of life and lifestyle. Depending on them, we prioritize our activities. Specialists have identified two types of values: personal values and professional values. Personal values relate strictly to what we consider important in our personal life (for example: family, relationships with others, in spiritual life), and professional values define what we consider important in our work (to earn a good salary, to lead others, to be our own boss, etc.). They play a major role when choosing a profession.

A famous Quote from David Rockefeller says: *Success in business requires training, discipline and a lot of work. But if you're not scared of it, the opportunities are always great*



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B. Success stories of graduates of the TECHNOLOGICAL HIGH SCHOOL “ALEXANDRU DOMȘA”, ALBA IULIA



1. A short history of the school

"Alexandru Domșa" Technological High School is situated in Alba Iulia, the capital town with important industrial prospects of the Alba County.

We take pride in providing quality academic and practical training for around one thousand students each year in our school as well as in the newly added structures: the primary and middle school in Bărăbanț and the German Vocational School.

The school was established in 1972 and, though it started in a different location, the high school and vocational school set out to provide qualified workers for the tool foundry nearby. In 1974, however, the current headquarters was inaugurated with the name “Mechanical High School”, offering different qualifications in the mechanical field as the workshops were equipped with tools, lathes, milling machines.

In 2000, we took the name of a prominent Romanian engineer, Alexandru Domșa, a graduate of the Technical University in Vienna and the first rector of the Polytechnic Institute in Cluj - Napoca and ever since we have been adding good practices, new perspectives and a fresh organizational culture to a successful biography.

Our school has been in a continuous change and development throughout its existence, facing the challenges of a society in transition and successfully coping with the needs of the community it has been striving to serve. This has been made possible due to the professionalism of the teaching staff, the dedication of the management team, all contributing to fulfilling a generous mission and a modern European vision.

In this respect, "Alexandru Domșa" Technological High School is presented every school year with a plentiful school offer, which meets the needs of the businesses in Alba County. We prepare students in the following fields: electrical, electronics automation, mechanical, electromechanical and telecommunication.

This correlation of the educational offer with the demand on the labor market is

emphasized by the partnerships concluded by our organization with important local economic

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operators and materialized in 2013 by establishing the German Vocational School as an important structure of our organization.

The newly added structure was the result of a partnership between the public administration and the business environment (Alba County Council, Alba County School Inspectorate, Star Transmission, Bosch Rexroth, IPEC, Supremia, Saturn, private IPEC - prestigious companies in Alba County. The German Vocational School project was started as an effective means of improving the integration into the labour market of the graduates by implementing the German dual system as a model.

At the same time, this kind of vocational school proposes the development of the professional competences of the students mainly during the training carried out at the economic operators' site.

The project proves to be a success, given that the number of vocational education classes increased to 8 from a number of 2 classes in the first year of the project. Another aspect we are very proud of is the diversity of extracurricular activities our teachers initiate and carry out for our students.

An important number of European projects implemented in the past 15 years have made our school increasingly visible in the community, offering at the same time European training and experience for a significant number of students, teachers, members of our local community and improving the quality of education and training.



Questions

Q1: In what years did you attend our school?

I attended the Technical College „Alexandru Domsa” in Alba Iulia, between 2003 and 2007.

Q2. In what year did you take your secondary- school diploma?

I graduated from University in 2011.

Q3: What course of study did you attend?

I got my bachelor degree at Technical University of Cluj-Napoca – Environmental Engineering.

Q4: Why did you choose that course? What did attract you most in your choice? What was the decisive factor in choicing that course?

During highschool, I volunteered in an NGO for Environmental Protection. For this reason, I chose a University which had the potential to develop both the technical knowledge acquired in highschool, while at the same time meet my desire to learn more about how technology affects the environment.

Q5: What happened after your diploma?

After finishing University I came back to my home town of Alba Iulia, and started working for the NGO I was volunteering for. I worked for 1 year and a half as a Project Assistant on environmental projects, while continuing my Masters Degree studies at the same University. After this, I started looking for opportunities which would match my skills and applied for an engineering position in a multinational company from Cluj- Napoca, called Emerson. I attended an interview and got the position I wanted.

Q6: Did someone help you in finding a job?

I went to a Job Fair in Cluj-Napoca and left my CV at my current employer's stand. As much as Romanian culture encourages the need of 'having someone to help' in order to get a job, I want to say that there are plenty of mechanisms put in place for a person to get a job. For example, job fairs, online hiring platforms, internships and summer programs offered by companies which will eventually end up hiring the people who attend, and who show the needed enthusiasm and interest for the job.

Q7: Did you attend training courses or internships?

I did not attend specific trainings or internships after my graduation, as they were not that popular at the time. I learned a lot from being a volunteer.

Q8: Among those experiences, which were useful for your job?



Volunteering is an asset which is very appreciated by the employers. You gain social and organizational skills. I encourage everyone to attend programs like Erasmus, or volunteer in an organisation. Many companies have now Internship and summer school programs, which will help and prepare you for a career that interests you.

Q9: In what way did you obtain this professional role?

I started to work as a Quality Engineer. After one year I took the role of coordinating the Team of Quality Engineers, and after 3 more years I now have a leadership role – Operations Team Lead. This role requires me to coordinate the activity for 5 different teams and make sure the work of the people, as well as the processes are up to desired standards.

Q10: What do you appreciate in your job from professional, social and personal point of view?

I've been with Emerson for 5 years now. I can say that I am now a totally different person than the one who started working there. On a personal level, you gain a lot of confidence, courage and social skills, after being exposed to a multicultural environment. You meet many people from different cultures and you get to interact and understand them. Also, the opportunity to travel abroad will open your horizons. It's also a job that takes you out of your comfort zone, while making you deal with unexpected situations, people with different mindsets, and gives you free hand to find the required solutions.

Q11: What advice do you think it's important to give to the students who are in the same course of study you attended some years ago?

Absorb as much knowledge as you can, respect your professors – even if sometimes you will get bored during the courses, or when professors are rough on you – there is a purpose in that: to prepare you for life where not everything will be fun or easy. Involve yourself in any type of extracurricular programs: volunteering, internships, cultural exchange programs. All of this will help you to become happy with yourself as an adult.

Q12: What are your impressions about the world of school today? What would you change or leave?

I believe the school system in Romania could definitely use a refreshed approach, to bring it up to date with the modern world we live in. While students today definitely need knowledge in new emerging domains, such as the Internet and all that's connected to it, Globalization, Social Media, Modern Economics, etc, I believe the most important part is allowing them to experience the open world by themselves, by providing opportunities to travel, to gain hands



-on experiences, interact with people and companies. This will allow them to get a feel of the multitude of options they have ahead of them, and choose what's right for them. This, of course, needs to start with learning at least a foreign language of international circulation, but that is the easy part.



2. Interview with Mrs. TRIFA ANDREEA MARIA

Interviewer At first, please make a brief presentation; tell us your name, your profession and job, your current position in the company and what you do, what you actually do in the company ... and anything else you would like to share with us.

Andreea: My name is Trifa Andreea Maria, I've been working for Star Assembly (Daimler) for 4 years as a quality controller. I am currently struggling to become a good engineer, but until then I can enjoy

learning a lot and gaining knowledge throughout this period. I like a word of wisdom that says 'a good engineer was once a worker'

Interviewer: When did you attend our school?

Andreea: I was a student at "Alexandru Domsa" Technological High School from 2006 to 2010. I feel nostalgic right now...

Interviewer: What year did you graduate and get your diploma?

Andreea: In 2010, year that meant the end of a beautiful part of my life by graduating high school and also by 'defeating' the baccalaureate.

Interviewer: What course of study did you attend in highschool?

Andreea: My specialization was CAD Technician.

Interviewer: Expand a little about what happened after graduation?

Andreea: Well, my thoughts go back to the year 2010... I finish high school and I'm thinking about what I want to study further or what job should I choose... I armed myself with lots of courage and enrolled at the Faculty of Dental Technology Timisoara, but unfortunately I am not admitted (I cannot pass the practical test) However, I did not give up and I applied as a



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candidate at the Faculty of Food Science and Technology in Cluj Napoca, which I managed to



complete successfully. After finishing the faculty, I decided to continue my studies by doing a Master's course at the Technical Faculty of Cluj Napoca, Advanced Production Technologies, that would soon provide me with the opportunity of finding a job.

Interviewer: Did anyone help you find a job?

Andreea: Well, my studies did help me. The knowledge gained during high school served me throughout my university studies and set the foundation for my master's studies and the career that stretched out right in front of me

Interviewer: Did you attend any training courses or internships?

Andreea: I must say I'm lucky because Star Assembly has given me the chance to get professional training in Germany where I was able to visit two Daimler factories, which I considered a good start at the beginning of my working life. Even more, I was sent for special training for the 3D Zeiss machine (a 3D coordinate measuring equipment). Being employed at the beginning of the NAG3 project, I had the chance to attend the course of each metering machine that was brought to the control room. Having been taken on NAG3 project from its start, I have had the opportunity to attend training sessions for each measuring equipment that has been brought into the control unit.

Interviewer: Among those experiences, which were useful for your job?

Andreea: Each experience is welcome and I can say that even the most common instruction or training may prove to be worthwhile one day.

Interviewer: In what way did you obtain your current professional role?

Andreea: For my current position as a quality controller I sent a CV and soon I was summoned for an interview. I was able to do well for both theoretical and practical part.

Interviewer: What do you appreciate in your job from professional, social and personal point of view?

Andreea: I am happy with my job because I can deal with problems that I can solve together with my colleagues; every solved problem means more experience, more knowledge, never giving up and always trying to become a better engineer.

Interviewer: What advice do you think it's important to give the students who are in the same course of study you attended some years ago?

Andreea: My advice for all the students at "Alexandru Domsa" Technological High School is to study because this is the only real tool one has in their life. Also, to be persevering and never give up to their dreams.



Interviewer: What are your impressions about the world of school today? What would you change or leave?

Andreea: I think that the school today is slightly in decline. I hope that in the near future a greater emphasis will be placed on the moral and not the material aspect, the children and teenagers will be emotionally prepared for the hardships of life, more emphasis will be placed on the practical part regardless the field of profession or specialization.

Interviewer: Thank you!

3. . Interview with Mr. VLAD GOMBOȘ

Interviewer: At first, a brief presentation: Name, profession, job, position in the company, what you do in the company and anything you want to introduce us.

Vlad Gomboș: My name is Vlad Gomboș, I am an engineer and at this moment I work in Timisoara for Eltrex, a company that deals with industrial electrical installations and automation, where I am employed as an electrotechnicia engineer and in the company I do everything, from pulling cables whenneeded, to office work, design for example. I started as a project manager assistant and for the last two projects I have been and a task coordinator.

I wanted to see exactly what execution means because this way you learn to appreciate your work and become a professional in the field you have chosen.

Interviewer: When were you a student in our school?

Vlad Gomboș: I was a student at "Alexandru Domsa" Technological High School, together with my twin brother, during the period 2008 - 2012.

Interviewer: In what year did you get your diploma, baccalaureate and professional certificate?

Vlad Gomboș: The baccalaureate diploma I took in the year 2012 and also the professional attestation in the field of telecommunication technician.

Interviewer: What specialization did you study in our school?

Vlad Gomboș: Telecommunication technician was my specialization.

Interviewer: Why did you choose this specialization? What attracted you more to this profile? What was the decisive factor in making this choice?

Vlad Gomboș: We chose this specialization before going to high school because we were going to the Children's Palace at the Electronic Circle when we were students at the middle school.

There I met teachers who made me love this area and I can say that they influenced my choice

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in terms of specialization and choice of high school to continue my education.



Interviewer: What happened after your diploma in terms of education?

Vlad Gomboș: After graduating from high school I went to Timisoara, to study at the Faculty of Electrotechnics and Electroenergetics, electrical engineering department, a field close to the specialization I studied during high school, and in 2016 I continued in the same field with a Master course, "Electrotechnics and electronics power".

Interviewer: Has anyone helped you find a job?

Vlad Gomboș: After I finished university I had two job offers, which surprised me because, generally speaking, companies are looking for experienced people, not young graduates newly gone out of the school. I did not get hired in any of the two companies, but after an amazing holiday, I tried to "get in" the labour market in Timisoara, I applied for some positions, I went to interviews and finally I got a job at the company I currently work for.

Interviewer: Did you attend training courses or internships?

Vlad Gomboș: After a year of work at the company I attended some training courses for electricians on the regulated norms in our country and I became a certified electrician. I did this because I thought I could use the knowledge in my workplace.

Interviewer: Which of these experiences have helped you at your workplace?

Vlad Gomboș: I could say that all of them, starting with the Electronic Circle during my middle school years, continuing with the high school studies that I can say helped me a lot and I am referring here to the specialized modules, and obviously, the university that gave me the status of engineer. An experience I want to remember here is my trip to the United States through the Work and Travel Program. I can say it was an experience that marked me both professionally and personally.

Interviewer: In what way did you obtain this professional role?

Vlad Gomboș: From the beginning I was employed as an electrotechnical engineer, although I could say that one can only be appointed as an engineer after four or five years of experience. As I like to learn many things, I asked to start from a lower position as an electrician and I managed to go up the ladder to the position I have today, namely a work coordinator.

Interviewer: How do you appreciate your job, your workplace from a professional, social and personal point of view?

