

## WORKSHOP 3 “FROM SKILLS TO DISPOSITIONS - Teacher and students new role”

KNOWL [Athens, Greece – 3/4 February]

Authors: Ben Bruyndonckx and Sabien Lasure (SYNTRA Flanders), Ivan Diego (Valnalón)

*KNOWL is a social enterprise providing education and training in a wide range of topics, by exploiting the expertise of educators, consultants, academia, trainers and diverse social actors coming from various fields like lifelong learning, entrepreneurship and business, creative and cultural industries etc.*

The focus of the third workshop was twofold: we wanted to analyse the overall situation of Entrepreneurial Education in VET in Greece, and we furthermore wanted to have a taste of possible new roles of teachers and students in the development of VET Training centers as entrepreneurial hubs.

### Legal framework, Strategies, and Best Practices in Entrepreneurial Education in VET in Greece

The situation of VET in Greece is not an easy one – **Dr. Ioannis Salamouris, President of Knowl**, explains: *in Greece, VET has held little appeal for young people, as it has been associated with ‘laborious’ and ‘inferior’ manual labor; on the contrary, general education is associated with expectations of improved social standing. Today, Greek family and society still considers (but to a lesser extent) vocational education “the last resort” and not an alternative of equal importance to general education. Recent legislative reforms have been introduced aiming at reorganising the vocational education and labour market structure in Greece. These reforms are rather employment than entrepreneurship-oriented.*



In the national description of Greece in the **new Eurydice report** we find the following information:

“There is no current national strategy for entrepreneurship education (EE) in Greece. Entrepreneurship education is part of the strategy for the ‘New School’ (189) covering ISCED 1-3, and follows the educational strategic objectives common across Europe. It highlights the importance of enhancing innovation, creativity and the entrepreneurial spirit, but does not offer any concrete objectives or actions linked to EE.

[...] At ISCED 3, EE is taught in the separate compulsory subject ‘Innovation and Entrepreneurship’ for third year students in school-based initial vocational upper secondary education following the Management-Economy strand. It is also integrated into the compulsory subject ‘Civics Education’ for first and second year students.

In some schools, entrepreneurship education is included in the compulsory subject ‘Project’, which is delivered in both general and vocational education. Where relevant, students may be awarded the international Entrepreneurial Skills Pass (190).”

There are, however, some good practices in the EE field that consider further inquiry.

## “The key-role of Entrepreneurship in Education” course - VET of University of Athens/ UOA

The course intends to highlight and enhance the key-role of the educational system in Greece in cultivating and developing young adults' both entrepreneurial skills and culture. It focuses on the induction of entrepreneurial education by training the stakeholders considered “mentors” of young and potential young entrepreneurs.

The target group addresses to teachers and professors of all levels of education, VET trainers, mentors, business counsellors and coaches, representatives of bodies that enhance entrepreneurship, entrepreneurs, and wannabe entrepreneurs (lifelong learners/ students), etc.

For further information on this course, please check this link <http://rcel.enl.uoa.gr/kpgeschool/>



## Entrepreneurship in the realm of vocational training

Whereas the implementation of Entrepreneurial Education within initial VET and Higher Education in Greece is limited (with some laudable exceptions, as seen in the previous section and via further research), (mostly) private VET training providers do offer entrepreneurial courses, funded by national and European sources. In this frame, at the workshop, the [Olympic Training and Consulting \(OT\)](#) practice and offered courses were presented, including supported activities, such as [Letrinon Gea](#) focusing on the unemployed in different sectors, e.g. farming, for increasing their employability and encouraging entrepreneurship.



## The role of employer's associations

Representatives of Greek employers' associations (e.g. Mr. Kosmas Lous of the [Federation of Independent Commercial Agents & Brokers \(FICAB\)](#)) were present at the workshop, and the possible role of employers' associations has been discussed during the session.

Participants agreed that there is potential to improve cooperation between employers' associations and VET Schools in the design and delivery of EE actions.

