

# GLOBAL SKILLS

# MARKETPLACE



Presented by



**MS. MICHAELA OPFERMANN-GÄRTNER**

**MR. DANNY GAUCH**

Venue Naming Right Partner



Volkswagen Service  
Deutschland



brought to you by



STAATSMINISTERIUM  
FÜR WIRTSCHAFT  
ARBEIT UND VERKEHR





# ENHANCING ATTRACTIVNESS OF VET WITH WS



Presented by



## What lead to establishing WorldSkills in Armenia & Georgia?

- Who is GIZ?
- Why GIZ?
- What objectives?
- How to improve the general attractiveness VET training?

### → WorldSkills

- What needs to be done?

Teachers training, school management, leadership training with practical training in Germany, regional exchange and cooperation, e-learning





# ENHANCING ATTRACTIVENESS OF VET WITH WS



Presented by



## From “Zero to Leipzig” in one year – how? (I)

Stakeholder identification (strategic level)

Recruit the OD & TD (operational level)

Define targets (what to achieve with WS)

Identify the ideal skills for participation

Recruit the experts with the support of trade unions

Identify potential – skill specific – partners / sponsors

Plan & inform schools and training centers about national competition

Invite primary & secondary schools to observe and experience the competition

Invite private sector decision makers to national competition



# ENHANCING ATTRACTIVNESS OF VET WITH WS



Presented by