Vlad Gomboș: If you know how to communicate with people, appreciate them and allow them to express their opinions, you have a lot to gain. I am convinced that a team is made up of colleagues, just like in football, where the coach sees exactly what every player can do and



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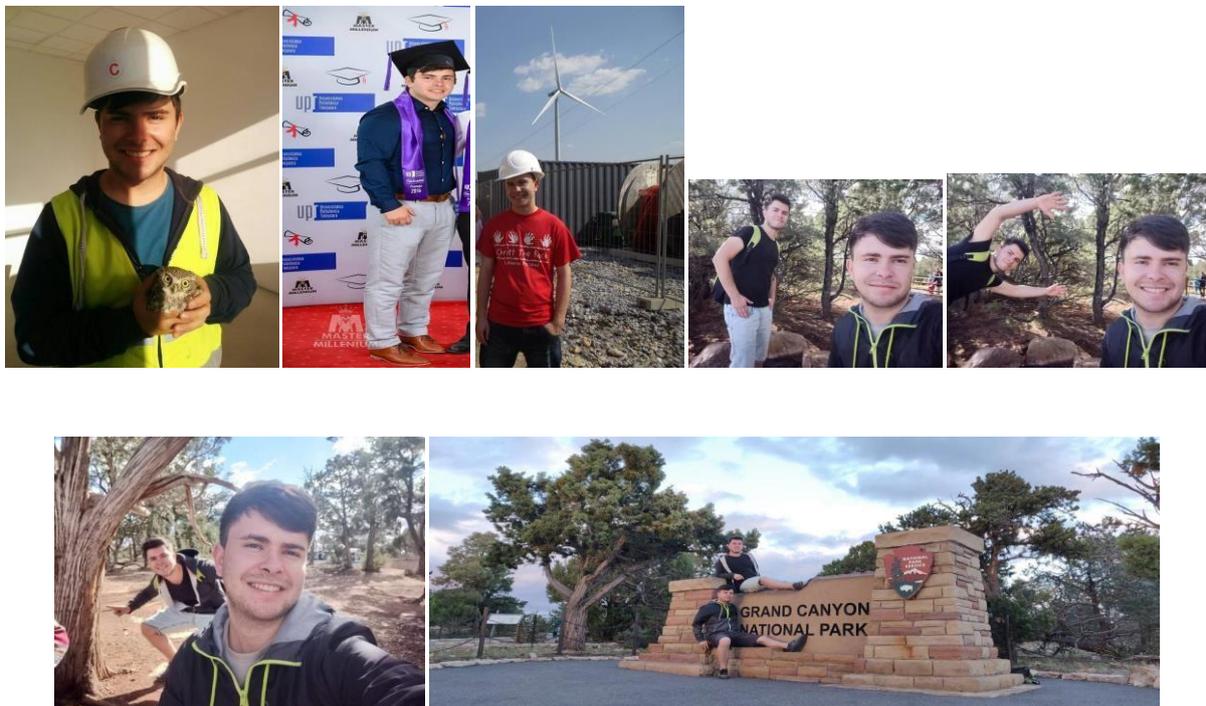
places them where the team benefits best, the team must have a mentor to explain each role to everyone. From a professional point of view, I do what I like, and I do not want to change any thing at the moment. From a social and personal point of view I am very pleased, I like the city I live in; I have a group of friends with whom I spend my spare time. All beginnings are difficult, but if you put in your heart and soul and you love what you do, the results will soon show up.

Interviewer: What important tips or suggestions can you give to students who want to study in our school, in the same profile as you?

Vlad Gomboş: Technical schools offer what the industry is expecting, namely qualified young people, and then graduates of higher education institutions who are interested in becoming professionals and successful people. No matter which career path they choose, students should strive to be good in their field, be professional and this will ensure a good and fulfilled life.

Interviewer: What are your views on today's school? What would you change or what would you keep?

Vlad Gomboş: Today's school has to focus as much as possible on practice, because many students get to college and do not know why they are there, and practice helps them find their way or open doors to a new job.



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4. Interview with Mr. ALEXANDRU DAVID

Learning and education begins the moment you come into this world and it is an ongoing process until you leave it. It is initiated within the family, completed in school and complemented by mastering a profession. The more knowledgeable a man is in the mysteries of a profession, the more pleasure he will get by practising it, thus gaining the appreciation and respect of those around him.

My theoretical and practical training began with my enrolment in 2007 at the "Alexandru Domșa" Technological High School in Alba Iulia. I chose this Technical College and opted for the qualification CAD Design Technician as I considered that this line of profession can always provide you with a job and could be a safe starting point for the future.

The advantages offered by a technical high school are better seen later, when you need to enter the labour market or when you want to pursue a university degree. If you are a good worker, you also have material advantages and personal satisfactions!

I graduated high school in 2011 and passed the baccalaureate exam. Even though I did not pass it in the first session, this did not discourage me, but it prompted me not to give up, to work harder, to strive more so better myself.

Having received the baccalaureate diploma, I enrolled at the Technical University of Cluj Napoca, Alba Iulia extension, the Faculty of Machine Engineering. I found the courses much easier because I had already developed professional skills in the field. The specialized subjects I studied during high school, such as Technical Drawing, Applied Mechanics, Electrotechnics, Materials Study, AutoCad, provided the necessary basis for understanding and helped me pass all the exams. During this time I was also employed as a CNC operator at VCST Alba Iulia. It was the first job where I was able to put into practice the technical skills acquired in the high school years. Working on numerically controlled machines implies having thorough technical knowledge.

I graduated college with a bachelor's degree in 2016 and currently I am in the 2nd year of a Master Course in Advanced Engineering Technology.

Practice and theory have been very important in building up my character. At school there were also cultural, artistic, sporting, competitive and fun moments. I learned to have respect for work, for others and, last but not least, for myself. I learned that one shouldn't be content with little and less but struggle to become better, more useful, a better professional! Since March 2018, I have been employed as a process engineer at one of the largest companies



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in the country, Bosch-Rexroth Blaj. This position represents the result of the



efforts I have made, the professionalism I have tried to show, the ability to make decisions,, the courage to take responsibility and also risks. At the same time, it represents the perseverance and dedication of my teachers and tutors, the art of learning from failures and the wisdom of sharing current achievements. They are the key that opens the gates of success.

Some advice for future generations: "Be determined and persevering, positive and, last but not least, fair. Try to follow your passions, do not give up on school before you know what you want to do with your life and your career. Learn your trade! "



5. Interview with Mr. DRAGOSIN ALEXANDRU

and I attended "Alexandru Domșa" Technical High School for four years, between 2003 and 2007. At the end of the senior year I managed to graduate and pass

At the end of the first two years of study I decided to follow the telecommunication section that was available at that time. After the first two years of study at the above mentioned high school, I decided to choose telecommunications between the five specializations that were available at that time. Telecommunications had always stirred my curiosity and I considered it very appealing when I thought about future prospects in that field, that is to say the options that I would have after graduation in terms of study or future

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career path

I continued my studies in the same field at the Technical University of Cluj-Napoca where, quite naturally, I followed the same specialization in Telecommunications. Four years later, I obtained an Engineering diploma and I went on doing a Master course at the same university. Once my academic education was completed, I decided to settle in Cluj-Napoca and started sending my CV to all the companies that were hiring at that moment in the area. I did not attend any training courses before being hired because the company where I started offered all sorts of training opportunities while working so that they helped me perform better or to advance on the career ladder. During those training sessions I gained a lot of technical competences and abilities, such as using new technology that was currently used at the time, or learn a specific type of working style that had practical applications on my day to day work. On the other hand, I developed and improved my soft skills like communication, teamwork or problem solving that are very important when working in a team.



Based on the skills I managed to gather through school and on the high market demands of the software development, I decided that the most appropriate role in this business for me was to pursue the Quality Assurance Engineer role.

From the professional point of view I appreciate my job because it is challenging, the technologies used are always developing and I always have the sense that I am learning new things that first of all can be applied in any software company that I would choose and that it can be located all over the world and not just in the town or country I currently live in.

From the social point of view I like this field of work because you meet a lot of people that share your common values and interests and it is really exciting when you can work with people from all over the world, meet them, exchange ideas or engage in common activities.

From my personal point of view I feel that my work is important for the company and it gives me a feeling of accomplishment. It is really nice when you are appreciated and fairly rewarded for the work you did.

Another important factor here is that the work environment is friendly and professionally at the same time and I feel that I can express myself freely without being



obligated to follow a certain way of doing things or being told what to do. I always decide how to do my job and how I structure my time and work in achieving this.

Let's not forget about the fact that the company provides a flexible working program where you can choose the working hours that suits you the best, a lot of fringe benefits such as private medical care, sports activities, international conferences, annual bonuses, parties and a lot of other cool stuff that are well appreciated.

What advice would I give the students? First of all they should find what they would like to do from the professional point of view, learning a little bit about what you need to do at that job and be sure that they would enjoy doing it. After they decide on a profession they should set all the needed goals for achieving their dream job and fulfil them before they could start working.

They should be prepared to encounter some ups and downs along the road but never give up and always have patience because the rewards will be worth it. They might be tempted to give up their plan when an easier and faster opportunity to make money will be present but they should focus on the road they started walking on and do nothing else before it's done.

I am not up to date with what it is taught in schools today but I think that the best lesson a student can learn is not really about the volume of information that they can memorize in the many years of studies, but it's about the ability to find all the available information about a certain problem and learn how to use it so that they can solve it. To put it in a simple way, they should learn how to learn, how to think for themselves and how to act when an unusual situation is presented, and not just to memorize the information needed for a specific test only for the purpose of getting a higher grade.



A very important role in acquiring these skills is to understand and accept that teachers do not only have the role of evaluating the knowledge of the pupils at one point in time, but of being mentors and showing students how to acquire and use these learning skills without which a student cannot set their course on the road of success.



6. Interview with Mr. VICTOR BĂCĂIŢAN

My motto: "Be good ! Be happy !"

Interviewer: First of all, please introduce yourself briefly.

Victor BăcăiŢan: My name is Victor, I am 35 years old and I am a former student of "Alexandru Domşa" Technological High School.

Interviewer: When did you graduate our school?

Victor: I graduated in 2003.

Interviewer: What was the area of your specialization?

Victor: Technician in electronics.

Interviewer: Why did you choose that course? What attracted you most when you made your choice? What was the decisive factor?

Victor: I followed my father's footsteps into Electronics. When I was a child I used to sit around his desk looking how from small components he was able to create functional devices and apparatus. At the time I thought he was doing magic and when I grew up, I wanted to be a magician as well. Time flew, I grew up and yes, I took this course to learn the magic of electronics.

Interviewer: What happened after getting your diploma?

Victor: After diploma ...a lot happened, probably it would be easier to read my CV now. Broadly, I started to apply the things I had learned into a job where I was an apprentice at the time. After finishing the apprenticeship I started working for the same company for the next year until I moved to a bigger city 100 km away. They say in life do what you know best so I looked for a job in the same domain of electronics, went for an interview and got hired straight away .

Interviewer: Did anyone help you find a job?

Victor: Working close to electronics / computers / mail made finding a job pretty easy and No, no help was needed



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Interviewer: Did you attend any training courses or internships?



Victor: Training ... personally I became an autodidact but I did meet other people working in the same field and just by exchanging experience with others I consider that was a great training to me. Later I drifted a bit from electronics to applied electronics and electricians in heavy machinery and here I did a couple of courses as to familiarise with different chassis and train drives.

Interviewer: Among those experiences, which were useful for your job?

Victor: I reckon all of them.

Interviewer: In what way did you obtain your current professional role?

Victor: Work, work and work again. Read, learn and apply. Try to be the best and make sure people know that. Be positive and have big dreams. This is the way I got to the position I am now. Don't give up, just follow your dreams and make it happen.



Interviewer: What do you appreciate in your job from the professional, social and personal point of view?

Victor: I run my own business now, I'm based in London, working for the bus and coach industry and also working for the tourist industry. There are more things to appreciate, though. Firstly, I do what I like so if the alarm clock rings at 5 am I wake up with pleasure, knowing that I followed my dreams and I do what I like. And not going to a work place just to wait a paycheck at the end of the month. Every fault that I have to mend comes as a challenge, you fix it and then you take another one and then another and so on. Then I get to the end of the day knowing that I have conquered all the challenges and somehow deep down inside this puts a smile on your face knowing that it's all done and also I have added to my professional career something that nothing can buy: More Experience! Like I said earlier, I also have contracts in the tourism industry, this allowing me to travel the world from Asia and Middle East to America and all across Europe. It's exciting to see new places and meet new people. I think nothing opens your mind more than seeing and experiencing new things all the time. This had a massive impact on my personal life as well and made me who I am now but,



who knows?, not the man I'll be in a few years time. In the end, all this string of experiences can be narrowed down to one word: LIFE .

Interviewer: What advice do you think it's important to give the students who are in the same course of study you attended some years ago?

Victor: Go to a gym to make your muscles bigger. Go to school to make your brain bigger ! Go to school, this is the most beautiful time of your life. Learn a bit of everything and put accent on what you believe you will do after that. Believe in yourself and remember the slogan :”Just Do It”.

Interviewer: What are your impressions about the world of school today? What would you change or leave?

Victor: I'm a bit of a stranger to school these days so I can only say with regards to what I have seen in the media. I think more interaction is needed from early stages of school with the dreams that you need to follow. For instance, if you want to be an accountant, do at least one day a week accounts and then ask yourself: do I want this for the rest of my life ? I think the relations between teachers and students shouldn't be so “bossy”, but more friendly. Desks should be placed in a circle and not in rows.



7. .. Interview with Mr. ȘTEFAN VASIU

Ștefan VasIU is one of our former students. He graduated in 1994 and went on to follow his passion for mechanics and electrical domain, which he had shared with his father and brother ever since his childhood. “Alexandru Domșa” Technological High School was his option as he was keen on the technical subjects available in the educational offer at the time. After graduation he worked for a while as a computer technician before going to the university and further completing his formal education with a Master Degree. Later on, Ștefan became a member of our teaching staff in the department of technical and technological subjects, highly appreciated by our students and fellow teachers for his professionalism and enthusiasm.



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Here is his story...

