



Developing Skills for Employability with German Partners

8 Success Stories from the
Health and Geriatric Care Sector



TRAINING – MADE IN GERMANY

AN INITIATIVE OF THE



Federal Ministry
of Education
and Research

Federal Institute for
Vocational Education
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Contents

Imprint	4
Preface	5
Hamburg Institute for Vocational Education and Training (HIBB) Health and care training in Korea to be strengthened	6
Chamber of Crafts Koblenz Optometric advanced training for opticians from Balkan states	8
Dräger An investment with Bolivian children at heart	10
bfw-Unternehmen für Bildung Improved diabetes patient care in Dubai	12
Plettenbergschule German school trains French physiotherapists	14
German Education Center Vocational school for geriatric care in China based on the German model	16
Leipziger Gesellschaft für Bildung und Arbeit mbH TunisCare – Vocational and advanced training for Tunisian nursing staff	18
Otto Bock HealthCare GmbH (Ottobock) Training of orthopaedic professionals in Latin America	20
iMOVE	22

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Preface

The healthcare sector differs from all other sectors because it does not only go by demand and supply. The balance between the ethical and social requirements on the one hand and the demands of economic efficiency and innovation on the other must be protected. Under these conditions the healthcare sector offers great economic opportunities and is spurred by demographic change, technical progress and the increasing awareness among the population of the significance of physical health.

Due to rising incomes, increased life expectancy and a growing population, many countries are investing large sums in their healthcare systems. Healthcare is characterized by the intensive cooperation of all related occupational groups, many of which are dominated by female staff, who develop and adopt products and services which are geared towards the needs and demands of the patients. The need to educate a greater number of skilled professionals in this field calls for advanced education opportunities.

In Germany, the highly innovative healthcare industry is an important economic pillar. Germany boasts a large number of medical technology, pharmaceutical and biotechnology companies.

Germany's success in the healthcare sector is reinforced by its training expertise. "Training – Made in Germany" offers the necessary know-how to meet the challenge in the field of vocational education and training. Germany has a long-standing tradition in this field and enjoys a high reputation for the demand-driven and practical orientation of its qualification programmes. The integration of professional, social and methodological competencies characterises the kind of knowledge German partners can provide.

The initiative iMOVE was established by the Federal Ministry of Education and Research in 2001, in order to promote international business relations of German training providers with international public and private organisations. iMOVE services include a multilingual database which contains information about German training providers, seminars, trainings and trade visits abroad.

This brochure presents eight success stories of skill development in the health and geriatric care sector, realised in a joint effort by German and international partners. With its wide range of training programmes and its strong emphasis on employability, "Training – Made in Germany" has the potential to successfully contribute to the design process of training systems in many countries through transnational cooperation projects.

A handwritten signature in blue ink that reads "Ulrich Meinecke".

Ulrich Meinecke
Head of Division iMOVE at the BIBB



Hamburg Institute for Vocational Education and Training (HIBB) **Health and care training in Korea to be strengthened**

As a management agency ("Landesbetrieb") owned by the Free and Hanseatic City of Hamburg, the HIBB currently covers 40 state-run vocational schools with around 3,300 teaching staff and 52,000 students. The HIBB headquarters are responsible for regulating, advising and supporting schools, for developing vocational training and for supervising educational facilities. This also includes the coordination of international activities in vocational education and training.

The Republic of Korea is seeking to co-operate with German education providers in order to ensure that it can meet its long-term requirements for skilled workers and reduce high levels of unemployment among the youth and academics in its own country. It has found the solution in Hamburg. In September 2014, the Second Mayor of the Free and Hanseatic City of Hamburg (FHH) and the education minister of the Republic of Korea signed a cooperation agreement in Hamburg to promote cooperation in vocational education and training. The aim is to gradually develop dual structures based on the German model in Korea. In particular, the practical application of vocational training in Korea is to be strengthened over the long term.

The health and care sector is a key area of emphasis here. Nine apprentices from Deagu Health College in Korea were the first to

have the opportunity to become acquainted with the dual vocational education system in Germany during a four-month placement from September to December 2014. During their stay in Hamburg they worked in three hospitals and attended the vocational college. The scheme was funded by the Korean Ministry of Education. The further education provider "Arbeit und Leben" ("Work and Life") implemented the measures locally.

