

# Newsletter

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## EDITORIAL

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## Partners meet *Innocert International* in Graz

From October 6<sup>th</sup> – October 8<sup>th</sup> *bit media* organized the 3<sup>rd</sup> partner meeting of VITA virtual training Project in Graz.

Besides the usual project work the team could hear experiences with independent international certifications.

Dr. Ernst Karner, manager of *InnoCert International* explained the challenges of establishing certification structures and the main objective: establishing

recognition and increasing the value of a specific certification.

This shows that the plan of VITA, having a certification based on the European Qualification Framework and recognized in all participating countries is good, valuable and necessary.

The workshop has been very constructive; some of the outcomes are presented in this newsletter.

## Developing training curricula

The first training phase of VITA will consist of a “train-the-trainers” session. 2-3 trainers or teachers from each participating country will learn how to use Second Life for educational purposes, including presentations, as simple virtual classroom and as simulation environment.

For a high inclusion of these experts’ know-how each of them will conduct at least one session using Second Life as new method of training and simulation.

The second phase of training will target young entrepreneurs and/or sme’s managers in a multicultural environment, in a classroom of participants from all the countries present in the partnership.



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## International survey— managers' competences

The data collection phase of this international survey is finished. At the moment the raw data is being processed for getting correlations, significances and other statistic results.

Here we present the results, according to the scale of answers.

### Rank of most important competences

100 ↗ essential  
66 ↗ important  
33 ↗ little important  
0 ↗ not important

Innovative spirit	82
Fulfilment of tasks and goals	81
Communication skills	80
Negotiation and decision-making abilities	79
Ability to plan and control: direct costs, overhead costs, cost prices, gross and net ...	77
Ability to discover new opportunities	77
Self-confidence	77
Ability to build and lead a team (leadership spirit)	76
Project management ability	74
Attitude towards uncertainty and risk	73

### Rank of the training needs

100 ↗ I need training  
50 ↗ I need an over-view  
0 ↗ I don't need training

Ability to create and provide Strategic/Tactic/Operational plans	48
Ability to discover new opportunities	45
Knowledge about foreign trade and international business relations	44
Ability to plan and control: direct costs, overhead costs, cost prices, gross and net sales price, and ...	44
Knowledge about accountancy and taxes	41
Process analysis and change management	40
Knowledge of legal requirements for business	40
Project management ability	40
Understanding the different forms of financing (self-financing, external financing)	39
Basic skills for sales planning	38

### Survey facts

- ↘ 152 answers from managers
- ↘ 6 countries
- ↘ 2 scales: importance of competence and training needs towards competences

## VITA - campus BLOG



The history of development of VITA's campus in Second Life was reported by the development team of UTAD. The different stages and impressions can be seen on <http://vitaproject.blogspot.com>.

Here we want to thank the development team which already got reduced from 4 to 2 members:

A warm thanks and farewell to Cristóvão Costa, who managed the entire team and did his fair share of building, terraforming (he was the first team member to experiment with terraforming tools), content development, etc. – and to Jorge

Alexandre Pereira, who was part-time builder but nevertheless essential and skilful, having been ingenious and imaginative, coming up with nice aesthetic arrangements and solutions.

Cristóvão and Jorge were part of the two original groups of students who had surveyed several Second Life campi and from that survey created the VITA campus plan. Their departure marks the first “passing the flag” moment in VITA building – it is now up to Nelson Silva and Ana to proceed with the development of the campus and the educational tools.

## Setup of virtual campus

The 3D campus of VITA contains buildings and areas according to the culture and architecture of the partner's countries. Examples are a Greek temple, a Romanian castle or some typical Portuguese boats which were used to transport the famous Port Wine.

These different styles give an international flair to the project area in Second Life. Nevertheless there is a common principle in these country-specific locations.

### We find 3 main areas:

- a common meeting place (“the presentation room”)
- an informal meeting location (“the lobby or lounge”)
- a building area (“the workshop”)

Find more about the didactical approach to these areas in our website.



## Campus Inauguration

The inauguration of the VITA campus in Second Life is already in planning. This October , the area was opened for the public and can be accessed (if Second Life is installed on your computer, please check [www.secondlife.com](http://www.secondlife.com)) via:

<http://slurl.com/SecondLife/VITA%20Project/5/215/38/>

## Participation in Events and Publications



### ↘ Slactions 2009

One VITA member, Leonel Morgado (UTAD, PT) was organizer of the first multinational synchronous education conference in Second Life. <http://www.slactions.org>

The partnership have submitted a paper and Clara Rodrigues (avatar Nati Cisse) (IPBeja., PT) presented the paper in Second Life.

This conference showed how huge number of participants can be managed. Several “real life” conference rooms got represented by one avatar for interactions, purely passive members could watch a streaming video of the conference.



### ↘ CENTERIS 2009

João Varajão from UTAD presented “Profile of the SME manager - Competences defining the profile of the European entrepreneur.” in “Proceedings of the CENTERIS 2009 – Conference on ENTERprise Information Systems, 7-9, October 2009, Ofir, Portugal”, ISBN 978-972-669-929-3, pp. 725-726, Vila Real, Portugal: UTAD.

### ↘ Future Publication

João Varajão also coordinated the project team in writing a chapter for the book “E-Business Issues, Challenges and Opportunities for SMEs”.

### ↘ DULP 2009 conference

DULP stands for Design inspired learning - Ubiquitous learning - Liquid learning places - Person in place centred design. The aim of all the participants was to reflect on a new paradigm for learning, both in a pedagogical and technological terms.. On September 14th-15th, in Rome, DIDA has participated with a VITA presentation has represented the SME's point of view in developing and using virtual environments for learning,

## Get in touch ...

### WEB

[HTTP://VITA.BITMEDIA.CC](http://vita.bitmedia.cc)  
[HTTP://VITAPROJECT.BLOGSPOT.COM](http://vitaproject.blogspot.com)  
[HTTP://SLURL.COM/SECONDLIFE/VITA%20PROJECT/5/215/38/](http://slurl.com/secondlife/vita%20project/5/215/38/)

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