

From School to Job

Working Experience during School

FuoriClasse

in alternanza scuola-lavoro



Camera di Commercio
Macerata

Lorenza Natali

The chamber of commerce

The Chamber of Commerce, Industry, Craft Trade and Agriculture of Macerata is an independent public body with a provincial jurisdiction that supports and promotes the general interests of the local companies, under the statute of law n. 580 of 1993. As with all Italian systems the Chamber of Commerce establishes a link between the Government and the Companies.

The Chamber of Commerce of Macerata has **two principal functions**:

Promotion and Support:

- helps and encourages the formation of companies, innovation and technology transfer, promotion and diffusion of e-commerce, environmental protection, infrastructure development, estimates the resources of the local area, offers benefits, credit inducements and business financing;
- Participates in the economical development of Province territory, stimulates the local entrepreneurial competitiveness and its internationalisation.
- studies the most relevant economic and social phenomena of the territory and recollects and elaborates economic-statistical information, an operation historically completed by the Chamber of Commerce, which has become an instrument of strategic importance to support decisions of those (Institutions and operators) that work for the social and economic development

Management:

- Exercises all the administrative activities (registration of the companies, certifications required for the development of certain activities) in compliance with the Italian law, promotes objective and impartial conditions in commercial contracts;
- Exercises different functions commissioned by the Marche Region and by the State, including various services assigned by international agreements.

Why is a chamber of commerce involved in the project of working experience during school?

According to the Italian law, the chambers of commerce take part and collaborate, with schools, institutions and companies in the process to facilitate the transition from school to job, for students from 15 to 18 years

According to the Italian law, the chambers of commerce stipulate agreements of partnership to support guidance activities, so that students could

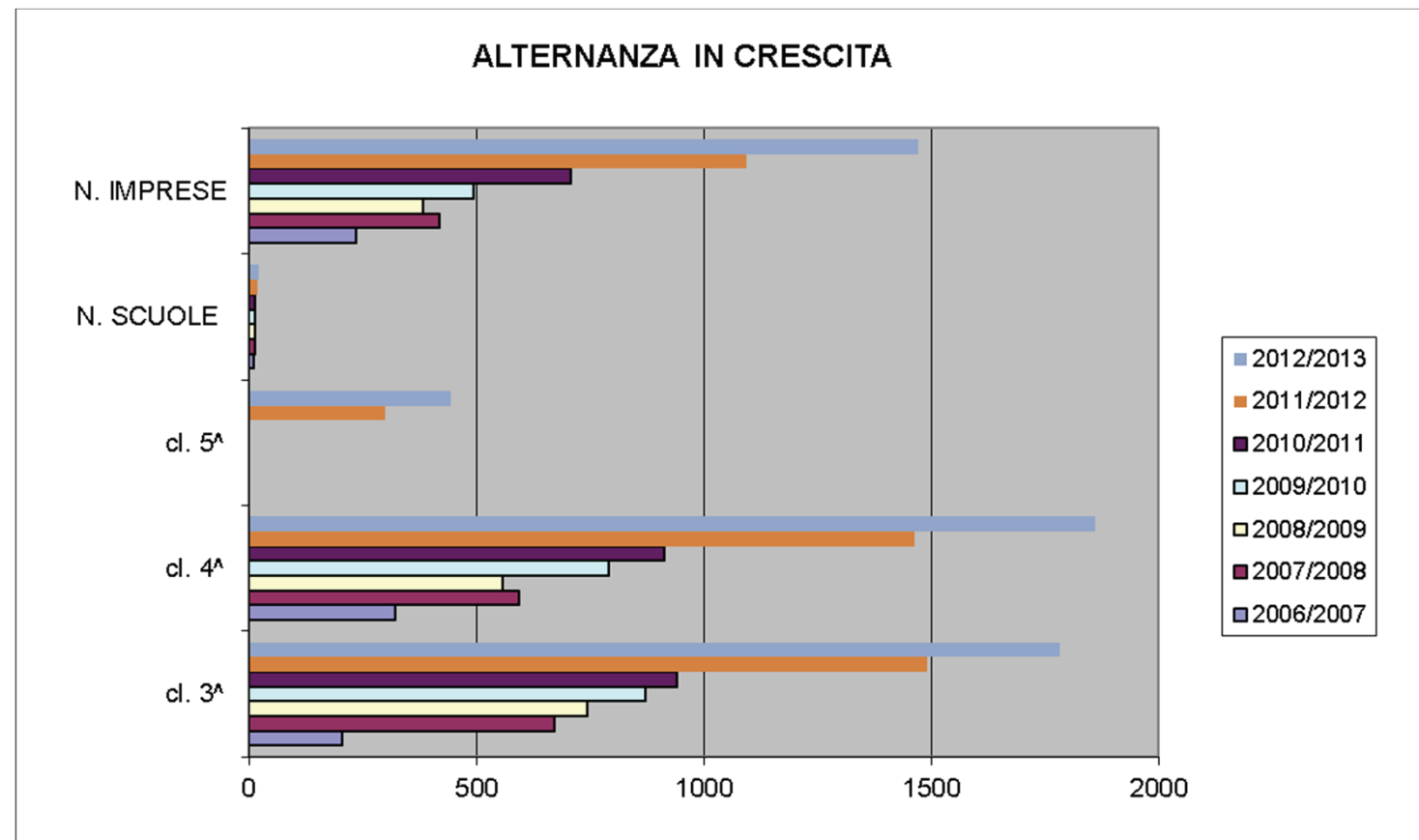
1. Know a real job environment
2. Explore their potentialities and their dreams
3. Make an aware choice of their future life, both in choosing to attend university or to look for job