<https://youtu.be/3ObODYcst7M>

8. .. Interview with Mr. RĂZVAN MUNTEAN

Răzvan Muntean is now an engineer at Star Transmission Company, and we take pride in having him as a student, together with his twin brother, a few years ago. After graduating "Alexandru Domșa" Technological High School and passing the baccalaureate exam, Răzvan went to University while working at the same time. In the same spirit of hard work and combining studies with a challenging job, Răzvan is now doing a Master course at the Technical University in Cluj-Napoca. Although still very young, Răzvan is an accomplished man from the professional point of view, being able to take on responsibilities and difficult tasks at work, very keen to learn and make progress in every aspect of his job.

Listen to his succes story....

<https://youtu.be/GZK7Kfo-MXM>

9. .. Interview with Mr. TOMUȘ ALEXANDRU

Alexandru Tomuș graduated the German Vocational School, the newly established structure of our organization aiming to implement the German dual system. Although coming from a family with modest means but with strong moral values, he was an excellent student, very focused on learning and obtaining results in both academic and technical subjects, but also very involved in extracurricular activities. Teachers, his colleagues and representatives of the company where he did his practical training, valued and appreciated his work, his efforts and results. Alex now works for Star Transmission Company and, at the same time, he continues his education by attending evening classes at our school. His enthusiasm, hard work and an open minded attitude will certainly contribute to his dream of becoming an accomplished engineer one day.

Here is his story....

<https://youtu.be/Hdb9SGzZONM>



10. .. Interview with Mr. IOAN TODORAN – The generation of 2009

omsa" Technical High School in 2005, graduated and got my

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secondary-school diploma, computing profile, in 2009



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I attended this college because of this great profile of computing. For me the computer was a passion, the hardware part, but also the software part, started to fascinate me ever since I had my first computer science class in the primary school.



After graduation I attended the Computer science class at “1 Decembrie 1918” University of Alba Iulia. And got more deeper in this interesting domain.

During the University studies I attended an internship in Italy with some of my colleagues, and there I saw for the first time how nice and how many possibilities this domain offers. From Army to Medicine and from cars to phones, all of them have some computers and software.



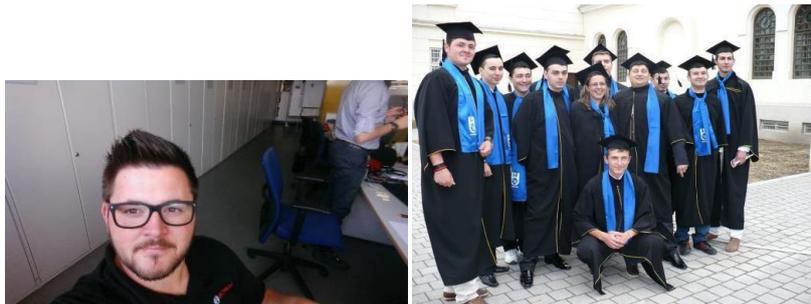
Since I needed money I wanted to find a job related with my area of study. I applied to a lot of jobs, and I started my first position that was somehow related to computing, as a database admin for a recruiting firm. It was a nice job but not very challenging.



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After this experience my dream was to work for a multinational company. I sent letters of application to all near Alba Iulia. And one day I received a call from Bosch company in Blaj; they saw my CV and they wanted to know whether I was interested to go to an interview. I started working at Bosch without any help from anyone, applying for available positions was sufficient. I started in the IT department as a working student, part time, 6 hours per day contract, because at that moment I was studying for my Master degree in “Advanced Programming and Database” at “1 December 1918” University. I found there a professional environment, a young but great team, happy to share their knowledge and experience with me.

A year later I became an IT Engineer and started to work with programs and tools that I hadn't learned or studied about. It was a quite challenging for a period. One of the most important is SAP –is the most used and the most complex ERP system. It is a software that helps any business to be managed easily.



After 4 years at Bosch I wanted a new challenge and moved to Cluj Napoca to go to the next level of this profession. Also just by applying to the wanted job and doing my best, I am now a SAP Consultant at MHP –that is a Porsche IT division.

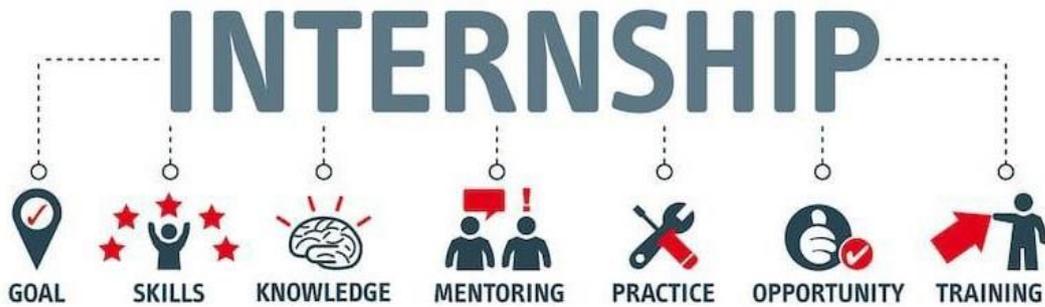


I think that if you follow your passion and your dreams you can do it! And “Alexandru Domsa” Technical High School was the beginning of a nice way in this domain. As you know, if the base of a building is not stable, it will fall down. Even if in school we learn some things and at work is different, the way, the process of learning and the basics of every domain is something we start learning in school. What I would change in today's school is that I would make it more related to the real life, so that the students would have to learn about the tools and

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technologies that are used in the companies these days. Of course I would add much more practical classes and internships. In this way the students would feel more confident that they will succeed in this domain.



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11. .. Interview with Mr. NICOLAE BURNETE

I was born in Roşia de Secaş (Alba County) on 4th June 1960. I spent my childhood in the countryside. Being the youngest child in the family was both an advantage and a disadvantage.

In 1975 I graduated from the local secondary school in Galda de Jos (Alba County) and I was admitted to "Horea, Cloşca şi Crişan" High School, which was considered to be the best high school in Alba Iulia at the moment. I was going to continue my studies at university level after graduating.

I studied there during the 9th and 10th grades and I obtained very good results. Accidentally, in 1977, I became a student at High School No.1 in Alba Iulia, which had Mechanics as its profile. There was only one place left unoccupied in a class of cutting machine operators, and I confess I was quite nervous at the thought that another candidate, with a better admission grade, might have come and taken it. I should not have worried! After all, I had studied the previous two years at the best high school in town and my G.P.A. was much higher than the admission grade at the Mechanics High School! I have to confess that, when I was admitted there, I promised myself to do everything I could to become a Sc.D.! It was my way of protesting against everything that had happened to me till then...



I still remember my first school day at the new high school. My former homeroom teacher, Mr. Goția had been very curious to meet the new student in his class, who had had the highest admission grade. Two beautiful high school years followed and I was happy I had been admitted to that high school. Why? I have many reasons. First, I met special teachers there, such as teachers Maier, Pali, Cristescu, Oprea, Țâra and, of course, Mr. Goția, the one who knew how to get so close to us, his students. As a matter of fact, almost all teachers had an open attitude towards us. Secondly, my colleagues were also special and the class atmosphere made you want to attend classes. Going to that high school helped me discover my real friends. And last, but not the least, the high school was the place where I found my bride-to-be!

I was valedictorian of my last high school year and I gladly admit that many of my following achievements are due to the practice and the things I had learnt at High School No.1 from Alba Iulia. There I learnt how to learn and how to prepare professionally!

In 1979 I took the entrance exam and I was admitted in the university. One of my dreams became true! Between 1979 and 1980 I did the military service and then, between 1980 and 1985, I attended the Faculty of Mechanics of the Polytechnic Institute of Cluj- Napoca and specialized in Agricultural Mechanics. I graduated as valedictorian. Such a great joy to be the valedictorian of the largest faculties in the country!!! But such sadness to end the student life!!! Maybe one day I will return among the students! Maybe...

Due to the exceptional academic results I was offered a position in the field of research, in Bucharest, and the compulsory production internship period was deducted to only two years. Despite that, I refused to go to Bucharest and, in hope of returning one day to the faculty I had graduated, I prolonged my production internship to four years.

And my hope became true. In the summer of 1989, there was a vacancy as a non-tenure-track instructor at the Department of Descriptive Geometry and Technical Drawing of the Polytechnic Institute of Cluj-Napoca. I was declared "admitted" out of the 5 candidates, but it took some months of waiting till I actually started my work at the Institute... That is how it was back then... How useful the notions of technical drawing learnt at my beloved high school proved to be!

In the spring of 1990 a proposal of competing as an assistant professor in the Department of Agricultural Machinery came. It was a very difficult to decide. I was sorry to leave the Department of Descriptive Geometry and Technical Drawing, but I still wanted to



become a professor in my specialty. In the end, after another exam, I became an assistant professor in the Department of Agricultural Machinery of the Faculty of Mechanics.

From that moment on, things went better than I had ever dreamt of. Taking exam after exam, I gradually promoted to associate professor, then to reader/full professor and, in 2001, to professor. The youngest professor in the Technical University of Cluj-Napoca! And that happened after I had been elected Head of the Department of the Road Vehicles and Agricultural Machinery in March 2000 (when I was not even 40). I was the youngest Head of Department in the Technical University of Cluj-Napoca! I had managed to get from a student to the person in charge with my former educators!

Now, as a professor in the Department of Road Vehicles and Transportation at the Faculty of Road Vehicles, Mechatronics and Mechanics, I am in charge with the discipline Building and calculation of the internal combustion engines of the vehicles.

In March 1994 I was elected member of the Teaching Committee of the Faculty of Mechanics, position that I still have. Since May 1994 I have been a member of the Teaching Committee of the Technical, Economical and Management College, a part of the Technical University of Cluj-Napoca. Since October 1998, I have been involved in coordinating the activity of Road Circulation Engineering specialization of the School of Postgraduate Studies. In October 1999 I became Quality Manager at the Faculty of Mechanics.

In February 2004 I was re-elected Head of the Department of the Road Vehicles and Agricultural Machinery. On 26th March 2004 I was elected Dean of the Faculty of Mechanics and member of the Senate of the Technical University of Cluj-Napoca.

In 2008 I was re-elected Dean unanimously.

In 2012 I was elected Manager of the newly founded Department of Road vehicles and Transportation.

In 2016 I was elected Chairman of the Senate of the Technical University of Cluj-Napoca.

Beside academic activity, I was a Counselor of the Department of State at the Ministry of Education (in 2012), the Deputy General Manager of the Ministry of National Education (2012 – 2013) and the Minister of Research and Innovation in Romania (2018).

Regarding my scientific work, in 1997 I became a Sc. D., which meant another dream came true! Besides, in 2001 I became an assessor expert in Assessing the Academic Research Process, as a part of the CNCSIS Committee of the Ministry of Education and Research.



I am an author or co-author of 15 didactic works. I have published 158 scientific papers, both in Romania and abroad.

As an agreement manager or as a staff member, I have been involved in 53 agreements of technical and scientific research.

Regarding scientific community, I have been:

- a chairman of Cluj branch of SIAR (The Romanian Society of Car Engineers) – since 2001;
- a member of AGIR (The General Association of Romanian Engineers) – since 2006;
- a member of SROMECA (The Romanian Society of Mechatronics) – since 2002;
- a member of SAE (Society of Automotive Engineers, Inc) – since 2001;
- a member of SIA (Société des Ingénieurs de l'Automobile, France) – since 2008.

Since 1994, I have taken part in training courses abroad to INSA (Toulouse, France), in 1996 and 2004; to IUT (Belfort-Montbéliard, France), in 1998; to Université Paul Sabatier (Toulouse, France), in 2000; to Universität Hohenheim (Germany), in 2000, 2001, 2002 and 2004.

That's my life story briefly! Is it much? Is it little? This is it!

Oh, that's something more! There's something more that also happened because of the high school! I have a wonderful family! I and my wife have been together since 1977, when I came to the Mechanics High School. She is a doctor. We have two extraordinary children: Nicolae Vlad (born on 6th June 1988), who graduated the Technical University of Cluj- Napoca, Road Vehicles specialization, and Oana Maria (born on 24th December 1989), who also graduated the Technical University of Cluj-Napoca, but Architecture specialization. Another dream has come true!

Cluj-Napoca,

1st May 2019

Prof. Nicolae Burnete

Chairman of the Senate of the Technical University of Cluj-Napoca



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12. CONCLUSIONS

The quality of education and training provided by our school in partnership with economic operators can be appreciated by measurable results obtained by our students during the years of preparation but also after graduation. Many of our graduates have built successful careers, some by continuing their education at the university, others by being hard-working and responsible professionals, others by starting as young entrepreneurs. We are very proud of each and every one of them!



CAPITOLUL II SUCCESS STORIES FROM ITALY

A. Success stories of graduates of the SCHOOL LUIGI SANTARELLA – BARI

1. A short history of the SCHOOL LUIGI SANTARELLA - BARI



Our school was born in 1891 as the Royal School of Arts and Crafts “Umberto I”, founded by the Basilica Palatina of S. Nicola; its first seat was on the square of the Basilica.

the name of Istituto Professionale Statale per l’Industria e l’Artigianato (VET school for Industry and Crafts) “Luigi Santarella”.

So it gradually developed new professional sectors which answered to the changing needs of the labour market and was integrated into the craft and professional contexts of the town and of the region.

Today the school includes 3 sites (2 in Bari and 1 in Bitetto), 750 students and 120 teachers, 7 administrative employees, 15 technical assistants working there.

