

# PROJECT VALORISATION REPORT

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## 1. General comments

<p>Please, describe briefly the results of the WP8</p>	<p><b>Primary Valorisation Results (total results):</b>  <u>1001 participants</u> were involved in Primary Valorisation activities along the project. Those activities were targeted to training consultants as well as SMEs managers, owners and entrepreneurs.</p> <p><b>Secondary Valorisation Results (total results):</b>  <u>1022 participants</u> were involved in Secondary Valorisation activities targeted to VET Centres, social partners, public and private organisations in Europe.</p> <p><b>Vertical Valorisation</b> activities were done. Those activities are linked to the Project Local Committees evaluations and can be accessed through the following electronic address: <a href="http://lepo.it.da.ut.ee/~triinm/sme/qmp/qmp.htm">http://lepo.it.da.ut.ee/~triinm/sme/qmp/qmp.htm</a>.</p> <p><b>Expected and Executed Results (total results):</b>            At least, 805 persons were expected to get involved in the project direct valorisation activities (primary and secondary valorisation activities). At the end of the two year of work, <u>2023 participants</u> were involved in workshops targeted to the training consultants, workshops targeted to the SMEs managers, owners and entrepreneurs and seminars targeted to VET Centres, social partners and public and private organizations. The partnership involved more <b>373 persons</b> than expected from the application.</p> <p><b>Expected and Executed Dissemination near European Training Consultants (during 2006):</b>            At least, 105 training consultants were expected to get involved in the project valorisation activities of PR1 and PR3. At the end of the project, <u>218 training consultants</u> were involved (more 113 than expected). In that type of valorisations activity, we reached 100% level of execution when the objective was fully reached.</p> <p><b>Expected and Executed Dissemination near European SMEs Managers, Owners and Entrepreneurs (during 2006):</b>            At least, 175 SMEs Managers, Owners and Entrepreneurs were expected to get involved in the project valorisation activities of PR1 and PR3. At the end of the project, <u>347 SMEs Managers, Owners and Entrepreneurs</u> were involved (more 172 than expected). In this type of divulgation activity, we reached 86% level of execution by the workshops organisations, in this case, the objective was fully reached and for 14% of the partnership the objective was partly reached.</p> <p><b>Expected and Executed Disseminations near European VET Centres, Social Partners, Public and Private Organisations (during 2006):</b>            At least, 525 VET Centres, Social partners, public and private organisations were expected to get involved in the project valorisation activities of PR1. At the end of the project, <u>526 entities</u> were involved (1 more person than expected). In this type of divulgation activity, we get the following results: 57% by the seminars organisation when the objective was fully reached and</p>
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42% when the objective was partly reached.

**Expected and Executed Disseminations of Case Demonstrations for SMEs with the support of e-learning solutions suppliers available on the market (during 2007):**

45 participants were expected to get involved in this type of project valorisation activities. At the end of the project, 134 persons were involved (89 more than expected). According to the results, we reached 100% level of execution for this indicator, the objective was fully reached.

**Expected and Executed Disseminations of Focus – Groups targeted to discuss the e-learning perception about the advantages, benefits and results of using e-learning services (during 2007):**

100 participants were expected to get involved in this type of project valorisation activities. At the end of the project, 110 persons were involved (10 more persons than expected). According to the results, we reached in 50% of the cases the indicator was fully reached, in 25% of the cases the indicator was partly reached.

**Expected and Executed Dissemination near European SMEs Managers, Owners and Entrepreneurs (during 2007):**

At least, 175 SMEs Managers, Owners and Entrepreneurs were expected to get involved in the project valorisation activities of PR8. At the end of the project, 192 SMEs Managers, Owners and Entrepreneurs were involved (more 17 persons than expected). In this type of activity, we reached 71,4% level of execution, the objective was fully reach. We reached 14,2% level of execution, the objective was partly reach.

**Expected and Executed Disseminations near European VET Centres, Social Partners, Public and Private Organisations (during 2007):**

525 VET Centres, Social partners, public and private organisations were expected to get involved in the project valorisation activities of PR9. At the end of the project, just 496 entities were involved (less 29 than expected in the application). The total level of execution was 57,1% of the indicator, the objective was fully reached and 42,8% of the indicator was partly reached.

**Other Dissemination Activities per Partner (total results during 2006):**

CECOA with 71% level of execution: CECOA website dissemination, 2500 newsletters contacts, other networks dissemination (as the 59 Knowledge Resources Centres located in Portugal), articles and news about the project in national and international magazines.

NKI with 57% level of execution: partner homepage dissemination, web-Newspaper distributed to 15000 e-mail addresses to Norwegian students, management leaders in public and private sector, organizations and consultants and news bulletin distributed to 2000 addresses Norwegian management leaders in public and private sector, dissemination in other networks (as NACE), articles and

interviews in newspapers about the project products).

F-BB with 43% level of execution (partner website dissemination, distribution of 1500 paper newsletters and around 800 e-versions in English and German, press release published in a regional magazine of the German Chamber of Commerce).

University of Tartu with 29% level of execution: partner website dissemination and project presentation together with other projects presentations at an annual conference in Estonia. **BFI with 29% level of execution: partner website dissemination and partner newsletter.** Profitwise with 29% level of execution: partner website dissemination and production of article to valorise the project activities.

CCC and with 14% level of execution: partners' website dissemination.

**Other Dissemination Activities per Partner (total results during 2007):**

CECOA with 85,7% level of execution: CECOA website dissemination, CECOA's newsletters, other networks dissemination (as the 59 Knowledge Resources Centres located in Portugal), other conferences participations, articles and news about the project in national and international magazines.

F-BB with 71,4% level of execution: partner website dissemination, distribution of newsletters, participation in other international conferences, publication of articles and news about the project as well as other networks disseminations.

NKI with 57% level of execution: partner homepage dissemination, project website publications, contacts with private and public companies, articles and interviews in newspapers about the project products.

University of Tartu present with 43% level of execution: partner website dissemination and project presentation together with other projects presentations in other international conferences in Europe. CCC presented the same level of execution, 43%.

BFI and Profitwise present 28,5% level of execution: partner website dissemination and dissemination near the partners own networks.

## 2. Valorisation Plan

Please, check the annex A.

Product	<b>Valorisation Plan</b>
Activities - Who did it? - What has be done?	<p>Who: <b>CECOA</b></p> <p>What: The Project Valorisation plan and also the tools to collect information about the dissemination events organized along the project.</p> <p>Material attached: Valorisation Plan</p>

## 3. Products – Leaflet

Please, check the annex B.

Products	<b>1. Leaflet</b>
Activities - Who did it? - What has be done?	<p>Who: <b>University of Tartu</b></p> <p>What: The project leaflet in all the partnership languages and also in EN version.</p> <p>Material attached: Leaflets in all partnership languages and EN version</p>

## 4. Workshops and Seminars

IN PORTUGAL (PARTNER CECOIA) – during 2006

Please, check the annex C.

<p>Dissemination Events</p>	<p><b>1. Workshops targeted to training consultants to disseminate the PR1 and the PR3</b></p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Training of trainers session about the “Qualidade do e-Learning para PMEs: Metodologia ROI”</p> <p><b>Organizer:</b> CECOIA</p> <p><b>Place:</b> Lisbon</p> <p><b>Region code:</b> PT13</p> <p><b>Objectives:</b> Dissemination of PR1 and PR3 (working version)</p> <p><b>Participants (number):</b> 14</p> <p><b>Date:</b> 03.11.2006</p> <p><b>Activity:</b> Vanda Vieira presented the PR1 and Portuguese case studies as well as the PR3 (working version).</p> <p><b>Sector target:</b> Portuguese training consultants from CECOIA training of trainers course code CF0004.2006.13</p> <p>01 PME, 02 GE (Organization type)</p> <p><b>Sector code:</b> M80, H55, L75, G50, K74</p> <p><b>Material attached:</b> Program, presentation and attendance list with signatures</p>
<p>Results of the Events</p>	<p>Participants who were interested in the project products were invited to check the project website and to attend the seminar organized on the 15/12/2006.</p>

<p>Dissemination Events</p>	<p><b>1. Workshops targeted to training consultants to disseminate the PR1 and the PR3</b></p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Training of trainers session about the “Qualidade do e-Learning para PMEs: Metodologia ROI”</p> <p><b>Organizer:</b> CECOA</p> <p><b>Place:</b> Lisbon</p> <p><b>Region code:</b> PT13</p> <p><b>Objectives:</b> Dissemination of PR1 and PR3 (working version)</p> <p><b>Participants (number):</b> 10</p> <p><b>Date:</b> 21.11.2006</p> <p><b>Activity:</b> Vanda Vieira presented the PR1 and Portuguese case studies as well as the PR3 (working version).</p> <p><b>Sector target:</b> Portuguese training consultants from CECOA training of trainers course code CF0004.2006.16</p> <p>01 PME, 02 GE, 015 PP (Organization type)</p> <p><b>Sector code:</b> M80, H55, D24, J65, K74, G51, G52</p> <p><b>Material attached:</b> Program, presentation and attendance list with signatures</p>
<p>Results of the Events</p>	<p>Participants who were interested in the project products were invited to check the project website and to attend the seminar organized on the 15/12/2006.</p>

<p>Dissemination Events</p>	<p><b>2. Workshops targeted to disseminate the PR1 and the PR5 (working version) for SMEs managers, owners and entrepreneurs</b></p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Workshop "Os benefícios do e-Learning para as PMEs: Metodologia ROI"</p> <p><b>Organizer:</b> CECOIA</p> <p><b>Place:</b> Ericeira</p> <p><b>Region code:</b> PT13</p> <p><b>Objectives:</b> Dissemination of PR1 and PR5 (working version)</p> <p><b>Participants (number):</b> 34</p> <p><b>Date:</b> 27.10.2006</p> <p><b>Activity:</b> Vanda Vieira presented the PR1 and Portuguese case studies as well as the PR5 (working version).</p> <p><b>Sector target:</b> SMEs, managers, owners and entrepreneurs from REDE Program in Portugal</p> <p>01 PME, 018 O (Organization type)</p> <p><b>Sector code:</b> G52, G51, D26, SD27, K74, M80</p> <p><b>Material attached:</b> Program, presentation and attendance list with signatures.</p>
<p>Results of the Events</p>	<p>Participants who were interested in the project products were invited to check the project website and to attend the seminar organized on the 15/12/2006.</p>



<p>Dissemination Events</p>	<p><b>2. Workshops targeted to disseminate the PR1 and the PR5 (working version) for SMEs managers, owners and entrepreneurs</b></p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Workshop “Os benefícios do e-Learning para PME’s”</p> <p><b>Organizer:</b> CECOIA</p> <p><b>Place:</b> Leiria</p> <p><b>Region code:</b> PT12</p> <p><b>Objectives:</b> Dissemination of PR1 and PR5 (working version)</p> <p><b>Participants (number):</b> 14</p> <p><b>Date:</b> 07.11.2006</p> <p><b>Activity:</b> Vanda Vieira presented the PR1 and Portuguese case studies as well as the PR5 (working version).</p> <p><b>Sector target:</b> SMEs, managers, owners and entrepreneurs from the CECOIA REDE Program</p> <p>01 PME, 018 O (Organization type)</p> <p><b>Sector code:</b> G52, G51, K74, M80</p> <p><b>Material attached:</b> Program, presentation and attendance list with signatures</p>
<p>Results of the Events</p>	<p>Participants who were interested in the project products were invited to check the project website and to attend the seminar organized on the 15/12/2006.</p>

Dissemination Events	3. Seminar targeted to disseminate the project to VET Centres, social partners, public and private organisations
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Café da Qualidade do e-Learning para PMEs</p> <p><b>Organizer:</b> CECOIA</p> <p><b>Place:</b> Lisbon</p> <p><b>Region code:</b> PT13</p> <p><b>Objectives:</b> Project information dissemination and divulgation of the PR1.</p> <p><b>Participants (number):</b> 63</p> <p><b>Date:</b> 15.12.2006</p> <p><b>Activity:</b> Portuguese key speaker invited to present the theme “Return on e-learning investment”, CECOIA presented the project and main products and results, Associação Nacional de Farmácias presented “ANF case study”.</p> <p><b>Sector target:</b> VET Centres, social partners, public and private organisations in Portugal</p> <p>01 PME, 04 OE, 011 OST, 015 PP, 07 OF(Organization type)</p> <p><b>Sector code:</b> M80, G50, G52, K74</p> <p><b>Material attached:</b> <a href="http://www.cecoa.pt/entrada/index.htm">http://www.cecoa.pt/entrada/index.htm</a> Program, presentation and attendance list with signatures</p>
Results of the Events	Very good reception of project results and products. Participants who were interested to see more about the project were invited to follow the activities through the project website.

## IN PORTUGAL (PARTNER CECOIA) - during 2007

Please, check the annex C.

<p>Dissemination Events</p>	<p><b>1. Demonstration of e-learning best practices for SME's with the support of e-learning solutions suppliers available on the market</b></p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Networking Café (at the International Conference: E-Learning Quality and Return on Investment for Small and Medium-Sized Enterprises).</p> <p><b>Organizer:</b> CECOIA</p> <p><b>Place:</b> Lisbon</p> <p><b>Region code:</b> PT13</p> <p><b>Objectives:</b> Presentation of e-learning services and products target to SMEs.</p> <p><b>Participants (number):</b> 78</p> <p><b>Date:</b> 13.11.2007</p> <p><b>Activity:</b> CECOIA invited 3 e-learning enterprises and Portuguese VET providers to present products and solutions target to SMEs as Webwise (contact persons: Paulo Machado and Maria do Céu Ferreira), ISQ E-Learning (contact person: Ana Margarida Nunes) and Eduweb (contact person: Juliana Antunes and Ana Braz).</p> <p><b>Sector target:</b> VET Centres, social partners, public and private organisations in Portugal</p> <p>01 PME, 04 OE, 011 OST, 015 PP, 07 OF(Organization type)</p> <p><b>Sector code:</b> M80, G50, G52, K74</p> <p><b>Material attached:</b> <a href="http://www.cecoa.pt">http://www.cecoa.pt</a> Program, presentation and attendance list with signatures</p>
<p>Results of the Events</p>	<p>Very good reception of enterprises products and solutions. Participants who were interested to access more information about the e-learning products targeted to SMEs.</p>



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<p>Dissemination Events</p>	<p><b>1. Workshop targeted to disseminate the PR8 and PR9 for SMEs managers, owners and entrepreneurs</b></p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> E-Learning Lisboa 2007 Conference</p> <p><b>Organizer:</b> E-Learning Lisboa 2007</p> <p><b>Place:</b> Lisbon</p> <p><b>Region code:</b> PT13</p> <p><b>Objectives:</b> Dissemination of PR8 and PR9 (final version)</p> <p><b>Participants (number):</b> 20</p> <p><b>Date:</b> 15.10.2007</p> <p><b>Activity:</b> e-Solutions space</p> <p><b>Sector target:</b> SMEs, managers, owners and entrepreneurs from the CECO A REDE Program</p> <p>01 PME, 018 O (Organization type)</p> <p><b>Sector code:</b> G52, G51, K74, M80</p> <p><b>Material attached:</b> Program, presentation and attendance list with signatures. More information <a href="http://www.elearninglisboa.com">http://www.elearninglisboa.com</a></p>
<p>Results of the Events</p>	<p>The information about the project was also divulgated at the official conference CD-ROM. Very good reception of participants. The participants were also invited to access to the project website and to participant at the project international conference organized by CECO A.</p>

<p>Dissemination Events</p>	<p><b>3. Seminar targeted to disseminate the PR9 to VET Centres, social partners, public and private organisations</b></p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event: International Conference: E-Learning Quality and Return on Investment for Small and Medium-Sized Enterprises</b></p> <p><b>Organizer:</b> CECOIA</p> <p><b>Place:</b> Lisbon</p> <p><b>Region code:</b> PT13</p> <p><b>Objectives:</b> Project information dissemination and divulgation of the PR8 and 9.</p> <p><b>Participants (number):</b> 78</p> <p><b>Date:</b> 13.11.2007</p> <p><b>Activity:</b> Project partners were invited to present several project products. At the panel debate, CECOIA invited also Dra. Cristina Paulo from the Portuguese Institute of Training and Employment and Dra. Vanda Fonseca from NAUTEL – the Portuguese company which was invited for the “Portuguese Best Example”.</p> <p><b>Sector target:</b> VET Centres, social partners, public and private organisations in Portugal</p> <p>01 PME, 04 OE, 011 OST, 015 PP, 07 OF(Organization type)</p> <p><b>Sector code:</b> M80, G50, G52, K74</p> <p><b>Material attached:</b> <a href="http://www.cecoa.pt">http://www.cecoa.pt</a> Program, presentation and attendance list with signatures</p>
<p>Results of the Events</p>	<p>Very good reception of project results and products. Participants who were interested to see more about the project were invited to follow the activities through the project website.</p>

## IN AUSTRIA (PARTNER BFI) – during 2006

Please, check the annex D.

