

## DELIVERABLE: 1.2

Workshops of partners with main stakeholders and with mobilized key market actors

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Setting up national qualification and training scheme for craftsmen in the Czech Republic and developing the further offer of training courses in Slovakia, Austria and Bulgaria.

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## 1 Executive summary

The Deliverable *D1.2 Workshops of partners with main stakeholders and with mobilized key market actors* provides the results of meetings with stakeholders, most relevant for the project activities, in two main target countries, Czechia and Slovakia.

At each project milestone, the partners have organised consultations with key actors at national level to review external factors of successfully rolling out and performing the project actions. This has insured an active involvement of stakeholders into the project activities. The workshops at national level related to the results of the bilateral meetings with main stakeholders were organised as a part of the Deliverable 6.1 Meetings of the stakeholders' dialogue. The results of the consultations and workshops were analysed and incorporated into the project activities, insuring an adequate response to the stakeholders' needs.

The full list of stakeholders, with whom the project consultations were organised, is contained in an Excel file that constitutes an internal and confidential appendix to this deliverable.

## 2 Stakeholder identification and engagement

Several key national stakeholders have been already identified during the preparation phase of the project. Among them are 18 organisations that expressed their interest to participate in the project by delivering a Letter of Support. On top of that, the most relevant stakeholders have been identified within the task 6.1.1 Identifying major stakeholders. The key actors were categorised in the following categories:

- A - policy makers;
- B – companies and owners;
- C – associations and chambers;
- D - educational institutions;
- E - other organisations.

The main objective of the consultations with stakeholders at national level is to attract relevant actors so that they are acquainted with the project, participate in the project's activities organised for the stakeholders, and, if relevant, become active users or promoters of the training content developed within the project.

All national partners are experienced entities with many contacts among potential stakeholders. The main activity of this task was, therefore, to address and establish cooperation with the stakeholders in existing networks, rather than search for key actors, unknown before.

Each group of stakeholders was contacted with a tailored key message. Three means of communication were chosen for the consultations – online, face-to-face or phone call. The most important actors were engaged directly through a bilateral one-to-one meeting. Based on the meetings held, the stakeholder database has been completed - the entries were filled in an Excel table.

Table 1: Stakeholder entry template.

<b>Stakeholder Identification</b>	
Name	<i>Name Surname</i>
Organisation	<i>Ministry of Industry and Trade</i>
Type of Stakeholder	<i>Ministry</i>
<b>Event Identification</b>	
Event	<i>Bilateral meeting</i>
Location (if applicable)	<i>Prague</i>
Link (if applicable)	<i><a href="https://www.craftedu.eu/events.html">https://www.craftedu.eu/events.html</a></i>
Means of Communication	<i>On-line/ face-to-face/ phone call</i>
Date	<i>DD/MM/YYYY</i>
<b>Event Content</b>	
Highlights, content (briefly)	<i>Presenting education towards nZEB or Building future activities, training of trainers, training content, on-site quality, craftsmen, ULOs, increasing of energy savings etc.</i>
Relevant WPs	<i>WP3</i>

### 3 Stakeholders' consultations

This section summarizes stakeholder consultations held by the national partners. First, overall statistics and description of the types of stakeholders, chosen for the consultations, are presented and followed by two country sections, which gives an overview of stakeholders, engaged through bilateral consultations and, subsequently, on project workshops, in the target countries.

The following general agenda was developed by the partners for a stakeholder meeting and tailored to each type of stakeholder before the meeting.

#### **General agenda of a stakeholder meeting**

1. Importance and objectives of CraftEdu project.
2. Meaning of European projects in the preparation of craftsmen for the energy transformation in construction sector.
3. Buildings' energy efficiency programmes.
4. The position of craftsmen in the Czech Republic/ Slovakia.
5. nZEB standard in craftsmen education.
6. Training materials and e-learning offered by CraftEdu.
7. Needs of stakeholder related to CraftEdu.
8. Comments of the stakeholder to project activities.