Currently the educational offer of the I.P.S.I.A. “L. Santarella” includes the following technological sectors

Founded in 1891 as “Umberto I Scuola di Arti e Mestieri” and renamed in 1956 IPSIA “L. Santarella” the school has 3 facilities, 2 in Bari and 1 in Bitetto. We have 120 Teachers, 7 Administratives , 15 Technical Assistant , 750 pupils

Actually we are a VOCATIONAL SCHOOL in INDUSTRY and ARTCRAFT with 4 Tecnological Areas:

- Dental care
- Electronic electricity



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- Fashion
- Audiovisual



**IPSIA “SANTARELLA” IS COMMITTED TO INNOVATION AND
INTERNATIONAL PERSPECTIVE FOR NEW PROFESSIONS.
OUR MAIN GOAL IS A GOOD EMPLOYMENT FOR EACH PUPIL**

- **DENTAL CARE**



Dental care is the profession that deals with the application of techniques necessary for the construction of dental prostheses that will be applied by dentists.

The Ipsia Santarella, for more than fifty years, has been the only school, not just in Puglia, but also in Calabria, Basilicata and Molise, to have the “Dental Care” course. This has made it able to become a reference in its field for authoritativeness of teachers and quality of trained students.

- **MAINTENANCE AND TECHNICAL ASSISTANCE**



The “Maintenance and Technical Assistance” course, with the specialization in Electricity and Electronics, trains the professional staff for maintenance with a really complete background that includes also Mechanics.



The course lasts five years for obtaining the diploma, but already at the third year the school issues the qualification as Electrical Operator, on the basis of specific agreements and regional projects.

- **FASHION**



In the Modeling and Manufacturing laboratories and in the Info-Fashion ones of our school, didactic activities focus on tailoring exercises both on a craft and an industrial level, to train specialized staff who can have employment in companies working in this sector, such as ateliers, textile factories and manufacturing enterprises.

The course also enables students to operate in the design area as a stylist and fashion modeler with CAD skills.

- **AUDIOVISUAL**



In this course our school trains professional staff such as technicians of audiovisual editing, cameramen for shooting, sound technicians and assistants to television direction.



Our school includes the auditorium “ToTò” (in the name of the famous Italian comic actor) with 260 seats, a stage 28 square meters wide and a real control room where students, from the third to the fifth year of the course, perform simulations of TV broadcasts, mobile directions and acoustic equalization.

2.. Interview with Mr. .MASSIMILIANO CUTRIGNELLI

Interviewer: Today we meet Mr.Massimiliano Cutrignelli, Production Manager in RFI (Italian Railways Network)

Q: In what years did you attend our school?

A: From '87 to '92

Q. In what year did you take your secondary-school diploma?

A: In 1993

Q: What course of study did you attend?

A: Electric/electronic course Q: Why did you choose that course? What did attract you most in your choice? What was the decisive factor in choosing that course?

A: I loved manual activities.

Q: At the end of your studies, did you feel satisfied?

A: Well, I felt very satisfied, I loved school. I never felt bored.

Q: What happened after your diploma?

A: I enlisted in the army. I left my hometown and I moved to the north of Italy for 9 years to work in steel plant where I learnt very much even if all was new for me and my studies. In 2002 I worked in a foundry in Bari, RFI and I am the responsible of production (first level).

Q: Did someone help you in finding a job?

A: Sincerely not, I have done all by myself because I have always been completely independent.

Q: Which of those experiences do you consider useful for your career?

A: That I spent in the north of Italy: it was very good for my cultural and professional growth. It is necessary to watch everything and to know how to do everything.

Q: What do you appreciate in your job from professional, social and personal point of view?

A: Great personal satisfaction without no doubt. I have to manage 120 people, some of them have a degree. I have lots of responsibilities because of the metallic parts we do for railway. So I'm very happy.

Q: What advice do you think it's important to give the students who are in the same course of study you attended some years ago?



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A: You have to do what you feel it's better for you, if so you will reach the goal. You need strong will and resolution. Once we studied less subjects, now you are lucky that the programs changed.

Q: How do you value the school world?

A: You must be more polite towards people, only in this way you will have success in the labour world.

Q: I thank you for this interview. Good luck

A: Bye. Thanks

3. ..Interview with Mr. GIACINTO IANNONE

Interviewer: Today we meet **Mr Giacinto Iannone**, President of ANTLO (Italian Prosthodontics Association) in Apulia

Q: In what years did you attend our school?

A: From 1969

Q. In what year did you take your secondary-school diploma?

A: In 1974

Q: What course of study did you attend?

A: The dental course . Q: Why did you choose that course? What attracted you most in your choice? What was the decisive factor in choicing that course?

A: By chance. During the last year of Scuola Media, when I had to choose the following school, I visited L. Santarella and I was soon attracted by the manual work to do in the laboratories. The teachers showed me how to use gold capsules an this grasp my attention. So, the visit was the decisive factor, even if my parents didn't agree with my decision because they wanted me to study in Accademy. Later my nephews,too, chose the same school.

Q: At the end of your studies, did you feel satisfied? What would you have changed in the school in those years?

A: Not very satisfied, indeed. I believed that school could give a better education. I 'd have improved the practical subjects and new technologies which I found outside. The school equipment were old considering the real work world outside.

Q: What happened after your diploma?

A: I enlisted in paratroops for one year, but after that, I was dying for working in a dental laboratory where I deepened the work of dental technician. I attended a Master course in Bari and abroad, so in 1980 I opened my first laboratory



Q: Did someone help you in finding a job?

A: Nobody helped me. I chose courses and education on my own.

Q: Did you attend training courses or internships?

A: Yes, almost 60 different courses.

Q: Which of those experiences did you consider useful for your job?

A: Those courses helped me to understand the real job. Together with other colleagues, in 1984, we established AOP, an association of prosthodontics, mostly cultural, but a true Apulian school where also foreign people are associated, about 400/500 partners. Later I became VicePresident of ANTLO, container of all the regional movements until 2016. Today I'm responsible of education in "FEDERODONTOTECNICA"

Q: What do you appreciate in your job from professional, social and personal point of view?

A: Professionally speaking, I'm very satisfied for all the obtained appreciations. Personally I think that technology goes fast and it's always important to improve equipments, especially in schools. Italian dental technicians are appreciated abroad and required because of their high level of preparation, but schools haven't updated equipment the labour world require.

Q: What advice do you think it's important to give the students who are in the same course of study you attended some years ago?

A: They have to study hard when they are at school, but they have to deepen their knowledges in external laboratories because this is a long, accurate work, but it can give lots of satisfactions.

Q: How do you value the school world, today?

A: Unfortunately schools are behind the required technologies.

Q: I thank you for this interview. All the best for your job. See you on Santarella TV.

A: Bye. Thanks

4. .. Interview with Mrs. ANTONELLA ABBINANTE

Interviewer: Today we meet Mrs Antonella Abbinante, National President of Dental Hygienists

Q: In what years did you attend our school?

A: From 1981 to 1987

Q: In what year did you take your secondary-school diploma?

A: In 1987



Q: What course of study did you attend?

A: The dental course .

Q: Why did you choose that course? What attracted you most in your choice? What was the decisive factor in choosing that course?

A: Well, I had been always interested in practical subjects, I wanted to create something practical. I liked to study, too. From the third year on, my passion towards this profession grew, thanks to my demanding teachers. Moreover my brother-in-law had a dental technician laboratory and I was curious and charmed by that job.

Q: At the end of your studies, did you feel satisfied? What would you have changed in the school in those years?

A: Absolutely well satisfied. I don't know really. Maybe I'd have improved the immotivated bad idea of that kind of school. Some people considered that type of school not suitable for a girl.

Q: What happened after your diploma?

A: I was interested in all concerning the mouth, but the relationship with the patient lacked. So, I attended a two-year dental Hygienist course and I was the best in that course. I attended the university in Rome "La Sapienza" where I took my degree. I Took part in the Association of Dental Hygienists, first as a partner, then as the President of Apulia region. Later I was Coordinator in the National Managerial Council of all the Regional presidents and today I'm the National President of 2.500 people. This group grew from 1.600 since I worked there, with my satisfaction. I taught in the dental hygiene school, too, today I'm didactic director of that school.

Q: Did someone help you in finding a job?

A: Nobody and I'm very proud of that.

Q: Did you attend training courses or internships?

A: Yes, first and second level Masters. No stage.

Q: Which of those experiences did you consider useful for your job?

A: Surely my university studies and my job as assistant at university. Q: What do you appreciate in your job from professional, social and personal point of view?

A: I'm very proud about the oral hygiene campaign we organize at guidance centre. We try to educate the patient to the health of oral cavity which becomes the health of total body.

Q: What advice do you think it's important to give the students who are in the same course of study you attended some years ago?



A: Certainly, they must believe in what they do. If you do something with passion, the success will arrive, even if there are obstacles and crisis.

Q: How do you value the school world, today?

A: Well, today I'm a mother and I see that parents very often tend to substitute the teachers. Parents mustn't do that, the teachers must have the possibility to do their job: to choose the homeworks to give them, the right behaviour to have in the classroom and everything else.

Q: I thank you for this interview. All the best for your job. See you on Santarella TV.

A: Bye. Thanks

5. .. Interview with Mr. GRIMALDI FRANCESCO

Interviewer: Today we meet Mr. Grimaldi Francesco. He has a company for plant design and installation, and for restorations.

Q: In what years did you attend our school?

A: From 1992/'93

Q. In what year did you take your secondary-school diploma?

A: In 1998

Q: What course of study did you attend?

A: The course to become electric/electronic technician. Q: Why did you choose that course? What attracted you most in your choice? What was the decisive factor in choosing that course?

A: I chose this school because it seemed an easier school, but I was wrong. It's a good opportunity to enter the labour market. I have always been quite gifted at manual activities.

Q: At the end of your studies, did you feel satisfied?

A: Not enough because I needed more practice rather than theory.

Q: What happened after your diploma?

A: Soon after, I looked for a job. A year after I wanted to open my own activity of plant design and installation. Thanks to this kind of diploma I could do it and I went to an accountant. He told me that in Italy according to the 46/90 law (today 3708) you need at least 3 years of work.

Q: Did someone help you in finding a job?

A: One of my teachers helped me in doing that: he testified my work for 3 years. Today I have also a company for the restorations.



Q: Did you attend post-diploma courses or stage?

A: I did stages in firms also far from my hometown, I went to Taranto (Mesagne), I worked in a firm of electric panels because it was my goal.

Q: What do you appreciate in your job from professional, social and personal point of view?

A: From a personal point of view today I am employer, I am happy because I'm free to organise my workday, my employees work for me. On the other hand I come back home with the problems of the day, of the day after and I have to organise everything. From the social point of view I am seen as employer, the person who wants to "use" them for his personal interests and the employer thinks that his employees could "steal". Q: What advice do you think it's important to give the students who are in the same course of study you attended some years ago?

A: Try to be ambitious, become skillful workers, don't settle for. Moreover when you have an interview for a work, don't ask for how many hours you have to work or how much money you have to gain, but learn, learn, learn everything you can.

Q: Dario, how do you value the school world?

A: When I was at school It was funny to stay with other students, today I think there are some bad behaviours such as bullying, also on social networks, use of phones in the classroom and I am very sad and worried for that.

Q: I thank you for this interview.

A: Bye. Thanks

6. .. Interview with Mr. IAN MICHELE

Interviewer: Today we meet Mr Ian Michele, a freelance professional Photographer and Videographer

Q: In what years did you attend our school?

A: From 2004-2009

Q. In what year did you take your secondary-school diploma?

A: In 2009

Q: What course of study did you attend?

A: Audiovisual communication course Q: Why did you choose that course? What attracted you most in your choice? What was the decisive factor in choosing that course?



A: My passion for photography was born at the age of 7 when I had my first camera called Polaroid. I'm a musician, too, and I wanted to become a sound technician so that course was close to my main interest. My teachers were fundamental for my choice, they suggested me the right way.

Q: At the end of your studies, did you feel satisfied? What would you have improved in the school?

A: Yes, I was very satisfied. I realized that nothing was wrong in the school, only I had to study more even all the subjects. You have to take everything the school gives, because all the subjects are important.

Q: What happened after your diploma?

A: I attended Cinema Academy where I took my degree in Advanced Cinema Technique. Later I was called for some collaboration in "Apulia Film Commission" and "Oz Film" where people saw me as a reliable and dynamic person, but above all, a person who knew all the special equipment and tools about film making. I took part in some important national photograph competitions such as "Leica Photo Contest" and "Bologna Street Art" and I won them.

Q: Did someone help you in finding a job?

A: I have to thank my teacher of professional subject for all the advice he gave to me. When I have to do a work, I wanted my teacher to see that, because it was better to have a good confirmation from the teacher than from the customer.

Q: Did you attend training courses or internship?

A: Yes, the school photography of Francesco De Napoli "Camera Chiara". I was not satisfied, indeed.

Q: Among those experiences, which were useful for your job?

A: I was Photographer and Videographer during an important fashion show in Conversano. Moreover a short film with a local actor, 20 days in San Vito dei Normanni where I learnt a lot.

Q: What do you appreciate in your job from professional, social and personal point of view?

A: I'm very happy because today I do the work of different people: photographer, post production photographer, video shooting, editing/special effects, artistic direction. So I'm responsible from the beginning to the end of the work it's my creation. For an employer it's more convenient to hire one person instead of four people. Q: What advice do you think it's important to give the students who are in the same course of study you attended some years ago?



A: Students have to confide in their teachers completely. Moreover they have to follow their hobbies. For example my hobby is music and I have written and put to music 7 soundtracks for a local film.

Q: How do you value the school world?

A: A vocational school such as “Santarella” is very good to find a job.

Q: I thank you for this interview. All the best for your job. See you on Santarella TV.

A: Bye. Thanks

7.. Interview with Mr. **CROCE CARMINE**

Interviewer: Today we meet Mr. Croce Carmine, a Video Producer

Q: In what years did you attend our school?

