

### IO1.3 Best practice in Romania

Procedure type	Guidance / Case Study / Projects / Activities / Vocational Training Programs / Testing / Guidance /
Title of the best procedure	<b>EDUCATION FOR PROFESSIONAL ORIENTATION PROFESSIONAL SUCCESS</b>
Implementation period	2016-2017
Location	Schools and high schools from the pre-university education in Romania
Geographical coverage	Local/national/international
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Contact person	
Target group	Students of the 11th and 12th grades
Objectives	Part of the national JA program for vocational guidance education, the <b>Professional Success</b> program aims to increase the capacity of young people to make decisions about their professional future.
Short description	Through practical activities and role-plays, students develop the interpersonal skills necessary to adapt to the labour market. They learn to evaluate themselves, set goals, develop a CV and prepare for a job interview. Together with volunteer teachers and consultants, high school students analyse various professions and establish the skill sets they want to develop.
Activities/action plan	During the school year, 14 activities will be held on the following themes: <ol style="list-style-type: none"> <li><b>1. It's my life!</b> Students discover, by simulating real situations, the importance of interpersonal skills and ways of developing them.</li> <li><b>2. Communicate actively!</b> Students will simulate business situations that require an attitude, and discuss how different interpersonal skills can affect the results.</li> <li><b>3. Listen actively!</b> In the scenes and the game, the students have certain roles, aimed at developing the ability to speak in public and active listening. Using verbal and nonverbal communication, they learn to relate effectively to others.</li> <li><b>4. Evaluate yourself!</b> Students go through the "Professional Success" material, presenting different workplace situations, and completing the assessment form.</li> <li><b>5. Develop your skills!</b> Students test the skills they need to take up a job, those skills that any employer expects from their employee: basic skills, personal management skills and teamwork skills.</li> </ol>

	<p><b>6. Everyone wins!</b> Students develop solutions for potential situations that may occur at work. They choose between win / win, win / loose and loose / loose situations to mediate the conflict.</p> <p><b>7. Think smart!</b></p> <p>8. Students participate in a game in which they improve their decision-making abilities and solve problems that may arise at the workplace.</p> <p><b>9. Establish relationships!</b> Students learn and test the skills needed to establish and maintain interpersonal relationships, understanding their vital importance for the future job.</p> <p><b>10. Influence!</b> Students will understand that influencing others means asking for their opinions, making suggestions, encouraging them, and expressing their appreciation.</p> <p><b>11. Work in a team!</b> Students test their capabilities to work in a team, build a product together, and work together to achieve a common goal.</p> <p><b>12. Sell yourself well!</b> Students practice their interpersonal skills by simulating an interview for employment.</p> <p><b>13. Go to the interview!</b> Students practice their interpersonal skills by supporting interviews to get a job.</p> <p><b>14. What do you do with your money?</b> Students identify elements in personal heritage and the link between needs and consumption.</p> <p><b>15. Look to the future!</b> Students draw their own life strategy.</p>
Resources/products	<ul style="list-style-type: none"> <li>- Resources: Material "Professional success" evaluation forms; Aptitude tests provided by JA Romania;</li> <li>- Computer, video-projector, panel, internet;</li> <li>- Products: Curriculum Vitae; Letter of intent; Employee Guide (developed by Students' Team)</li> </ul>
Impact	<ul style="list-style-type: none"> <li>- Develops students' skills for success,</li> <li>- Teaches students to self-assess, to discover their professional skills and interests,</li> <li>- Introduces different careers to students and helps them choose one,</li> <li>- Teaches students practical things, such as how to draw up a cover letter or resume,</li> <li>- Put participants in different situations and encourage them to team up and establish relationships.</li> </ul>
Key words	Self-assessment, skills, teamwork skills, career, application documents, employment interview.