After the consultations main outputs of the project were adjusted to the needs and requirements of the stakeholders – the learning outcomes, scope and the content of the project training programmes were modified accordingly and afterwards presented and discussed at the workshops.

#### 3.1 Overall assessment

In total 274 stakeholders of all categories were identified and engaged through bilateral meetings or online consultations in two main target countries. Of the five stakeholder categories, the majority of key actors are Companies and owners (category B) and policy makers (category A). Chambers and associations (Category C) also constitute a considerable part of the project stakeholders. The statistics of the types of engaged stakeholders are shown in Figure 1.

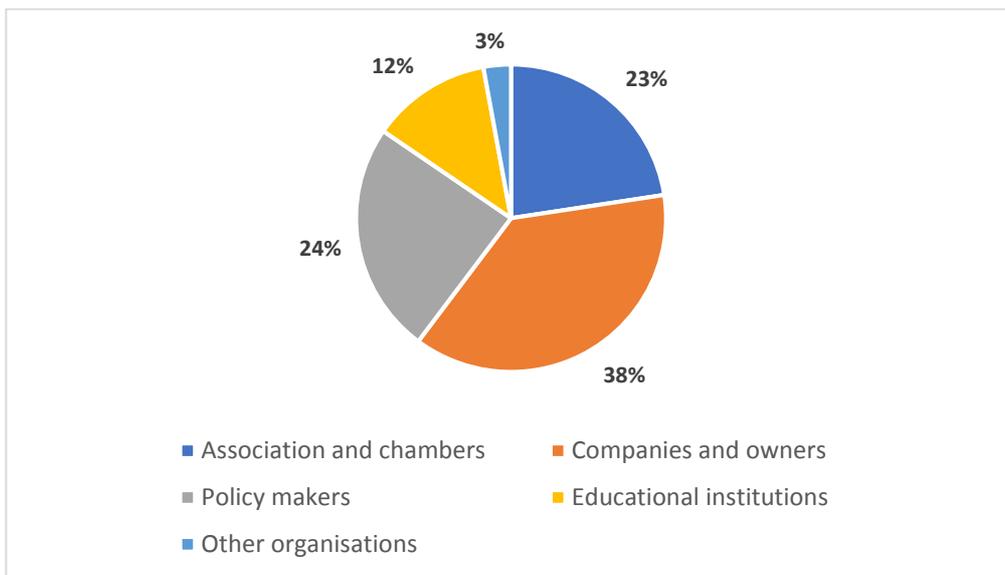


Figure 1. Classification of the stakeholders of the project.

Most of the consultations with stakeholders were held as a face-to-face meeting, using the advantages of personal contact, which is still hard to replace. Only 3% of the consultations were held by means of a phone call.

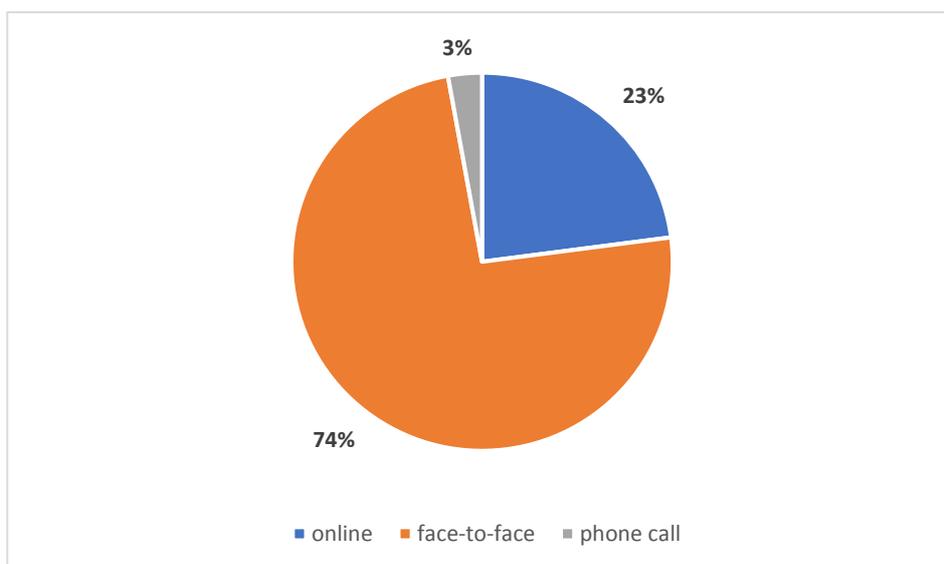


Figure 2. Means of communication with stakeholders.