A: From 2007-2012

Q: In what year did you take your secondary-school diploma?

A: In 2012

Q: What course of study did you attend?

A: Audiovisual communication course Q: Why did you choose that course? What attracted you most in your choice? What was the decisive factor in choosing that course?

A: I’ve always had the passion for videos. When I was expelled from my school in Barletta, I found this course surfing on the Internet which was established few years before. So, even if the school was far from my town, I decided to attend it in Bari.

Q: At the end of your studies, did you feel satisfied? What would you have improved in the school?

A: yes, I was satisfied because I worked in the afternoon using what I learnt in the morning. I would have improved the practical subjects.

Q: What happened after your diploma?

A: I worked in a local broadcasting network “Telenorba”, later I opened a production studio with a friend of mine in my town.

Q: Did someone help you in finding a job?

A: Nobody. I had already had the idea of something on my own in that field.

Q: Did you attend training courses or internship?

A: Yes, technical Training courses such as animation and special effects. They were private and expensive courses.

Q: Among those experiences, which were useful for your job?



A: All of these experiences, but school first. Q: What do you appreciate in your job from professional, social and personal point of view?

A: I can work with important artists, I'm free to organize my work day and if it happens that I work 12 hours a day without a break, I come back home happy . Q: What advice do you think it's important to give the students who are in the same course of study you attended some years ago?

A: They mustn't lose time, the ideal would be to work after school in the afternoon or to buy a computer with specific softwares, suitable to practice what they learn in the morning. In this way they could train for their future job.

Q: How do you value the school world?

A: People have to be more confident in choosing this type of school, I mean vocational school and particularly the courses in Santarella, because this is a school which can give possibilities of work.

Q: I thank you for this interview. All the best for your job. See you on Santarella TV.

A: Bye. Thanks

8. Interview with Mr. FRANCESCO RIZZI

Interviewer: Today we meet Mr Francesco Rizzi, owner of a machine shop and Teacher in private regional courses.

Q: In what years did you attend our school?

A: From 2000-2005

Q. In what year did you take your secondary-school diploma?

A: In 2005

Q: What course of study did you attend?

A: The mechanical technician course. Q: Why did you choose that course? What did attract you most in your choice? What was the decisive factor in choosing that course?

A: When I was in the third year of "Scuola Media", lots of secondary schools came to mine to show their different courses. I was soon attracted by "Santarella" for their vocational courses, their laboratories, particularly the mechanical course with its car engines and car repairs.

Q: At the end of your studies, did you feel satisfied? What would you have changed in the school in those years?

A: Well satisfied. I chose this school because I didn't want to lose my time on books, I wanted to find a job and this school gave me the possibility to do that. I 'd have inserted more practical hours in the laboratories and particularly, lessons about car repairs.



Q: What happened after your diploma?

A: I worked in my family-run car workshop with my father and some years later in 2009 I started to teach in a private regional school called “Redentore” which is near my work. Here students learn only practical subjects and take their qualifications, not a diploma. I have been teaching “Laboratory of car repairs” since 2009.

Q: Did someone help you in finding a job?

A: Well, after my diploma, some important companies such as “Nuova Pignone”, Bosch, called me for an interview. They found my name among the students at “Santarella”, but I was happy to work with cars in my father’s workshop and teach in those courses. So I refused. Q: Did you attend post-diploma courses or internship?

A: Yes, every year I attend refresher courses referring to car repairs.

Q: Which of these experiences did you consider useful for your job?

A: First of all, the school I attended. It was the basis with which I learnt my job and then the work in my car workshop. Q: What do you appreciate in your job from professional, social and personal point of view?

A: Well, today I run the work by myself and I’m satisfied in organizing all my time and thinking it will be as such for all my life.

Q: What advice do you think it’s important to give the students who are in the same course of study you attended some years ago?

A: The advice is to grow looking for a more practical education the school is important, but students must learn things practically. They have to go to craftsmen to see what the work means.

Q: How do you value the school world, today?

A: The school has to hear the requests of the labour market and improve vocational courses.

Q: I thank you for this interview. All the best for your job. See you on Santarella TV.

A: Bye. Thanks

9. .. Interview with Mr. GIANNINI MARIO

Interviewer: Today we meet Mr Giannini Mario, Salesman of industrial mechanical machinery.

Q: In what years did you attend our school?

A: From 1989

Q. In what year did you take your secondary-school diploma?

A: In 1993



Q: What course of study did you attend?

A: The mechanical course . Q: Why did you choose that course? What attracted you most in your choice? What was the decisive factor in choosing that course?

A: I have always been passionately fond of all is mechanics. I saw the laboratories of the school when I visited it and I decided to attend that course.

Q: At the end of your studies, did you feel satisfied? What would you have changed in the school in those years?

A: Very satisfied, indeed. I think that a more consideration of a vocational school had to be given because of the opportunities of work it offered .

Q: What happened after your diploma?

A: I joined the navy as petty officer. After two years I left.

Q: Did someone help you in finding a job?

A: A friend of mine needed someone helping him in selling mechanical tools, so I began selling what had always been my passion: industrial lathes, drills, milling machines.

Q: Did you attend training courses or internships?

A: No, never. I learnt seeing the machinery running.

Q: Which of those experiences did you consider useful for your job?

A: Seeing how mechanical tools were made from the beginning

Q: What do you appreciate in your job from professional, social and personal point of view?

A: You are always in contact with different people. I'm satisfied with the sales or when with the shop foreman I see well made works.

Q: What advice do you think it's important to give the students who are in the same course of study you attended some years ago?

A: First they have to study hard and at the same time to have real practice because books don't give solutions, practice does.

Q: How do you value the school world, today?

A: This type of school gives the opportunity to find a job immediately. Small and medium-sized enterprises need people who knows how to use lathes, milling machines and CNC machines operators . Not always schools are equipped with these tools, unfortunately.

Q: I thank you for this interview. All the best for your job. See you on Santarella TV.

A: Bye. Thanks

Interviewer: Today we meet Mr.Pino Majorano,

Q: In what years did you attend our school?



A: From 1977/78

Q: In what year did you take your secondary-school diploma?

A: In 1982

Q: What course of study did you attend?

A: Dental course . Q: Why did you choose that course? What did attract you most in your choice? What was the decisive factor in choosing that course?

A: Well, I had more than one reason: When I was attending Scuola media I had braces in my teeth, I was curious, I wanted to know more about what happened to my teeth. Moreover I thought to become a technician and find a job rather than thinking to go to a gymnasium and university. My parents, too, thought the same.

Q: At the end of your studies, did you feel satisfied?

A: Not so much, because I understood that school is not enough to have a job. The labour world is completely different. Then I realized that the school time was funny compared to work seriously and that it was a mistake not to study English and other subjects properly because all is important, culture is important. School had to be more important for all of us.

Q: What happened after your diploma?

A: After my diploma I was very good at doing things in the laboratory. So someone helped me.

Q: Did someone help you in finding a job?

A: A friend of my uncle introduced me to a dental laboratory where I worked for 5 years. I learnt everything. I left for my military service (in those years it was compulsory): I boarded the ship for 18 months where there was a doctor, but not a dentist, so I took care of people's teeth. When I came back home, I opened my own laboratory using the money they gave to me after the military service, together with a friend of mine.

Q: Did you attend post diploma courses?

A: Yes, sure. Private and expensive courses in Bologna. One of them was theoretical and practical course on dental prosthesis.

Q: Which of those experiences were useful from professional point of view?

A: The first work in the laboratory: I started washing the floor. Then I looked at the work of the dentist and I learnt.

Q: How did you reach the present professional role?



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A: While I was a dental technician, I have always been interested in music, taking photos. So I closed my laboratory to organise events, photos and film show. Moreover I left Italy after 35 years of work.

Q: What do you appreciate in your job from professional, social and personal point of view?

A: 4 years ago, after almost 2 years of searching funds, I helped to build a hospital in Amazzonia, I made a prosthesis to the leader of the tribe. Now we are negotiating with someone in a site where people need a roof over their heads and for this I'm very happy. I know that it's a drop in a lake, but lots of drops can form a lake. There is also a project in Albania to take pupils to the school. Q: What advice do you think it's important to give the students who are in the same course of study you attended some years ago?

A: To practise what they learn. To leave phones, games and go to a laboratory, to look at the technician's work and learn. When they will be 18, they have to know everything. It's a fundamental thing to watch carefully. A day in a laboratory means a month at school!

Q: Dario, how do you value the school world?

A: I don't know much of the school today. Perhaps the school must do more connecting with the labour world.

Q: I thank you for this interview. All the best for your job.

A: Bye. Thanks



10. CONCLUSIONS

In all interviews, graduates agreed on the following points needed to improve the attractiveness of technical vocational education, as being able to realize a kind of school leading to the educational success and the inclusion of students in the labour market:

- It is necessary to update the equipment of technical laboratories keeping them in step with the evolution of gears used in factories, workshops and companies in general
- The link with the labour market must be strengthened already during the school career by anticipating the employment problems, so far postponed until after graduation.
- Students choosing vocational education strongly prefer operating aspects of work and need to develop these trends rather than see them stifled by a mnemonic study.

On the other hand, the vocation to operational work, on the basis of current trends in the world of youth, which is less and less receptive to “heavy” occupations, is a real resource for Italy and Europe.

That’s why this vocation cannot and must not be mortified by the imposition of a study exclusively on school desks.

From the whole of the interviews it has emerged that the graduates of Santarella agree on the reassessment of the craft job and many of the stories of success are just a result of the insertion of former students in this sector.

That’s why they hope that, even during the course of studies, greater contact must be organized with the working environments of medium-and small factories, laboratories, businesses and workshops, in order to accelerate employment integration after graduation. In fact, the real problem of vocational education is not to make children ready for job and equipped with the wealth of experience they need to fit into a work environment.

Often, in Italy, entrepreneurs prefer, for the occupations the graduates of VET aspire to, young people with no educational qualifications but with already gained work experience. In fact, a lot of companies require previous work experience as a necessary condition for hiring rather than appreciating the graduation, specialist courses followed by the candidate within and outside the school and other theoretical preparation requirements.

So, many former pupils interviewed agreed on the opinion that “Alternanza Scuola Lavoro” (which is a short experience of internship) introduced by the recent schoolreform is indeed a step forward, but too “shy” and insufficient to really innovate vocational education.



Moreover, really positive opinions have come out from the perspectives opened up by the “First Level Apprenticeship”, which can really be the model able to realize the expectations of improvement of vocational education in the sense that interviews have exposed.

The interviewed graduates generally welcomed the determination of Istituto Santarella to start courses of this kind and with this aim, because students, with the apprenticeship:

- accrue their personality by working side by side with several adults and in a working environment;
- their vocation to operational work is fulfilled;
- have a curriculum of actual work experience that can be spent after graduation;
- may already meet the entrepreneur who recruits them at the end of their studies;
- learn the value of work already at the training stage;
- see their study and work efforts monetized immediately and not as a bet on an uncertain future;
- do not suffer chronic deficiencies of school laboratories, sometimes unsuitable and not updated.

Thus the conclusions center overall the Italian “way” to the dual system which, by improving the aspects listed above, make vocational education more attractive.

With these features VET is better able to integrate graduates into the labour market without the unemployment years that, for instance, several people had to spend before they could find their “way” to success.

Other enterprises and promotional activities, especially in the area of counseling guidance, have been well judged by interviewed graduates who considered them able to enhance vocational education by making up to the usual and wrong idea of a kind of school for less powered students or for boys and girls who want to get the diploma by engaging little on books.

Promotional and counseling activities are useful to give the right dignity to vocational education and are able to bring justice to the preparation that students achieve during the course, which joins theory and practice, study and work, idea and implementation better than in other types of secondary schools.

In this sense the interviewed graduates, even those with a less glaring success, have all expressed satisfaction and conviction in the choice of course of study and believe that



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vocational education should be promoted and enhanced, in times when the employment success of young people appears to be severely compromised.

They also believe that more should be done, during the period of counseling guidance, to make clear what the employment needs in any region in order to avoid, as far as possible, the widespread youth unemployment which is matched - as a paradox - by the lack of workforce in some sectors.

With a choice oriented also from the statistics of the offers of the world of the job, also a reduction of the abandonment of young people from our territory could be gained; and we can't forget that unfortunately this is one of the most evident tendencies of recent years, as a result of long-term unemployment.



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B. Success stories of graduates of the UMBRIA TRAINING CENTER

1. A short history of the UMBRIA TRAINING CENTER

Umbria Training Center is a non-profit cultural association founded in 1994 by a team of experts in tourism, vocational training, local sustainable development and human resources management. UTC provides consultancy services to public and private entities who want to develop community programmes centred around territorial governance innovation, sustainable rural development policies, issues of tourism, social integration and the creation of comfortable and accessible destinations. These goals can be achieved by promoting and implementing studies, research, professional training, cultural exchanges, social activities, integrated local development projects, social activities, meetings, conferences and publications.

Umbria Training, in addition to consultancy and programming, provides its clients with a wide range of services that can meet their needs, as well as with the activities necessary to reach their strategic goals.

Our staff is able to create, program and manage, together with our clients, the territorial development programmes and plans with the help of regional, national and European financial resources.

Our strength lies in our knowledge of the territory, our ability to predict its necessities, and our capacity to transform needs into ideas and opportunities for development.

Our goal is to provide targeted and systemic consulting that can generate a network of skills, relations, resources and solutions to support local bodies, non-profit organizations and businesses.

