



## WP3

D3.5: Internationalisation strategy



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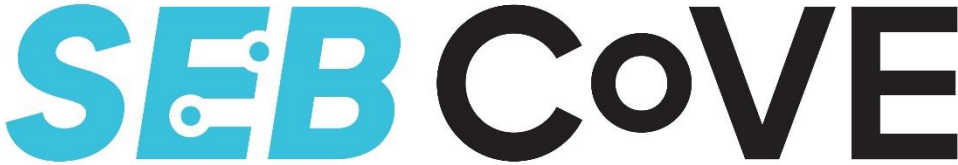
101144027 — SEBcoVE — ERASMUS-EDU-2023-PEX-COVE

**SEB** CoVE

SMART ELECTRICITY FOR BUILDINGS

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## D3.5 INTERNATIONALISATION STRATEGY



SMART ELECTRICITY FOR BUILDINGS

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## Abstract

The **D3.5 Internationalisation Strategy** report is a key output of the **SEBCoVE (Smart Electricity for Buildings - Centres of Vocational Excellence) project**, an Erasmus+ initiative aimed at transforming vocational education and training (VET) in the smart electricity sector. The strategy outlines the internationalisation approach of SEBCoVE, focusing on **mobility initiatives, transnational cooperation, and skills recognition** to strengthen VET excellence across Europe.

The report highlights the role of **Centres of Vocational Excellence (CoVEs)** in fostering international collaboration and ensuring that VET aligns with **regional development, innovation, and smart specialization**. It presents various mobility schemes, including **face-to-face, online, and blended mobility**, detailing methodologies for both learners' work placements and trainers' training. Additionally, SEBCoVE promotes international engagement through **strategic partnerships, knowledge-sharing networks, and participation in initiatives such as Katapult and the Community of Practice of CoVEs**.

Furthermore, the document explores **complementary initiatives**, such as **Bootcamps**—designed to equip students with industry-relevant skills—and **Knowledge Triangles**, which connect education, industry, and research to create sustainable skills ecosystems. The strategy also ensures the **long-term viability** of SEBCoVE through sustainable financing models and access to investment opportunities.

By integrating **innovative learning methodologies, digital cooperation, and transnational exchange**, SEBCoVE aims to establish itself as a **world-class reference for vocational training in smart electricity**, ensuring a skilled workforce that meets the evolving demands of the sector.



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# INTERNATIONALISATION STRATEGY

## Introduction

The SEBCoVE (Smart Electricity for Buildings - Centres of Vocational Excellence) project is an initiative funded by the European Union within the framework of the Erasmus+ programme (Partnership for Excellence - Centres of Vocational Excellence). Its main objective is the creation and development of Centres of Vocational Excellence (CoVEs), supporting the Smart Specialization of their region, and establish international knowledge hubs for VET excellence systems, with the ambition to be world-class reference points for continuing up- and reskilling of professionals engaged in the sector.

The increasing automation of buildings, together with advances in Internet of Things (IoT) technologies, renewable energies and smart grids, has transformed the upskilling, training and competences of electricians and professionals in the sector. Today, these professionals must have advanced skills in automation systems, energy management and digital connectivity. In this context, SEBCoVE seeks to reduce the skills gap through the development of innovative training programmes and public-private collaboration between educational institutions, companies and regional authorities.

The project has an international consortium of more than 20 partners from different European countries, including universities, training centres, business associations and government entities. SEBCoVE will establish knowledge hubs and design specialised learning pathways that will enable professionals in the sector to improve their skills and adapt to market challenges.

This document is focused on one of its main collaboration-based activities, which is develop an internationalisation strategy to promote the mobility of students and trainers, strengthen strategic alliances and promote the recognition of skills at a European level. In addition to this, models of sustainable financing will be implemented, guaranteeing the long-term viability of the project and facilitating access to investment opportunities for the CoVEs.

In this way, SEBCoVE represents a key step in the transformation of vocational



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training in the electricity sector towards excellence, understanding this as the promotion of educational excellence, innovation and transnational cooperation to respond to the needs of Europe's energy future.