The instructors praised the commitment, reliability and friendliness of the young apprentices, whilst the latter were very enthusiastic about the practical aspect of their course of study. Since communication skills are very important in the health and care sector when dealing with patients, linguistic competence will have to play a far greater role in the selection of participants in future so that everyone involved can derive more benefit from the scheme.

Similarly in 2015, 20 apprentices came from a number of colleges in Korea to spend four months in Hamburg within the scope of the partnership agreement. After a four-week intensive German course they began their three-month placements in a variety of occupations.

Train-the-Trainer schemes are also taking place in order to support the reform of the Korean education system at teaching staff level. In June 2015, Sahmyook College in Seoul sent 16 teachers

Gradual development of dual structures based on German model



to Hamburg on a one-week advanced training course in five different programmes. The contact came about as a result of the partnership agreement between FHH and the Ministry of Education. The teachers received further training in the fields of health care provision, dental care, hair & beauty, information technology and kindergarten teacher training. The HIBB was entrusted with the coordination and implementation of the scheme. As more colleges are interested in support in various areas of vocational education, the programme is set to be expanded in the future.

Furthermore, the Consul General of the Republic of Korea would like to recruit about 15 young people from Korea to complete a full-length dual vocational training course in so-called understaffed fields of profession in Hamburg, starting in the vocational training year 2016/17. 28 occupational profiles in four different fields fall into this category, including five in the health and care sector.

Participants are required to have advanced skills in German (language level B2 in accordance with the Common European Framework of Reference for Languages), be over 18 years of age, have a secondary school leaving certificate and have full funding in place for their stay (including accommodation, insurance, extra German courses) as well as an apprenticeship contract with a Hamburg company. The HIBB and the Hamburg Chamber of Commerce help to recruit companies willing to train young Korean people. The Korean Ministry of Education duly awards scholarships to fund trainees. The families of the participants are also very keen to see them gain qualifications in Germany, however, and are willing to share in the costs.





Chamber of Crafts Koblenz

Optometric advanced training for opticians from Balkan states

In 2015, 16 opticians from Macedonia and Montenegro received their certificates following an optometric advanced training course, issued by the Chamber of Crafts Koblenz and the Fachschule für Augenoptik und Optometrie 'Optonia' (special school for ophthalmic optics and optometry) in Diez in Rhineland-Palatinate. The two education providers, who have closely cooperated in the field of master craftsman training for German opticians for many years, organised the training course following the German model. It consists of three training modules: two theoretical ones in the respective home country and one practical module in Diez culminating in an examination. Six graduates have additionally attended a complementary advanced training course for binocular vision. All (mostly female) course participants from the Balkan states are now qualified to assess their customers' vision and to produce corresponding optical aids.

Up until ten years ago, optometry was part of an optician's training in South-East Europe. Then it was deleted from the training curriculum. Since that time, only ophthalmologists are qualified to issue prescriptions for the correction of defective vision. The opticians' work is limited to purely technical tasks and they have to hire ophthalmologists by the hour as they themselves are not allowed to conduct eye examinations. With this newly acquired qualification, the opticians now are able to identify standard deviations in patients and to correct these by providing optical aids.

The Chamber of Crafts Koblenz is responsible for vocational education and training in the skilled trades. It maintains 14 vocational training centres in the north of the Federal State of Rhineland-Palatinate for its approximately 19,500 member businesses. The vocational and advanced training programmes focus on occupations in the construction and metal industry as well as the food industry.

The Chamber of Crafts Koblenz started its international activities in the late 1980s in South-East Europe, beginning with projects that were funded by the German Federal Ministry of the Interior and the German Federal Ministry for Economic Cooperation and Development (BMZ). It later expanded its activities to include regions such as Africa and South-East Asia. The main objective was to support the German federal government in its international projects and to advertise German solutions and concepts abroad. For the most part, current international partnerships derive from contacts that have been established in the context of this project work.

Many years ago, employees at the Chamber of Crafts Koblenz established the first personal contact with iMOVE at an event abroad and since that time they have attended several iMOVE seminars and workshops in Germany. Owing to the chamber's activities abroad, the number of employees with international experience has steadily increased and by now about 40 of approximately 300 chamber employees have international experience.