<p>Dissemination Events</p>	<p><b>1. Workshop targeted to training consultants to disseminate the PR1 and the PR3</b></p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event: E-learning für KMU's</b> - „Wie ist der Stand der Dinge? Macht e-Learning Sinn? Welche Qualitätskriterien sind zu beachten?“</p> <p><b>Organizer:</b> BFI</p> <p><b>Place:</b> Graz</p> <p><b>Region Code:</b> AT22</p> <p><b>Objectives:</b> Dissemination of PR1 and PR3</p> <p><b>Participants (number):</b> 18</p> <p><b>Date:</b> 30.10.2006</p> <p><b>Activity:</b> Information about the EU-project ELQ-SME.</p> <ul style="list-style-type: none"> <li>➤ Presentation of</li> <li>➤ Project aims and content</li> <li>➤ State of the Art on Distance learning</li> <li>➤ Austrian case studies</li> <li>➤ Quality standards</li> <li>➤ ROI</li> </ul> <p>Jörg Spath presented PR 1 with case studies as well as PR 3 (working version).</p> <p><b>Sector target:</b> Training consultants</p> <p><b>Sector code:</b> M80</p> <p><b>Material attached:</b> Program, presentation and attendance list</p>
<p>Results of the Events</p>	<p>Trainers were very interested in information about the project, the presentation of the State of the Art on Distance learning quality for SME's as well as the guide for training consultants - e-Learning quality and ROI evaluation.</p> <p>Trainers were also interested in project progress, products and other events and so they left their emails accounts and contact data for further information and contact. They all get information material.</p>



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<p>Dissemination Events</p>	<p><b>2. Workshops targeted to disseminate the PR1 and the PR5 (working version) for SME's managers, owners and entrepreneurs</b></p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event: E-learning für KMU's</b> - „Wie ist der Stand der Dinge? Macht e-Learning Sinn? Welche Qualitätskriterien sind zu beachten? Wie kalkuliert man das ROI?“</p> <p><b>Organizer:</b> BFI</p> <p><b>Place:</b> Graz</p> <p><b>Region Code:</b> AT22</p> <p><b>Objectives:</b> Dissemination of PR1 and PR5 (working version)</p> <p><b>Participants (number):</b> 32</p> <p><b>Date:</b> 16.11.2006</p> <p><b>Activity:</b> Jörg Spath and Sigrid Wozonig informed about the ELQ-SME Project.</p> <ul style="list-style-type: none"> <li>➤ Presentation of</li> <li>➤ Project aims and content</li> <li>➤ State of the Art on Distance learning</li> <li>➤ Case studies</li> <li>➤ ROI</li> </ul> <p><b>Sector code:</b> D21, D24, D27,D32, D34, E 40, F45, G51, G52, I60, K74, M80, N85</p> <p><b>Sector target:</b> SMEs, managers, owners and entrepreneurs</p> <p><b>Material attached:</b> Program, Attendance list</p>
<p>Results of the Events</p>	<p>Managers and entrepreneurs were very interested in information about the project, the State of the Art on distance learning quality for SME's, case studies and calculation of ROI. Therefore many of them left their emails accounts and contact data for further information about project progress, products and other events regarding ELQ-SME. They all get information material, leaflets.</p>

<p>Dissemination Events</p>	<p><b>3. Seminar targeted to disseminate the project to VET Centres, social partners, public and private organisations</b></p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event: E-learning für KMU's</b> - „Wie ist der Stand der Dinge? Macht e-Learning Sinn? Welche Qualitätskriterien sind zu beachten?“</p> <p><b>Organizer:</b> BFI</p> <p><b>Place:</b> Graz</p> <p><b>Region Code:</b> AT22</p> <p><b>Objectives:</b> Project information, dissemination and divulgation of the PR1.</p> <p><b>Participants (number):</b> 109</p> <p><b>Date:</b> 20.11.2006</p> <p><b>Activity:</b> Jörg Spath and Sigrid Wozonig informed about the ELQ-SME Project.</p> <ul style="list-style-type: none"> <li>➤ Presentation of</li> <li>➤ Project aims and content</li> <li>➤ State of the Art on Distance learning</li> <li>➤ Case studies</li> <li>➤ Quality standards</li> <li>➤ Discussion</li> </ul> <p><b>Sector target:</b> VET Centres, social partners, public and private organisations</p> <p><b>Sector code:</b> M80, G50, G52, K74, L75, O91, O93</p> <p><b>Material attached:</b> Program, Attendance list</p>
<p>Results of the Events</p>	<p>The representatives of VET Centres, social partners, public and private organisations were interested about the project and so many of them left their emails accounts and contact data for further information about project progress, products and other events regarding ELQ-SME. They all get information material, leaflets.</p>



IN AUSTRIA (PARTNER BFI) – during 2007

Please, check the annex D.

Dissemination Events	<b>1. Case demonstrations for SMEs with the support of e-learning solutions suppliers available on the market</b>
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<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> e-Learning für KMU – „Wie schaut erfolgreiches e-Learning aus?“</p> <p><b>Organizer:</b> BFI</p> <p><b>Place:</b> Graz</p> <p><b>Region code:</b> AT22</p> <p><b>Objectives:</b> Presentation and dissemination of e-learning solutions targeted to SMEs.</p> <ul style="list-style-type: none"> <li>• To inform about successfully e-Learning based on best practise</li> <li>• To enlighten about expectations, conditions, strengths and weaknesses</li> <li>• To show the quality criteria</li> <li>• To conceive that it is worth to think about e-Learning intensively</li> </ul> <p><b>Participants (number):</b> 27</p> <p><b>Date:</b> 19.10.2007</p> <p><b>Activity:</b> Jörg Spath and Wolfgang Schaffer informed about e-learning solutions and products for SMEs and how to conceive e-learning successfully.</p> <ul style="list-style-type: none"> <li>• Presentation of best practises</li> <li>• Quality criteria</li> <li>• Success factors – organizational – pedagogical – business - ...</li> </ul> <p><b>Sector target:</b> SMEs managers, owners and entrepreneurs</p> <p>01 PME, 02 GE, 04 OE 07 OF, 011 OST, 015 PP (Organization type)</p> <p><b>Sector code:</b> D21, D24, D27, D32, D34, E40, F45, G51, G52, I60, K74, M80, N85</p> <p><b>Material attached:</b> Program, attendance list</p>
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Results of the Events	Managers and entrepreneurs were very interested in information about e-learning solutions and products for SMEs as well as how to conceive e-learning successfully. Many of them noted to think intensively about offering and implementing e-learning as part of their internal training program for employees as well as to improve still existing solutions and options.
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<p>Dissemination Events</p>	<p><b>1. Workshop targeted to disseminate the PR8 for SMEs managers, owners and entrepreneurs</b></p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> e-Learning für KMU – “Wie schaut erfolgreiches e-Learning in KMU aus?”</p> <p><b>Organizer:</b> BFI</p> <p><b>Place:</b> Graz</p> <p><b>Region Code:</b> AT22</p> <p><b>Objectives:</b> Dissemination of PR8 (final version)</p> <p><b>Participants (number):</b> 19</p> <p><b>Date:</b> 22.10.2007</p> <p><b>Activity:</b> Information about conceiving and evaluating e-Learning</p> <ul style="list-style-type: none"> <li>• Expectations</li> <li>• Dangers</li> <li>• Quality criteria</li> <li>• Success factors – organizational – pedagogical – business - ...</li> </ul> <p><b>Sector target:</b> SMEs managers, owners and entrepreneurs</p> <p>01 PME, 07 OF, 011 OST, 015 PP (Organization type)</p> <p><b>Sector code:</b> D21, D24, D27, D32, D34, E40, F45, G50, G51, G52, I60, K74, M80, N85</p> <p><b>Material attached:</b> Program, presentation and attendance list</p>
<p>Results of the Events</p>	<p>Managers, owners and entrepreneurs were very interested in how to conceive and evaluate e-learning. Their feedback was very positive. Many of them asked for further information about this topic also in the future.</p>

Dissemination Events	<b>3. Seminar targeted to disseminate the PR9 to VET Centres, social partners, public and private organisations</b>
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<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> „Wie schaut erfolgreiches e-Learning aus?“</p> <p><b>Organizer:</b> BFI</p> <p><b>Place:</b> Graz</p> <p><b>Region Code:</b> AT22</p> <p><b>Objectives:</b> Project information, dissemination and divulgation of the PR9.</p> <p><b>Participants (number):</b> 62</p> <p><b>Date:</b> 22.10.2007</p> <p><b>Activity:</b> Information about conceiving and evaluating e-Learning</p> <ul style="list-style-type: none"> <li>• Expectations</li> <li>• Dangers</li> <li>• Quality criteria</li> <li>• Success factors – organizational – pedagogical – business - ...</li> </ul> <p><b>Sector target:</b> VET Centres, social partners, public and private organisations</p> <p>01 PME, 07 OF, 04 OE, 011 OST, 015 PP (Organization type)</p> <p><b>Sector code:</b> M50, G50, G52, K74, L75, O91, O93</p> <p><b>Material attached:</b> Program, presentation and attendance list</p>
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Results of the Events	The participants – representatives of VET centres, social partners, public and private organisations were very interested in how to conceive and evaluate e-learning. Their feedback was very positive. And many of them wanted to stay in contact for further information and collaboration.
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**IN GERMANY (PARTNER F-BB) – during 2006**

Please, check the annex E.

<p><b>Dissemination Events</b></p>	<p><b>1. Workshops targeted to training consultants to disseminate the PR1 and the PR3</b></p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Information targeted to the training consultants</p> <p><b>Organizer:</b> f-bb</p> <p><b>Place:</b> Via email in advance to workshop</p> <p><b>Region code:</b> DE25</p> <p><b>Objectives:</b> Dissemination of PR1 and PR3</p> <p><b>Participants (number):</b> 10 elements from bbw group attend the half day training</p> <p><b>Date:</b> beginning of November, 2006</p> <p>Activity: Trainers are informed about the project and attend a half-day workshop with the following agenda:</p> <ol style="list-style-type: none"> <li>1. Introduction – Project Aims and content (used PPT: “Performance Improvement Program”)</li> <li>2. Presentation of Case Studies</li> <li>3. ROI Methodology (based on paper “ROI Methodology Guide: Method for calculating ROI)</li> <li>4. Questions and Answers</li> </ol> <p>Organization type: bbw is a training provider</p> <p><b>Sector code:</b> M80</p> <p><b>Material attached:</b> PPT about PR1 and PR3 and also about the Performance Improvement Program</p>
<p><b>Results of the Events</b></p>	<p>Trainers are very interested in ROI methodology. An external provider of distance learning who cooperates with a lot of SMEs in the trade sector is very interested in piloting the ROI tool.</p>

<p>Dissemination Events</p>	<p><b>2. Workshops targeted to disseminate the PR1 and the PR5 (working version) for SMEs managers, owners and entrepreneurs</b></p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Workshop targeted to the SME's managers, owners and entrepreneurs</p> <p><b>Organizer:</b> f-bb</p> <p><b>Place:</b> Augsburg and Schweinfurt</p> <p><b>Region code:</b> DE24 and DE26</p> <p><b>Objectives:</b> Dissemination of PR1 and PR5 (working version)</p> <p><b>Participants (number):</b> 18 SMEs managers, owners and entrepreneurs in Germany</p> <p><b>Date:</b> 19<sup>th</sup> and 20<sup>th</sup> September 2006</p> <p><b>Activity:</b> End-users are informed about the project and attend a workshop with the following agenda:</p> <ol style="list-style-type: none"> <li>1. Presentation of the project (see attached word doc)</li> <li>2. Presentation of Case Studies</li> <li>3. Presentation of the ROI methodology (working version)</li> <li>4. Question and Answers</li> </ol> <p>Organization type: Mainly PME</p> <p><b>Sector code:</b> G50, K74</p> <p><b>Material attached:</b> List of participants</p>
<p>Results of the Events</p>	<p>Participants interested in case studies – they are interested in project outcomes.</p>

<p>Dissemination Events</p>	<p><b>3. Seminar targeted to disseminate the project to VET Centres, social partners, public and private organisations</b></p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Seminar target to VET centres, social partners, public and private organizations</p> <p><b>Organizer:</b> f-bb</p> <p><b>Place:</b> Bayreuth and München</p> <p><b>Region code:</b> DE26 and DE23</p> <p><b>Objectives:</b> Project information dissemination and divulgation of the PR1.</p> <p><b>Participants (number):</b> 15</p> <p><b>Date:</b> 26<sup>th</sup> and 27<sup>th</sup> September</p> <p><b>Activity:</b> End-users are informed about the project and attend a workshop with the following agenda:</p> <ol style="list-style-type: none"> <li>1. Presentation of the project (see attached word doc)</li> <li>2. Presentation of Case Studies</li> <li>3. Question and Answers</li> </ol> <p>(Organization type) : Mainly VET Centres, not SMEs</p> <p><b>Sector code:</b> M80</p> <p><b>Material attached:</b> List of participants</p>
<p>Results of the Events</p>	<p>Participants interested in project results and further collaboration.</p>

<b>Dissemination Events</b>	<b>4. Dissemination workshop targeted to Training Providers (internal in bbw-group)</b>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Dissemination Workshop targeted to Training Providers (internal in bbw-group)</p> <p><b>Organizer:</b> f-bb</p> <p><b>Place:</b> Hof</p> <p><b>Region code:</b> DE26</p> <p><b>Objectives:</b> Project products dissemination on bbw-group</p> <p><b>Participants (number):</b> 15</p> <p><b>Date:</b> 24<sup>th</sup> October 2006</p> <p><b>Activity:</b> Presentation of ELQ SME project</p> <p>(Organization type) Big enterprise in the training sector</p> <p><b>Sector code:</b> M80</p> <p><b>Material attached:</b> PPT used for dissemination</p>
<b>Results of the Events</b>	<p>15 Trainers and Project Managers active in international projects were informed about the project products and outcomes and also project impacts near end-users.</p>