### 3.2 Czech Republic

The bilateral meetings in Czechia were organised based on the experience and long-lasting partnerships of the project partners with different types of institutions. Consultations with 224 main stakeholders took place. They are distributed in the five selected categories as follows:

- A - policy makers – 41;
- B – companies and owners – 99;
- C – associations and chambers – 49;
- D - educational institutions - 29;
- E - other organisations - 6.

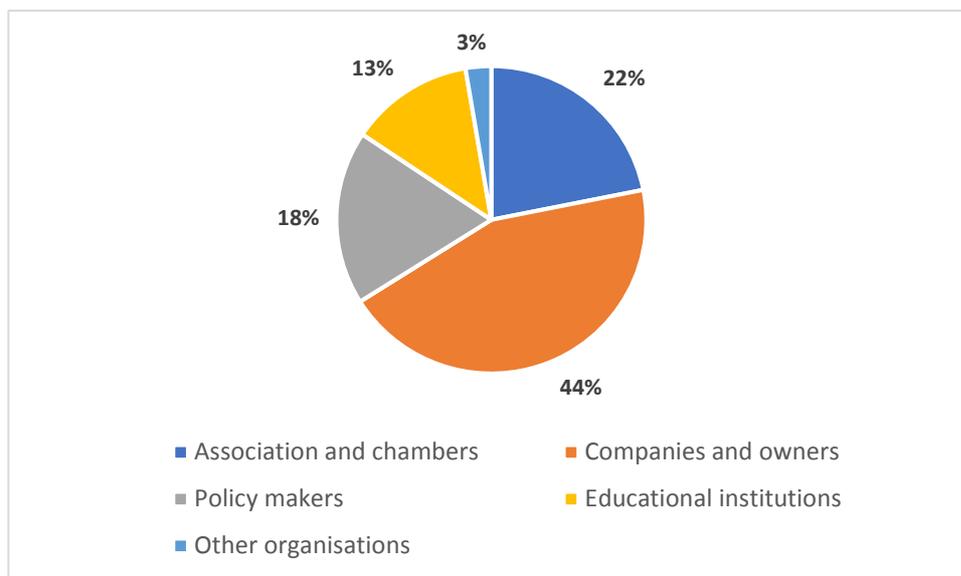


Figure 3. Classification of the stakeholders in Czechia.

In Czechia the focus was made on involvement of companies and professional associations and chambers into the project, as these types of stakeholders include the largest number of professionals with a need in professional upskilling provided by the project. Consultations organised with policy makers had a significant importance for the opportunity of incorporation of the developed training content into the current system of professional education.

### 3.3 Slovakia

In Slovakia bilateral consultations with 55 main stakeholders took place. Most of bilateral meetings were organised with policy makers, as the relevant companies were mainly addressed on regular meetings of the Association of construction entrepreneurs of Slovakia (ZSPS). Recommendations of professional associations and chambers had also an important influence on the development of training content within the project.

The stakeholders are distributed in the five selected categories as follows:

- A - policy makers – 27;
- B – companies and owners – 6;
- C – associations and chambers – 14;
- D - educational institutions – 6;
- E - other organisations - 2.