# 1. VET Excellence and Internationalisation

## 1.1. CoVEs promoting VET Internationalisation

Vocational Excellence is an advanced education model that seeks to connect vocational education and training (VET) with regional development, innovation and smart specialisation. Centres of Vocational Excellence (CoVEs) play a key role as hubs for innovation, collaboration and skills development, ensuring that VET systems are agile, resilient and future-proof.

These centres work to align the training offered with the needs of the labour market and emerging sectors. In this way, CoVEs not only provide high-quality training, but also foster innovation and knowledge transfer between regions, companies, educational institutions and public authorities, seeking collaboration, cooperation and understanding between them.

In this context, internationalisation is an essential component of excellence in vocational training. International mobility in VET allows students, trainers and governance staff to access diverse technical practices, international standards and enriching cultural experiences. Through transnational exchange and cooperation programmes, participants can improve their adaptability and professional skills, better preparing themselves for a globalised labour market, observing and learning from real contexts and good practices.

Centres of Vocational Excellence (CoVEs) promote internationalisation by creating international collaborative networks that connect education providers, education policy-makers, industry, businesses and other stakeholders from different countries. These networks enable the exchange of knowledge and best practices and adaptation to global standards, enriching vocational training and ensuring that educational programmes respond to the demands of a globalised labour market. Furthermore, CoVEs facilitate the international mobility of students, trainers and governance personnel, offering opportunities for training experiences abroad that broaden intercultural perspectives and skills. These initiatives contribute to the



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creation of skills ecosystems that drive innovation, regional development and social inclusion, ensuring that vocational training systems are agile, resilient and prepared for the future.

In the case of the SEBCoVE project, internationalisation is achieved through collaboration between organisations from seven European countries to transform vocational training in the Smart Electricity for Buildings sector. SEBCoVE establishes Centres of Excellence in Vocational Training that act as international hubs of knowledge, integrating business, education and research to create vibrant regional ecosystems of skills, promoting international mobility with exchange programmes for students and trainers, as well as digital cooperation through online platforms that facilitate learning and transnational collaboration:

- **Crete (Greece):** as an international reference hub for training and capacity building in Smart Electricity for Buildings.
- **Lombardy (Italy):** focused on modernising and digitising the electricity sector and improving the training of professionals in advanced technologies.
- **Basque Country (Spain):** seeks to promote specialisation in energy efficiency and encourage the digitisation of the electricity sector.
- **North Macedonia:** focuses on the development of technical capacities in the smart electricity sector and integration with European training standards.

## 1.2. CoVEs Networks and its internationalization opportunities

**Katapult** <https://www.wearekatapult.eu/> is a learning network that brings together more than 450 public-private partnerships in the field of vocational education and training. Its aim is to support these partnerships by providing tools and guidance to build strong organisations that benefit students, educational institutions, industry and society at large.

In addition, Katapult offers an interactive map that allows organisations to identify and connect with potential partners in their field, indicating both existing public-private partnerships and organisations looking for potential collaborators.

Katapult offers access to an international network of CoVEs and public-private





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partnerships. This will enable SEBCoVE to connect with other centres of excellence in Europe and beyond, specialising not only in its sector but also in vocational excellence.