German-style qualification increases competitive capability.



The Mittelstandsbüro Balkan (MBB – Balkan office for small and medium-sized enterprises) was established in 2001 in the context of BMZ projects of the Chamber of Crafts Koblenz to provide a network for small and medium-sized skilled trades organisations in South-East Europe. It operates as an independent corporate body with headquarters in the Bulgarian capital of Sofia and is an umbrella organisation for 24 small and medium-sized enterprises from ten countries.

Like the projects of the Chamber of Crafts Koblenz, the work of the MBB focuses on issues pertaining to vocational and advanced training. Numerous training courses covering business administration topics have already taken place in addition to a number of specialist seminars. The projects of the Chamber of Crafts Koblenz have facilitated the inclusion of new content in the first vocational training provision and have helped to acquaint business owners with new techniques and trends to improve their market potential.

The optometry training originated in an initiative by the Balkanverband der Frauen im Handwerk (Balkan association of women in the skilled trades), which is a member of the MBB. The number of women working in the optician's trade is particularly high in the South-East European countries. The association tries to establish advanced training courses that take into account the specific needs of female entrepreneurs and make attendance easy

specifically for women with frequently manifold family obligations. The qualification programme was funded in the context of a BMZ project and by the course attendants themselves.





Dräger

An investment with Bolivian children at heart

Dräger, a German company specialising in medical and safety technology, has been involved in a development partnership in Bolivia since 2013. Through cooperation among GIZ (German Society for International Cooperation), La Paz Children's Hospital and Fundación Cardioinfantil (Bolivian Foundation for Infant Cardiology), working closely with the Bolivian Ministry of Health, almost €1.2 million will be made available until July 2016 for integrated care for children with heart conditions, living in the Bolivian mountains. This project mainly involves providing technical equipment for the La Paz Children's Hospital, as well as training for specialist medical personnel.

Due to the particularly high altitudes, the risk of being born with a heart defect is twice as high in most of Bolivia as it is in Europe, meaning this is the fate facing some 3,000 Bolivian babies every year. What's more, many children have heart conditions caused by diseases typically associated with poverty, such as rheumatic fever and Chagas disease, spread by kissing bugs.

Since Bolivia lacks resources for diagnosing and treating children with heart conditions, this kind of medical help has not been covered by state health insurers up until now. Qualified personnel and the right technical equipment could be a game changer.

Dräger has been committed to the struggle to improve care for these children since the end of 2012, when the idea arose of providing La Paz Children's Hospital with medical equipment. Thanks to the develoPPP.de programme, it has been possible to arrange for support on a comprehensive and sustainable basis. This strengthens healthcare in Bolivia, while helping to develop a local market for medical equipment and services.

In order to achieve the project objective, a complex catalogue of measures was drawn up, which involve numerous partners. Dräger donated equipment at the beginning of 2014, in order to provide the state-run La Paz Children's Hospital with the high quality medical technology required to operate on children with heart conditions and provide post-operative intensive care.

Then, Dräger's commercial agent Hansa trained some 40 hospital employees in the proper use and maintenance of this equipment. GIZ finances continuing education on a national level for 190 nurses and more than 60 pediatricians in the districts and provinces of La Paz, Oruro, Potosí and Chuquisaca, and pays for 29 specialist personnel from the children's hospital to go for continuing training in the Argentinian capital, Buenos Aires, to

Long-term support for Bolivia's national health system



which the hospital and the health authorities in La Paz (SEDES) also contribute. Efforts have also been made to provide more information for parents.

In order to ensure that continuing education and treatment could be provided over the long term, state decision makers were involved from an early stage. This was intended to garner state support for a nationwide health programme for screening for congenital and acquired heart conditions. In an agreement between the children's hospital, the health authorities and GIZ in Bolivia, the Bolivians agreed create additional posts and release personnel from work for education purposes. Several of the medicaments proposed have already been listed among the treatments available for mothers

and children under the state health insurance system and efforts are being made to cover treatment costs. Furthermore, at the beginning of September 2014, there was an international congress on heart conditions in children, held in La Paz.