Some good results

- ▶ strengthening of networks and partnerships with different institutions and stakeholders aimed:
 - to encourage local experimentation and dissemination for operators and users, of educational guidance, methodologies, Information;
 - to provide effective tools to discover the characteristics of work exigencies expressed by companies; consequently to give the lines for the choices and training and the transition of young people to work;
- ▶ dissemination of the culture of work and enterprise, of innovation, of internationalization and scientific and technical culture
- ▶ Development and management of the alternating experience also in an international dimension in order to:
 - to facilitate the transition between school / universities and businesses
 - to promote the training of human resources adequately skilled to operate in an international context, highly desired by those Italian companies interested in global markets as strategic part of their growth

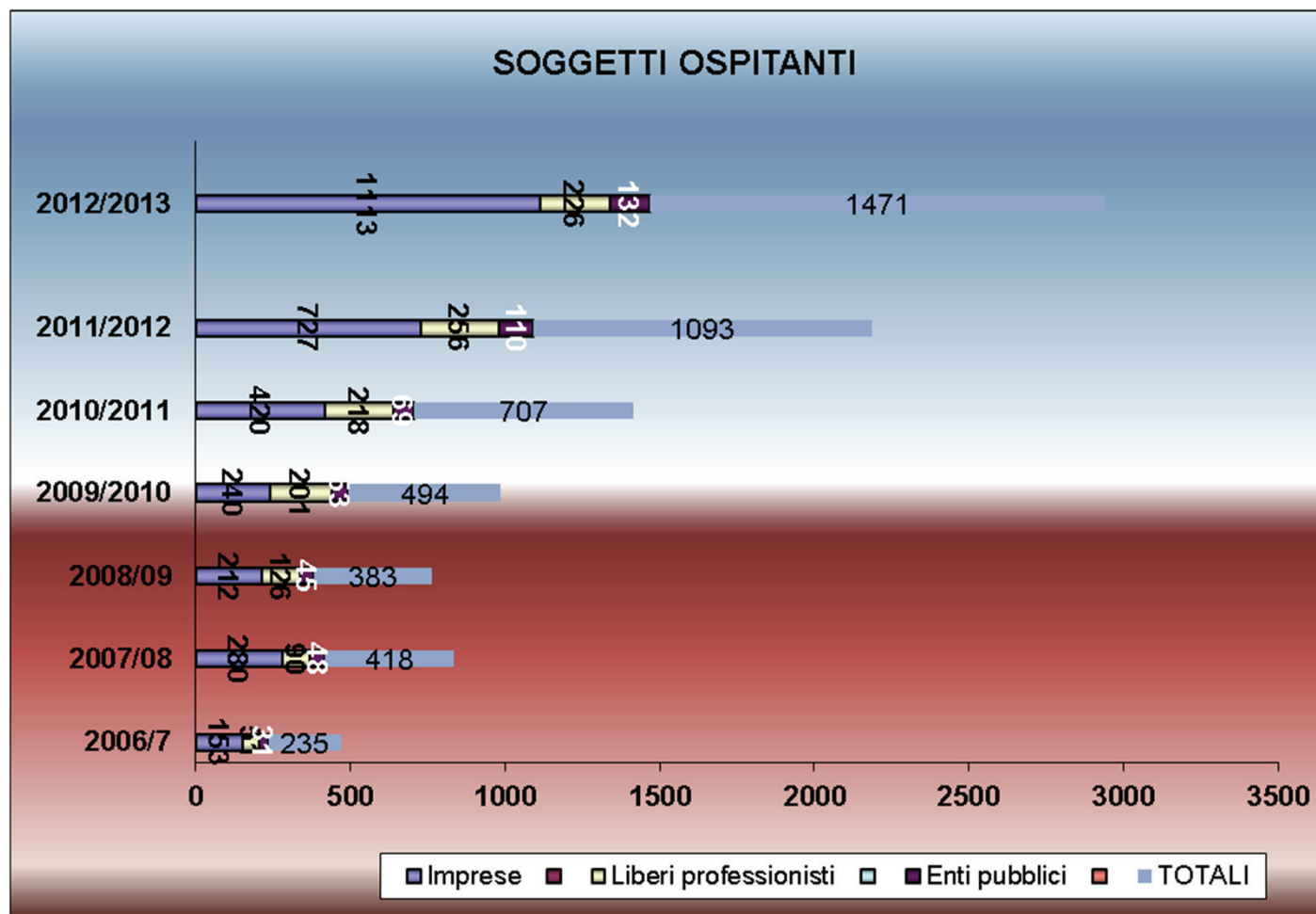
Some figures...