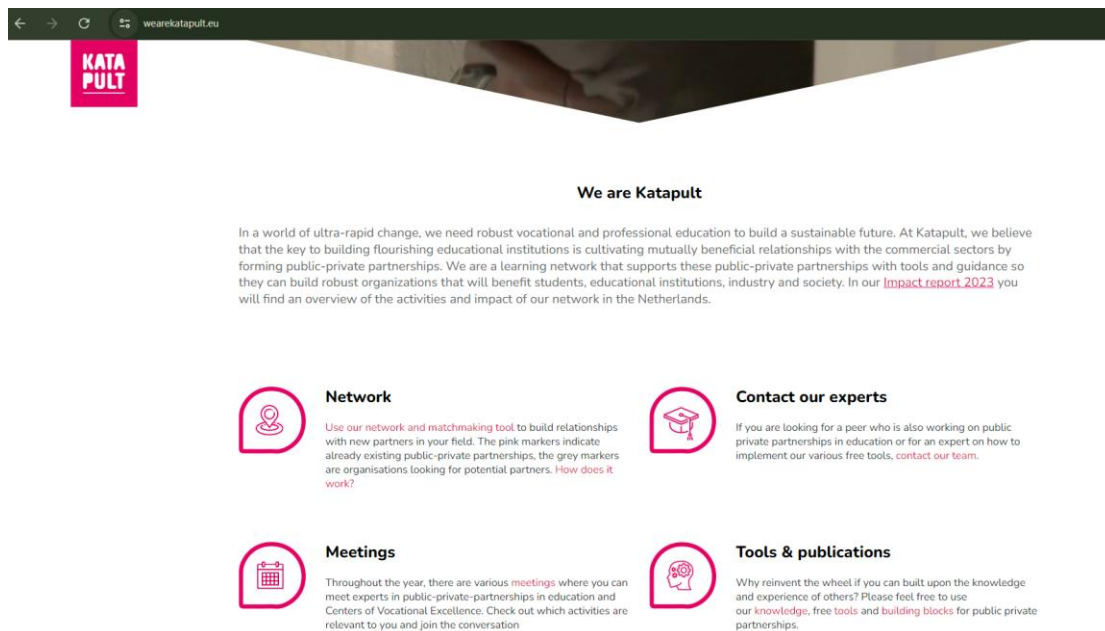
Through this network, SEBCoVE will be able to identify strategic partners, establish new international collaborations and develop joint programmes that reinforce the sustainability of the project.

SEBCoVE and other CoVEs initiatives could benefit from the knowledge and experience of other institutions that have implemented successful mobility programmes for students, trainers and governance staff, as well as in the smart electricity sector.

Katapult offers tools and resources to help organisations strengthen their partnerships and expand their impact globally. SEBCoVE could learn from previous experiences and apply effective strategies to improve the internationalisation of its smart electricity training programmes.

Katapult provides information on European funding opportunities and investment mechanisms in vocational training, enabling the identification of new sources of funding and exploring the possibility of expanding its initiatives to other regions.

SEBCoVE could become part of a broader innovation ecosystem, sharing experiences with other CoVEs and aligning its strategy with global trends in vocational training. The Katapult network would make it possible to strengthen the link between education and industry, ensuring that training programmes are relevant to the international labour market.



The Community of Practice of Centres of Vocational Excellence (CoVEs CoP) <https://www.copcovers.eu/> brings together project leaders of Erasmus+ funded Centres of Vocational Excellence to share experiences, inspire each other and find joint solutions to the common challenges they face when implementing these centres. The CoVEs CoP is a grassroots, independent and self-sufficient initiative, based on the voluntary contributions of its members. It also collaborates closely with other stakeholders and policy makers in the field of vocational education and training and higher education.