Fundación Cardioinfantil and the German-Bolivian Chamber of Industry and Commerce have worked together to provide timely and efficient project management on the ground. The foundation has been entrusted by GIZ with overall project implementation locally. The Chamber of Industry and Commerce has been authorised by Dräger to monitor the progress of the project and to evaluate and document it.



bfw-Unternehmen für Bildung

Improved diabetes patient care in Dubai

bfw-Unternehmen für Bildung (bfw company for education) has been a leading training provider in Germany for more than 60 years. Since 2004, bfw's skills in the health and social services area have been bundled in the maxQ division. maxQ stands for maximum quality and qualification, state-of-the-art knowledge, needs-based offers and long-standing practice. Nationwide in its 26 training centres maxQ employs around 250 people, who each year support 10,000 participants with their training and continuing education. Last year, maxQ generated a turnover of around EUR 21 million.

For around 20 years, bfw has been active in projects and networking activities, especially in Europe, but increasingly also in countries outside Europe. The project "International Vocational and Educational Training for the Health Sector Dubai" (iVET4Health) was developed as part of the programme of the Federal Ministry of Education and Research (BMBF) called "Export of vocational training services". The bfw's partners on the German side were the Institute for Work and Technology in Gelsenkirchen, the Fraunhofer Institute IESE in Kaiserslautern, vallomed GmbH and University Hospital Giessen-Marburg.

Specifically it focused on the skilled care of diabetes patients in Dubai. With around 350 million people suffering from diabetes, it is one of the most common chronic diseases in the world. Care of those affected requires coordinated treatment programmes and the

professional handling of complications such as chronic wounds, renal failure and strokes. Dubai has an above-average number of diabetics. In addition, the country constitutes a reference market for the Gulf States and the Asian region.

The strategic aim of the project was the development and testing of training courses according to international standards in order to transfer them to the Gulf region. In the first project phase, a diabetes care and value chain, extending from prevention to complication treatment, was created and agreed with the partners in Dubai.

The clinical care provider and the Dubai Health Authority believed that there was a particular need for basic training for Indian nurses, case management, emergency management, as well as for kidney-failure care and stroke treatment as major complications for diabetic patients.

One key focus in the later project phases was on the improvement of stroke care, since considerable success can be achieved here with improvements in the care chain. Specifically, a range of qualifications was to be developed that enabled the nurses working there to work in certified stroke units as "stroke nurses". Within this context, the "stroke nurse" certified further-training course developed by the German Stroke Society (DSG) was adapted to local needs and implemented as a blended learning offering.

Continuing education of stroke nurses with internships in Germany



The 6-month, 240-hour comprehensive course consists of six modules, includes in addition to a 3-day introduction a self-learning period of around 160 units, and ends with 2 weeks of practical training consisting of a one-week internship at a certified stroke unit and a one-week classroom seminar.

The complete programme was run for the first time with three nurses from Oman, who participated in internships in Germany, and in August 2014 successfully concluded their training. All those involved – from the participants to government officials – praised the successful transcultural cooperation and communication. Other models are currently being developed that in abridged form and using on-site job shadowing will supplement the costly "full version" with a two-week stay in Germany.

The basis for the project was a previous cooperation between the State of Rhineland-Palatinate and the Dubai Health Authorities. The state government of Rhineland-Palatinate has for several years in collaboration with a network of stroke experts (the "experts in stroke" network) been pursuing the aim of building a stroke-care centre in the Gulf States.

Within this context, an initial stroke unit was set up in Dubai in the Rashid Hospital according to German stroke-care criteria and certified in October 2014. At the same time, the partners in the Gulf States have begun to set up a stroke organisation for the region. Meanwhile, the European umbrella organisation, the European Stroke Organisation, has expressed interest in making further use of the training programme in other target regions, for example Russia.



Plettenbergschule

German school trains French physiotherapists

The Plettenbergschule in Balingen in Baden-Württemberg specialises in the three-year vocational training programme for the medical specialist occupation of physiotherapist and its education provision meets with increasing interest from France. French students mostly come from Alsace, the region around Paris and the French overseas departments, which for the most part have no physiotherapy schools. By now, some French employers and agencies specifically target graduates of the Plettenbergschule in their search for candidates.

A physiotherapist's task is to maintain the healthy functionality of the body together and in close exchange with the patient or to re-establish functionality following injury. Typically, physiotherapists work in sports rehabilitation and care, in the field of treatment following operations and accidents as well as in geriatric care institutions. A qualified professional in this occupation thus assumes an important role as a health and social care service provider.

