

## STRAND 2

### *Design of flagship programs as shared development of services*

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## 4 DIMENSIONS

### 1. With whom?

Academic world	Alumni	Companies
Experts from other fields	<b>WITH WHOM?</b>	Vocational Institutions
Administration	NGO's	People affected from the program

### 2. Method of cooperation

Internal cooperation Analysis of needs from the pedagogical team	Analysis of needs: - Students (adults) - Measuring the gap	Market analysis (skills needed for the labor market)
Communication: - Internal - External	<b>METHODS OF COOPERATION</b>	Evaluation from: - Students - Companies - Pedagogical team
Peer learning	Funding from companies	Co-built program

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### 3. Pedagogical approach

Identify expectations of the learners	Careful design of contents	Active methodologies (connected with real work life)
Identify needs of the market	<b>PEDAGOGICAL APPROACH</b>	Evaluation of students
Use it as a “best practice”	Evaluation of the program	Continuous learning of teachers

### 4. Business/Service Model

<b>Registration/fee</b> <ul style="list-style-type: none"> <li>- Fix a price</li> <li>- Discount</li> <li>- Grant</li> <li>- Fee Waiver</li> <li>- Stage payments</li> </ul>	<b>ppp. (NFP/ NGOs/ Gov/ Private Sector less business)</b> <ul style="list-style-type: none"> <li>- Sponsors</li> <li>- Make-up of the partnership</li> <li>- Social Funding</li> <li>- CRÇ</li> </ul>	<b>Remain share</b> <ul style="list-style-type: none"> <li>- Partners</li> <li>- To split</li> <li>- ROI</li> <li>- Funding sources</li> <li>- Marketing Plan</li> <li>- Cost of launch</li> <li>- Accumulation for motivation</li> </ul>
<b>Crowd sowing</b>	<b>BUSINESS SERVICE MODEL</b>	<b>Indirect cost</b> We promote the flagship programme
<b>CSR Local Companies</b>	<b>Offset. FDI E+T</b>	<b>Pay now or pay later</b> Employed – they pay