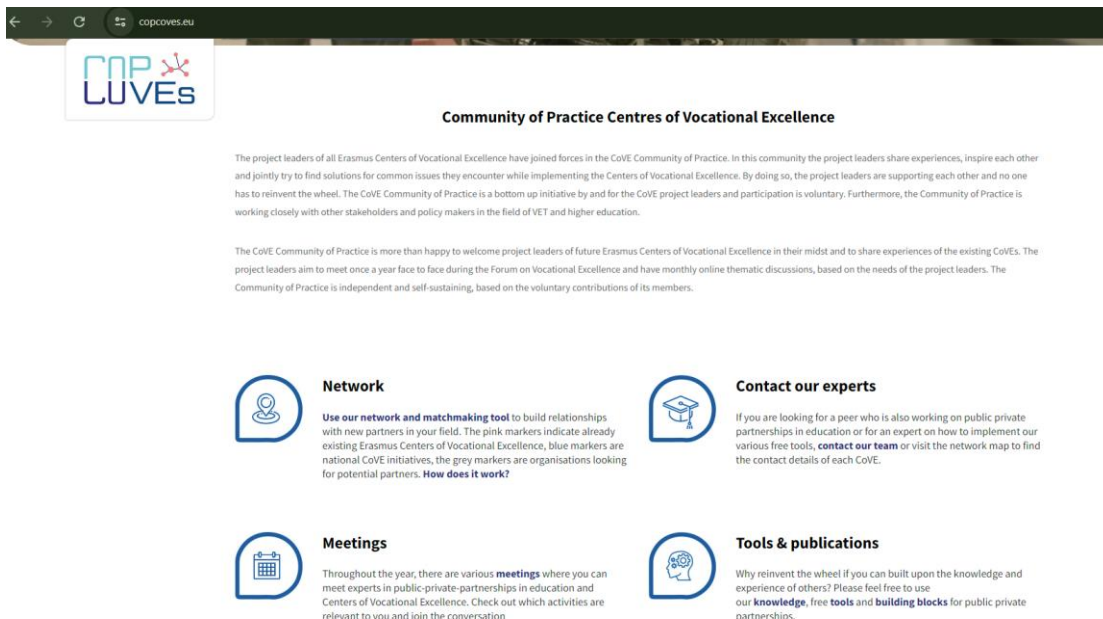
The website offers a range of tools and resources, such as a network map and matchmaking to build relationships with new partners in the field, information on meetings where you can meet experts in public-private partnerships in education and Centres of Vocational Excellence, and a variety of free tools and publications to support these partnerships.

In addition, the CoP CoVEs organises the Forum on Excellence in Vocational Training, an annual event that brings together professionals to share knowledge, lessons learned and best practices in the field of vocational training.

In the same way as Katapult, CoP CoVEs can boost the internationalisation of SEBCoVE by facilitating:

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- Its integration into an ecosystem of Centres of Excellence in Vocational Training operating in different EU countries.
- The exchange of best practices and models of excellence in internationalisation, dual training, digitalisation and mobility.
- The identification of international mobility (in addition to that already provided for in the SEBCoVE project).
- Access to European events and forums on excellence in vocational training, where projects can present their progress and connect with other European initiatives. This allows for greater international visibility and the opportunity to receive feedback from vocational training experts.
- Funding and scalability opportunities: CoP CoVEs works closely with European organisations such as the European Commission and the European Training Foundation (ETF).



**COP LUVES**

### Community of Practice Centres of Vocational Excellence

The project leaders of all Erasmus Centers of Vocational Excellence have joined forces in the CoVE Community of Practice. In this community the project leaders share experiences, inspire each other and jointly try to find solutions for common issues they encounter while implementing the Centers of Vocational Excellence. By doing so, the project leaders are supporting each other and no one has to reinvent the wheel. The CoVE Community of Practice is a bottom up initiative by and for the CoVE project leaders and participation is voluntary. Furthermore, the Community of Practice is working closely with other stakeholders and policy makers in the field of VET and higher education.

The CoVE Community of Practice is more than happy to welcome project leaders of future Erasmus Centers of Vocational Excellence in their midst and to share experiences of the existing CoVEs. The project leaders aim to meet once a year face to face during the Forum on Vocational Excellence and have monthly online thematic discussions, based on the needs of the project leaders. The Community of Practice is independent and self-sustaining, based on the voluntary contributions of its members.

**Network**

Use our **network and matchmaking tool** to build relationships with new partners in your field. The pink markers indicate already existing Erasmus Centers of Vocational Excellence, blue markers are national CoVE initiatives, the grey markers are organisations looking for potential partners. **How does it work?**

**Contact our experts**

If you are looking for a peer who is also working on public private partnerships in education or for an expert on how to implement our various free tools, **contact our team** or visit the network map to find the contact details of each CoVE.

**Meetings**

Throughout the year, there are various **meetings** where you can meet experts in public-private-partnerships in education and Centers of Vocational Excellence. Check out which activities are relevant to you and join the conversation

**Tools & publications**

Why reinvent the wheel if you can build upon the knowledge and experience of others? Please feel free to use our **knowledge**, free **tools** and **building blocks** for public private partnerships.

