



UNIVERSITÀ
DEGLI STUDI
DI PALERMO



Lifelong Learning Programme



CEDEFOP

CEDEFOP STUDY VISIT N°162

Study visits for education and vocational training specialists

Palermo June 11th - 14th 2012

The programme features presentations of different members of organizations involved in entrepreneurship activities. The study visit participants are encouraged to have a short presentation in any of the sessions that they believe can contribute with their experiences from their countries.

Day 1 June 11 th 2012	Time schedule	Contents
Morning	08.45 a.m.	Meeting in the Joli Hotel lobby and transfer to ARCA , Incubator of the University of Palermo, Campus University, viale delle Scienze, building n°16, www.consortioarca.it . (<i>Foreign participants only</i>)
	09.15 a.m.	Welcome Leoluca Orlando , <i>Mayor of Palermo</i> Roberto Lagalla , <i>Rector of the University of Palermo</i> Antonio Valenti , <i>Admin. Director of the University of Palermo</i> Ada Maria Florena , <i>Delegate for Mobility</i> Maurizio Leone , <i>Delegate for Scientific relevant research activities</i>
	09.45 a.m.	Start of the session meeting Introduce participants to each other and gather information on their organizations (5 minutes each). They will be invited to choose a study visit reporter
	11.00 a.m.	Introducing ARCA , the business incubator of the University of Palermo, Umberto La Commare , <i>ARCA President</i> Main issues: "Creativity and entrepreneurship", Umberto La Commare , <i>President of ARCA</i>
	11.30 a.m.	"The role of the incubator in enhancing technology transfer and open innovation and its social relevance for the growth of green economy" Fabio Maria Montagnino , <i>Managing Director of ARCA</i>
	11.45 a.m.	"ARCA international activities", Silvana Di Bono , <i>EU project advisor</i> "The chances offered by EEN – Enterprise Europe Network", Anna Sangiorgi , <i>EU project advisor</i>
	12.15 p.m.	"Entrepreneurship education": <ul style="list-style-type: none"> • training activities for undergraduate students Salvatore Tomaselli, <i>member of ARCA Board of Directors</i> • the international dimension of Entrepreneurship Education Monica Guizzardi, <i>EU project advisor</i>



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Afternoon	01.00 p.m.	Question/answer session
	01.30 p.m.	Lunch at the Campus University Canteen viale delle Scienze ed. 2 (not offered)
	03.00 p.m.	“The added value of supervised work placements at innovative start-ups. Procedures for accessing the start-up incubation process”, Fiammetta Pantò, Management Support Team
		“Meeting ARCA start-ups”: <ul style="list-style-type: none"> • TICONZERO: a sectoral cluster of start ups (Claudia Spinnato) • InformAmuse: Apps for information, culture and tourism (Antonio Gentile) • YAM: design of innovative boats (Francesco Belvisi) SNAP: creative design (Salvatore Buda)
	05.00 p.m.	Main issues: <ul style="list-style-type: none"> • Experience of incubation done and its development • Mechanisms of cooperation and networking realized within and outside the incubator
	05.30 p.m.	Question/answer session
	06.00 p.m.	End of the session meeting and transfer to the hotel by minibus (<i>Foreign participants only</i>)
	08.00 p.m.	Meeting in the Joli Hotel lobby for the social dinner . (<i>Foreign participants only</i>)
	08.30 p.m.	Social dinner at Palazzo Fatta, piazza Marina, 19 (offered by the University of Palermo)



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Day 2 June 12 th 2012	Time schedule	Contents
Morning	09.00 a.m.	Meeting in the Joli Hotel lobby and transfer to C.O.T. (Centro di Orientamento e Tutorato – Vocational and Guidance Center), Campus University, viale delle Scienze, building n°2, www.orientamento.unipa.it . <i>(Foreign participants only)</i>
	09.30 a.m.	Start of the session meeting Introducing C.O.T. , Alida Lo Coco , <i>C.O.T. Manager</i>
		Main issues: <ul style="list-style-type: none"> • vocational guidance • tutorship and peer to peer education • job placement
	11.00 a.m.	Coffee break
	11.30 a.m.	Question/answer session
Afternoon	01.00 p.m.	Lunch at the Campus University Canteen, viale delle Scienze ed. 2 (not offered)
	03.00 p.m.	Introducing Associazione SINTESI , viale delle Scienze, ed. 6 www.associazionesintesi.it , Salvatore Cincimino , <i>SINTESI's President</i>
	03.30 p.m.	Introducing Start Cup Palermo , a business plan competition, Giovanni Perrone , <i>Rector's Delegate for Start Cup Palermo 2012</i>
		Main issues: <ul style="list-style-type: none"> • What is Start Cup • How it works • Main results • Entrepreneurship training courses
	04.30 p.m.	Question/answer session
	05.00 p.m.	End of the session meeting and transfer to the hotel by minibus
		Free evening



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Day 3 June 13 th 2012	Time schedule	Contents
Morning	09.00 a.m.	Meeting in the Joli Hotel lobby and transfer to the Botanical gardens of the University of Palermo, via Lincoln 2/a. (<i>Foreign participants only</i>)
	09.30 a.m.	Start of the session meeting Introducing UniNetLab , the Network of University Laboratories, Leopoldo Ceraulo , <i>Director of Network of University Laboratories – UniNetLab</i> Main issues: <ul style="list-style-type: none"> • Research projects • Training activities
	10.30 a.m.	Coffee break
	11.30 a.m.	Introducing Industrial Liaison Office (ILO) , http://portale.unipa.it/amministrazione/arearicercasviluppo/ilo/ Antonino Valenza , <i>president of the Commission for patents.</i> Main issues: <ul style="list-style-type: none"> • Stage and placement activities • The difference between academic spin-off and university spin-off • The patent and the procedures to obtain it
	12.30 p.m.	Question/answer session



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Day 3 June 13 th 2012	Time schedule	Contents
Afternoon	01.00 p.m.	Lunch (offered) at the Botanical gardens of the University of Palermo, via Lincoln 2/a.
	03.30 p.m.	Round table: "Innovation in Sicily: the results of University Industry nexus". Participants: <ul style="list-style-type: none"> • Giada Platania from Confindustria Sicilia, the regional confederation of small and medium enterprises; • A representative of the Municipality of Palermo; • Alida Lo Coco, C.O.T. Manager; • Giovanni Perrone, <i>Professor of Management Engineering;</i> • Antonio Purpura, <i>Rector's Delegate for the relationships with enterprises, for the Industrial Liaison Office activities and for the coordination of stage and placements;</i> • Letizia Staropoli, <i>a representative of the Science and Technology Park of Sicily</i>
		Question/answer session
	05.00 p.m.	End of the session meeting and transfer to the hotel by minibus. <i>(Foreign participants only)</i>
	05.30 p.m.	Free evening



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Day 4 June 14 th 2012	Time schedule	Contents
Morning	09.00 a.m.	Meeting in the Joli Hotel lobby and transfer to ARCA, Incubator of the University of Palermo, Campus University, viale delle Scienze, building n°16, www.consorzioarca.it . (<i>Foreign participants only</i>)
	09.30 a.m.	Start of the session meeting Participants and hosting institutions share ideas and make comments about what they mutually learnt from the study visit Report on the study visit
	11.00 a.m.	Coffee break
	01.00 p.m.	End of the session meeting and transfer to the Hotel Joli by minibus (<i>Foreign participants only</i>)