

## Unit 2: Introduction

5

### Partner search

#### How to find reliable partners

##### Transcript:

The earlier you start thinking about a host or intermediary partner, the more time you have to find out if this organisation really fits for your plans.

Ideally you met your potential partner already before, for example at a Contact Seminar that National Agencies are offering regularly, and you could clarify all questions and your common basis for cooperation from face-to-face. But very often cooperation started online.

There are two different options:

- 1) You find a real host partner, an enterprise or other organisation in the field you need, a vocational school or training provider. Maybe you can even start mutual cooperation.
- 2) You involve an intermediary organisation.

There are a lot of organisations all over Europe that offer specialised services for mobility projects. This can include practical aspects like accommodation and boarding, tutoring and monitoring, socio-cultural activities but also the organisation of the placement or programme.

Here are some criteria you should have in mind when searching a partner:

You get a detailed description of the organisation: Ask them about their experiences especially in your vocational field

You have a dedicated contact person that answers your questions in time

They offer all the services you need: Ask for details about their tutoring procedures, e.g. 24/7 support in case of emergencies, accommodation and local transport, regular monitoring but also evaluation procedures

They inform about all costs in a transparent way - in case you work with an intermediary, they will charge an administration fee to cover also the costs for their services - but there are severe differences in the amount, so better clarify this before in order to avoid surprises afterwards.

There are a number of platforms that offer support in finding partners. The European Association of Quality Organisations in Mobility introduced accreditation for intermediary and other organisations in mobility. Their network members are checked in how far they apply a quality management system.

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In Social Media you find lots of partner search groups. If you post your project idea, you will get many offers - please compare the offers and make sure you ask all questions you have.

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