IN GERMANY (PARTNER F-BB) – during 2007

Dissemination Events	<p><b>1. Workshops targeted to training consultants to disseminate the PR1 and the PR3</b></p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Information targeted to the training consultants</p> <p><b>Organizer:</b> f-bb</p> <p><b>Place:</b> Via email in advance to workshop</p> <p><b>Region code:</b> DE25, DE26, DE23</p> <p><b>Objectives:</b> Dissemination of PR1 and PR3</p> <p><b>Participants (number):</b> around 25 persons</p> <p><b>Date:</b> Dissemination of Product 1 and eLearning calculator (focus group)          18.4.2007: Augsburg          24.4.2007: Bayreuth          25.4.2007: München          17.4.2007: Schweinfurt</p> <p><b>Activity:</b> Trainers are informed about the project and attend a half-day workshop with the following agenda:</p> <ol style="list-style-type: none"> <li>5. Introduction – Project Aims and content (used PPT: “Performance Improvement Program”)</li> <li>6. Presentation of Case Studies</li> <li>7. ROI Methodology (based on paper “ROI Methodology Guide: Method for calculating ROI)</li> <li>8. Questions and Answers</li> </ol> <p>Organization type: bbw is a training provider</p> <p><b>Sector code:</b> M80</p> <p><b>Material attached:</b> PPT about PR1 and PR3 and also about the Performance Improvement Program</p>
Results of the Events	<p>Trainers are very interested in ROI methodology. An external provider of distance learning who cooperates with a lot of SMEs in the trade sector is very interested in piloting the ROI tool.</p>



Dissemination Events	<b>2. Workshops target to disseminate the PR8 for SME's, managers, owners and entrepreneurs</b>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Workshop targeted to the SME's managers, owners and entrepreneurs</p> <p><b>Organizer:</b> f-bb</p> <p><b>Place:</b> Augsburg and Schweinfurt, München Bayreuth</p> <p><b>Region code:</b> DE24 and DE26, DE23</p> <p><b>Objectives:</b> Dissemination of PR8 and PR9</p> <p><b>Participants (number):</b> 18 SMEs managers, owners and entrepreneurs in Germany</p> <p><b>Date:</b> 20.06.07 Augsburg 12.06.07 Bayreuth 13.06.07 München 19.06.07 Schweinfurt</p> <p><b>Activity:</b> Dissemination of Pr8 and9, Prevalidation of Product, Discussion about aims and target groups.</p> <p>Organization type: Mainly PME</p> <p><b>Sector code:</b> G50, K74</p> <p><b>Material attached:</b> List of participants</p>
Results of the Events	Participants interested in the product.

<p>Dissemination Events</p>	<p><b>3. Seminars target to disseminate the PR9 to VET centres, social partners, public and private organisations (mainstreaming) and training consultants</b></p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Seminar target to VET centres, social partners, public and private organizations</p> <p><b>Organizer:</b> f-bb</p> <p><b>Place:</b> Bayreuth and München, Augsburg and Schweinfurt</p> <p><b>Region code:</b> DED2, DED3</p> <p><b>Objectives:</b> Project information dissemination and divulgation of tPR8 and PR9</p> <p><b>Participants (number):</b> 15</p> <p><b>Date:</b> 1. 10.2007 in Gera</p> <p><b>Activity:</b> End-users are informed about the project and attend a workshop with the following agenda:</p> <ol style="list-style-type: none"> <li>4. Presentation of the project (see attached word doc)</li> <li>5. Presentation of Guideline (Product 8 and 9)</li> <li>6. Question and Answers</li> </ol> <p>(Organization type) : Mainly VET Centres, social partners</p> <p><b>Sector code:</b> M80</p> <p><b>Material attached:</b> List of participants</p>
<p>Results of the Events</p>	<p>Participants interested in project results and the product 8 and 9 Especially.</p>

<b>Dissemination Events</b>	<b>4. Dissemination workshop targeted to Training Providers (internal in bbw-group)</b>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Dissemination Workshop targeted to Training Providers (internal in bbw-group)</p> <p><b>Organizer:</b> f-bb</p> <p><b>Place:</b> Hof</p> <p><b>Region code:</b> DE26</p> <p><b>Objectives:</b> Project products dissemination on bbw-group</p> <p><b>Participants (number):</b> 27</p> <p><b>Date:</b> 16<sup>th</sup> October 2006</p> <p><b>Activity:</b> Presentation of ELQ SME project and final results</p> <p>(Organization type) Big enterprise in the training sector</p> <p><b>Sector code:</b> M80</p> <p><b>Material attached:</b> PPT used for dissemination</p>
<b>Results of the Events</b>	<p>15 Trainers and Project Managers active in international projects were informed about the project products and outcomes and also project impacts near end-users. Product 8 and 9 is disseminated.</p>

IN ESTONIA (PARTNER UNIVERSTY OF TARTU) – during 2006

Please, check the annex F.

<p>Dissemination Events</p>	<p><b>1. Workshops targeted to training consultants to disseminate the PR1 and the PR3</b></p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Workshops “Investing in Education and Training” and “Using e-learning in SMEs” in the Conference “Lifelong Learning in Knowledge-based Society”</p> <p><b>Organizer:</b> University of Tartu, Profitwise</p> <p><b>Place:</b> Tartu</p> <p><b>Region code:</b> EE</p> <p><b>Objectives:</b> Dissemination of PR1 and PR3</p> <p><b>Participants (number):</b> 27</p> <p><b>Date:</b> 29.09.2006</p> <p><b>Activity:</b> Diederick Stoel presentation “Managing risk to maximize the value of training. Introducing supplier partnership and shared responsibility for the success of performance improvement”, Case studies presentations from SMEs: Arved Liivrand and Karin Liikane.</p> <p><b>Sector target:</b> Training consultants</p> <p><b>Organization type:</b> 01 PME, 05 OS, 07 OF, 08 U, 010 CR, 012 OPR, 015 PP, 017 REC, 018 O</p> <p><b>Sector code:</b> H55, K70, K72, K74, M80, N85, O99</p> <p><b>Material attached:</b> Program: <a href="http://www.ut.ee/175818">http://www.ut.ee/175818</a> Attendance list with signatures</p>
<p>Results of the Events</p>	<p>Participants listened with great interest the case studies and asked a lot of questions. Participants who were interested in project products printed version leaved their contact information.</p>

<p>Dissemination Events</p>	<p><b>2. Workshops targeted to disseminate the PR1 and the PR5 (working version) for SMEs managers, owners and entrepreneurs</b></p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Conference “Lifelong Learning in Knowledge-based Society”</p> <p><b>Organizer:</b> University of Tartu, Profitwise</p> <p><b>Place:</b> Tartu</p> <p><b>Region code:</b> EE</p> <p><b>Objectives:</b> Dissemination of PR1 and PR5 (working version)</p> <p><b>Participants (number):</b> 94</p> <p><b>Date:</b> 29.09.2006</p> <p><b>Activity:</b> Diederick Stoel presentation “Calculating the return on investment in education and training”</p> <p><b>Sector target:</b> SMEs, managers, owners and entrepreneurs in Estonia</p> <p><b>Organization type:</b> 01 PME, 05 OS, 07 OF, 08 U, 010 CR, 012 OPR, 015 PP, 017 REC, 018 O</p> <p><b>Sector code:</b> H55, K70, K72, K74, M80, N85, O99</p> <p>Material attached: Program: <a href="http://www.ut.ee/175815">http://www.ut.ee/175815</a> Attendance list with signatures</p>
<p>Results of the Events</p>	<p>Introducing the European case studies. Introducing the ROI methodology. Participants who were interested in project products printed version leaved their contact information.</p>

Dissemination Events	<b>3. Seminar targeted to disseminate project to VET Centres, social partners, public and private organisations</b>
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<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Technology day</p> <p><b>Organizer:</b> University of Tartu</p> <p><b>Place:</b> Tartu</p> <p><b>Region code:</b> EE</p> <p><b>Objectives:</b> Project information dissemination and divulgation of the PR1.</p> <p><b>Participants (number):</b> 84</p> <p><b>Date:</b> 20.04.2006</p> <p><b>Activity:</b> Introducing the project (information desk in lobby with project leaflet and presentation about e-learning)</p> <p><b>Sector target:</b> VET Centres, social partners, public and private organisations in Estonia</p> <p><b>Organization type:</b> 01 PME, 05 OS, 07 OF, 08 U, 010 CR, 012 OPR, 015 PP, 017 REC, 018 O</p> <p><b>Sector code:</b> A01, A02, D15, D20, D30, D36, F45, H55, I60, I64, J65, J66, K70, K72, M80, N85</p> <p><b>Material attached:</b> Program <a href="http://www.tuit.ut.ee/TP">http://www.tuit.ut.ee/TP</a> Attendance list with signatures</p>
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Results of the Events	Disseminating information about e-learning and about the ELQ-SME project. Answering to the questions about e-learning possibilities.
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IN ESTONIA (PARTNER UNIVERSITY OF TARTU) – during 2007

Please, check the annex F.

<p>Dissemination Events</p>	<p><b>1. Focus-groups targeted to discuss e-learning return on investment</b></p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Enterprising research university</p> <p><b>Organizer:</b> University of Tartu</p> <p><b>Place:</b> Tartu</p> <p><b>Region code:</b> EE</p> <p><b>Objectives:</b> introducing the e-learning, ROI methodology and ROI calculator</p> <p><b>Participants (number):</b> 65</p> <p><b>Date:</b> 03.10.2007</p> <p><b>Activity:</b> focus-group discussing the e-learning return on investment of the e-learning course, inviting focus-group members to present their perception about the advantages, benefits and results of using e-learning services</p> <p><b>Sector target:</b> SMEs, VET Centres, universities, social partners, public and private organisations in Estonia</p> <p><b>Organization type:</b> 01 PME, 05 OS, 07 OF, 08 U, 010 CR, 012 OPR, 015 PP, 017 REC, 018 O</p> <p><b>Sector code:</b> A01, A02, D15, H55, K70, K72, K74, M80, N85, O99</p> <p><b>Material attached:</b> workshop notice at <a href="http://www.ut.ee/152839">http://www.ut.ee/152839</a></p>
<p>Results of the Events</p>	<p>Disseminating the e-learning possibilities, ROI methodology and ROI calculator, discussing advantages, benefits and results of using e-learning.</p>

<p>Dissemination Events</p>	<p><b>1. Workshop targeted to disseminate the PR7 and PR89 for SMEs managers, owners and entrepreneurs</b></p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Enterprising research university</p> <p><b>Organizer:</b> University of Tartu</p> <p><b>Place:</b> Tartu</p> <p><b>Region Code:</b> EE</p> <p><b>Objectives:</b> Dissemination of PR 7 and PR8</p> <p><b>Participants (number):</b> 65</p> <p><b>Date:</b> 03.10.2007</p> <p><b>Activity:</b> Introducing the PR 7 and PR 8</p> <p><b>Sector target:</b> SMEs, VET Centres, universities, social partners, public and private organisations in Estonia</p> <p><b>Organization type:</b> 01 PME, 05 OS, 07 OF, 08 U, 010 CR, 012 OPR, 015 PP, 017 REC, 018 O</p> <p><b>Sector code:</b> A01, A02, D15, H55, K70, K72, K74, M80, N85, O99</p> <p><b>Material attached:</b> workshop notice at <a href="http://www.ut.ee/152839">http://www.ut.ee/152839</a>, PowerPoint presentation of PR 7 and PR89</p>
<p>Results of the Events</p>	<p>Disseminating the ROI methodology for e-learning courses and the calculating the ROI. Introducing the Guide to Conceive and Evaluate E-Learning Courses for SMEs Entrepreneurs and Training Providers: Implementing E-Learning in SMEs.</p>



<p>Dissemination Events</p>	<p><b>3. Seminar targeted to disseminate the PR9 to VET Centres, social partners, public and private organisations</b></p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Tööandja päev: Töötava täiskasvanu õppimisvõimalused ja –väljakutsed (The day of entrepreneurs: the learning opportunities and challenges for adult working learners)</p> <p><b>Organizer:</b> University of Tartu</p> <p><b>Place:</b> Otepää</p> <p><b>Region Code:</b> EE</p> <p><b>Objectives:</b> dissemination of PR89 for VET Centres, social partners, public and private organisations</p> <p><b>Participants (number):</b> 13</p> <p><b>Date:</b> 30.-31.10.2007</p> <p><b>Activity:</b> seminar introducing the e-learning possibilities, positive and negative aspects of e-learning, ROI methodologu, ROI calculator, case studies and Guide to Conceive and Evaluate E-Learning Courses for SMEs Entrepreneurs and Training Providers: Implementing E-Learning in SMEs.</p> <p><b>Sector target:</b> VET Centres, social partners, public and private organisations in Estonia</p> <p><b>Organization type:</b> 01 PME, 05 OS, 07 OF, 08 U, 010 CR, 012 OPR, 015 PP, 017 REC, 018 O</p> <p><b>Material attached:</b> seminar notice at <a href="http://www.ut.ee/152839">http://www.ut.ee/152839</a>, PowerPoint presentation of PR 7 and PR89</p>
<p>Results of the Events</p>	<p>Disseminating the e-learning possibilities, ROI methodology and ROI calculator, advantages, benefits and results of using e-learning, case studies and Guide to Conceive and Evaluate E-Learning Courses for SMEs Entrepreneurs and Training Providers: Implementing E-Learning in SMEs.</p>

IN SPAIN (PARTNER CCC) - during 2006

Please, check the annex G.

