

Pilot course on international project management

Background – the 3xC project

Coordination/Cooperation/Cultural context – 3xC – Tandem Learning Program of Transnational Cooperation for SMEs is a Leonardo Transfer of Innovation project, co-financed by the European Commission. The idea of the project is to offer a learning programme in the area of project-oriented international cooperation, especially for innovative SMEs (Small and Medium Enterprises).

All of the partners involved in the project share their interests with regard to new information communication technologies (ICTs) and its use in designing and delivering innovative education programs for SMEs. The partners were appointed to participate in the project on the basis of their expertise in the field of ICT-enabled learning, experience in dealing with SMEs and their international projects portfolio.

Course objectives

The course primary objective is to equip representatives of SMEs with the knowledge and skills for transnational project management. The focus will be put on the initial stage – project idea development, efficient communication, partnership building and project development. Participants will access the e-learning platform with carefully selected contents on transnational project management. Additionally they will be tutored by experienced project managers. To enrich the learning experience, participants will be asked to establish tandems with foreign colleagues. Through joint activities resembling real life situations they will obtain practical knowledge and skills.

Course rationale

The enterprise sector – mainly SMEs, especially from the new EU countries (EU-12) – insufficiently participates in transnational projects. That results in a very low level of internationalization of these companies. This is especially true for project-based cooperation in contrast to contractual cooperation. Comprehensive cooperation, which is not associated with simple trade relations, but rather with the more “sophisticated” and ambitious goals of international cooperation - like common research and innovative projects, joint ventures, or common export activities on other markets – provides quite a challenge.

These transnational cooperation activities require special skills and experience as well as building long-term relations based on trust. In that case good communication and understanding of the cultural considerations of foreign partners are key success factors. At a later stage, good management and the coordination of the transnational partnership is the next crucial factor of success of such projects. The course will cover all these aspects.

Course tutors



Maciej Piotrowski, PhD – defended his doctoral thesis (2007) on perspectives for new business strategies development in Poland. Coordinator of several international research-implementation projects in the field of e-business and education. Involved with institutions and independent experts in this field including the University of Barcelona, Foundation for Research and Technology - FORTH (Heraklion), Institute for Future Studies (Innsbruck), the Chamber of Industry and Commerce in Frankfurt, Australian Catholic University, and others. Since February 2008 in the position of General Director of the Institute of Economics.



Thomas Deharde has been involved in European projects since 1994. Within the framework of European projects he specialized in the development of e-learning courses and materials. He has been coordinator and partner in Lingua, Leonardo, Socrates, Grundtvig and Equal projects, his tasks ranging from project management, programming, research, documentation and studies, vocational training, or (financial) reporting. Languages: German and English

Requirements from participants

- ✓ Because of its international nature, the course will be provided in English. Therefore all participants must be able to operate in this language environment.
- ✓ The learning methodology is enriched by supporting IT solutions – messengers, VOIP, e-mail, discussion forums, etc. – it is planned to adopt the tandem learning methodology to enrich the learning experience through real project management situations involvement.
- ✓ The main goal of 3xC is to strengthen SMEs transnational cooperation. The course is therefore addressed to SME representatives or other institutions planning to cooperate with partners from other countries

Course modules and scheduling

All workshops are provided online via a Moodle platform. As an addition or alternative, the first and last workshops are also designed and provided as in onsite. The modules include:

1. Introduction to the project, the course and its goals.

Face to face workshop

Date: 23rd February
Venue: Sonnenalle 223, Berlin
Schedule: 10:00 – 16:00

2. Clear and Concise Explanation of the project idea.
3. Identification of Partners – Partnership Building.
4. Communication – Approaching Partners.
5. Project Development – Defining Goals, Outcomes, and Products.
6. Project Implementation – Time Planning and Task Allocation.

Modules 2 – 6 online

Website: <http://3xc.ig.wsiz.pl/moodle>

7. Reflection, Resume and Feedback.

Face to face workshop

Date: To be determined
Venue: Sonnenalle 223, Berlin
Schedule: 10:00 – 16:00

The time frame of each workshop varies depending on the provided content and the experience of the participants. As a rule of thumb, we anticipate each module will require about 8 hours of participant activity. The whole course can be done in 5 weeks, depending on the participant and his or her tandem partner.

Registration / contact information

Please confirm your participation via sending an e-mail to your local coordinator:

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