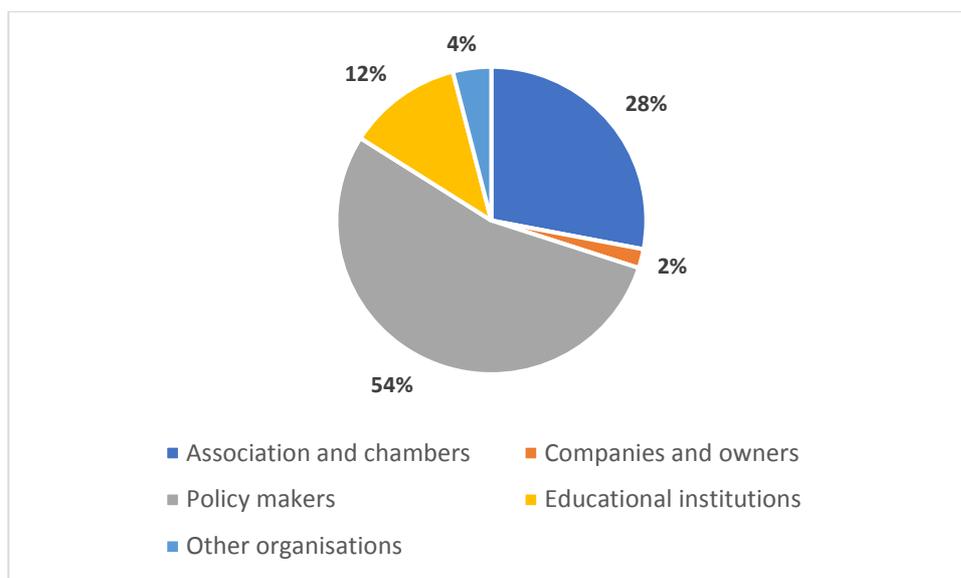


Figure 4. Classification of the stakeholders in Slovakia.

## 4 Workshops with stakeholders

Most of the stakeholders engaged into the project through bilateral consultations actively participated in the project workshops organised for the development of the stakeholders' dialog (for more details see D6.1 Meetings of the stakeholders' dialogue). The table below gives an overview of the project workshops.

*Table 2. Workshops and meetings of partners with main stakeholders.*

No.	Country	Event	Format	Date
1	Czechia	Project workshop for stakeholders' dialog	in-person	October 13, 2020
2	Czechia	Project workshop for stakeholders' dialog	online	November 18, 2020
3	Czechia	Project workshop for stakeholders' dialog	online	December 21, 2020
4	Czechia	Project workshop for stakeholders' dialog	online	December 29, 2020
5	Czechia	Project workshop for stakeholders' dialog	online	January 21, 2021
6	Czechia	Project workshop for stakeholders' dialog	online	January 25, 2021
7	Czechia	Project workshop for stakeholders' dialog	online	February 24, 2021
8	Czechia	Project workshop for stakeholders' dialog	online	February 25, 2021
9	Czechia	Project workshop for stakeholders' dialog	online	March 23, 2021
10	Czechia	Project workshop for stakeholders' dialog	online	March 31, 2021
11	Czechia	Project workshop for stakeholders' dialog	online	April 28, 2021
12	Czechia	Project workshop for stakeholders' dialog	online	April 29, 2021
13	Czechia	Project workshop for stakeholders' dialog	online	May 06, 2021
14	Czechia	Project workshop for stakeholders' dialog	in-person	June 22, 2021
15	Czechia	Project workshop for stakeholders' dialog	in-person	September 30, 2021
16	Czechia	Project workshop for stakeholders' dialog	in-person	November 29, 2021
17	Slovakia	Meeting of the working group	in-person	12.9.2018
18	Slovakia	Presidium ZSPS	in-person	25.10.2018
19	Slovakia	Presidium ZSPS	in-person	15.1.2019