## From “Zero to Leipzig” in one year – how? (II)

Identify qualification gaps between competitor and WS technical description

Devise an individual training plan

Identify a team leader

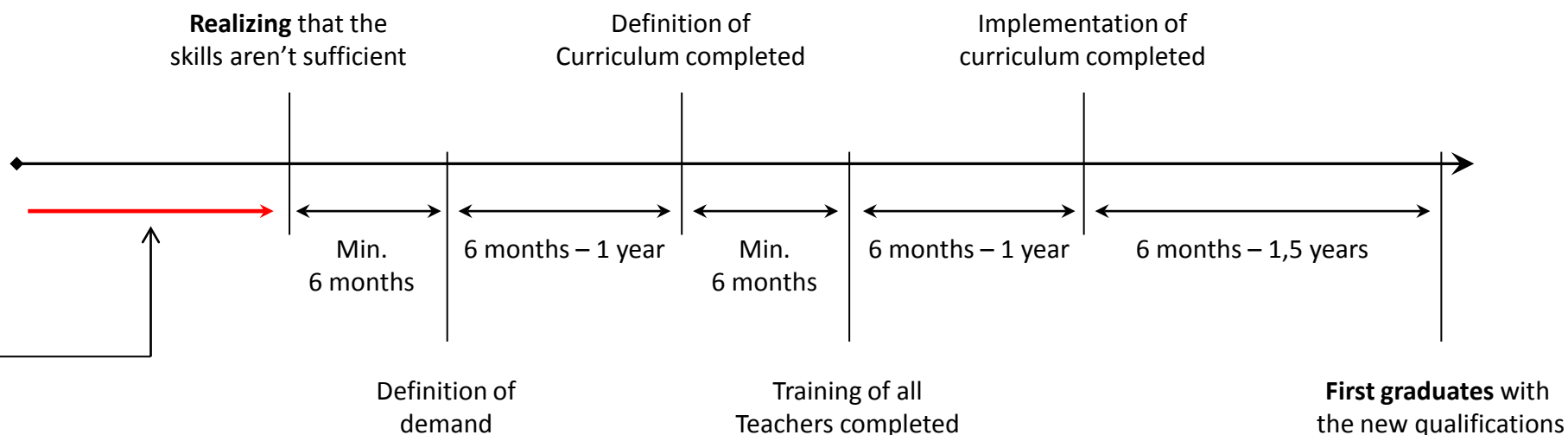
Hold team (building) meetings

Participate at the competition in Leipzig

→ Experts write a summary stating the gaps in qualification

# ENHANCING ATTRACTIVNESS OF VET WITH WS

## SKILLS DEVELOPMENT TIMELINE



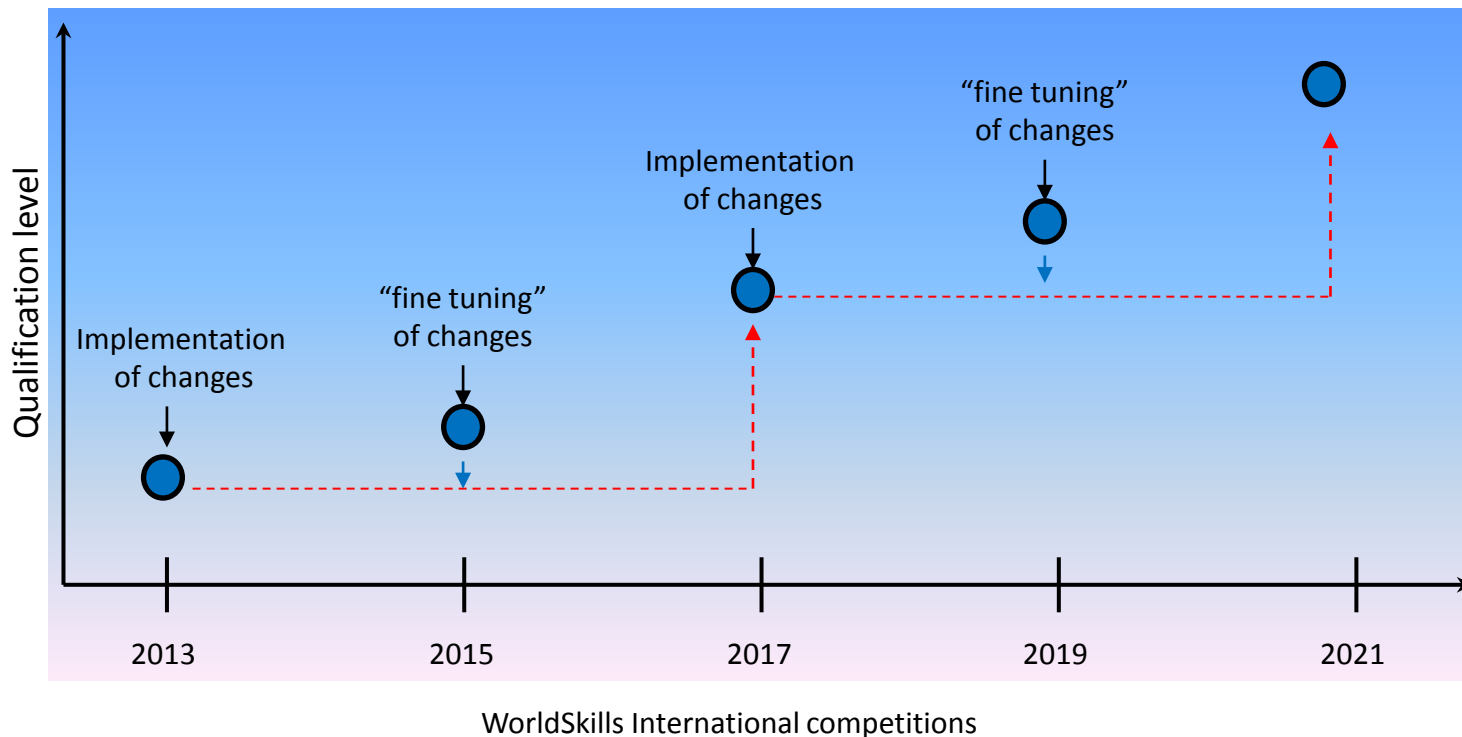
It takes at least 2 years from realizing that the skills aren't sufficient, until the first graduates are available.

However, realizing that the skills aren't sufficient can take up to 10 years, if at all...!

# ENHANCING ATTRACTIVNESS OF VET WITH WS

## BENCHMARKING AND CONTINUOUS IMPROVEMENT

By observing the international ranking of ones country within the different trades, it is possible to track and “fine tune” changes within the syllabus, leading to a constant improvement in the qualification of the work force.



THANK YOU!

ANY QUESTIONS?



**Michaela Opfermann - Gärtner**  
**Senior Project Manager HCD**  
**Deutsche Gesellschaft für Internationale**  
**Zusammenarbeit (GIZ) GmbH**  
**mailto: michaela.opfermann-gaertner@giz.de**

**giz** Deutsche Gesellschaft  
für Internationale  
Zusammenarbeit (GIZ) GmbH



**Danny Gauch**  
**Head of Consulting & Strategic Affairs**  
**WorldSkills Germany e.V.**  
**mailto: gauch@worldskillsgermany.com**



worldskills  
Germany