

SECTION 1 – PRESENTATION OF THE COMPANY

1.1 - PRESENTATION OF THE COMPANY

Aforisma is a School of Management with private capital, founded in 1996. It represents for the South of Italy an advanced laboratory of research, consulting and training. It works both in the national and European territory where Education and life-long learning play an outstanding role in the strategies of the company development and in the qualification of the Public Administrations. Aforisma aims at being a very active part of a Pole of excellence in the application of the management and development strategies, offering real operative tools. Due to the quality of the work, of the process and of the product Aforisma has become a supporting member of *ASFOR*.

1.2 – ACTIVITY OF THE COMPANY

Aforisma organizes masters post lauream for the graduated, refresher short courses and seminars for the professionals, also financed by FSE (European, national, regional and provincial Projects). All the private and public activities and projects are based on study and research. Being a School of Management for young professionals and people who already work in a company, Aforisma makes a complete analysis of the participants' needs through the services of career counselling and of competencies analysis. Aforisma also offers consulting services to analyse companies' training needs, the development of their human capital and their organizational process.

1.3 – KEY PROJECTS/KNOWLEDGE AREAS

- LASPP Methodology: Role playing laboratory for the shared planning (applied in n. 4 projects *Agenda 21 Locale*, in n.2 projects *Wetland* and in the pilot project "Counselling" within Leonardo da Vinci Programme)
- Monitoring and qualitative assessment systems -of the participants' learning, satisfaction and approval- in the Aforisma's post lauream masters
- Operative Counsellor's handbok: methodology tools and approaches, counsellor's training tools (pilot project "Counselling"-Leonardo da Vinci Programme)

1.4 – INTERNATIONAL PARTNERSHIPS

It has concluded some partnerships of exchange of best practices with public and private European bodies:

- **Oneco (Formación, Iniciativas, Proyectos)** – Sivilla (SP).
- **Università "Ștefan cel Mare" di Suceava** – Suceava (RO), Faculty of Economy.
- **Veszprém Megyei Önkormányzat Közgyűlésének** (Province of Veszprém) – Veszprém (HU).
- **Institut Européen Recherche et Formation (IERF)** - Paris (FR).
- **Commune di Bastia : Office de l'environnement de la Corse** – Bastia (Corse-FR).
- **Union Professionnelle Artisanale (UPA)** – Paris (FR).
- **IBIS ACAM Ltd** – Bratislava (SK)
- **AFPA (Association pour la Formation Professionnelle des Adultes)**– Ajaccio (Corse-FR)
- **INDE (Organização Cooperativa para a Intercooperação e o Desenvolvimento, CRL)** – Lisbona (PT)

SECTION 2 – SELECTED INTERNATIONAL EXPERIENCES

COUNTRY	PROJECT	DATE	FUNDING AGENCY
FRANCE SPAIN ROMANIA HUNGARY	LEONARDO DA VINCI Programme 2004 – Pilot Project “ <i>Counselling: certified professionals and processes</i> ” - Agreement n°: 2004 - I/04/B/F/PP-154110. Leader of the project: Province of Lecce (IT). Partner countries: Italy, France, Spain, Romania, Hungary. The aim of this project is to elaborate and dispread in Europe operative tools, methods that can be used by the Counsellor (The counsellor’s handbook) after the experimentation of these instruments. What is more, the project aims at defining and certifying the Counsellor’s competencies at a European level.	FROM 01/10/04 TO 31/01/07	European Commission - DG Education and Culture
FRANCE	EQUAL II PHASE 2004 - 1.1 - “ <i>Em.in.art: Emergence, Innovation, Handcraft</i> ” - Agreement n°: IT-G2-PUG-030. Leader of the Project: Confartigianato of Lecce (IT). Partner countries: Italy, France and Corsica (FR). The aim of the project is to look for the possible synergies between innovation and tradition in order to create new opportunities of autonomy work and new companies of handcraft; to start joined researches on the new techniques of productive innovation and of approaches to the labour market.	FROM 01/07/05 TO 30/09/07	European Commission – Regione Apulia
PORTOGALLO SLOVAKIA FRANCE	EQUAL II PHASE 2004 - 3.1 - “ <i>SE&I: Synergies, Emergence, Innovation</i> ” - Agreement n°: IT-G2-PUG-029. Leader of the Project: CCIAA (IT). Partner countries: Italy, Corsica (FR), Slovakia, Portugal. The project aims at supporting those who have a temporary and marginal job during the emergence process of their irregular or semi-irregular work connected with technical innovations (ex. plant engineering, domestic appliances repair, self-repair, web sites creation).	FROM 01/07/05 TO 30/09/07	European Commission – Regione Apulia