## Case study on Teacher Training: the “STARS Success Yourself” workshop

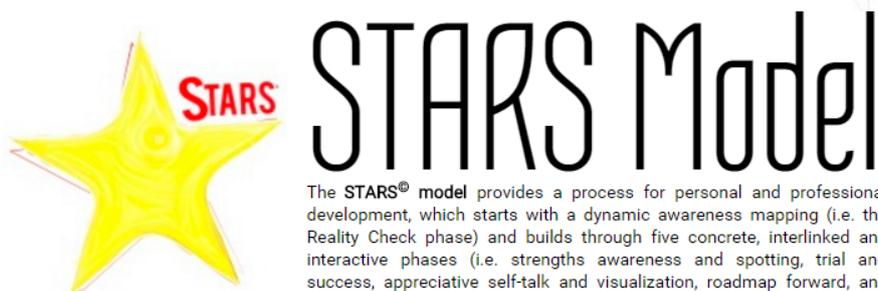
Knowl ([www.knowl.gr](http://www.knowl.gr)) designed the dynamic and interactive workshop STARS Success Yourself - three years ago - as a flexible tool adaptable to different target groups: professional, and to-be, coaches, entrepreneurs, managers, VET Trainers, Career consultants, etc.



**STARS Success Yourself**<sup>©</sup>  
Dynamic Workshop for Personal and Professional Development



This two-day workshop for personal and professional development is accredited by the International Coach Federation. It is based on the STARS<sup>©</sup> model (see below). The workshop helps you identify and build on your natural talents, focus and learn how to free your strengths and multiplies your potential to use them in your personal and/or professional life with success, towards success. You learn to shift the focus from the existing situation to the exploitation of new opportunities, from improving weaknesses to building on strengths and from avoiding failure to approaching and promoting success. More information at <http://stars.knowl.gr>



The STARS<sup>®</sup> model provides a process for personal and professional development, which starts with a dynamic awareness mapping (i.e. the Reality Check phase) and builds through five concrete, interlinked and interactive phases (i.e. strengths awareness and spotting, trial and success, appreciative self-talk and visualization, roadmap forward, and success yourself).

The model creates a bridge between self-awareness and learning, thus facilitating individuals to begin a process of self-assessment, transformational change and success through an experience of inspiration, motivation as well as practical guidance.

It was developed based on state-of-the-art scientific research of human potential and growth underpinned by the principles of positive psychology, talents and strengths, positive appreciation, visualisation, goal setting and action planning, as well as success assessment.



**Trainer Aimilios Karamanlis** demonstrated the model for entrepreneurs: for each stage of starting up or running a business the participant is challenged to do the reality check what aspects are covered well or yet to be tackled, and what is needed to overcome the latest by either training, coaching, etc. Always aiming at being able to move forward to the next stage and success, both personally and professionally. Knowl recently started to adapt their STARS model and workshop specific for VET trainers and teachers, building experience on the 'jargon' to use.



## Partner insights

**Iván Diego (Valnalón/Spain):** "While it seems clear entrepreneurship education is not on the top of the priority list in Greece, I would have appreciated having the opportunity to visit a VET school and exchange some views with teachers and students about this topic."

**Mimmi Heinio & Kirsi Niskala (Omnia/Finland):** "Incuvet meeting in Athens was well organized and the atmosphere was relaxed, friendly, fun and work-oriented. Meeting gave us a great overview of Greece VET schools system and entrepreneurial studies. We learned how different the Greek VET system it is compared to the Finnish one. Regards to entrepreneurship studies we found that concerns and ideas are quite universal all over Europe. The economic situation is one that boosts the need to look for new opportunities but also it gives possibilities to new aspects in life. STARS Success yourself method was very interesting and applicable in other countries as well. It was a strengthening experience and it was really refreshing to take the time and participate a course as a student."

**Christina Frentzou (Militos/Greece):** "STARS Success Yourself workshop seems to have a lot of potential in cultivating and bringing out through personalized empowerment the entrepreneurial spirit of VET students, given that VET teachers have also been trained on how to transfer the mindset and skills needed in a more experiential way and build on creative exercises that liberate the student in speaking and acting their mind."