## 2. Types of International mobilities

### 2.1. Face-to-face

Physical mobility consists of participants travelling to another country to take part in training activities, work placements, academic exchanges or study visits. Within the SEBCoVE project, this mobility allows students and trainers to immerse themselves in real learning environments, interact with experts and apply knowledge in practical situations.

Following this modality, the following will take place in SEBCoVE:

- **60 learners electricians**, initially participated in the SEBCoVE courses, will join an international mobility (duration 10 days) in a work-placement form. The 4 SEBCoVE VET centres, one from each of country (Greece, Italy, Spain and North Macedonia), will select 20 electricians each and learners will be hosted by partners of the consortium.
- Additionally, **20 trainers** (5 from each from the SEBCoVE region) will participate in international mobility to other countries of the consortium in the form of a training in digital training methodologies and will have a 5 days duration.

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## KEY CONSIDERATIONS - Prior to the mobility

### Host partner

1. Meeting with the partners in the sending country and those responsible for implementing the mobility to identify and agree on the general profile of the participants (educational background, EQF level, age, previous experience) as well as any specific needs in terms of content, level, assistance, language, support, etc.
2. Design a programme for the entire duration of the mobility (including preparatory sessions, if necessary) balanced between workshops, study visits and activities related to CLEAN ENERGY PRODUCTION (photovoltaic), ENERGY SAVING and DIGITAL SKILLS, ECOLOGICAL SKILLS AND BUSINESS SKILLS, subjects on which mobility participants will have taken ESCoVE courses. It is important not to lose focus.
3. Validate this programme with the sending partners based on their feedback and previously discussed needs.
4. Share this final programme with everyone involved in international mobility activities. This programme should contain:
  - Schedule of all activities and sessions
  - Location of these activities
  - Names and CVs of the people involved
  - InfoPack with useful information about the city, the hosting partner, to get to know the organisation before the participants arrive.
  - Links to reference information
  - Requirements/materials for attending specific programme sessions (suggestions for dress, equipment, safety measures, architectural barriers)
5. Share the costs of the activities (both the compulsory ones for all participants, included in the project framework, and the extra ones).
6. Share contact details with the coordinator of the sending country
  - A mobility coordinator (CV, email, mobile phone number)
  - Teachers/students (CV, email, mobile phone number)



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- Other participating persons/students

#### Sending partner

1. Meeting with the partners in the hosting country and those responsible for the implementation of the mobility programme to identify and agree on the general profile of the participants (educational background, EQF level, age, previous experience) as well as any specific needs in terms of content, level, assistance, language, support, etc.
2. Give their opinion on the programme for the entire duration of the mobility (including, if necessary, preparatory sessions).
3. Once the programme is finalised, share it within the organisation to make a selection of participants taking into account what has been discussed with the hosting partners. For this, CVs, motivation letters and the criteria defined within the framework of the SEBCoVE project, in WP5, can be useful.
4. Once the participants have been chosen, share the contact details with the host country. These details may include:
  - A mobility coordinator (CV, email, mobile phone number)
  - Teachers/students (CV, email, mobile phone number)

### **KEY CONSIDERATIONS - During the mobility**

#### Both partners

1. Celebrate/attend all the activities on the programme.
2. Keep up-to-date information on the progress of the programme and ensure that this reaches all participants.
3. Document the experiences through photos, feedback and comments.

#### Host partner

1. Monitor the attendance list for each session/activity
2. Evaluate the participants' experience through satisfaction/quality questionnaires. This can be organised after each session/activity or at the end of the mobility programme.



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## KEY CONSIDERATIONS - After the mobility

### Both partners

1. Fill in the quality, satisfaction and evaluation form.
2. Disseminate the results of the mobility in your own organisation.
3. Bring improvements to your own organisation with the lessons learnt during the mobility.

### 2.2. Online

Virtual mobility allows participation in training activities and international collaboration without the need to travel. It is based on the use of digital platforms to facilitate distance learning, academic exchanges, international tutoring and cooperation in transnational projects.