Dissemination Events	<b>1. Case demonstrations for SMEs with the support of e-learning solutions suppliers available on the market</b>
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<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> WORKSHOP</p> <p><b>Organizer:</b> CCC</p> <p><b>Place:</b> Barcelona – Spain</p> <p><b>Region code:</b> ES51</p> <p><b>Objectives:</b> To present the Project ELQ-SME's - E-learning of Quality for SME's: Guidance and Counselling.</p> <p><b>Participants (number):</b> 45</p> <p><b>Date:</b> 12.09.2006</p> <p><b>Activity:</b></p> <ul style="list-style-type: none"> <li>• Participant organisations: promoter and partners</li> <li>• General objectives of the project</li> <li>• Specific objectives of the project</li> <li>• Parts of the project. Products and results</li> <li>• Current situation of the project:</li> <li>• State of the Art Report: E-learning Quality in European SMEs - An Analysis of e-learning experiences in European SMEs (PR1)</li> <li>• Guide for Training Consultants: e-Learning Quality and ROI Evaluation (PR3)</li> <li>• ROI Methodology for E-Learning - A method for calculating the add-value of e-learning (working version) (PR5)</li> <li>• Project Quality Management Plan</li> <li>• Valorisation Plan</li> </ul> <p>Comments and questions.</p>
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<p>What did partners do?</p> <p>Where did partners do it?</p> <p>How many people attended?</p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Main Goals/Objectives:</b></p> <ul style="list-style-type: none"> <li>• Presentation of the Project <i>ELQ-SME's e-learning of quality for SME's: Guidance and Counselling</i> carried out in the framework of the Leonardo da Vinci Programme.</li> <li>• To disseminate – for its implementation and use – new technologies applied to distance training of quality.</li> <li>• To sensitise the sector of SME's of commerce and services about the advantages of on-line training.</li> <li>• To disseminate: State of the Art Report: E-learning Quality in European SMEs. An Analysis of E-learning Experiences in European Small and Medium-sized Enterprises.</li> <li>• To disseminate ROI methodology and the method for its calculation in e-learning courses.</li> <li>• To create a joint space of reflection and analysis on e-learning in SME's of commerce and services.</li> </ul> <p><b>Sector target:</b> Training advisers/consultants and SMEs managers, owners and entrepreneurs</p> <p><b>Sector code:</b> The workshop has been addressed to training advisers and training centres mainly, both with experience in training courses addressed to employers and employees of retail commerce SME's. G52, M80, O91</p> <p><b>Material attached:</b> Press release, program, presentation and attendance list with signatures</p>
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<p>Results of the Events</p>	<p><b>Technicians and advisers/consultants of commerce and services guilds confirm the following:</b></p> <ul style="list-style-type: none"> <li>• It's necessary to promote e-learning.</li> <li>• There is a lack of information for commerce and services SME's: It's necessary to inform them better and to increase the information means.</li> <li>• Distance training is a sort very valid for commerce and services SME's training, with large opening periods.</li> <li>• There is a lack of motivation for the training participants to do e-learning</li> <li>• It's necessary to disseminate the results in understandable terms for any SME.</li> <li>• The evaluation of training in economic terms is an innovating aspect in continuous training for commerce SME's.</li> <li>• The possibility to know the benefits for the companies which train their employees could be an argument for the training investment.</li> <li>• It's difficult the application of ROI methodology in small services and commerce SME's because their employers and employees do training courses without cost.</li> <li>• It's necessary to do more dissemination actions relating to the</li> </ul>
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	tools got in the project.
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Conclusions	<ul style="list-style-type: none"> <li>• The participants express that this project is very interesting, favouring the e-learning training in an economic sector with a very large opening periods which makes difficult to attend presential training.</li> <li>• They affirm that to know the main success factors of e-learning makes easy the implementation of e-learning courses in the sector.</li> <li>• They declare that Training Guide and the Training Profile will make easy the implementation of e-learning quality for training consultants.</li> <li>• Nevertheless, they confirm that it's necessary to do actions for promoting the e-learning in SME'S commerce sector, in this sector there is a lack of this kind of training.</li> </ul>
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Dissemination Events	<b>Workshop targeted to training consultants to disseminate the PR1 and the PR3 and targeted to disseminate the PR1 and the PR5 (working version) for SMEs managers, owners and entrepreneurs</b>
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<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> WORKSHOP</p> <p><b>Organizer:</b> CCC</p> <p><b>Place:</b> Barcelona – España</p> <p><b>Region code:</b> ES51</p> <p><b>Objectives:</b> To present the Project ELQ-SME's - E-learning of Quality for SME's: Guidance and Counselling.</p> <p><b>Participants (number):</b> 19</p> <p><b>Date:</b> 27.09.2006</p> <p><b>Activity:</b> Participant's reception and material delivery</p> <p>Presentation: Project ELQ-SME's - E-learning of Quality for SME's. Orientation and advising:</p> <ul style="list-style-type: none"> <li>• Participant organisations: promoter and partners</li> <li>• General objectives of the project</li> <li>• Specific objectives of the project</li> <li>• Parts of the project. Products and results</li> <li>• Current situation of the project:</li> <li>• State of the Art Report: E-learning Quality in European SMEs - An Analysis of e-learning experiences in European SMEs</li> <li>• Guide for Training Consultants: e-Learning Quality and ROI Evaluation (PR3)</li> <li>• ROI Methodology for E-Learning - A method for calculating the add-value of e-learning. (working version)</li> <li>• Project Quality Management Plan</li> <li>• Valorisation Plan</li> </ul> <p>Comments and questions.</p> <p>Conclusions</p>
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<p>What did partners do?</p> <p>Where did partners do it?</p> <p>How many people attended?</p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Main Goals/Objectives:</b></p> <ul style="list-style-type: none"> <li>• Presentation of the Project <i>ELQ-SME's e-learning of quality for SME's: Guidance and Counselling</i> carried out in the framework of the Leonardo da Vinci Programme.</li> <li>• To disseminate – for its implementation and use – new technologies applied to distance training of quality.</li> <li>• To sensitise the sector of SME's of commerce and services about the advantages of on-line training.</li> <li>• To disseminate: State of the Art Report: E-learning Quality in European SMEs. An Analysis of E-learning Experiences in European Small and Medium-sized Enterprises.</li> <li>• To disseminate ROI methodology and the method for its calculation in e-learning courses.</li> <li>• To create a joint space of reflection and analysis on e-learning in SME's of commerce and services.</li> </ul> <p><b>Sector group:</b> Workshop addressed to secretaries and technical advisers/consultants of guilds belonging to the commerce and services associations in Spain.</p> <p><b>Sector code:</b> It has been addressed to technicians and prescriptors of representative organisations of the sector mainly small and medium size companies of retail commerce and belonging to other sectors of economic activity: sell and maintenance of motor vehicles and petrol retailers, hotels and restaurants and other activities of services.</p> <p>G52, G50, H55, O91, O93</p> <p><b>Material attached:</b> Press release, program, presentation and attendance list with signatures</p>
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## Evaluation Results

Technicians and advisers/consults of commerce and services guilds confirm the following:

- They consider very interesting the project presented and the results until this moment.
- They claim that the e-learning projects increase and enrich, as innovator projects, the existing training offers in the market addressed to different sectors and their companies.
- The innovation in this project is the fact that SME's and micro SME's have the possibility to receive advice and quality orientation.
- The participants say that State of the Art Report: E-learning Quality in European SMEs - An Analysis of e-learning experiences in European SMEs allows the possibility of observing different e-learning experiences in relation with the size of the company.
- They think that e-learning need to have a greater implementation in SME's commerce sector.
- They believe that e-learning is far away from the reality of continuous training in the Spanish SME's commerce sector although it's very interesting and seems a future idea.
- It would be necessary to find aspects for motivating employers and employees belonging to commerce SME are to do e-learning.
- ROI methodology applied to e-learning is an innovative aspect in the framework of continuous training for commerce SME's.
- The quantitative analysis of the results of training actions and, specially, the calculation of ROI, could be a way to communicate to the employees of the sector the benefits of the training for the professional and personal development and also the revenues for the companies.
- Nevertheless, taking into account that in Spain, the employers and employees of commerce sector carry out, in general, subsidise training in the framework of Programme contracts of the organisations of the sector and out of the opening hours, the costs of the training are the free time dedicated to training and travels, and this fact could difficult its introduction in this economic sector.
- Nevertheless, the participants, technicians and advisers/consultants of guilds belonging to commerce and services think that if the employers would apply the ROI methodology it would be possible to promote the training for their employees.

Dissemination Events	<b>Seminar targeted to disseminate the project to VET Centres, social partners, public and private organizations</b>
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<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> SEMINAR</p> <p><b>Organizer:</b> CCC</p> <p><b>Place:</b> Granada – España</p> <p><b>Region code:</b> ES61</p> <p><b>Objectives:</b> To present the Project ELQ-SME's - E-learning of Quality for SME's: Guidance and Counselling.</p> <p><b>Participants (number):</b> 95</p> <p><b>Date:</b> 26.10.2006</p> <p><b>Activity:</b> Participant's reception and material delivery Presentation: Challenges of the continuous training in companies of commerce sector</p> <ul style="list-style-type: none"> <li>• Challenges of continuous training in commerce sector: in the short, medium and long term</li> <li>• Contents of continuous training in commerce sector: training actions, target group, subjects, contents of subjects</li> <li>• Quality system for the management of continuous training in commerce sector.</li> </ul>
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<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p><b>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</b></p>	<p><b>Activity (Cont.):</b></p> <p>Presentation: Project ELQ-SME's - E-learning of Quality for SME's: Guidance and Counselling.</p> <ul style="list-style-type: none"> <li>• Participant organisations: promoter and partners</li> <li>• Definition of e-Learning</li> <li>• General objectives of the project</li> <li>• Specific objectives of the project</li> <li>• Parts of the project. Products and results</li> <li>• State of the Art Report: E-learning Quality in European SMEs - An Analysis of e-learning experiences in European SMEs (PR1) <ul style="list-style-type: none"> <li>○ Distance Learning and E-learning Quality for SMEs . State of the Art</li> <li>○ Analysis of the Case Descriptions</li> </ul> </li> <li>• Criteria for Evaluating Quality in e-Learning (PR2)</li> <li>• Training Guide (PR3) <ul style="list-style-type: none"> <li>○ General Objective</li> <li>○ Benefits</li> <li>○ Performance Improvement Program</li> </ul> </li> <li>• Training Profile (PR4) <ul style="list-style-type: none"> <li>○ Personal Skills</li> <li>○ Professional Skills</li> </ul> </li> <li>• ROI Methodology for E-Learning - A method for calculating the add-value of e-learning (working version) (PR5)</li> <li>• Products / Results another parts of the project</li> <li>• Project Quality Management Plan</li> <li>• Valorisation Plan</li> </ul> <p>Conclusions</p>
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<p>What did partners do?</p> <p>Where did partners do it?</p> <p>How many people attended?</p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Main Goals/Objectives:</b></p> <ul style="list-style-type: none"> <li>• To disseminate the project ELQ- SMEs – e-Learning Quality for SME's: Guidance and Counselling, to employer organisations and guilds, employers, employees, public and private training centres, prescriptions and others interested in commerce sector.</li> <li>• To make aware to employers and employees of the sector that the continuous training is an essential instrument to guarantee the long life training and it allows the required knowledge and the maintaining of the professional qualification for the employees contributing to companies competitiveness.</li> <li>• To disseminate the challenges of the continuous training in the commerce sector.</li> <li>• To disseminate the new technologies applied to the distance training of quality for its implementation and use.</li> <li>• To sensitise the sector of SME's of commerce and services about the advantages of on-line training.</li> <li>• To disseminate the State of the Art Report: E-learning Quality in European SMEs. An Analysis of E-learning Experiences in European Small and Medium-sized Enterprises.</li> <li>• To disseminate the Criteria for Evaluating Quality in e-Learning, the Training Guide and the Training Profile.</li> <li>• To disseminate ROI methodology and the method for its calculation in e-learning courses.</li> <li>• To create a joint space to think over and to analyse e-learning in SME's of commerce and services.</li> </ul> <p><b>Sector group:</b> Seminar celebrated in the framework of the congress "Sector Comercio en Granada", addressed to employers and employees of the sector, trainers and experts in continuous training in commerce sector, employer organisations, guilds and other organisations interested, organised by CCOO-FECOHT (FEDERACIÓN DE COMERCIO, HOSTELERIA Y TURISMO DE COMISIONES OBRERAS (FECOHT-CCOO))</p> <p><b>Sector code:</b> Seminar focused on commerce sector, addressed to employers and employees, trainers and experts in continuous training in commerce sector, representatives and members of employer organisations and guilds. G52, M80, O91</p> <p><b>Material attached:</b> Press release, program, presentation and attendance list with signatures</p>
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## Conclusions

- The participants express their interest for the project ELQ-SME's - E-Learning Quality for SME's: Guidance and Counselling, because they think that it's useful to promote the e-learning in commerce SME's.
- The participants think that the results until this moment in this project are a very suitable instrument to sensitise the sector.
- They confirm that the State of the Art Report: E-learning Quality in European SMEs - An Analysis of e-learning experiences in European SMEs allows a wide vision of successful e-learning experiences in European companies.
- They consider that the creation of a Training Guide makes easy to employers/employees the choice of an e-learning course of quality and could provide the implementation of this kind of training.
- They value the Training Guide in a very positive way and also the Training Profile. They are tools for helping to detect the needs of micro SME's in relation with the e-learning of quality.
- They think that the fixation of criteria for the evaluation of e-learning quality makes easy the quality e-learning.
- They believe that the application of ROI methodology becomes a powerful allied at the moment of planning the training.
- The participants consider that it's necessary to explain the ROI methodology in understandable terms for any SME.
- They think that, in general, the participants of training courses in commerce sector choose the presential training mainly.
- The participants know that there is a lack of information about e-learning, especially among the employers and employees of SME's and micro SME's of commerce sector and it would be convenient to promote the use of ICT in the continuous training.
- They think that at this moment e-learning doesn't seem an alternative to the face to face training. It would be necessary to increase the efforts to introduce the e-learning in the continuous training of the sector.
- In e-learning, quality is an essential requirement for the good development of the action.
- In e-learning courses it's very important to be careful with the tutorship system for the good functioning of the training action.
- They think that some students of e-learning consider that the tutorship system for the solution of doubts and other problems isn't as effective as the presential option. On the contrary, the students consider that it's easier to provide the training because there is more facility for searching information and e-learning could be followed according to the time available and the understanding of the subject.
- It's necessary that the employer and employee of commerce and services SME's see in the continuous training the essential tool to improve and maintain the competences and professional skills to overcome the challenges of the European Union and the new technologic and economic market due to a great competition between small and medium size commerce and the new distribution competition in general.

IN SPAIN (PARTNER CCC) - during 2007

Please, check the annex G.

Dissemination Events	<b>1. Case demonstrations for SMEs with the support of e-learning solutions suppliers available on the market</b>
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<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> CASE DEMONSTRATIONS</p> <p><b>Organizer:</b> CCC</p> <p><b>Place:</b> Barcelona – Spain</p> <p><b>Region code:</b> ES51</p> <p><b>Objectives:</b> Dissemination of e-learning solutions targeted to SMEs</p> <p><b>Participants (number):</b> 29</p> <p><b>Date:</b> 06.11.2007</p> <p><b>Activity:</b> Isabel Rucabado presented the e-learning solutions targeted to SMEs and the CD-Rom with case demonstrations for SMEs</p> <p><b>Sector targeted:</b> training advisers and training VET centres</p> <p><b>Organization type:</b> The case demonstrations has been addressed to training advisers and training VET centres mainly, both with experience in training courses addressed to employers and employees of retail commerce SME's. (NACE 52)</p> <p><b>Sector code:</b> M80</p> <p><b>Material attached:</b> Invitation letter with agenda, presentation and attendance list with signatures.</p>
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Results of the Events	<p>The product is welcomed. The participants are very interested in the content of the CD-Rom and in the case demonstrations of e-learning solutions for SME's.</p> <p>It's provided information of all products elaborated in the framework of the project and it's mentioned the possibility of obtaining more information through the website of the project or contacting with Confederació de Comerç de Catalunya and/or its Technical Department directly.</p>
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Dissemination Events	<b>1. Workshop targeted to disseminate the PR8 for SMEs managers, owners and entrepreneurs</b>
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<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> WORKSHOP</p> <p><b>Organizer:</b> CCC</p> <p><b>Place:</b> Barcelona – Spain</p> <p><b>Region code:</b> ES51</p> <p><b>Objectives:</b> Dissemination of PR8 (final version)</p> <p><b>Participants (number):</b> 25</p> <p><b>Date:</b> 09.10.2007</p> <p><b>Activity:</b> Xavier Coll presented the PR8</p> <p><b>Sector target:</b> secretaries and technical advisers/consultants of guilds belonging to Spanish commerce and services associations.</p> <p><b>Organization type:</b> Representative organisations of the sector, small and medium size companies of retail commerce and services mainly and companies belonging to other sectors of economic activity.</p> <p><b>Sector code:</b> G52, G50, H55, O91, O93, I63</p> <p><b>Material attached:</b> Invitation letter, agenda, presentation and attendance list with signatures.</p>
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Results of the Events	<p>The participants think that the product explains all that SME's sector of commerce and services needs to know to start e-learning activities of quality clearly.</p> <p>It's provided information of all products elaborated in the framework of the project and it's mentioned the possibility of obtaining more information through the website of the project or contacting with Confederació de Comerç de Catalunya and/or its Technical Department directly.</p>
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Dissemination Events	<b>3. Seminar targeted to disseminate the PR9 to VET Centres, social partners, public and private organisations</b>
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<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> SEMINAR</p> <p><b>Organizer:</b> CCC</p> <p><b>Place:</b> Peralada – Spain</p> <p><b>Region code:</b> ES51</p> <p><b>Objectives:</b> Project information, dissemination and divulgation of PR9</p> <p><b>Participants (number):</b> 225</p> <p><b>Date:</b> 09.11.076</p> <p><b>Activity:</b> Xavier Coll presented the PR8 and PR9</p> <p><b>Sector target:</b> VET centres, social partners, public and private organisations and training consultants belonging to commerce and services SME's sector.</p> <p><b>Sector group:</b> Seminar celebrated in the framework of the Congress: "Liderant el Comerç - Il Convenció d'Associacions i Gremis de Comerciants de Catalunya" addressed to employers and employees of the sector, trainers and experts in continuous training for commerce and services sector, employer organisations, guilds, public organisations and other organisations interested.</p> <p><b>Sector code:</b> G52, H55, I63, J65, L75, M80, O91</p> <p><b>Material attached:</b> agenda, presentation and attendance list.</p>
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Results of the  
Events

The project information as well as the divulgation and dissemination of PR9 are welcomed for the participants because the e-learning of quality could be a very useful type of training for commerce and services SME's sector at medium term.

