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**ERASMUS+ PROGRAMME
Erasmus+ - Key Action 2
Capacity Building in the Field of Higher Education**

Project Number: 561708-EPP-1-2015-1-DE-EPPKA2-CBHE-JP

Vocational training center for undergraduate university students and teachers
in Jordan (VTC)

Training Workshop

March 12 to 16
2018

**Hochschule für Technik, Wirtschaft und Kultur Leipzig (HTWK Leipzig)
Karl-Liebknecht-Straße 132, 04277 Leipzig, Germany**

Lipsius-Bau , Room: Li203 and Li 204

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First day, March 12	
09:30 – 10:00	Registration
10:00 – 10:15	Welcoming (Project Coordinator at HTWK)
10:15 – 16:00	<p>Critical Thinking in Problem Solving and New Ideas</p> <p>The training in critical thinking in problem solving and new ideas highlights what problems are, who deals with them, how understand what a problem is, and how to deal with them. Also, a critical view is taken towards the current discussion around “compliance” and the consequences on innovation.</p> <p style="text-align: right;">Prof. Dr. Claus Baderschneider</p>
16:00-	Discussion and Closing

Second day, March 13	
09:30 – 10:00	Registration
10:00- 16:00	<p>Dialogue, Interaction and Conversation Skills</p> <p>Based on an approach that uses information use and solution focus as a base for developing preferences in taking decisions, the training highlights how these preferences can help understand and do explain how interaction results in a “good” or “bad” relationship. The role of communication and thus conversation skills is focused.</p> <p style="text-align: right;">HTWK Leipzig</p>
16:00-	Discussion and Closing

Third day, March 14	
09:30 – 10:00	Registration
10:00- 16:00	<p>Sales and Marketing Skills</p> <p>Using the insights of the “Dialogue, Interaction and Conversation Skills” training, this session takes these skills into the business arena. Given that good personal relationships do eventually translate in good consulting and thus in good service to</p>



	the client, this should also influence the profitability of a customer relationship. HTWK Leipzig
16:00-	Discussion and Closing

Fourth day, March 15	
09:00 – 09:30	Registration
10:00-16:00	<p>Start your own business Covering a progression of topics necessary for successful business creation, focusing on the business plan development. This step will include mindset, ideation, planning, action and strategy. Rather than just describing what to do, the focus will be on guiding the trainees through the process of actually doing it. The session will describe the four main chapters of the of the business plan, (Management plan, Production (Operational) plan, Marketing plan and Financial plan)</p> <p>This session will bring the most benefit tools and lessons discussed together to launch a business. It may not be in a detailed course, but it will be a functional knowledge to give you the execution capability to start something you are passionate about.</p> <p>HTWK Leipzig</p>
16:00-	Discussion and Closing

Fifth day, March 16	
09:00 – 09:30	Registration
10:00-17:00	Visit HTWK Leipzig, Visit University of Leipzig and Innovation and Vocational training Centers in Leipzig
16:30-17:00	Closing



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