The European Management Project:

- Developing and managing projects financed by the European Union
- Building and managing international partnerships
- Financial management and final reporting
- Monitoring and assessing projects and processes

Vocational Training:

- On-the-job training for the development of programmes
- Workshops on planning methods and techniques
- Training on specific issues
- Regional catalogue

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In particular, UTC is involved in:

- Educational support, individual and group support. A study support system has been active since 2008. It is aimed at primary and secondary school students. The service is managed by a team consisting of a pedagogical coordinator, tutors specialised in different subjects, a psychologist trained in analysing educational and training needs and problems, as well as in helping children and young people with learning disabilities. Activities take place in different rooms for scientific, humanities and linguistic subjects, from Monday to Friday, 3 pm to 7 pm. The staff has many years of teaching experience and the necessary skills and professionalism. The following courses are available: Scientific and Technical Area: Mathematics for Scientific School, Mathematics for Technical School, Chemistry, Business Administration, Accounting, Law, Topography, Building Science, Electronics, Systems and Nutritional Science. Humanities: Italian, Latin, Greek, History and Philosophy. Linguistics: English, French, German and Spanish. Educational support activities are integrated with the scholastic institutes in accordance with Ministerial Order n. 92/2007 and subsequent modifications. The service has been provided privately and to the students of several secondary Vocational School in Italy.
- Standard training courses Training courses which use national Joint Interprofessional Funds for vocational training are associations promoted by Trade Unions through specific Inter-Union Agreements stipulated by the largest national trade union organisations of employers and workers. Vocational training programmes for professional associations in accordance with DPR 7 August 2012, n. 137



2.. Interview with Mr. ANDREA CELLINI

I attended the Technical Institute in Perugia from 1982 till 1995 and I took my diploma in Electronics and telecommunications systems.



After some doubts due to the earlier age, I decided that school for my affinity with the subject of the course and also because I was attracted by scientific subjects.

The Institute was famous also for the several working opportunities it gave.



At the end of the school I started some collaborations with various employers of the local territory, also helped by friends of mine.

During my training I attended a training course in “Installation and maintenance of automatic control systems with microprocessor PLC technology” co-funded by the European Social Funds.

All the experiences I had are importante for my personal skills and competences, and also for the human relationships



I’ve obtained my professional role working and studing hard.

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From my professional social and personal point of view the continuous challenges for achieving the right quality, knowledge of new people and companies and create new device or more performing solution.

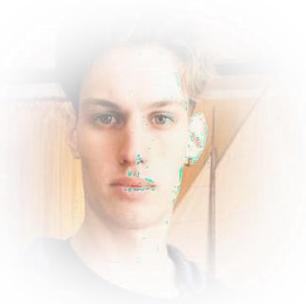


I recommend the daily research of information about new technologies, methods and materials.

Create a network of people with whom to share experiences, knowledge and job opportunities. Travel as much as possible. Observe, always

In my opinion sometime school is poor on discipline and real knowledge of the work world. It is necessary more experience on-field, theoretical subjects in today's and tomorrow's technologies used in industries.

Andrea Cellini___**Technical director of Sinapsi srl**



3. .. Interview with Mr. DAVIDE SEGANTINI

I've attended the VET school «IIS POLO BONGHI» from 2011 to 2016 and I've studied in the field of technical surveyors.



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Initially I wanted to attend a scientific course.

But then the idea of having to attend a university to find a good job scared me.

So I looked for a technical institute that was as valid as possible in the area, so I could (ideally) find a job quickly at the end of the course and still have a good number of skills.

After graduation I changed my mind. I chose to attend the University of Engineering because in the time spent in high school I am passionate about the subjects related to structural calculations and drawing.

I chose however the mechanical address, therefore changing from the construction context, since the sector is very in crisis.



It's since I was a child that I'm keen on building thanks to Lego. I "always" knew that my path would be this or a similar one.

However, I attended, during the last year of high school, orientation courses to understand well which branch of engineering I would have appreciated more.



I attended an intership , in the contest of work based activity foreseen by secondary school , in a surveyor company .

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The internship was a good training experience, but maybe it was another cause of my departure from the construction world, not because I did not like it, but because I wanted something more stimulating.

I think the school's world is very difficult because often it's not enough just to be good at what you like to take a place in the desired sector, but you also need to know the right people, to interact optimally with others, to know how to work in a group, to have creativity and even a little luck.

If you want to open your own business you must also take into account the fierce and almost never fair competition. In short, it is a sea full of sharks.



_ Davide Segantini - University of Engineering student _



4. .. Interview with Mr. FRANCESCO RICCI

I've studied in the class of surveying at ITCG "G. Spagna" in Spoleto between 1996 and 2001 and I graduated as surveyor in 2001 with the score of 100/100.

I attended the surveying course of study, which includes disciplines as construction science and technologies, territory surveying and technologies, territory surveying and analysis.
OF REAL ESTATE.

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I remember that my choice has been pretty easy, because I'm brought to school subjects as maths, physics and drawing, which are the primary teachings in the surveyor course of study.



After my diploma I've attended the Civil Engineering University in Perugia while I was working in various professional studies in Spoleto to get the qualification for the profession of Surveyor. But the most important event for my actual career was my met (thanks to my girlfriend Roberta, who's currently my wife) with Elena Cherubini and the UTC. In UTC I've started my career as a teacher, and I will always be grateful to Elena, Francesco and all the staff for trusting in me and in my skills. They gave me more than a hand.

Since 2012 I work as a technical practical teacher in Norcia High School, course of study of Construction, Environment and Territory, school subject Construction Science and Technologies Laboratory, while I still collaborate with UTC for private lessons of maths and physics.



The way to obtain my role wasn't so hard. The first time I enlisted myself in the teachers list I get a good ranking position because of my diploma score, so I've been called for starting to work very soon. I always say to my students that the diploma score is more important than they think.

I really like my job, I work with young people and teaching them the things I like is very fulfilling to me. I think that a student should never leave the school at the end of the day without have learned something, and I do my best everyday for eaching this objective.



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In my opinion, the most important advice I can give to the students who are in the same course of study that I've attended is to care about the maths and physics fundamentals.

Without them, the course can be very hard in the later years. You can't build a house without foundations. And, obviously...

Never Give Up

As a school worker, I know the actual situation of the school's world better than everyone else.

I think that the school timetable should be extended to the afternoon, so we can do more



lab activities and projects; I also think that high school should start at 16 years old, when the students are wiser enough to choose a career, and the first two years of the current plan should be the same across all the courses, in order to get a uniform general culture.

Francesco Ricci, VET teacher in the «Roberto Battaglia» VET Institut in Norcia



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5. .. Interview with Mrs. LAURA PINTI

I attended .I.P.S.I.A. (State professional institute, Perugia) CHEMICAL – BIOLOGICAL address from 1994 to 1999.

The choice of this course of study stemmed from my passion and propensity for technical subjects such as chemistry and biology and the possibility of making practical lessons as well as theoretical ones.



After my diploma I wanted (having taken the specialization) working in the field of oenology, instead the impossibility for family reasons, led me to interrupt my studies and training internships.

No one in particular helped me find my way. The case has led me to review my career path and to be able to enhance and value my attitudes. I did some internships through which I had the opportunity to perfect various aspects of my character, and of the working method, with others and individual.

After some years, thanks to the selection following an IFTS training course for NEW RECEPTIVE AND RESTAURANT FORMAT TECHNICIANS and the achievement of the qualification, I got my job at a large umbrian company called Umbria&Bike.



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From professional, social and personal point of view I like the opportunity to confront myself with colleagues and superiors (on multiple levels), to have a role in the construction of proposals dedicated to the development of tourism in my territory, bringing where possible a PLUS value useful to the community.



The advice I can give to young people is to study, thinking that tomorrow what you can put into practice can improve thanks to your training and the wealth of experience gathered, can support a change or enhancement in the chosen field.

Regarding the school world of our day, I will give more importance to the enhancement of individuality, we are not all brought for everything but each of us can have our own excellence. It would be advisable for the school to be more inclusive and to have more and more cutting-edge tools, one cannot speak a hi-tech language in work and in the classroom still have only tools stopped in 1970.



6. .. Interview with Mrs. MARIANNA CORCONTENTO

I was a student at the “G. De Carolis” institute from 2011 to 2016, the year of my graduation.

I took the courses of “Servizi di Sala e Vendita” – selling and catering services – to learn and have a full knowledge of the enogastronomic sector.

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My teacher was one of the main reasons I chose this path; he was able to pass his love for this career onto me.



After graduation, I had one of the most advantageous and important opportunities of my life: going abroad (Berlin, Germany) with the Erasmus+ project organized from my secondary school with the support of Umbria Training Center, which has helped me taking my first steps into living and working in Germany where I moved right after the end of the project.

All the experiences I made are very important for my job and my future. In the school they used to say that every experience is like a brick: a lot of bricks together build a house; exactly like every new experience you make you make is a step forward into the life you want for yourself.

Constancy, commitment, perseverance and courage are to me the keywords to reach all the goals that you have made to yourself for your life.



My job as waiter and receptionist in a chain-hotel in Berlin has good and bad: the infinite way to do and learn new things, the way you can always be in touch with different people and the human and the professional growth you get every day.



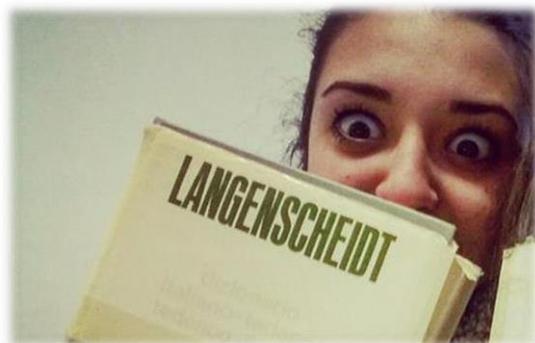
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In my opinion, the advice I can give to the students is: never underestimate the school and what it gives you. Everything will turn out useful, especially the small details.

Do all you want, do it with passion, be brave and think above the lines! Do what you want, do it well and never give up!

Nowadays the school is focused just on the “thing to learn” and not on “who and how” is learning. My advice: young people are our future, we should remember it and work to build a better one.



**-Marianna Corcontento, bartender and waitress in
Berlin –**

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7. . Interview with Mr. RICCARDO CAPEZZALI

I've attended the technical institute for commerce "Polo Bonghi" from 2012 to 2016 and graduated in 2016. I've chosen this school because I am interested in microeconomics and related topics.



I was attracted by the possibility to get a specialization in economical sector because there are more possibilities to get a good job

I was interested in economic studies, in particular , I was interested in finance with specialization in financial international markets .

At the faculty of economics, there is the possibility to develop such a topic. So I decided to get a university degree.



I independently chosed to continue my studies. At school we had a vocational guidance service that helped me find the right faculty. It was important the participation in the open day promotion organized by the university.

I attended an internship , in the contest of work based activity foreseen by secondary school , in a commercial consultancy center. In the meantime I also attended a training course for financial promoter



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Internship was very important for my future choice because I had the opportunity to understand the practical side of the specific professional profile I was interested in.

I'm not yet in the labor market but I can say that university gives me the possibility to develop different employment opportunities



The sector I am interested in is very competitive . I think is important to develop competencies at international level to be able to work in other countries of UE. Support services for employment and vocational/career guidance are a very important point .

**-Riccardo Capezzali, Business Economy Universitys
tudent-**



8. .. Interview with Mr. SIMONE RICCINI

I've attended the secondary school as accountant programmer from 1989 to 2002, the year of my diploma. During these years I have had the opportunity to participate in the

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internship at IBM Campus in Brazil, such a great experience



I chose that course because I'd like information technology and the thing that attract me most was the computer science.

Furthermore, this kind of job gives a lot of working opportunities.

After my diploma I started my own business activity as a electronic music deejay.

After some years, through the online recruitment I had the opportunity to made an interview for «Sinapsi» a local Engineering & Networking System company



Sinapsi is a very big company with a large area of international partnership.

I'm very often in contact with people from different countries and this is one of the characteristic the improve my personal growth everyday.

Of course, working in this area brings you to the knowledge of the latest technologies and is a continuous stimulation for the brain.

The advice I can give to the students who are in the same course of study I've attended is: Study, seriously. Work hard. Never stop learning.

The school today is not sufficiently focused on the work world. Too much theory, too old technology and too poor on real work experience (e.g. stages).

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2.2.2.8 The video interviews are uploaded on Youtube:

<https://youtu.be/Qfbrpn8z-o> First video interview

<https://youtu.be/vLWcZCO3T3I> Second video interview

<https://youtu.be/NvUQH0vsvK0> Third video interview

9. CONCLUSION (UTC)

On the base of the interviews carried out by UTC (Umbria training centre) we experienced different situations and several study case that give us back a picture in which the different career experiences highlight a various set of element influencing career development of student entering the labour market.

The interviews covered students entering labour market or university faculties after a secondary educational pathways linked to technical matters. In particular: mechanical, manufacturing, ict, catering sectors.

The qualitative approach to the analysis of the results could be summarised considering different aspects: factor influencing personal choices, the importance of vocational guidance services, the importance of family values , specific element of attraction related to identifies professions, quality of the educational institution directly related to EQAVET indicators and ,the fundamental connection to enterprises offering the possibility to experience Work based learning. This aspect is always connected to EQAVET indicators.

Quality of training/technical institution:

Students underscored the importance of the input of good prepared teacher staff for future choices of professions or studies pathways . this is directly linked to *Indicator 2. Investment in training of teachers and trainers highlighting the importance of investing in Human resources for VET/educational System.* A high quality of teachers and trainers can positively affect future choices of students

In the case of former students interviewed the family did not affected their choices in a

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particular way. All the group seemed to be independent and ready to make their own decision independently from the expectation of families .

Vocational guidance services organised at public level or by the single vet centres/technical school played an important role in the professional or educational choices of the interviewed. This element suggest that every school should empower vocational guidance services to support students' choices. The management of the transition from school to work or to higher education pathway should rely on organised services for vocational guidance to support decision processes facilitating a deep comprehension both individual potential and labour market .