It's provided information of all products elaborated in the framework of the project and it's mentioned the possibility of obtaining more information through the website of the project or contacting with Confederació de Comerç de Catalunya and/or its Technical Department directly.

IN NETHERLANDS (PARTNER ProfitWise) – during 2006

Please, check the annex G.

Dissemination Events	<b>1. Workshops targeted to training consultants to disseminate the PR1 and the PR3</b>
<b>What did partners do?</b>  <b>Where did partners do it?</b>  <b>How many people attended?</b>  Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.	<b>Event:</b> workshop <b>Organizer:</b> ProfitWise <b>Place:</b> Utrecht <b>Region code:</b> NL31 <b>Objectives:</b> Dissemination of PR1 and PR3 <b>Participants (number):</b> 24 <b>Date:</b> 3-5 / 6-9 / 4-10 <b>Activity:</b> workshop ROI for professional trainers <b>Sector target :</b> Training consultants in the Netherlands <b>Sector code:</b> 07 OF <b>Material attached:</b> Attendance list with signatures 3 x 8 professional trainers trained with a workshop about the ROI methodology
Results of the Events	Trainers are using the methodology in their daily worksphere. Result are that their advice force has increased.



<p>Dissemination Events</p>	<p><b>2. Workshops targeted to disseminate the PR1 and the PR5 (working version) for SMEs managers, owners and entrepreneurs</b></p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Workshop</p> <p><b>Organizer:</b> ProfitWise</p> <p><b>Place:</b> Utrecht</p> <p><b>Region code:</b> NL31</p> <p><b>Objectives:</b> Dissemination of PR1 and PR5 (working version)</p> <p><b>Participants (number):</b> 24</p> <p><b>Date:</b> 28-11</p> <p><b>Activity:</b> Seminar ROI calculator</p> <p><b>Sector target:</b> SMEs managers, owners and entrepreneurs in the Netherlands</p> <p><b>Sector code:</b> 01 PME, 03 GRE</p> <p><b>Material attached:</b> Program: Attendance list with signatures</p>
<p>Results of the Events</p>	<p>SMEs owners have attended a seminar about the ROI calculator and the use of it for their development issues.</p>

Dissemination Events	<b>3. Seminar targeted to disseminate project to VET Centres, social partners, public and private organisations</b>
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<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b></p> <p><b>Organizer:</b> ProfitWise</p> <p><b>Place:</b> Doorn</p> <p><b>Region code:</b> NL31</p> <p><b>Objectives:</b> Project information dissemination and divulgation of the PR1.</p> <p><b>Participants (number):</b> 20</p> <p><b>Date:</b> 17-4</p> <p><b>Activity:</b> seminar</p> <p><b>Sector target:</b> VET Centres, social partners, public and private organisations in the Netherlands</p> <p><b>Sector code:</b> 013 OPR, 04 OE, 03 GRE</p> <p><b>Material attached:</b> Attendance list with signatures</p>
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Results of the Events	Participants from social centres have attended a seminar about the use of e-learning and the role of ROI in this perspective.
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IN NETHERLANDS (PARTNER ProfitWise) – during 2007

Please, check the annex F.

<p>Dissemination Events</p>	<p>1. Focus-groups targeted to discuss e-learning return on investment</p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Seminar</p> <p><b>Organizer:</b> University of Twente</p> <p><b>Place:</b> Enschede</p> <p><b>Region code:</b> NL21</p> <p><b>Objectives:</b> Evaluation of HRD</p> <p><b>Participants (number):</b> 15</p> <p><b>Date:</b> 20-11-2007</p> <p><b>Activity:</b> Seminar in cooperation with Dr. Jac Fitz-enz</p> <p><b>Sector target:</b> 08 U, 09AUEF</p> <p><b>Material attached:</b></p>
<p>Results of the Events</p>	<p>Feedback on the validity, politics and ethics of the ROI methodology.</p>

IN NORWAY (PARTNER NKI) – during 2006

Please, check the annex I.

Dissemination Events	<b>1. Workshops targeted to training consultants to disseminate the PR1 and the PR3</b>
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<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Workshops targeted to the training consultants:</p> <ul style="list-style-type: none"> <li>- e-learning courses</li> <li>- Learning evaluation of economic courses</li> </ul> <p><b>Organizer:</b> NKI</p> <p><b>Place:</b> Oslo</p> <p><b>Region code:</b> N001</p> <p><b>Objectives:</b> Dissemination of PR1 and PR3 (working version)</p> <p><b>Participants (number):</b> 30</p> <p><b>Date:</b> 16<sup>th</sup> October 2006</p> <p><b>Activity:</b> Morten Paulsen presented the PR1 and Norwegian case studies as well as the PR3 (working version).</p> <p><b>Sector target:</b> Training consultants, consultants, teachers and student advisers in Norway</p> <p>01 PME, 02 GE (Organization type)</p> <p><b>Sector code:</b> M80</p> <p><b>Material attached:</b> Presentation</p>
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Results of the Events	Information about the ELQ-SME Project and e-learning quality guidance.
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<p>Dissemination Events</p>	<p><b>1. Workshops targeted to training consultants to disseminate the PR1 and the PR3</b></p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Workshops targeted to the training consultants:</p> <ul style="list-style-type: none"> <li>- e-learning courses</li> <li>- Learning evaluation of economic courses</li> </ul> <p><b>Organizer:</b> NKI</p> <p><b>Place:</b> Oslo</p> <p><b>Region code:</b> N001</p> <p><b>Objectives:</b> Dissemination of PR1 and PR3 (working version)</p> <p><b>Participants (number):</b> 30</p> <p><b>Date:</b> 1<sup>st</sup> November 2006</p> <p><b>Activity:</b> Morten Paulsen presented the PR1 and Norwegian case studies as well as the PR3 (working version).</p> <p><b>Sector target:</b> Training consultants, consultants, teachers and student advisers in Norway</p> <p>01 PME, 02 GE (Organization type)</p> <p><b>Sector code:</b> M80</p> <p><b>Material attached:</b> Presentation</p>
<p>Results of the Events</p>	<p>Information about the ELQ-SME Project and e-learning quality guidance.</p>

Dissemination Events	<b>2. Workshops targeted to disseminate the PR1 and the PR5 (working version) for SMEs managers, owners and entrepreneurs</b>
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<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Dissemination of the ELQ-SME e-learning quality program, the ROI Methodology Method for Calculation ROI</p> <p><b>Organizer:</b> NKI</p> <p><b>Place:</b> Oslo</p> <p><b>Region Cod:</b> N001</p> <p><b>Objectives:</b> Presentation for business-partners in meetings in the context of evaluating new and ongoing courses</p> <p><b>Participants (number):</b> 25</p> <p><b>Date:</b> From august 2006 and continuing as part of sales promotion</p> <p><b>Activity:</b> Morten Paulsen presented the PR1 and Norwegian case studies as well as the PR5 (working version). Distribution of ROI calculations examples.</p> <p><b>Sector target:</b> Norwegian management leaders in public and private sector, organizations and consultants.</p> <p>01 PME, 018 O (Organization type)</p> <p><b>Sector code:</b> K74, L75</p> <p><b>Material attached:</b> Presentation</p>
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Results of the Events	Business and sales contacts and information about the ELQ-SME Project and e-learning quality guidance.
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<p>Dissemination Events</p>	<p><b>2. Workshops targeted to disseminate the PR1 and the PR5 (working version) for SMEs managers, owners and entrepreneurs</b></p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Workshop targeted to the SME's managers, owners and entrepreneurs: - Quality in e-learning</p> <p><b>Organizer:</b> NKI</p> <p><b>Place:</b> Tromsøe, Norway</p> <p><b>Region code:</b> N007</p> <p><b>Objectives:</b> Presentation on the NKI Distant Education home-page and NKI web-Newspaper. Distribution of ROI calculations examples.</p> <p><b>Participants (number):</b> 50</p> <p><b>Date:</b> From 24<sup>th</sup> April to 26<sup>th</sup> April 2006</p> <p><b>Activity:</b> 2-days conference organized by NKI. Presentation of PR1 and Norwegian case studies as well as the PR5 (working version). Distribution of ROI calculations examples.</p> <p><b>Sector target:</b> From public and private organizations, social partners and cooperative businesses.</p> <p><b>01 PME, 018 O</b> (Organization type)</p> <p><b>Sector code:</b> B05, D36, E40, F45, G52, I60, K74, L75, M80, O93</p> <p><b>Material attached:</b> Presentation</p>
<p>Results of the Events</p>	<p>Business and sales contacts and information about the ELQ-SME Project and e-learning quality guidance.</p>

<p>Dissemination Events</p>	<p><b>2. Workshops targeted to disseminate the PR1 and the PR5 (working version) for SMEs managers, owners and entrepreneurs</b></p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Workshops targeted to management leaders: Lessons learned from EU-project: e-learning Quality for SMEs – Guidance and counselling</p> <p><b>Organizer:</b> NKI</p> <p><b>Place:</b> Oslo</p> <p><b>Region code:</b> N001</p> <p><b>Objectives:</b> Presentation on the NKI Distant Education home-page and NKI web-Newspaper. Distribution of ROI calculations examples.</p> <p><b>Participants (number):</b> 10</p> <p><b>Date:</b> 8<sup>th</sup> June 2006</p> <p><b>Activity:</b> Seminar organized by NKI. Presentation of PR1 and Norwegian case studies as well as the PR5 (working version). Distribution of ROI calculations examples.</p> <p><b>Sector target:</b> Norwegian managers.</p> <p>01 PME, 018 O (Organization type)</p> <p><b>Sector code:</b> L75, M80</p> <p><b>Material attached:</b> Presentation</p>
<p>Results of the Events</p>	<p>Business and sales contacts and information about the ELQ-SME Project and e-learning quality guidance.</p>



<p>Dissemination Events</p>	<p><b>3. Seminar targeted to disseminate project to VET Centres, social partners, public and private organisations</b></p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Seminar to present the EU-project: ELQ-SME e-learning Quality program.</p> <p><b>Organizer:</b> NKI</p> <p><b>Place:</b> Oslo</p> <p><b>Region code:</b> N001</p> <p><b>Objectives:</b> Project information dissemination and divulgation of the PR1.</p> <p><b>Participants (number):</b> NHO-ABELIA: 100 participants from IT, telecom, education and consultants form public and private organisations</p> <p><b>Date:</b> 4<sup>th</sup> April 2006</p> <p><b>Activity:</b> 1-day seminar organized by NHO-ABELIA (the Norwegian employers' federation)</p> <p><b>Sector target:</b> Leaders and managers from knowledge and technology companies.</p> <p>01 PME, 04 OE, 011 OST, 015 PP, 07 OF(Organization type)</p> <p><b>Sector code:</b> E40, F45, K73, K74, L75, M80</p> <p><b>Material attached:</b> Presentation</p>
<p>Results of the Events</p>	<p>Business and sales contacts and information about the ELQ-SME Project and e-learning quality guidance.</p>

## IN NORWAY (PARTNER NKI) – during 2007

Please, check the annex I.

Dissemination Events	<b>1. Focus-groups targeted to discuss e-learning return on investment</b>
<b>What did partners do?</b>  <b>Where did partners do it?</b>  <b>How many people attended?</b>  Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.	<p><b>Event:</b> NKI Salgskonferanse for person og godstransport</p> <p><b>Organizer:</b> NKI Fjernundervisning</p> <p><b>Place:</b> Oslo-Copenhagen cruise</p> <p><b>Region code:</b> N001</p> <p><b>Objectives:</b> Presentation for business-partners ongoing e-learning courses and the prospect of return on investment</p> <p><b>Participants (number):</b> 30</p> <p><b>Date:</b> 9. 10. October 2007</p> <p><b>Activity:</b> Presentation of different ongoing e-learning courses and discussion of ROI of specific alternative educational studies.</p> <p><b>Sector target:</b> Norwegian management leaders and educational staff in private sector, organizations and consultants.</p> <p>01 PME, 018 O</p> <p><b>Sector code:</b> M80</p> <p><b>Material attached:</b> Presentation</p>
Results of the Events	Information and discussion about the ROI of e-learning.

<p>Dissemination Events</p>	<p><b>1. Workshop targeted to disseminate the PR8 for SMEs managers, owners and entrepreneurs</b></p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> Seminar: Erfaring fra deltakelse I EU-prosjekter</p> <p><b>Organizer:</b> ABM utvikling, SIU og Norgesuniversitetet</p> <p><b>Place:</b> Oslo</p> <p><b>Region Code:</b> N001</p> <p><b>Objectives:</b> Dissemination of PR8 (final version)</p> <p><b>Participants (number):</b> 30</p> <p><b>Date:</b> 25 January 2007</p> <p><b>Activity:</b> Presentation by Morten Flate Paulsen</p> <p><b>Sector target:</b> Public and private organizations and businesses</p> <p>01 PME, 018 O (Organization type)</p> <p><b>Sector code:</b> K74, L75</p> <p><b>Material attached:</b> Presentation</p>
<p>Results of the Events</p>	<p>Business and sales contacts and information about ELQ-SME Project and e-learning ROI.</p>

<p>Dissemination Events</p>	<p><b>3. Seminar targeted to disseminate the PR9 to VET Centres, social partners, public and private organisations</b></p>
<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> NKI Attføringskonferanse</p> <p><b>Organizer:</b> NKI Fjernundervisning</p> <p><b>Place:</b> Hell, Trondheim</p> <p><b>Region code:</b> N001</p> <p><b>Objectives:</b> Presentation for business-partners ongoing e-learning courses and the prospect of return on investment</p> <p><b>Participants (number):</b> 75</p> <p><b>Date:</b> 22.-23 March 2007</p> <p><b>Activity:</b> Presentation of different ongoing e-learning courses and discussion of ROI of specific alternative educational studies.</p> <p><b>Sector target:</b> Norwegian management leaders and educational staff in private and public sector, organizations and consultants.</p> <p>01 PME, 018 O</p> <p><b>Sector code:</b> B05, D36, E40, F45, G52, I60, K74, L75, M80</p> <p><b>Material attached:</b> Presentation</p>
<p>Results of the Events</p>	<p>Business and sales contacts and information about ELQ-SME Project, e-learning courses and e-learning ROI.</p>

## 5. Partners Websites and Newsletters

During 2006 and 2007

Please, check the annex J.