Following this modality, SEBCoVE will develop:

- Digital training and cooperation platforms: participants can access online courses, virtual seminars and discussion forums to share knowledge about smart electricity.
- Mentoring and virtual tutorials: experts from different countries will be able to guide students and trainers in the acquisition of new skills.
- Online collaborative projects: participants will be able to develop joint projects, presentations and case studies with international teams.

### 2.3. Blended

Blended mobility combines virtual and face-to-face learning experiences. It is a flexible approach that allows participants to be prepared before physical mobility, optimises resources and guarantees continuous follow-up.

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### 3. Plan for SEBCoVE International mobility initiatives

#### 3.1. Learners' work-placement mobility methodology

SEBCoVE considers that mobility is a crucial instrument for achieving professional excellence. The mobility activity for students involves all the project partners. The 4 SEBCoVE VET centres, one from each of the countries (Greece, Italy, Spain and North Macedonia), will select 20 electricians each and decide which destinations are the most suitable for their apprentices:

##### **Greece**

*EK RETHYMNOY* – Vocational training centre located in the region of Crete. It participates in the implementation of training in intelligent electricity and in international mobility activities.

##### **Italy**

*ENAIIP NET* – One of the largest vocational training consortia in Italy, with a presence in several regions (including Lombardy). Its network includes 89 training centres and more than 40,000 students annually.

##### **Spain**

*Zubigune Fundazioa* – Vocational training centre based in the Basque Country, specialising in technical training applied to industry and new technologies.

##### **North Macedonia**

*EMKICE KIC* – Training and consultancy centre specialising in vocational training, continuing education and specialisation in smart energy.

Each learner electrician will participate in a 10-day international mobility, where they will gain practical experience in real work environments, guided by industry professionals and supported by expert SEBCoVE trainers.

The programme is structured to ensure that learner electricians receive:

- Pre-training prior to the mobility to understand the technical and cultural aspects of the experience.
- Practical exposure in partner companies working on smart electricity solutions.

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- Follow-up activities to evaluate the impact of the training and provide certification of the skills acquired.

Below is the methodology that the 4 SEBCoVE VET centres, one from each of country (Greece, Italy, Spain and North Macedonia) will follow to develop their International Mobility Plans for learners, implemented in WP5, under the T5.6.

The following set of documents will be followed by the SEBCoVE partners involved in this international mobility, so consistency and equity could be share.

1. Selection criteria for learners participating in the learners SEBCoVE mobility.
2. Scope of action/specialisation of the 4 SEBCoVE VET centres, one from each of the countries (Greece, Italy, Spain and North Macedonia). This will enable the centres to identify the best destination (or destinations) for their participants.
3. Mobility Agreement.
4. Agenda and calendar of the activities and sessions.
5. Contact Agenda with details of all participants (leaders, participants, organisers/facilitators of activities and sessions, etc.)
6. Attendance List (signatures list of all participants)
7. Infopack for those travelling, including information on how to get to the destination city, accommodation options, local support options, locations of all activities/sessions.
8. Guidelines for communication and dissemination of the activities and sessions implemented.
9. Monitoring and evaluation methodology and tools (questionnaires)
10. Certification/Recognition of learning objectives acquired. The use of European tools such as Europass is suggested.

### **3.2. Trainers' training mobility methodology**

Following the same approach, the mobility activity for trainers involves all the project partners. The 4 SEBCoVE VET centres, one from each of the countries (Greece, Italy, Spain and North Macedonia), will select 5 electricians each and decide which



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destinations are the most suitable for their professionals:

### **Greece**

*EK RETHYMNOY* – Vocational training centre located in the region of Crete. It participates in the implementation of training in intelligent electricity and in international mobility activities.

### **Italy**

*ENAIIP NET* – One of the largest vocational training consortia in Italy, with a presence in several regions (including Lombardy). Its network includes 89 training centres and more than 40,000 students annually.