The most relevant factors influencing professional and study individual choices that emerged from interviews is **the attractiveness of work based learning** of studies based on real context, practical experience in professional studies as well as informal skills acquisition, mobility programmes abroad, personal empowerment activities and the development of cross-competencies. Internship, apprenticeship and international mobility programmes seem to be the key factors influencing the process of choice for entering labour market. Students benefit from work-based learning through:

- application of classroom learning (both academic and technical) in real-world setting
- establishment of a clear connection between school and work
- assessment of their interests, aptitudes, and abilities while learning about the career possibilities available to them
- improvement of their post graduation employment opportunities
- development and practice of positive work-related habits and attitudes including the ability to think critically, solve problems, work in teams, and resolve issues
- assessment and understanding of the expectations of the workplace
- establishment of professional contacts for future employment
- expansion and refinement of their technical skills
- participation in authentic, job-related tasks
- observation of the behaviour and procedures of workplace professionals
- increased motivation/appreciation for staying in school
- awareness of postsecondary education opportunities

This give us an important suggestion in order to improve the relationship of educational education to production environment as a preferred way to enrich school and VET curricula. Main advantages of work based learning for educational institution is an increased



attractiveness for students of VET and a way to fill the gap between schools /VET centres and the real need of skills from the labour market. This suggestion affect directly EQAVET framework for quality assurance :indicator 6. Utilisation of acquired skills at the workplace. Indicator, 9. Mechanisms to identify training needs in the labour market. Main impacts on VET centres and technical school of improvement of Work based learning are :

- expanding the curriculum and learning facilities
- exposing students to state-of-the-art equipment, technology, and techniques
- meeting the needs of diverse student populations
- individualizing instruction for students
- promoting and fostering faculty interaction with the business community
- enhancing faculty/staff development efforts
- making education more relevant and valuable to students
- increasing student retention rates in schools
- reducing overcrowding by utilizing off-campus learning sites
- providing an alternative to building additional classrooms and laboratories to accommodate growth



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CAPITOLUL III SUCCESS STORIES FROM GERMANY

Success stories of graduates of the the BILDUNGSGESELLSCHAFT MBH PRITZWALK

Established representative for commercial-technical and business training in industry, trade and service jobs.

Good instruction by qualified trainers
Training in future-orientated jobs
Garanty for sound training that is close to practise

manager: Mr. Wolfram Krecklow
employees: ca. 80 (stand: 01.07.2018)
trainees: ca. 610 (17 - 22 years old)



1. DESCRIPTION OF THE INSTITUTION

The “Bildungsgesellschaft mbH Pritzwalk” was founded as an independent educational institution in 1991 and performs recognized work as an institution for education and independent youth aid in the Prignitz region.

Modern training facilities, workshops and training kitchens for vocational training and basic in-job-training out of company or not at company level is especially offered to those young people who are at a disadvantage or who are not provided with a training vacancy in a company.

The young trainees are supported in their training process by committed trainers, supporting teachers and social education workers.

The boarding house owned by the institution provides pleasant accomodation and socially competent education and care.

The field of further education and retraining at the educational institution is - with its system of education - made for the specific needs of further education of employees of companies and institutions and it regularly realises educational measures which are sponsored by the job centre or the employment ministry of the state Brandenburg.

In the region the educational institution has proofed to be a reliable partner for school-leavers who are seeking advice, for unemployed or for people who are threatened by unemployment.

Our fields of activity:

- preliminary training sources
- basic in-job-training
- assistance to accompany the in-job-training



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- social education work at school



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- courses not at company level
- youth lives taken care of
- further education/retraining
- EU-programmes
- work and learn
- measures of social education work for young people
- advice concerning education (basic in-job-training, retraining, further education)
- international service office (ISB)

preliminary training courses



- metal engineering
- wood engineering
- interior design
- domestic science
- construction engineering
- horticulture

These courses are suitable for all school-leavers who haven't graduated from secondary modern school, whose capacity for learning is reduced and who haven't reached the vocational training maturity yet.

duration of course: 1 year

After that basic in-job-training in a suitable job (see listing: basic in-job-training) is possible in the educational institution, if there are no training vacancies in companies.

basic in-job-training

Our training opportunities are open for all school-leavers who haven't found a training vacancy in industry, trade commerce etc. yet.

- salesman
- industrial manager
- clerk
- clerk for office communication
- restaurant export
- cook
- catering trade
- industry electronician
- energy electronician



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- metal worker
- construction, lathe and industry operator
- carpenter
- mechanic for woodworking
- painter

Training is realised according to the educational decree for technical-commercial and business jobs in industry, trade, commerce etc. of the ministry of education.

Our partners in practice are companies, skilled trades, sales facilities, service facilities, *hotels*, restaurants and state schools.

1.2 ASSISTANCE TO ACCOMPANY THE IN-JOB-TRAINING

This kind of assistance can be offered to all trainees in industry, trade, commerce etc., if there is a weakness in performance.

It helps to decrease educational deficits and to foster learning in practica and theory and it accompanies in a social educational way to safeguard the training success.

We offer this kind of assistance for industrial and manual metal and electrical jobs and for business jobs. There are no costs for the trainee and the training company.

Courses not at company level

We realise courses not at company level according to the current educational framework for companies, institutions, shops and other institutions in industry, trade, commerce etc.

We refer to those parts of the educational framework that are technically and technologically too complex for the above mentioned training institutions or can for other reasons not or only hardly be realised at the company`s own facilities. We guaranty low costs and high quality (confirmed by the chambers).

- manual skills of metal work
- manual clamping
- technical clamping
- re-shaping of metals, pipes and profiles
- checking, measuring, tuning and sharpening
- welding (gas/electro, sfe gas, punstual and plast welding)
- CNC-training (programme, simulation, setting up, operation of CNC-machines)
- steering technique:





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- hydraulic/electrohydraulic
- pneumatic/electropneumatic
- SPS
- basics of electrical engineering/electronics
- basics of digital technique
- design, making, setting up of leading plates
- manual and mechanical woodworking
- PC-user courses/EDP-engineering
- software-use - industry, trade, commerce
- CAD/CAM-engineering/use
- salesmen courses in training offices
- Water jet cutting

Retraining/further education

retraining:

Retraining can be realised with all jobs listed at “basic in-job-training”. duration of training: 2 years. The retrainings offered are sponsored by the job centre. Participation is regulated by the job centre.

further education

- complex or individual courses in new technologies and data processing
- adaptation of qualifications of skilled workers, masters and engineers
- CNC-engineering
- SPS-engineering
- hydraulic/electrohydraulic
- pneumatic/electropneumatic
- data processing on PC
- CAD/CAM-engineering/use
- electrical engineering/electronics
- digital technique/micro processor engineering
- software and technology training
- PPS
- logistics
- Water jet cutting



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All educational offers can be realised accompanying the jobs or full-time, in coordination with the job centre.

For companies educational plans, training hours etc. are arranged as required.

EU-programmes

Vocational international youth exchange in the programme Erasmus+ (I.1.2.a) partners countries: Portugal, France, Greece, Denmark, Spain, Italy, Cyprus, Sweden, Poland, Romania, Finland, Hungary, Vietnam, Great Britain

Duration: 3 Weeks

Bildungsgesellschaft mbH Pritzwalk An der Promenade 516928 Pritzwalk

Homepage: www.gbg-pritzwalk.de

E-Mail: mail@gbg-pritzwalk.de



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2. CHRISTIAN ZISKE - 17 years old, from Pritzwalk, 1st year of apprenticeship Bildungsgesellschaft mbH Pritzwalk

My apprenticing company, Glatfelter Falkenhagen GmbH, trains me as a construction mechanic. But they can not teach me all the training content at their facilities, and have found a way for me through the compound training at the Bildungsgesellschaft mbH Pritzwalk to learn there with modern technology.

Sins 4. September 2017 I learn the profession as Construction mechanic - specialization in steel and metal construction.

One of my hobbies is working on the maintenance and restoration of agricultural machinery and after an internship I found the job very exciting and that it would not only be useful for my hobby. So I decided to turn my hobby into a job.

I would like to continue working in my training company Glatfelter Falkenhagen GmbH after graduation. Then I would like to achieve the master degree there or even more qualifications as a technician.



“Zwischen Hamburg und Berlin,
genau mittendrin.”



G L A T F E L T E R



What are 3 activities that you learn in your profession? (Which tasks did you particularly enjoy during your training?)

- accurate drawing reading and recognizing different details on the material
- techniques for machining metals
- TIG welding

TIG welding is the greatest thing for me. Welding courses are still expensive in Germany and not every company offers such a thing.

What other goals do you have in your life?

Successfully achieving further qualifications and continuing to expand my hobby maintenance of agricultural machinery

What tips would you like to give young prospects along the way?

You should only learn to become a construction mechanic if you love accuracy and want to work with metal. There should have been interest and also some manual skills. If you enjoy it, training is easy.



3. CLEMENS LOSSOW - 28 years old, from Pritzwalk,
instructor in the metal field Bildungsgesellschaft mbH
Pritzwalk

Through an event in the school by the Bildungsgesellschaft mbH Pritzwalk, I could inform myself about different professions. I was very interested in the BIP 3.0 (education initiative Pritzwalk) and wanted to learn the job of a tool mechanic. I especially like that this job is very versatile. I worked on very modern machines in the Bildungsgesellschaft mbH Pritzwalk. In my education I could complete various additional qualifications z. B a qualification on the subject: founding a company During my apprenticeship as a tool mechanic, we worked for two weeks at the BMW plant in Leipzig. It was just great to have such experiences and new impressions. In August 2012, I did an internship abroad in Finland/ Joensuu. That has greatly broadened my horizons.



“The training has made me more independent.”

In June 2013, I finished my training as a toolmaker. And immediately had a job at ZEUS Maschinen- und Anlagenbau in Pritzwalk. For me it is important to work in Pritzwalk. It is my home. I completed my training here and also wanted to work in this region. I am very connected to the region through my volunteer activities. During my skilled worker time at the company ZEUS, I was able to train as an instructor.



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It has always been my desire to be an instructor and to pass on my knowledge to young people. Since 2016 I work in the Bildungsgesellschaft mbH Pritzwalk.



My tips for young people:

- Never give up, even in setbacks
- Dare to ask questions
- Main principles such as punctuality
- Have fun at work

Our dual training system is great. I think you would have to offer more practice days in the schools to get to know the technical professions.



4. DIANKO SOLO DIANE - 25 years old, from Pritzwalk, homeland
Guinea22eat the Bildungsgesellschaft mbH Pritzwalk

I'm from Guinea - West Africa and have no family anymore. I found a training position at Zahnradwerk Pritzwalk GmbH. Through the Verbund training I can learn German in the Bildungsgesellschaft mbH Pritzwalk and practical training content that does not exist in the Zahnradwerk.



I am learning specialist for metal engineering with specialization design engineering. I can work with my hands and create things that I like very much.

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Give me 3 reasons what you like at the Bildungsgesellschaft mbH Pritzwalk and your education?



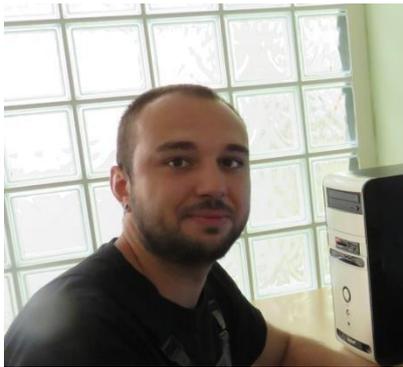
- the people are very friendly here and help me
- I can do a good education here
- I continue to learn German
- I feel safe and at home here

For my future it is important to learn as much as possible and to get a good education to find a good job later. The biggest challenge for me was to trust the German language and the people. I am very grateful for this opportunity to train here at the educational society.

I would like to stay in Pritzwalk after completing my degree and work at Zahnradwerk Pritzwalk GmbH. My goal is to educate myself as a master.



For me the most important thing is to complete my education successfully. I would like to continue to improve my German language skills. At the gear plant, I want to work all my life, continue my education and earn money. I wish to have always good friends by my side. Maybe I would like to start a family someday.



5. LORAND - 27 years old, from Neuruppin, 2. year as an apprentice, Higher School Certificate (A levels) Bildungsgesellschaft mbH Pritzwalk.

I come from a Hungarian family and we live in Transylvania-Romania. The Bildungsgesellschaft mbH Pritzwalk enables me to study for a dual degree through the BIP 50 measure. I am learning toolmaker specializing in stamping and forming technology. I moved to Neuruppin with my girlfriend because she has a job there in the hospital. I wanted to combine studies and work and so we came to the side of the Bildungsgesellschaft mbH Pritzwalk. The decisive factor was that they made it possible for me to study for a dual degree. This is a very good chance for me. I especially like that I first complete a training and then study. So I already have the practical experience and can put myself into the theory better in the study.



For me as a "foreign citizen" is the dual education future. I think a good education can guarantee me a good job and so I can start and feed a family. The biggest challenge for me was the German language

What are activities that you learn in your profession? (Which tasks did you particularly enjoy during your training?)

- process materials using various techniques and machines
- programming and maintenance of our welding robot
- CNC technology and project work on the lathe
- how to make machines and equipment, e.g. numerically controlled machine tools, which programs programs and adapts the program sequences taking into account the production technology

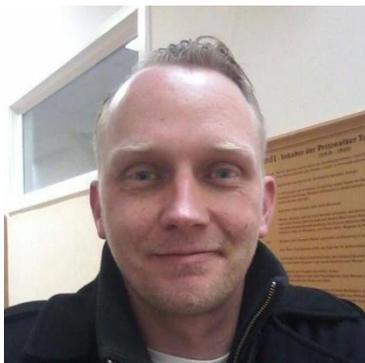
I would like to work after graduation in renewable energy. Maybe in development or in a leadership position. I come from a small town and would like to stay here in the region.