<p>Divulagation Activities</p>	<p><b>1. Partners Websites</b></p>
<p>Activities</p> <ul style="list-style-type: none"> <li>- Who did it?</li> <li>- What has be done?</li> </ul>	<p>Who: <b>CECOA</b>  <a href="http://www.cecoa.pt/projectos/transncio/ELQ.htm">www.cecoa.pt/projectos/transncio/ELQ.htm</a> (Portuguese version) and  <a href="http://www.cecoa.pt/english/homepage.asp">www.cecoa.pt/english/homepage.asp</a> (English version).</p> <p>Who: <b>BFI</b>  <a href="http://www.bfi-stmk.at/home/angebot/projekte/ELQ-SME.php">www.bfi-stmk.at/home/angebot/projekte/ELQ-SME.php</a></p> <p>Who: <b>F-BB</b>  <a href="http://www.f-bb.de/fbb/index.php?we_objectID=3230&amp;Menu_Level_1_Control=2&amp;l=">www.f-bb.de/fbb/index.php?we_objectID=3230&amp;Menu_Level_1_Control=2&amp;l=</a></p> <p>Who: <b>University of Tartu</b>  <a href="http://www.ut.ee/152839">http://www.ut.ee/152839</a> (in Estonian)</p> <p>Who: <b>CCC</b>  <a href="http://www.confecomercat.es/indexfrue.html">http://www.confecomercat.es/indexfrue.html</a> (in Spanish, Catalan and English). Confederació de Comerç de Catalunya Website and Confederación Española de Comercio –CEC – web site</p> <p>Who: <b>ProfitWise</b>  <a href="http://www.profitwise.info/">http://www.profitwise.info/</a></p> <p>Who: <b>NKI</b>  <a href="http://www.nki.no/in_english.xsql?menyID=43&amp;this=1137">www.nki.no/in_english.xsql?menyID=43&amp;this=1137</a></p>
<p>Results</p>	<p>Partner's website visitors had access to information about the project, general dissemination of the products.</p>

Divulgation Activities	<b>2. Partners Newsletters</b>
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During 2006 and 2007

Please, check the annex L.

**PARTNER CECO A**

<p>Activities</p> <p>- Who did it? - What has be done?</p>	<p>Who: CECO A</p> <p>What:</p> <p>1<sup>st</sup> article about the ELQ-SME's project have been distributed through CECO A's newsletter n° 26 (paper and electronic format; edition: CECO A; number of copies: 2500 newsletters). <a href="http://www.cecoa.pt/cecoa/news/26/news_frame7.asp">www.cecoa.pt/cecoa/news/26/news_frame7.asp</a></p> <p>2<sup>nd</sup> article about the ELQ-SME's project have been distributed through CECO A's newsletter n° 31 (paper and electronic format; edition: CECO A; number of copies: 2500 newsletters). <a href="http://www.cecoa.pt/cecoa/news/31/news_frame7.asp">www.cecoa.pt/cecoa/news/31/news_frame7.asp</a></p> <p>3<sup>rd</sup> article about the ELQ-SME's project have been distributed through KRC CECO A's newsletter (electronic format; edition: CECO A Knowledge Resources Centre).</p>
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Results	<p>1<sup>st</sup> and 2<sup>nd</sup> articles were distributed in electronic and paper version. 2500 paper newsletters were distributed. General project dissemination; information on project activities.</p> <p>3<sup>rd</sup> article was distributed by e-mail to all CECO A's trainees, other elements of the Knowledge Resources Centre Network and other public and private entities from the vocational training field).</p>
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**PARTNER BFI**

<p>Activities</p> <p>- Who did it? - What has be done?</p>	<p>Who: bfi</p> <p>What:</p> <p>One article about the ELQ-SME's project has been distributed through bfi's newsletter November 06.</p>
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Results	This article was distributed in electronically and paper version. 1500 paper newsletters were distributed. General project dissemination; information on project activities.
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**PARTNER F-BB**

Activities  - Who did it? - What has be done?	Who: f-bb  What: One short article about the ELQ-SME's project have been distributed through f-bb newsletter (end of November)
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Results	Distribution of 1500 paper newsletters and around 800 e-versions in English and German. General project dissemination.
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**PARTNER CCC**

<p>Activities</p> <ul style="list-style-type: none"> <li>- Who did it?</li> <li>- What has been done?</li> </ul>	<p>Who: CCC</p> <p>What:</p> <p>1st article about the ELQ-SME's project have been distributed through CCC's newsletter nº 35 (30-11-2006) (electronic format) addressed to employer organisations, trade unions, trainers and VET centres, public organisations, managers and other SME's decision makers from trade and services sector of Catalonia. 980 newsletters</p> <p><a href="http://www.confecomercat.es/noticiari/35/NoticiariCCC.html">www.confecomercat.es/noticiari/35/NoticiariCCC.html</a></p> <p>2<sup>nd</sup> article about the ELQ-SME's project have been distributed through CCC's newsletter nº 74 (12-11-07) (electronic format) addressed to employer organisations, trade unions, trainers and VET centres, public organisations, managers and other SME's decision makers from trade and services sector of Catalonia. 980 newsletters</p> <p><a href="http://www.confecomercat.es/noticiari/74/NoticiariCCC.html">www.confecomercat.es/noticiari/74/NoticiariCCC.html</a></p> <p>3<sup>rd</sup> article about the ELQ-SME's project have been distributed through Confederación Española de Comercio's newsletter nº 31 (12-11-2007) (electronic format) addressed to employer organisations, trade unions, trainers and VET centres, public organisations, managers and other SME's decision makers from trade and services sector of Spain. 1.100 newsletters</p> <p><a href="http://www.confespacomercio.com/noticiero/31/NoticieroCEC.html">www.confespacomercio.com/noticiero/31/NoticieroCEC.html</a></p> <p>After 14-nov-07:</p> <p>4<sup>th</sup> article about the ELQ-SME's project have been distributed through CCC's newsletter nº 76 (23-11-2007) (electronic format) addressed to employer organisations, trade unions, trainers and VET centres, public organisations, managers and other SME's decision makers from trade and services sector of Catalonia. 980 newsletters</p> <p><a href="http://www.confecomercat.es/noticiari/76/NoticiariCCC.html">www.confecomercat.es/noticiari/76/NoticiariCCC.html</a></p>
<p>Results</p>	<p>General project dissemination; information on project activities; Project results; information on the Project website.</p>

**PARTNER NKI**



<p>Activities</p> <ul style="list-style-type: none"> <li>- Who did it?</li> <li>- What has be done?</li> </ul>	<p>Who: NKI</p> <p><b>Event:</b> Dissemination of the ELQ-SME e-learning quality program, the ROI Methodology Method for Calculation ROI</p> <p><b>Organizer:</b> NKI</p> <p><b>Place:</b> Oslo</p> <p><b>Region Cod:</b> N001, Hedmark; Region Cod: N002 Sør-Østlandet; Region Cod: N003, Agder og Rogaland; Region Cod: N004, Vestlandet; Region Cod: N005, Trøndelag; Region Cod: N006, Nord-Norge; Region Cod: N007</p> <p><b>Objectives:</b> Presentation in the news bulletin “Verdt å vite” of the NKI Distant Education. Dessimilation of the NKI Distant Education participation in EU-projects such as Mobile Learning, Megatrends in e-learning provision and ELQ-SME quality program.</p> <p><b>Participants (number):</b> Distributed to 2.000 addresses Norwegian management leaders in public and private sector</p> <p><b>Date:</b> August 2006</p> <p><b>Activity:</b> Morten Paulsen presented the PR1 and Norwegian case studies as well as the PR5 (working version). Distribution of ROI calculations examples.</p> <p><b>Sector target:</b> Norwegian management leaders in public and private sector.</p> <p><b>01 PME, 018 O</b> (Organization type)</p> <p><b>Sector code:</b> B05, D36, E40, F45, G52, I60, K74, L75</p> <p><b>Material attached:</b> Presentation</p>
<p>Results</p>	<p>Business and sales contacts and information about the ELQ-SME Project and e-learning quality guidance.</p>

Divulgateion Activities	<b>2. Partners Newsletters</b>
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During 2006 and 2007

**PARTNER F-BB**

Activities - Who did it? - What has be done?	Who: f-bb  What: One short article about the ELQ-SME's project have been distributed through f-bb newsletter (end of November)  Announcement of Product 1 and Dissemination on Publication
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Results	Distribution of 1500 paper newsletters and around 800 e-versions in English and German. General project dissemination.
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<p>Activities</p> <p>- Who did it? - What has been done?</p>	<p><b>Who:</b> NKI</p> <p><b>Event:</b> Dissemination of the ELQ-SME e-learning quality program, the ROI Methodology Method for Calculation ROI</p> <p><b>Organizer:</b> NKI</p> <p><b>Place:</b> Oslo</p> <p><b>Region Cod:</b> N001, Hedmark; Region Cod: N002 Sør-Østlandet; Region Cod: N003, Agder og Rogaland; Region Cod: N004, Vestlandet; Region Cod: N005, Trøndelag; Region Cod: N006, Nord-Norge; Region Cod: N007</p> <p><b>Objectives:</b> Presentation on the NKI Distant Education home-page and NKI web-Newspaper. Distribution of ROI calculations examples.</p> <p><b>Participants (number):</b> Distributed to 15.000 e-mail addresses to Norwegian students, management leaders in public and private sector, organizations and consultants.</p> <p><b>Date:</b> From august 2006 and continuing as part of sales promotion</p> <p><b>Activity:</b> Morten Paulsen presented the PR1 and Norwegian case studies as well as the PR5 (working version). Distribution of ROI calculations examples.</p> <p><b>Sector target:</b> Norwegian students, management leaders in public and private sector, organizations and consultants.</p> <p><b>01 PME, 018 O</b> (Organization type)</p> <p><b>Sector code:</b> B05, D36, E40, F45, G52, I60, K74, L75, M80</p> <p><b>Material attached:</b> Presentation</p>
<p>Results</p>	<p>Business and sales contacts and information about the ELQ-SME Project and e-learning quality guidance.</p>

During 2007

PARTNER NKI

<p>Activities</p> <ul style="list-style-type: none"> <li>- Who did it?</li> <li>- What has be done?</li> </ul>	<p>Who: NKI</p> <p><b>Event:</b> Dissemination of the ELQ-SME e-learning quality program, the ROI Methodology Method for Calculation ROI</p> <p><b>Organizer:</b> NKI</p> <p><b>Place:</b> Oslo</p> <p><b>Region Cod:</b> N001, Hedmark; Region Cod: N002 Sør-Østlandet; Region Cod: N003, Agder og Rogaland; Region Cod: N004, Vestlandet; Region Cod: N005, Trøndelag; Region Cod: N006, Nord-Norge; Region Cod: N007</p> <p><b>Objectives:</b> Presentation in the news bulletin "Verdt å vite" of the NKI Distant Education. Dessimilation of the NKI Distant Education participation in the ELQ-SME quality program ond e-learning ROI.</p> <p><b>Participants (number):</b> Distributed to 2.000 addresses Norwegian management leaders in public and private sector</p> <p><b>Date:</b> October/November 2007</p> <p><b>Activity:</b> Distribution of e-learning ROI information</p> <p><b>Sector target:</b> Norwegian management leaders in public and private sector.</p> <p><b>01 PME, 018 O</b> (Organization type)</p> <p><b>Sector code:</b> B05, D36, E40, F45, G52, I60, K74, L75</p> <p><b>Material attached:</b> Presentation</p>
<p>Results</p>	<p>Business and sales contacts and information about the ELQ-SME Project and e-learning ROI.</p>

## 6. Partners Networks

During 2006

Please, check the annex M.

Divulgation Activities	<b>2. Networks</b>
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### PARTNER CECO

Activities - Who did it? - What has been done?	<p>Who: <b>CECO</b></p> <p>What: The products from the Work package 1 were distributed to the members of the Knowledge Resources Centre Network. The KRCN assembles 59 Knowledge Resources Centres located on the Portuguese territory. The KRC are linked to a virtual platform that ensures the integration in the network.</p> <p>Link: <a href="http://www.inofor.pt/crcvirtual/crc_virtual_net/index.asp">http://www.inofor.pt/crcvirtual/crc_virtual_net/index.asp</a></p> <p>Date: End of December, 2006</p>
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Results	Project dissemination near training and human resources professionals.
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### PARTNER NKI

Activities - Who did it? - What has been done?	<p>Who: <b>NKI</b></p> <p>What: The two draft papers on the State of the Art of Quality in E-learning for SMEs were distributed to the members of the Standing Committee for Quality of the Norwegian Association for Distance and Flexible Education (NADE) and discussed in the committee meeting. A Norwegian translation of the short paper will be published in the website of <a href="#">NADE</a>.</p> <p>Date: 30th May 2006</p>
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Results	Project dissemination near the experts in e-learning quality.
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During 2007

**PARTNER f-BB**

<p>Activities</p> <ul style="list-style-type: none"> <li>- Who did it?</li> <li>- What has be done?</li> </ul>	<p>Who: f-bb</p> <p>What: A project dissemination article was published in a regional magazine of the German Chamber of Commerce. Contacts to SMEs and training providers through this article.</p> <p>Date: September, 2006</p> <p>Material attached: Article and website</p>
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<p>Results</p>	<p>Interested SMEs and also training providers contacted f-bb for more information about the project and will take part in the piloting phase of the project.</p>
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## 7. Other Initiatives

During 2006

Please, check the annex N.

### Partner University of Tartu

<p>Divulgation Activities</p>	<p><b>1. Presentation in Conference</b></p>
<p>Activities</p> <ul style="list-style-type: none"> <li>- Who did it?</li> <li>- What has been done?</li> </ul>	<p>Who: University of Tartu</p> <p>What: A project presentation together with other projects presentations were held in Estonian e-University annual conference "Teaching and Learning will change". The title of the presentation was "International e-learning projects in the University of Tartu". Ca 50 persons listened to the presentation.</p> <p>Date: 7<sup>th</sup> and 8<sup>th</sup> of April 2006</p> <p>Material attached: Look the presentation: <a href="http://conference2006.e-uni.ee/ve_data/Flash/saima_tirmaa_lehti_pilt.swf">http://conference2006.e-uni.ee/ve_data/Flash/saima_tirmaa_lehti_pilt.swf</a></p>
<p>Results</p>	<p>Project dissemination near the project promoters, experts and technicians.</p>

During 2007

<b>Dissemination Events</b>	EDEN conference
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<b>What did partners do?</b>	<b>Event:</b> EDEN conference
<b>Where did partners do it?</b>	<b>Partner:</b> f-bb
<b>How many people attended?</b>	<b>Place:</b> Naples
Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.	<b>Region code:</b> participants from all over Europe
	<b>Objectives:</b> dissemination eLearning calculator and ROI methodology
	<b>Participants (number):</b> 400
	<b>Date:</b> 16 June 2007
	<b>Activity:</b> Presentation of ELQ SME project and final results
	<b>Sector code:</b> M80
	<b>Material attached:</b> PPT used for dissemination

<b>Results of the Events</b>	Very good reception of the results by the participants.
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<b>Dissemination Events</b>	EDEN conference
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<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> EDEN conference</p> <p><b>Partner:</b> University of Tartu</p> <p><b>Place:</b> Naples</p> <p><b>Region code:</b> participants from all over Europe</p> <p><b>Objectives:</b> dissemination eLearning calculator and ROI methodology</p> <p><b>Participants (number):</b> 400</p> <p><b>Date:</b> 16 June 2007</p> <p><b>Activity:</b> Presentation of ELQ SME project and final results</p> <p><b>Sector code:</b> M80</p> <p><b>Material attached:</b> PPT used for dissemination</p>
<p><b>Results of the Events</b></p>	<p>Very good reception of the results by the participants. The project was presented with other projects from the University of Tartu.</p>
<p><b>Dissemination Events</b></p>	<p>E-Learning Lisboa 2007 Conference</p>

<p><b>What did partners do?</b></p> <p><b>Where did partners do it?</b></p> <p><b>How many people attended?</b></p> <p>Please provide a copy of the presentations (even if they are in your own language), attendance list, program, and other relevant information about this event.</p>	<p><b>Event:</b> E-Learning Lisboa 2007 Conference</p> <p><b>Organizer:</b> E-Learning Lisboa 2007 organization</p> <p><b>Place:</b> Lisbon</p> <p><b>Region code:</b> participants from all over Europe</p> <p><b>Objectives:</b> dissemination of PR8 and PR9 as well as other product projects</p> <p><b>Participants (number):</b> 2000</p> <p><b>Date:</b> 15 of October 2007</p> <p><b>Activity:</b> Presentation of ELQ SME project and final results</p> <p><b>Sector code:</b> M80</p> <p><b>Material attached:</b> PPT used for dissemination</p>
<p>Results of the Events</p>	<p>Very good reception of the results by the participants.</p>

Divulgate Activities	<b>1. Press releases</b>
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During 2006

Please, check the annex O.