### **Spain**

*Zubigune Fundazioa* – Vocational training centre based in the Basque Country, specialising in technical training applied to industry and new technologies.

### **North Macedonia**

*EMKICE KIC* – Training and consultancy centre specialising in vocational training, continuing education and specialisation in smart energy.

Each trainer will participate in a 5-day international mobility, where they will gain practical experience in digital training methodologies, supported by expert SEBCoVE professionals.

Below is the methodology that the 4 SEBCoVE VET centres, one from each of country (Greece, Italy, Spain and North Macedonia) will follow to develop their International Mobility Plans for learners, implemented in WP5, under the T5.6.

The following set of documents will be followed by the SEBCoVE partners involved in this international mobility, so consistency and equity could be share.

1. Selection criteria for learners participating in the trainers SEBCoVE mobility.
2. Scope of action/specialisation of the 4 SEBCoVE VET centres, one from each of the countries (Greece, Italy, Spain and North Macedonia). This will enable the centres to identify the best destination (or destinations) for their participants.
3. Agenda and calendar of the activities and sessions.
4. Mobility Agreement



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5. Contact Agenda with details of all participants (leaders, participants, organisers/facilitators of activities and sessions, etc.)
6. Attendance List (signatures list of all participants)
7. Infopack for those travelling, including information on how to get to the destination city, accommodation options, local support options, locations of all activities/sessions.
8. Guidelines for communication and dissemination of the activities and sessions implemented.
9. Monitoring and evaluation methodology and tools (questionnaires)
10. Certification/Recognition of learning objectives acquired. The use of European tools such as Europass is suggested.

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## 4. Other Internationalisation SEBCoVE initiatives

### 4.1. Bootcamps

SEBCoVE Bootcamps are structured as five intensive training programmes aimed at equipping students from secondary schools and vocational training with the skills demanded by the market. These bootcamps will employ innovative techniques and methodologies, developed in collaboration with Key Technologies (KTs) and Cost-Sharing Labs (CSLs) under T4.9.

These five bootcamp programmes aim to:

- Train students using cutting-edge technologies and market-oriented methodologies.
- Improve the attractiveness of VET for smart electricity, making it an appealing career path.
- Align training with industry needs, ensuring that students acquire relevant and applicable skills.
- Leverage Key Technologies (KTs) and Cost-Sharing Labs (CSLs) to provide practical training experiences.

The Bootcamps will focus on hands-on and interactive learning, using a combination of:

- Skills-based training programmes, integrating real-world challenges.
- Innovative teaching methodologies that enhance the hands-on experience.
- Workshops and problem-solving activities that help students develop technical and social skills.
- Collaboration with key technologies (KT) that ensures the adoption of advanced and practical tools in the sector.
- Use of cost-sharing laboratories (CSLs) that give students access to specialised equipment and training environments.

These bootcamps do not directly involve international mobility, but they are a crucial element in preparing students for future employment in the smart electricity sector and, potentially, for other mobility programmes within SEBCoVE, serving as a catalyst to make vocational training more attractive, relevant and aligned with the



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evolving smart electricity market.

#### **4.2. Knowledge Triangles**

Knowledge Triangles (KTs) play a fundamental role in the internationalisation of the SEBCoVE project, by fostering collaboration between the education, industry and research sectors. Their impact on the internationalisation of the project is reflected in several key aspects:

1. Creation of interconnected skills ecosystems, facilitating the exchange of knowledge and best practices between different regions, promoting international cooperation in the development of specialised skills in Smart Electricity for Buildings (SEB). This fosters continuous and innovative learning, which improves the global competitiveness of professionals trained in SEBCoVE.
2. Attracting strategic partners at an international level, which contributes to aligning training with the global demands of the market in the smart electricity for buildings sector.
3. Developing training models aligned with European standards, educational policies and innovation strategies. This makes it possible to transfer knowledge between countries and replicate SEBCoVE centres of excellence in other regions.

GERMANY



GREECE



ITALY



NETHERLANDS

NORTH MACEDONIA



PORTUGAL



SPAIN



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