ANNO	cl. 3 [^]	cl. 4 [^]	cl. 5 [^]	N. SCUOLE	N. IMPRESE
2006/2007	204	322	0	11	235
2007/2008	671	594	0	13	418
2008/2009	742	558	0	13	383
2009/2010	871	791	0	13	494
2010/2011	940	912	0	13	707
2011/2012	1489	1462	300	18	1093
2012/2013	1781	1860	443	20	1471

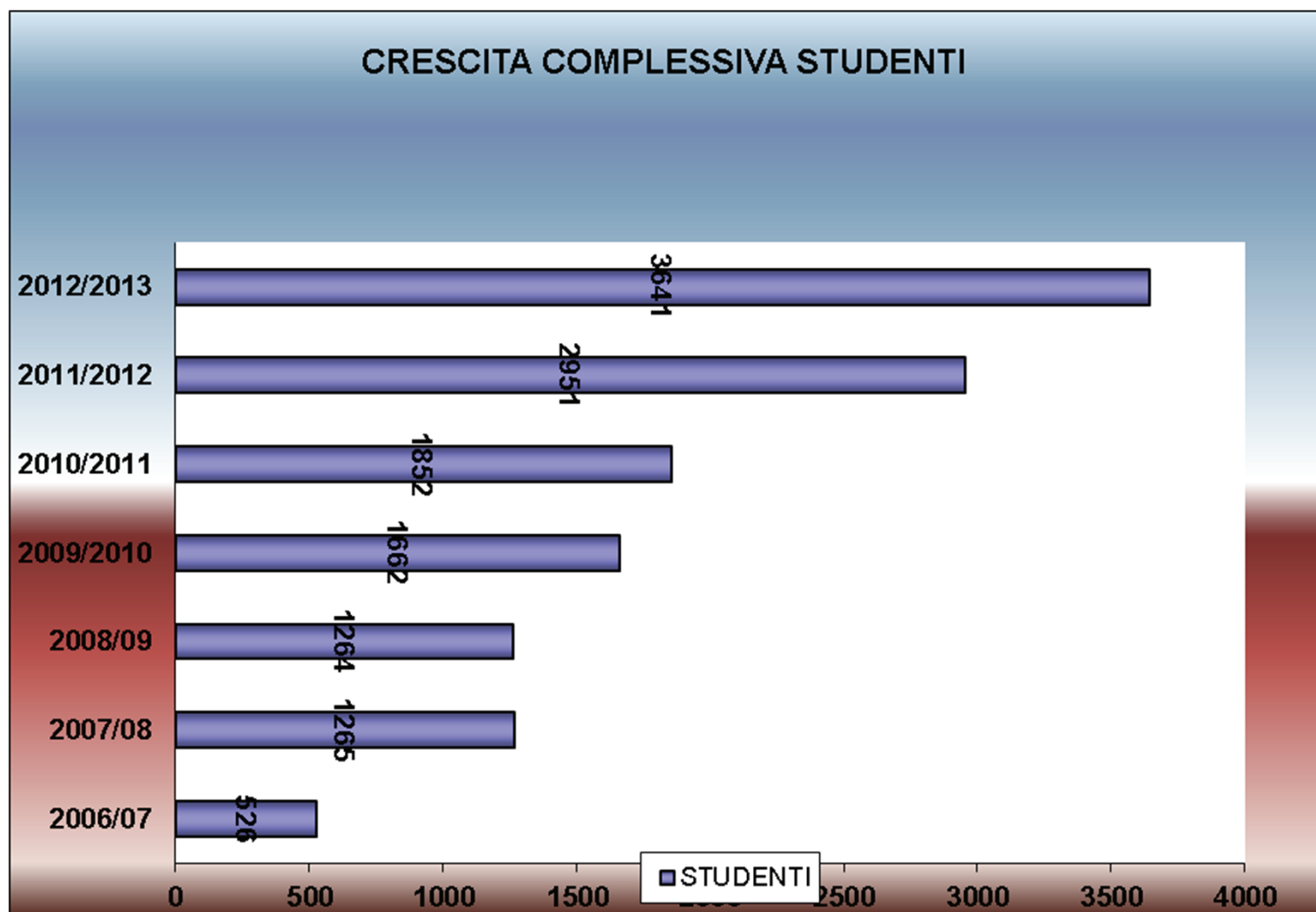


Placements

	2006/7	2007/08	2008/09	2009/2010	2010/2011	2011/2012	2012/2013
Imprese	153	280	212	240	420	727	1113
Liberi professionisti	51	90	126	201	218	256	226
Enti pubblici	31	48	45	53	69	110	132
TOTALI	235	418	383	494	707	1093	1471



Figures are increasing



How it works!

- ▶ Training for students of the 3rd year: visits and meetings with local companies, seminars on specific topics
- ▶ Training and internship (120 h) for students of the 4th year, seminars on specific topics and study visits
- ▶ Training for tutors and teachers, seminars for companies and stakeholders

Activities 2009-13

Training about innovation	for students, teachers and students
a project for your life	training and competition for students of the 3rd year for the preparation of a business plan
tutors training	seminars on specific subjects and issues
start a new enterprise:	how to create and open a new company or professional activity, trainers from professional and economic association, business register of the chamber of commerce
artistic craftsmanship	for the students of the 3rd year to discover old and ancient crafts
Specific topics for specific seminars	E-commerce and web, green economy, statistic research and figures about companies, territory, unemployment, economic growth and social issues
Flying to Europe	training for students to discover Europe, its institutions and its opportunities

How do we work and collaborate with our partners