**Partner F-BB**

Activities - Who did it? - What has been done?	<p>Who: f-bb</p> <p>What: A project dissemination article was published in a regional magazine of the German Chamber of Commerce. Contacts to SMEs and training providers through this article.</p> <p>Date: September, 2006</p> <p>Material attached: Article and website</p>
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Results	Interested SMEs and also training providers contacted f-bb for more information about the project and will take part in the piloting phase of the project.
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Divulgateion Activities	<b>2. Articles</b>
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**During 2006**

Please, check the annex P.

Activities - Who did it? - What has been done?	<p>Who: <b>CECOA</b></p> <p>What: Paper article about the "ROI Methodology for the e-Learning Courses" have been distributed to a large number of training organizations and training consultants through the Review <a href="mailto:Nov@Formação">Nov@Formação</a>. This Review was published by the Institute for Quality in Training, Portugal.</p> <p>Date: January 2006</p> <p>Material attached: Paper version</p>
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Results	<p>Project dissemination near Portuguese experts, technicians and professions of the vocational training sector in Portugal. Presentation of the advantages and benefits of the e-learning.</p>
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Activities - Who did it? - What has been done?	<p>Who: <b>CECOA</b></p> <p>What: Online article about the "The ROI Methodology for e-Learning" have been distributed to a large number of end-users through the <a href="http://www.checkpoint-elearning.com/">http://www.checkpoint-elearning.com/</a> .</p> <p>Date: December 2007</p> <p>Material attached: Online version</p>
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Results	<p>Project dissemination near end-users of the e-learning online review <a href="http://www.checkpoint-elearning.com/">http://www.checkpoint-elearning.com/</a></p>
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<p>Activities</p> <p>- Who did it? - What has been done?</p>	<p>Who: <b>ProfitWise</b></p> <p>What: Interview "E-Learning draait ook om fun" has distributed to a large number of users through the Review Toekomstige Tijd.</p> <p>Date: January 2007</p> <p>Material attached: Paper version</p>
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<p>Results</p>	<p>Project dissemination near Dutch experts, technicians and professions of the vocational training sector in Netherlands. Presentation of the advantages and benefits of the e-learning and how to calculate the ROI of e-learning.</p>
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<p>Activities</p> <p>- Who did it? - What has been done?</p>	<p>Who: <b>NKI</b></p> <p>What: Articles and interviews in newspapers distributed to Norwegian leaders of SME's and the public in general.</p> <p>Objective: Dissemination of the ELQ-SME e-learning quality program</p> <p>Paper: "Drammen Amtstidende" (Regional newspaper distributed to local SME leaders and the public)</p> <p>Date: 14<sup>th</sup> February 2006</p> <p>Potential number of beneficiaries: Norwegian management leaders in public and private sector, consultants and public.</p> <p>Other information: Article over 1 page included interviews and pictures.</p> <p>Material attached: Paper version</p>
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<p>Results</p>	<p>Information about NKI activities and the activities developed under this project as the coordination of the workpackage 1.</p>
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<p>Activities</p> <p>- Who did it? - What has been done?</p>	<p>Who: <b>NKI</b></p> <p>What: Articles and interviews in newspapers distributed to Norwegian leaders of SME's and the public in general.</p> <p>Objective: Dissemination of the ELQ-SME e-learning quality program, content of the book, the quality theory and cases</p> <p>Paper: "VG" (largest newspaper in Norway)</p> <p>Date: 21<sup>st</sup> September 2006</p> <p>Potential number of beneficiaries: Norwegian management leaders in public and private sector, consultants and public.</p> <p>Other information: Article over 2 page included interviews and pictures.</p> <p>Material attached: Paper version</p>
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<p>Results</p>	<p>Information about NKI activities and the activities developed under this project as the coordination of the workpackage 1.</p>
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<p>Activities</p> <p>- Who did it? - What has been done?</p>	<p>Who: <b>NKI</b></p> <p>What: Articles and interviews in newspapers distributed to Norwegian leaders of SME's and the public in general.</p> <p>Objective: Dissemination of the ELQ-SME e-learning quality program, content of the book, the quality theory and cases</p> <p>Paper: "Ledelse" (Leading paper distributed to company leaders containing articles of business management)</p> <p>Date: 22<sup>nd</sup> September 2006</p> <p>Potential number of beneficiaries: Norwegian management leaders in public and private sector, consultants and public.</p> <p>Other information: Article over 2 page included interviews and pictures.</p> <p>Material attached: Paper version</p>
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<p>Results</p>	<p>Information about NKI activities and the activities developed under this project as the coordination of the workpackage 1.</p>
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Divulgation Activities	<b>3. News</b>
<p>Activities</p> <ul style="list-style-type: none"> <li>- Who did it?</li> <li>- What has been done?</li> </ul>	<p>Who: <b>CECOA</b></p> <p>What: One short article about the product 1 distributed through ASTD Measurement, Evaluation and ROI News, Volume 5, Issue 6. <a href="http://www.astd.org/astd/Publications/Newsletters/Roi_Network_News/2006/Nov_Dec/NovDec+ROI+Vieira">http://www.astd.org/astd/Publications/Newsletters/Roi_Network_News/2006/Nov_Dec/NovDec+ROI+Vieira</a></p> <p><b>Date:</b> November/December 2006</p>
Results	Project dissemination near international experts, technicians and professionals of the vocational training sector.
<p>Activities</p> <ul style="list-style-type: none"> <li>- Who did it?</li> <li>- What has been done?</li> </ul>	<p>Who: <b>CECOA</b></p> <p>What: One short advertisement in the two editions of the Parliament European Politics and Policy Magazine.</p> <p><b>Date:</b> May and July 2007</p>
Results	Project dissemination near international experts, technicians and professionals of the vocational training sector.

**ELQ - SMEs Project**

**Valorisation Plan in Numbers: Work package 8 Internal Evaluation**

Results per type of valorisation	Participants			
	Execution Values		Proposal Values	Differences
<b>Primary Valorisation</b>	<b>1.001</b>	<b>49%</b>	<b>600</b>	<b>401</b>
1) During WP2: Organisation of workshops targeted to training consultants	218		105	113
2) During WP3: Organisation of workshops targeted to SMEs managers, owners and entrepreneurs	347		175	172
3) During WP4: Organisation of case demonstrations for SMEs with the support of e-learning solutions suppliers available in the market	134		45	89
4) During WP5: Organisation of focus-groups targeted to discuss the e-learning return on investment with trainees and trainers/tutors of the e-learning courses	110		100	10
5) During WP6: Organisation of workshops targeted to SMEs managers, owners and entrepreneurs	192		175	17
<b>Secondary Valorisation</b>	<b>1.022</b>	<b>51%</b>	<b>1.050</b>	<b>-28</b>
1) During WP3: Organisation of seminars targeted to VET Centres, social partners, public and private organisations	526		525	1
1) During WP6: Organisation of seminars targeted to VET Centres, social partners, public and private organisations	496		525	-29
<b>Total Number of Project End-Users</b>	<b>2.023</b>	<b>100%</b>	<b>1.650</b>	<b>373</b>
<b>Vertical Valorisation</b>	<p>Aiming to promote the integration of the results at an institutional level in order to make changes and improve the quality of the vocational training system. This valorisation will be a task of the Project Local Committees.</p>			
	<p>Done and available at:<a href="http://lepo.it.da.ut.ee/%7Etriinm/sme/qmp/qmp.htm">http://lepo.it.da.ut.ee/%7Etriinm/sme/qmp/qmp.htm</a></p>			



**ELQ - SMEs Project**

**Valorisation Plan in Numbers: Work package 8 Internal Evaluation**

Results per type of valorisation	Participants			
	Execution Values		Proposal Values	Differences
<b>Primary Valorisation</b>	<b>1.001</b>	<b>49%</b>	<b>600</b>	<b>401</b>
1) During WP2: Organisation of workshops targeted to training consultants	218		105	113
2) During WP3: Organisation of workshops targeted to SMEs managers, owners and entrepreneurs	347		175	172
3) During WP4: Organisation of case demonstrations for SMEs with the support of e-learning solutions suppliers available in the market	134		45	89
4) During WP5: Organisation of focus-groups targeted to discuss the e-learning return on investment with trainees and trainers/tutors of the e-learning courses	110		100	10
5) During WP6: Organisation of workshops targeted to SMEs managers, owners and entrepreneurs	192		175	17
<b>Secondary Valorisation</b>	<b>1.022</b>	<b>51%</b>	<b>1.050</b>	<b>-28</b>
1) During WP3: Organisation of seminars targeted to VET Centres, social partners, public and private organisations	526		525	1
1) During WP6: Organisation of seminars targeted to VET Centres, social partners, public and private organisations	496		525	-29
<b>Total Number of Project End-Users</b>	<b>2.023</b>	<b>100%</b>	<b>1.650</b>	<b>373</b>
<b>Vertical Valorisation</b>	<p>Aiming to promote the integration of the results at an institutional level in order to make changes and improve the quality of the vocational training system. This valorisation will be a task of the Project Local Committees.</p>			
	<p>Done and available at:<a href="http://lepo.it.da.ut.ee/%7Etriinm/sme/qmp/qmp.htm">http://lepo.it.da.ut.ee/%7Etriinm/sme/qmp/qmp.htm</a></p>			

ELQ - SMEs Project				
Valorisation Plan in Numbers: Work package 8 Internal Evaluation				
Dissemination Activities per Country	Participants Expected		Participants Executed	
<b>P1 - CECO, Portugal</b>	<b>115</b>	<b>14%</b>	<b>311</b>	<b>15%</b>
Training Consultants (PR1 and PR3)	15		24	
SMEs managers, owners and entrepreneurs (PR1 and PR5)	25		48	
VET Centres, Social partners, public and private organisations (PR1)	75		63	
Case Demonstrations	No information available at the project proposal		78	
SMEs managers, owners and entrepreneurs (PR8)	25		20	
VET Centres, Social partners, public and private organisations (PR9)	75		78	
<b>P2 - BFI, Austria</b>	<b>115</b>	<b>14%</b>	<b>267</b>	<b>13%</b>
Training Consultants (PR1 and PR3)	15		18	
SMEs managers, owners and entrepreneurs (PR1 and PR5)	25		32	
VET Centres, Social partners, public and private organisations (PR1)	75		109	
Case Demonstrations	No information available at the project proposal		27	
SMEs managers, owners and entrepreneurs (PR8)	25		19	
VET Centres, Social partners, public and private organisations (PR9)	75		62	
<b>P3 - F-BB, Germany</b>	<b>115</b>	<b>14%</b>	<b>146</b>	<b>7%</b>
Training Consultants (PR1 and PR3)	15		35	
SMEs managers, owners and entrepreneurs (PR1 and PR5)	25		18	
VET Centres, Social partners, public and private organisations (PR1)	75		30	
Focus - Groups	No information available at the project proposal		0	
SMEs managers, owners and entrepreneurs (PR8)	25		33	
VET Centres, Social partners, public and private organisations (PR9)	75		30	
<b>P4 - University of Tartu, Estonia</b>	<b>115</b>	<b>14%</b>	<b>348</b>	<b>17%</b>
Training Consultants (PR1 and PR3)	15		27	
SMEs managers, owners and entrepreneurs (PR1 and PR5)	25		94	
VET Centres, Social partners, public and private organisations (PR1)	75		84	
Focus - Groups	No information available at the project proposal		65	
SMEs managers, owners and entrepreneurs (PR8)	25		65	
VET Centres, Social partners, public and private organisations (PR9)	75		13	
<b>P5 - CCC, Spain</b>	<b>115</b>	<b>14%</b>	<b>438</b>	<b>22%</b>
Training Consultants (PR1 and PR3)	15		19	
SMEs managers, owners and entrepreneurs (PR1 and PR5)	25		45	
VET Centres, Social partners, public and private organisations (PR1)	75		95	
Case Demonstrations	No information available at the project proposal		29	
SMEs managers, owners and entrepreneurs (PR8)	25		25	
VET Centres, Social partners, public and private organisations (PR9)	75		225	
<b>P6 - Profitwise, Netherlands</b>	<b>115</b>	<b>14%</b>	<b>133</b>	<b>7%</b>
Training Consultants (PR1 and PR3)	15		35	
SMEs managers, owners and entrepreneurs (PR1 and PR5)	25		25	
VET Centres, Social partners, public and private organisations (PR1)	75		45	
Focus - Groups	No information available at the project proposal		15	
SMEs managers, owners and entrepreneurs (PR8)	25		0	
VET Centres, Social partners, public and private organisations (PR9)	75		13	
<b>P7 - NKI, Norway</b>	<b>115</b>	<b>14%</b>	<b>380</b>	<b>19%</b>
Training Consultants (PR1 and PR3)	15		60	
SMEs managers, owners and entrepreneurs (PR1 and PR5)	25		85	
VET Centres, Social partners, public and private organisations (PR1)	75		100	
Focus - Groups	No information available at the project proposal		30	

Project Valorisation Plan

SMEs managers, owners and entrepreneurs (PR8)	25	30
VET Centres, Social partners, public and private organisations (PR9)	75	75

<b>Total Number of Project End-Users</b>	<b>805</b>	<b>100%</b>	<b>2.023</b>	<b>100%</b>
			1.218	

Other Dissemination Activities per Country during the 1st project year	CECOA	BFI	F-BB	U. Tartu	CCC	Profitwise	NKI
Partner website	x	x	x	x	x	x	x
Partner newsletter	x	x	x				x
Networks dissemination	x						
Other conferences participation				x			
Press releases			x				
Articles	x					x	x
News	x						

<b>Partner Level of Execution</b>	71,0%	28,5%	43,0%	28,5%	14,0%	29,0%	57,0%
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Other Dissemination Activities per Country during the 2nd project year	CECOA	BFI	F-BB	U. Tartu	CCC	Profitwise	NKI
Partner website	x	x	x	x	x	x	x
Partner newsletter	x		x				x
Networks dissemination	x	x	x	x	x	x	x
Other conferences participation	x		x	x	x		
Press releases							
Articles	x		x				x
News	x						

<b>Partner Level of Execution</b>	85,7%	28,5%	71,4%	43,0%	43,0%	28,5%	57,0%
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## ELQ - SMEs Project

## Valorisation Plan in Numbers: Work package 8 Internal Evaluation

Dissemination Activities per Country	Participants Expected		Participants Executed	
<b>P1 - CECO, Portugal</b> Training Consultants (PR1 and PR3)	15	14%	24	11%
<b>P2 - BFI, Austria</b> Training Consultants (PR1 and PR3)	15	14%	18	8%
<b>P3 - F-BB, Germany</b> Training Consultants (PR1 and PR3)	15	14%	35	16%
<b>P4 - University of Tartu, Estonia</b> Training Consultants (PR1 and PR3)	15	14%	27	12%
<b>P5 - CCC, Spain</b> Training Consultants (PR1 and PR3)	15	14%	19	9%
<b>P6 - Profitwise, Netherlands</b> Training Consultants (PR1 and PR3)	15	14%	35	16%
<b>P7 - NKI, Norway</b> Training Consultants (PR1 and PR3)	15	14%	60	28%
<b>Total Number of Project End-Users</b>	<b>105</b>	<b>100%</b>	<b>218</b>	<b>100%</b>
			113	

**Results evaluation:**

**Indicator:** 7 workshops targeted to training consultants (one per partner) aiming to disseminate the PR1 and PR3. Events with at least 15 training consultants.