20	Slovakia	Presidium ZSPS	in-person	5.2.2019
21	Slovakia	Meeting of the working group	in-person	28.2.2019
22	Slovakia	Presidium ZSPS	in-person	19.3.2019
23	Slovakia	Meeting of the working group	in-person	3.4.2019
24	Slovakia	Presidium ZSPS	in-person	16.4.2019
25	Slovakia	Presidium ZSPS	in-person	14.5.2019
26	Slovakia	Presidium ZSPS	in-person	26.6.2019
27	Slovakia	Dispute resolution processes with the Ministry of Transport, Construction and Regional Development	in-person	31.7.2019
28	Slovakia	Dispute resolution processes with the Ministry of Transport, Construction and Regional Development	in-person	14.8.2019
29	Slovakia	Dispute resolution processes with the Ministry of Transport, Construction and Regional Development	in-person	4.9.2019
30	Slovakia	Presidium ZSPS	in-person	11.9.2019
31	Slovakia	Sectoral council ZSPS	in-person	12.9.2019
32	Slovakia	Presidium ZSPS	in-person	23.9.2019
33	Slovakia	Presidium ZSPS	in-person	23.10.2019
34	Slovakia	Presidium ZSPS	in-person	13.11.2019
35	Slovakia	Sectoral council ZSPS	in-person	4.12.2019
36	Slovakia	Presidium ZSPS	in-person	29.1.2020
37	Slovakia	Sectoral council ZSPS	in-person	21.2.2020
38	Slovakia	Presidium ZSPS	in-person	26.2.2020
39	Slovakia	Sectoral council ZSPS	online	12.5.2020
40	Slovakia	Presidium ZSPS	online and in-person	20.5.2020

41	Slovakia	Presidium ZSPS	online and in-person	16.6.2020
42	Slovakia	Meeting of the working group	in-person	2.7.2020
43	Slovakia	Meeting of the working group	in-person	15.7.2020
44	Slovakia	Presidium ZSPS	online and in-person	15.7.2020
45	Slovakia	Meeting of the working group	in-person	5.8.2020
46	Slovakia	Presidium ZSPS	online and in-person	19.8.2020
47	Slovakia	Presidium ZSPS	online and in-person	16.9.2020
48	Slovakia	Sectoral council ZSPS	online	30.9.2020
49	Slovakia	General Assembly ZSPS	online	25.11.2020
50	Slovakia	Sectoral council ZSPS	online	10.12.2020
51	Slovakia	Presidium ZSPS	online and in-person	20.1.2021
52	Slovakia	Presidium ZSPS	online and in-person	17.2.2021
53	Slovakia	Sectoral council ZSPS	online	25.2.2021
54	Slovakia	Presidium ZSPS	online and in-person	17.3.2021
55	Slovakia	Economic Affairs Committee	online	7.4.2021
56	Slovakia	ZSPS expert commissions discussion	online	17.5.2021
57	Slovakia	Presidium ZSPS	online and in-person	19.5.2021
58	Slovakia	Meeting of the ZSPS expert commission for innovations	in-person	1.6.2021

## 5 Conclusions

In two main target countries, 274 stakeholders were identified and engaged through bilateral meetings or online consultations. The majority of these key actors are Companies and owners (category B) and Policy makers (category A). Chambers and associations (Category C) also constitute a considerable part of the project stakeholders.

Based on the stakeholder consultations and workshops quite considerable changes were made in the initial scope and content of the project training programmes. Based on the results of the meetings with professional associations, an additional training programme was developed for the profession of Window installer; the content of training materials for the Carpenter was significantly modified (see also D4.1 Pilot training courses in Czech Republic). The developed training content was applied in the project of the CZ Ministry of Labour and Social Affairs Competence 4.0, focusing on maximizing the opportunities offered by the fourth Industrial Revolution (Industry 4.0) to the labour market in the Czech Republic.

Units of Learning Outcomes (D2.1) and Pilot training courses in Slovakia (D4.2) were adjusted to the requirements of professionals, construction companies' management, and unions and associations. Thanks to the stakeholders' recommendations, the quality of training and e-learning content has substantially increased in the course of the project and now corresponds at greater extent to the current needs of construction sector in upskilling of professionals.

## 6 Annex 1 – List of stakeholders

Complete list of stakeholders. This annex is confidential.



A. Deliverable details	
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## CraftEdu project partners:

