



Registration and Presentation	
From 9:00 to 9:15 am From 9:15 to 9:20 am From 9:20 to 9:30 am	Registration and reception. Opening. Manolo Pelarda. <i>Responsible of UGT-Balearic Islands.</i> Skills4jobs presentation. <i>Maider Calvo Irastorza.</i> Innovation and Project Management. UGT-Balearic Islands. Spain
Actual Situation	
From 9:30 to 10:00 am	Presentation: What's the current context of the Public Employment Services (PES): how it is structured, main activities, what people needs it is giving priority, etc? <i>Chair: Lydia Wilton.</i> Manager, City Limits Employment. Southampton City Council. United Kingdom. <ul style="list-style-type: none"> <i>Federico Muñiz Alonso.</i> Deputy Director General of Statistics and Information Public Service of Employment. Ministry of Employment and Social Security. Spain. <i>Enrico Garau,</i> Expert in Labor Market and Policies. Regional Employment Agency. Autonomous Region of Sardinia. Italy. <i>Karolina Kleinotaite Gorodnicenko.</i> Head of Labor Market Services of Siauliai. Lithuania.
From 10:00 to 10:45 am	Round of questions: <ul style="list-style-type: none"> - How do you work with companies? - What careers advice do companies receive? - What are the main barriers and objections you receive from companies? - What is the incentive for companies to work with agencies? - How are these relationships evaluated? - How do companies take employment trends/needs into consideration?
From 10:45 to 11:15 am	Coffee Break
Justification	
From 11:15 to 11:30 am	Presentation of Actions Proposal. <i>Maider Calvo Irastorza.</i> Innovation and Project Management. UGT-Balearic Islands. Spain
From 11:30 to 11:45 pm	Subsidized training in Spain, is a resource that can access all companies: Why harvest levels of this formation are so low in SMEs? <i>Jordi N. Adrover.</i> Consultant in human resources and Expert in training for Business. Founding member of Mas Humana. Palma de Mallorca. Spain.

From 11:45 to 12:00 pm	<p>Benefits of reducing passive attitudes and resistance to change for companies. <i>Juan Díaz Campos.</i> Member of the European School of Coaching (EEC) and the International Coach Federation (ICF) in the Balearics. Spain.</p>
Resources and Tools	
From 12:00 to 12:30 pm	<p>Main initiatives of the European Centre for the Development of Vocational Training (CEDEFOP). <i>Ilias Livanos.</i> Member of the CEDEFOP's Skills analysis team. Networks: Skillsnet, Project: EU Skills Panorama. Greece</p>
From 12:30 to 12:45 pm	<p>'Self Awareness' Tool. On-line diagnostic tool to assess individuals' soft skills, learning styles, enterprise skills and work role preferences. <i>Hilary Hale.</i> Apricot organization. United Kingdom.</p>
From 12:45 to 13:15 pm	Lunch
Best Practices	
From 13:15 to 13:30 pm	<p>Link with business and companies <i>Susan Mihelic.</i> Project and Business Co-ordinator at SASA. Southampton Advice Services Alliance. United Kingdom.</p>
From 13:30 to 13:50 pm	<p>1. Job Account for Employment Centers. 2. Outplacement of workers expelled from the labor market - Consortium of construction companies in Milan. 3. Business coach for commercial development <i>Roberta Dellepiane.</i> Career counselor and a skill assessment consultant of Consortium Management Training CONFORM. Genova, Italy.</p>
From 13:50 to 14:05 pm	<p>1. Tourism Job Posting, Maura Corda <i>Enrico Garau,</i> Expert in Labor Market and Policies. Regional Employment Agency. Autonomous Region of Sardinia. Italy.</p>
From 14:05 to 14:25 pm	<p>1. FPME & Q3 - Identification of training needs in companies and social economy organisations . 2. ValidAid - Validation of skills of low-qualified workers and job seekers. <i>Carla Duarte.</i> Business and Social Initiatives Center IEBA Coordinator. Mortagua, Portugal.</p>
From 14:25 to 14:35 pm	<p>The importance of marketing strategies for the screening and awareness in relation to companies. <i>Mariano Sbert Balaguer.</i> Expertise in processes of learning, development and change for professionals and organizations. Palma de Mallorca, Spain</p>
From 14:35 to 14:55 pm	<p>1. Marketing office. Verona. 2. Outsourcing the marketing services in the local Labour Office. Poland. <i>Aurelija Adomavičiūtė.</i> Psychologist in Centre for Social Innovations SIC. Šiauliai, Lithuania.</p>
From 14:55 to 15:00 pm	<p>Closing. <i>Maider Calvo Irastorza.</i> Innovation and Project Management. UGT-Balearic Islands. Spain</p>

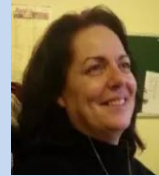
Speakers



Manolo Pelarda.



Jordi N. Adrover



Susan Mihelic



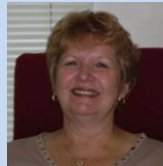
Maider Calvo Irastorza



Juan Diaz Campos



Roberta Dellepiane



Lydia Wilton.



Ilias Livanos.



Maura Corda



Federico Muñiz Alonso.



Hilary Hale



Carla Duarte



Enrico Garau



Mariano Sbert Balaguer



Karolina Kleinotaite
Gorodnicenko



Aurelija Adomavičiūtė