**Execution per partner:**

**P1 - CECO:** 2 workshops; 24 training consultants were involved. The objective was fully reach.

**P2 - BFI:** 1 workshop; 18 training consultants were involved. The objective was fully reach.

**P3 - F-BB:** 1 workshop during 2006; 10 training consultants were involved. 1 workshop during 2007; 25 training consultants were involved. The objective was fully reach.

**P4 - U. Tartu:** 1 workshop; 27 training consultants were involved. The objective was fully reach.

**P5 - CCC:** 1 workshop; 19 training consultants were involved. The objective was fully reach.

**P6 - Profitwise:** 1 online workshop; 35 training consultants were involved. The objective was fully reach.

**P7 - NKI:** 2 workshops; 60 training consultants were involved. The objective was fully reach.

**Total level of execution:** 100% of the indicator "workshop targeted to training consultants" was fully reached. More 113 participants were involved.

## ELQ - SMEs Project

### Valorisation Plan in Numbers: Work package 8 Internal Evaluation

Dissemination Activities per Country	Participants Expected		Participants Executed	
<b>P1 - CECO, Portugal</b> SMEs managers, owners and entrepreneurs (PR1 and PR5)	25	14%	48	14%
	25		48	
<b>P2 - BFI, Austria</b> SMEs managers, owners and entrepreneurs (PR1 and PR5)	25	14%	32	9%
	25		32	
<b>P3 - F-BB, Germany</b> SMEs managers, owners and entrepreneurs (PR1 and PR5)	25	14%	18	5%
	25		18	
<b>P4 - University of Tartu, Estonia</b> SMEs managers, owners and entrepreneurs (PR1 and PR5)	25	14%	94	27%
	25		94	
<b>P5 - CCC, Spain</b> SMEs managers, owners and entrepreneurs (PR1 and PR5)	25	14%	45	13%
	25		45	
<b>P6 - Profitwise, Netherlands</b> SMEs managers, owners and entrepreneurs (PR1 and PR5)	25	14%	25	7%
	25		25	
<b>P7 - NKI, Norway</b> SMEs managers, owners and entrepreneurs (PR1 and PR5)	25	14%	85	24%
	25		85	
<b>Total Number of Project End-Users</b>	<b>175</b>	<b>100%</b>	<b>347</b>	<b>100%</b>
			172	

#### Results evaluation:

**Indicator:** 7 workshops targeted to disseminate the PR1 and the PR5 (working version) for SMEs managers, owners and entrepreneurs. One event per partner and the activities should involve at least 25 persons.

#### Execution per partner:

**P1 - CECO:** 2 workshops; 48 SMEs managers, owners and entrepreneurs. The objective was fully reach.

**P2 - BFI:** 1 workshop; 32 SMEs managers, owners and entrepreneurs. The objective was fully reach.

**P3 - F-BB:** 1 workshop; 18 SMEs managers, owners and entrepreneurs. The objective was partly reach.

**P4 - U. Tartu:** 1 workshop; 94 SMEs managers, owners and entrepreneurs. The objective was fully reach.

**P5 - CCC:** 1 workshop; 45 SMEs managers, owners and entrepreneurs. The objective was fully reach.

**P6 - Profitwise:** 1 online workshop; 25 SMEs managers, owners and entrepreneurs. The objective was fully reach.

**P7 - NKI:** 3 workshop; 85 SMEs managers, owners and entrepreneurs. The objective was fully reach.

**Total level of execution:** 86% of the indicator "workshop targeted to SMEs managers, owners and entrepreneurs" was fully reached; 14% of the indicator "workshop targeted to SMEs managers, owners and entrepreneurs" was partly reached.

## ELQ - SMEs Project

## Valorisation Plan in Numbers: Work package 8 Internal Evaluation

Dissemination Activities per Country	Participants Expected		Participants Executed	
<b>P1 - CECOIA, Portugal</b> VET Centres, Social partners, public and private organisations (PR1)	75	14%	63	12%
	75		63	
<b>P2 - BFI, Austria</b> VET Centres, Social partners, public and private organisations (PR1)	75	14%	109	21%
	75		109	
<b>P3 - F-BB, Germany</b> VET Centres, Social partners, public and private organisations (PR1)	75	14%	30	6%
	75		30	
<b>P4 - University of Tartu, Estonia</b> VET Centres, Social partners, public and private organisations (PR1)	75	14%	84	16%
	75		84	
<b>P5 - CCC, Spain</b> VET Centres, Social partners, public and private organisations (PR1)	75	14%	95	18%
	75		95	
<b>P6 - Profitwise, Netherlands</b> VET Centres, Social partners, public and private organisations (PR1)	75	14%	45	9%
	75		45	
<b>P7 - NKI, Norway</b> VET Centres, Social partners, public and private organisations (PR1)	75	14%	100	19%
	75		100	
<b>Total Number of Project End-Users</b>	<b>525</b>	<b>100%</b>	<b>526</b>	<b>100%</b>
			1	

**Results evaluation:**

**Indicator:** 1 seminar targeted to VET Centres, social partners, public and private organisations (one per partner) aiming to disseminate the PR1. Events with at least 75 persons.

**Execution per partner:**

**P1 - CECOIA:** 1 seminar; 63 persons participated. The objective was partly reach.

**P2 - BFI:** 1 seminar; 109 persons participated. The objective was fully reach

**P3 - F-BB:** 2 seminars; 30 persons participated. The objective was partly reach.

**P4 - U. Tartu:** 1 seminar; 84 persons participated. The objective was fully reach.

**P5 - CCC:** 1 seminar, 95 persons participated. The objective was fully reach.

**P6 - Profitwise:** 1 online seminar; 45 persons participated. The objective was partly reach.

**P7 - NKI:** 1 seminar, 100 persons participated. The objective was fully reach.

**Total level of execution:** 57% of the indicator "seminars targeted to VET Centres, social partners, public and private organizations" was fully reached; 42% of the indicator "seminars targeted to VET Centres, social partners, public and private organizations" was partly reached.

## ELQ - SMEs Project

### Valorisation Plan in Numbers: Work package 8 Internal Evaluation

Dissemination Activities per Country	Participants Expected		Participants Executed	
<b>P1 - CECO, Portugal</b> Case Demonstrations	15	33%	78	58%
	15		78	
<b>P2 - BFI, Austria</b> Case Demonstrations	15	33%	27	20%
	15		27	
<b>P5 - CCC, Spain</b> Case Demonstrations	15	33%	29	22%
	15		29	
<b>Total Number of Project</b>	<b>45</b>	<b>100%</b>	<b>134</b>	<b>100%</b>
			89	

#### Results evaluation:

**Indicator:** 1 case demonstrations for SMEs with the support of e-learning solutions suppliers available on the market.

#### Execution per partner:

**P1 - CECO:** 1 best practices/products/solutions demonstration. 78 participants were involved. The objective was fully reach.

**P2 - BFI** 1 presentation and dissemination of e-learning solutions. 27 participants were involved. The objective was fully reach by the partner.

**P5 - CCC:** 1 case demonstration for SMEs with the support of the e-learning solutions suppliers available on the market. 29 participants were involved. The objective was fully reach.

**Total level of execution:** 100% of the indicator "workshop targeted to training consultants" was fully reached. More 89 participants were involved.

## ELQ - SMEs Project

### Valorisation Plan in Numbers: Work package 8 Internal Evaluation

Dissemination Activities per Country	Participants Expected		Participants Executed	
<b>P3 - F-BB, Germany</b> Focus - Groups	25	25%	0	0%
	25		0	
<b>P4 - University of Tartu, Estonia</b> Focus - Groups	25	25%	65	59%
	25		65	
<b>P6 - Profitwise, Netherlands</b> Focus - Groups	25	25%	15	14%
	25		15	
<b>P7 - NKI, Norway</b> Focus - Groups	25	25%	30	27%
	25		30	
<b>Total Number of Project End-</b>	<b>100</b>	<b>100%</b>	<b>110</b>	<b>100%</b>
			10	

#### Results evaluation:

**Indicator:** 1 focus - groups target to discuss the e-learning perception about the advantages, benefits and results of using e-learning services.

#### Execution per partner:

**P3 - F-BB:** not done activity.

**P4 - U. Tartu:** 1 focus - group was done with 65 participants. The objective was fully reach.

**P6 - ProfitWise:** 1 focus - group was done with 15 participants. The objective was partially reach.

**P7 - NKI:** 1 focus - group was done with 30 participants. The objective was fully reach.

**Total level of execution:** 50% of the indicator "focus - groups target to discuss the e-learning perception about the advantages, benefits and results of using e-learning services" was fully reached; 25% of the same indicator was partly reached.



## ELQ - SMEs Project

### Valorisation Plan in Numbers: Work package 8 Internal Evaluation

Dissemination Activities per Country	Participants Expected		Participants Executed	
	Value	Percentage	Value	Percentage
<b>P1 - CECO, Portugal</b> SMEs managers, owners and entrepreneurs	25	14%	20	10%
<b>P2 - BFI, Austria</b> SMEs managers, owners and entrepreneurs (PR8)	25	14%	19	10%
<b>P3 - F-BB, Germany</b> SMEs managers, owners and entrepreneurs (PR8)	25	14%	33	17%
<b>P4 - University of Tartu, Estonia</b> SMEs managers, owners and entrepreneurs (PR8)	25	14%	65	34%
<b>P5 - CCC, Spain</b> SMEs managers, owners and entrepreneurs (PR8)	25	14%	25	13%
<b>P6 - Profitwise, Netherlands</b> SMEs managers, owners and entrepreneurs (PR8)	25	14%	0	0%
<b>P7 - NKI, Norway</b> SMEs managers, owners and entrepreneurs (PR8)	25	14%	30	16%
<b>Total Number of Project End-Users</b>	<b>175</b>	<b>100%</b>	<b>192</b>	<b>100%</b>
			17	

#### Results evaluation:

**Indicator:** 7 workshops targeted to disseminate the PR8 for SMEs managers, owners and entrepreneurs. One event per partner and the activities should involve at least 25 persons.

#### Execution per partner:

**P1 - CECO:** 1 workshop targeted to disseminate the PR8 for SMEs managers, owners and entrepreneurs. One event with 20 presential participants, but, the project was divulgated near all the E-Learning Lisboa 2007 Conference participants. The objective was fully reach.

**P2 - BFI:** 1 workshop targeted to disseminate the PR8 for SMEs managers, owners and entrepreneurs. One event with 19. The objective was partly reach.

**P3 - F-BB:** 1 workshop targeted to disseminate the PR8 for SMEs managers, owners and entrepreneurs. One event with 18 participants. The objective was almost reach. 1 workshop targeted to disseminate the project products and outcomes and also the project impacts near end-users - PR8 was dissiminated near 15 trainers and project managers. The objective was fully reach.

**P4 - U. Tartu:** 1 workshop targeted to disseminate the PR7 and PR8 for SMEs managers, owners and entrepreneurs. One event with 20 presential participants, but, the project was divulgated near all the E-Learning Lisboa 2007 Conference participants. The objective was fully reach.

**P5 - CCC:** 1 workshop targeted to disseminate the PR8 for SMEs managers, owners and entrepreneurs. 25 participants were involved. The objective was fully reach.

**P6 - Profitwise:** not done activity.

**P7 - NKI:** 1 workshop targeted to disseminate the PR8 for SMEs managers, owners and entrepreneurs. 30 participants were involved. The objective was fully reach.

**Total level of execution:** 71,4% of the indicator "workshop targeted to disseminate the PR8 for SMEs managers, owners and entrepreneurs" was fully reach and 14,2% of the same indicator was partly reach.

## ELQ - SMEs Project

### Valorisation Plan in Numbers: Work package 8 Internal Evaluation

Dissemination Activities per Country	Participants Expected		Participants Executed	
<b>P1 - CECO, Portugal</b> VET Centres, Social partners, public and private organisations (PR9)	75	14%	78	16%
	75		78	
<b>P2 - BFI, Austria</b> VET Centres, Social partners, public and private organisations (PR9)	75	14%	62	13%
	75		0	
<b>P3 - F-BB, Germany</b> VET Centres, Social partners, public and private organisations (PR9)	75	14%	30	6%
	75		30	
<b>P4 - University of Tartu, Estonia</b> VET Centres, Social partners, public and private organisations (PR9)	75	14%	13	3%
	75		13	
<b>P5 - CCC, Spain</b> VET Centres, Social partners, public and private organisations (PR9)	75	14%	225	45%
	75		225	
<b>P6 - Profitwise, Netherlands</b> VET Centres, Social partners, public and private organisations (PR9)	75	14%	13	3%
	75		13	
<b>P7 - NKI, Norway</b> VET Centres, Social partners, public and private organisations (PR9)	75	14%	75	15%
	75		0	
<b>Total Number of Project End-Users</b>	<b>525</b>	<b>100%</b>	<b>496</b>	<b>100%</b>
			<b>-29</b>	

#### Results evaluation:

**Indicator:** 1 seminar targeted to VET Centres, social partners, public and private organisations (one per partner) aiming to disseminate the PR9. Events

#### Execution per partner:

**P1 - CECO:** 1 seminar targeted to VET Centres, social partners, public and private organisations aiming to disseminate the PR9. 78 persons were involved. The objective was fully reach.

**P2 - BFI:** 1 seminar targeted to VET Centres, social partners, public and private organisations aiming to disseminate the PR9. 62 participants were involved. The objective was fully reach.

**P3 - F-BB:** 1 seminar targeted to VET Centres, social partners, public and private organisations aiming to disseminate the PR9. 15 persons were involved. 1 event targeted to disseminate other project products, outcomes and also the project impacts near end-users - PR9 was disseminated near 15 trainers and project managers. The objective was partly reach.

**P4 - U. Tartu:** 1 seminar targeted to VET Centres, social partners, public and private organisations aiming to disseminate the PR9. 13 persons were involved. The objective was partly reach.

**P5 - CCC:** 1 seminar targeted to VET Centres, social partners, public and private organisations aiming to disseminate the PR9. 225 persons were involved. The objective was fully reach.

**P6 - Profitwise:** 1 seminar targeted to VET Centres, social partners, public and private organisations aiming to disseminate the PR9. 13 persons were involved. The objective was partly reach.

**P7 - NKI:** 1 seminar targeted to VET Centres, social partners, public and private organisations aiming to disseminate the PR9. 75 persons were involved. The objective was reach.

**Total level of execution:** 57,1% of the indicator "seminar targeted to VET Centres, social partners, public and private organisations" was fully reach and 42,8% of the same indicator was partly reach.