What other goals do you have in your life?

- complete my education successfully
- qualify as well as possible
- find a good job, make money
- home and family



6. MARCO HOFMANN - - 36 years old, from Halenbeck,

instructor at the Bildungsgesellschaft mbH Pritzwalk

In 1999, there was only the training as a car mechanic. In other technically interesting occupations, there were hardly any apprenticeships, if any. Training as a toolmaker was a good prospect to become an instructor. I've always been passionate about working with metal and I really wanted to share my experiences with young people later on. In addition, the connection to the region and the family.

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"It has always pulled me back."

In the car training, I found the most exciting thing about improvising. There were not always spare parts and you had to be creative and come up with something. In the one and a half year retraining as a toolmaker, making tools was the most interesting for me.



My biggest challenge was retraining as a toolmaker in an extremely short time. Regular training takes 3.5 years. I completed the qualification in one year and 10 months, the rest was taken from my car training.

After my training and the subsequent time with the German Armed Forces, I worked for some time as a production worker at DEKRA, as a professional driver for various transport and service companies and as a machine and plant leader in the carpentry Wilke, where I traveled all over Germany and got to know each other. In 2014/2015 I started my professional training as a CNC specialist in the Bildungsgesellschaft mbH Pritzwalk and a retraining as a toolmaker. To this day I am employed there as an instructor for construction mechanics and a specialist in metal technology.

During this time, I was able to successfully complete further qualifications such as: welder certificate manual and MAG welding / welder pass, further qualification for certification as AEVO.

My job search in the region was supported by the Employment Agency, but also by the Bildungsgesellschaft mbH Pritzwalk. The retraining to the tool mechanic mediated the agency for work. My present instructor Mr. Mittag as well as the then Managing Director Mr. Schulze saw the potential as an instructor for the educational institution.

“Learning is always worthwhile. Learning is life.”



In my work, I value team spirit very much. I enjoy working with people. I have already seen and experienced a lot and my biggest wish has always been to pass on my knowledge to young people.

Today one has the feeling that anti-authoritarian education prevails. The young people are coddled and teachers do not prevail enough. The requirement level has dropped. By changing the learning fields, related to the profession, you can make school and education more interesting. Lower numbers of students in a group or class allow for better learning outcomes. Different framework curricula in regions and federal states complicate the training.



7. MAX ROHWEDDER - 22 years

old, from Horst, 3. year as an apprentice, Abitur, Fachabi Bildungsgesellschaft mbH Pritzwalk



I visit the Bildungsgesellschaft mbH Pritzwalk since February 2016

I heard about the Vocational Training Initiative Pritzwalk - BIP 5.0 and saw in it my perspective for the future.

I'm learning toolmaker for punching and forming technology, mm dual degree to Bachelor of Engineering - Mechanical Engineering

I am interested in the profession because as a toolmaker I produce cutting, forming and machining tools, fixtures and stencils with the utmost precision. In my training, I am fascinated by the technical understanding, the work in CNC technology, especially the CNC programming as well as the conventional machining of metal.



Other tasks include maintaining and repairing damaged or worn tool parts. Typical applications are in the metalworking industry. For example: in toolmaking, vehicle construction or jig construction.

“The decisive factor was that I love the accuracy in this profession and I like to work as a craftsman. In addition, I can work as an industrial engineer after graduating.”

I think it's good that I can combine my dual studies with education. The Bildungsgesellschaft Pritzwalk has highly motivated and qualified instructors and a good machine park with technical know-how.

I have also been able to complete interesting training courses such as: welding course, laser welding and mandatory internships at the company Schorisch Magis in Karstädt.

For me the apprenticeship is very important, because without a training as a specialist worker studying at a university is not possible. My biggest challenge is time pressure. The project BIP runs over 5 years. After 2.5 years you do your specialist worker examination. In the course of the second year of training, the study begins as a part-time study and ends in the 5th year with the Bachelor's degree.

I would like to work in the region later. On one handside, I feel connected to the Prignitz, on the other, here are my family and friends. I can imagine working for Schorisch Magis as an engineer. I would like to get a good degree at the end of my apprenticeship and studies, and then perhaps a qualification as a welding engineer. Then I want to build a house in the Prignitz and start a family.





8. NIKLAS HANDKE - 19 years old, from Neuruppin, 2. year as an apprentice Bildungsgesellschaft mbH Pritzwalk

I am visiting the Bildungsgesellschaft mbH Pritzwalk since the 4th of September 2017. My apprenticing company, SBL Stahl- und Brückenbau Lindow GmbH, does not have the opportunity to carry out all aspects of my apprenticeship as a construction mechanic.

The Bildungsgesellschaft Pritzwalk offers this opportunity to the regional companies and so I can complete the practical part there via the collaborative training. I learn the profession of construction mechanic with specialization in steel and metal construction.

I was influenced by the internship in steel construction and by the support of the managing director of my apprenticing company. He saw my abilities in this field and I enjoy working as a craftsman.



Even if you have no degree in school or just a bad one, you should try to start and finish a proper apprenticeship. You should find out what you enjoy to do, and then put some effort into it. "It is worth it."



What I particularly like about my training - is that the trainers can teach us a lot. The technology is up to date. The training project work is cross-departmental and varied.



I could start in this profession in different companies, mechanical engineering, vehicle construction, metal construction, building construction. But I would most like to work for the SBL Stahl- und Brückenbau Lindow in my current apprenticing company after the training. I would like to work there as a production manager.



In my job, I learn welding - TIG welding, uncoiling sheet metal, making profiles. Welding is my favorite activity. That`s when I learn different techniques for working with metals.



“For me it is very important to get a good education. The biggest challenge for me was adapting to a professional team.”



9. THOMAS BERG - 31 years old, from Pritzwalk from apprentice

to entrepreneur

Thomas has completed the education BIP 2.0 to the tool mechanic, specializing in stamping technology in the period 2007-2010 in the Bildungsgesellschaft Pritzwalk mbH with the apprenticing company Zahnradwerk Pritzwalk GmbH. In my training at the Bildungsgesellschaft mbH Pritzwalk, working with modern software, working on modern machines and learning the craft skills was the most interesting for me.



The biggest challenge was the shortened apprenticeship with additional qualifications at the weekend.



What did you do after graduation?

2010-2011: specialist in toolmaking

2011-2014: Bachelor of Engineering, dual studies

2014-2016: Master of Arts evening studies

2017-2018: teacher of metal technology at the vocational school of the Bildungsgesellschaft

2019- today: technical director in toolmaking

“Showing interest - who works on a lot of things, also learns a lot of things
 No fear of mistakes. Thomas Edison needed 5000 failed attempts to know how his
 lightbulb works Relaxation - Every day is a new day”



10. TINO GUTSCHE - 32 years old, from Pritzwalk, instructor,
 at the Bildungsgesellschaft mbH Pritzwalk Pritzwalk

From 2004 to 2007 I learned the profession of tool mechanic specializing in stamping and forming technology through the vocational training initiative Pritzwalk (BIP 1.0), which is supported by Mr. Stefan Quandt in the Bildungsgesellschaft Pritzwalk.

The project BIP 1.0 was something completely new in Pritzwalk at that time and offers a good future perspective for the young people in the region.



In my apprenticeship I found the robotics, the CNC technology and the laser technology very interesting. As an apprentice, I was able to participate in many projects of the education company and was also able to gain practical experience in other renowned companies, such as Volkswagen in Wolfsburg. My biggest professional challenge during me apprenticeship – Winning the innovation award in 2007 - Deburring of gears with robotic technology. It was an exciting project, but at the same time a challenge.



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After graduation from 2009 to 2017, I was marine in the German army, weapon mechanic in the technical field. In the meantime I completed postgraduate studies from 2016 to 2017 as a state-certified technician for machine technology.

Since October 2017 I have been back to my apprenticing company, the Bildungsgesellschaft mbH Pritzwalk, as an instructor/trainer for toolmakers.

As a former apprentice, the Bildungsgesellschaft mbH Pritzwalk asked me to give a speech at the 25th anniversary celebration. After that I was offered jobs by regional companies and decided to work as an instructor for my former apprenticing company.



Teamwork is very important in my job. Technical skills have to be applied every day (from basics like filing to robot application and CNC technology). I can pass on my skills to young people and work together with the apprentices on interesting projects.

That is very exciting and I appreciate that in my work .

What other goals do you have in your life?

Opportunities for advancement in the professional environment
 Maintaining my health (no burnout)
 Financial security





11. TOM HANDKE - 20 years old, from Wittstock, 2. year as an apprentice, Higher School Certificate (A levels) Bildungsgesellschaft mbH Pritzwalk

I did an internship at the company Zeus Anlagenbau GmbH in Pritzwalk, through that I came across an apprenticeship with a dual degree (Specialist & Bachelor) at the Bildungsgesellschaft Pritzwalk.

The Bildungsgesellschaft Pritzwalk offered me the perspective of dual study. Since September 2016 I am learning the profession of tool mechanic for stamping and forming technology.



I'm very passionate about technology and can work as an industrial engineer in 5 years. I particularly like the learning of theoretical knowledge and practically using it simultaneously.

I like the training in the Bildungsgesellschaft mbH Pritzwalk that the instructors are highly skilled and cool, the technology is up to date, the transport connection in the region is good, just because I come from Neuruppin.

But I would also have the opportunity to move into a room in the dormitory of the Bildungsgesellschaft mbH Pritzwalk or in a residential group.



You should definitely complete the apprenticeship. A dual study combines theory and practice and is also shorter, timewise, than an apprenticeship and afterwards study or vice versa. It also gives you

Milling, Turning, CNC Programming I really enjoy the complete package. Everything is varied and interesting. Here I learn to process metal in different ways and can work in many projects.



In my job, I learn welding - TIG welding, uncoiling sheet metal, making profiles. Welding is my favorite activity. That`s when I learn different techniques for working with metals. I want to make something of my life and achieve something, and I can only do that with a good education.

I could imagine working as a production manager at Zeus Anlagenbau GmbH in Pritzwalk. This is an interesting and responsible job.

“For me it is very important to get a good education. The biggest challenge for me was adapting to a professional team.”



12. CONCLUSIONS

Shortage of skilled workers, urgently needed craftsmen, training places remain vacant All the statements one reads or hears daily in the press. The economy is severely hampered by the scarcity of skills shortages in many areas across Europe. The causes of this negative development are manifold. For one thing, too few young people are enthusiastic about important subject areas. But also the employment potential in the individual countries is not even nearly exhausted.

The low demand has several causes. One is the demographic change that is causing a shrinking number of school leavers. At the same time, the proportion of those eligible to study at universities increases. After leaving school, more and more young people attend colleges and universities. Young people do not usually know what to expect in technical professions. In addition, technical craft occupations are not highly regarded by the youth. They believe that people in these professions are seen by their fellow human beings as uneducated, less intelligent and low-income. "There are also reservations about occupations with predominantly physical activity." Getting up early, working hard, earning little - that's the triad, apparently still clinging to technical professions and craft trades and deterring many.

What should I do? Which job is right for me? Should I continue to go to school? Such and similar questions are driving young people from the eighth grade onwards.

In order to find the suitable profession, an intensive examination of one's own inclinations and interests as well as the provision of training opportunities is required. Since it



is important to timely, i. already during school time to start with the topic of career choice or orientation. It is important to support young people according to their inclinations and talents.

On the basis of surveys conducted by Bildungsgesellschaft mbH Pritzwalk, we experienced various situations and several case studies that give us a picture in which the different work experiences highlight different elements that influence the professional development of young people in the labor market. The surveys concerned apprentices and trainers who entered the training or the labor market after completing a secondary education related to technical issues. The qualitative approach to the analysis of the results could be summarized taking into account several aspects: the influencing factor on personal choices, the importance of career guidance services, the importance of family values, the specific element of attraction in terms of identified occupations, and the basic connection with companies offering the opportunity to experience work-based learning. This aspect is always linked to EQAVET indicators.

The trainees underlined the importance of using well-prepared teachers for the future selection of occupations or courses of study. Investment in the training of teachers and trainers underlines the importance of investing in human resources for VET / education. A high quality of teachers and trainers can positively influence the future selection of students. For the students surveyed, the family did not influence their choice in a special way.

The whole group seemed to be independent and willing to make their own decision regardless of the expectations of the families. Vocational guidance services organized at the public level or by the individual schools and educational institutions played an important role in the professional or academic decision of respondents. This element suggests that each school should enable career guidance services to support students' decisions. Management of the transition from school to work or to higher education should be based on organized career guidance services to support decision-making processes that provide a deep understanding of both individual potential and the labor market. The most important factors influencing the career choices that have emerged from the interviews are the attractiveness of work-based learning, practical experience, and the informal acquisition of skills, mobility programs abroad, personal empowerment activities, and the development of key skills.

Apprentices benefit from on-the-job learning by:

- Applying theoretical instruction in practice
- Establishing a clear link between school and work



- Assessing their interests, skills and abilities as they learn about the career opportunities available to them
- Development and practice positive work habits and attitudes, including the ability to think critically, solve problems, work in teams and solve problems.
- Assessment and understanding of job expectations
- Increasing skills of their technical skills
- Increase in motivation / appreciation for schooling / training

The main benefits of work-based learning for educational institutions are increased attractiveness for VET students and a way to bridge the gap between schools / VET centers and the actual need for skills in the labor market. The main impact on VET centers and the technical school on improving work-based learning is:

- Extending the curriculum and learning facilities
- Promoting students with the latest equipment, technologies and techniques
- Fulfilling the needs of different student populations