▶ An ad hoc COMMITTEE has been formed, with the representatives of schools, companies, local public institutions, universities, professional and economic associations;

▶ The COMMITTEE has the following functions:

The committee

- ▶ Definition of the annual program (objectives, actions, tools, timing);
- ▶ coordination of initiatives for the development of education, guidance, vocational and entrepreneurship training;
- ▶ sharing information on orientation and training projects in order to work out synergies;
- ▶ design and implementation of concerted and shared alternating paths/activities, guidance and training workshops;
- ▶ dissemination of training courses or work placement;
- ▶ cooperation for the development of joint actions for the improvement of expertise in training design and training for operators;
- ▶ consolidation and strengthening of the learning processes, including the assessment of abilities and skills and eventual certification useful in the job market.

Working experience during school: a shared process

We achieved a common will to offer more customized experiences and itineraries, in articulated times and different training areas; supported by more qualified subjects and contents that can harmonize the possession of a solid basic education with the development of specific skills.

The rapid changing of knowledge and the increasing globalisation of the economy oblige to a strengthen a growing collaboration between educational institutions and companies; because schools and enterprises can provide young people with better support for the understanding and the achievement of their personal and professional aspirations and DREAMS....



Our project does not just mean making common initiatives, but also and above all share goals and activities that develop mutual trust and social responsibility to participate.

**Thanks for your
kind attention**