The decreasing student numbers in Germany of between one and two per cent per year – a consequence of demographic change – have motivated the Plettenbergschule to intensify its engagement in foreign markets. The school has specifically used its proximity to France to provide an attractive proposition for French students. The French neighbour features a lack of corresponding school placements and, what is more, the vocational training provision

in France is less focused on practice than in Germany.

The students complete 2,900 hours of theoretical and practical lessons. The teaching content covers the fields of anatomy, physical education, physiotherapy, massage therapy, psychology, hygiene and legal knowledge, to name a few. In addition, students have to complete 1,600 hours of practical training in hospitals, specialist clinics and rehabilitation institutions. Work placements for these practical training

periods are available in the proximity of the school as well as in France, Switzerland and Turkey.

The Plettenbergschule is moreover actively involved in numerous projects and thus enables its students to engage in social activities including also the application of practical knowledge. It has been cooperating with primary schools and kindergartens for many years to improve the motor skills of children. Here, the budding therapists contribute important basic work clothed in playful activities while at the same time they learn to sensitively work with children and how to impart a healthy awareness of the body. Moreover, a team of trainers and students assumes responsibility for providing therapeutic care at sports events such as the annual Sports Day for the Disabled.

The entire training is provided in the German language. In order to facilitate access to the training programme for French



Practice-oriented training provision includes also a German language course.



attendants, the Plettenbergschule cooperates with French partner schools regarding German language courses, for example, with the CECI Formation institution in Strasbourg, which offers also online seminars for course participants from the French overseas departments. A three-week German course takes place immediately prior to starting the vocational training programme. The school also offers native speaker advisory services for prospective French students. The school moreover provides support in finding accommodation and choosing a health insurance and it organises

excursions and other activities to help the French students in their integration into life at the school.

50 of the currently 150 students at the Plettenbergschule have come to Germany from abroad to complete their training. They come not only from France, but also from Greece, Israel, Zambia, Switzerland and South Korea. The concluding state examination is recognised in all EU countries. The so far ten foreign graduates all have had no problems in finding employment.





German Education Center

Vocational school for geriatric care in China based on the German model

The percentage of old people in China's population is increasing continuously. According to the National Bureau of Statistics in Beijing, by 2014 their numbers will total 329 million. Especially in the towns and cities, the number of young family members who can take care of their parents and grandparents is decreasing. While up until now it has been taken for granted that adult children will look after relatives in need of care in their own homes, this model is increasingly reaching its limits.

The Chinese government is increasingly promoting as part of various political policies and programmes the construction of retirement homes and care facilities, the development and expansion of the pension system, and new approaches to the training of geriatric care professionals. It is also increasingly basing its activities on the German model of geriatric care training, which is considered exemplary in terms of its design.

This is where the German Education Center with its "Elderly-Care China" project comes in. Its goal is to establish at Anhui Medical College in Hefei a vocational school for geriatric care based on the German model. New models for German-Chinese training as geriatric nurses will be offered at the Sino-German Elderly-Care School. Here - unlike in the rest of China - the practical component of the training will be much larger, and theory and practice more

closely linked. In addition, trainees will be given German lessons, which is obligatory for assignments in Germany. The package is intended to open up better career prospects for young Chinese men and women in a future-proof occupational field and to optimally prepare them for professional life.

The German Education Center was founded in 2014 as a subsidiary of the Chinesisches Zentrum, Hannover e. V. The Chinesisches Zentrum promotes the development and maintenance of economic, cultural and scientific contacts between Germany and China. The sponsor of the Chinesisches Zentrum is a non-profit organization whose members come from the fields of business and education in both countries. The association was established in 1997 when a framework agreement was signed between the State Government of Lower Saxony and the Government of the People's Republic of China. The German Education Center primarily focuses on the education and training of Chinese in China.

Since its foundation, the Chinesisches Zentrum has developed numerous activities in the field of training and continuing education. These include training Chinese specialists and executives in Germany and projects for the initial training of Chinese citizens as automotive mechatronics engineers and for the establishment of an academy of continuing education in China.

Possibility of practical deployment in Germany

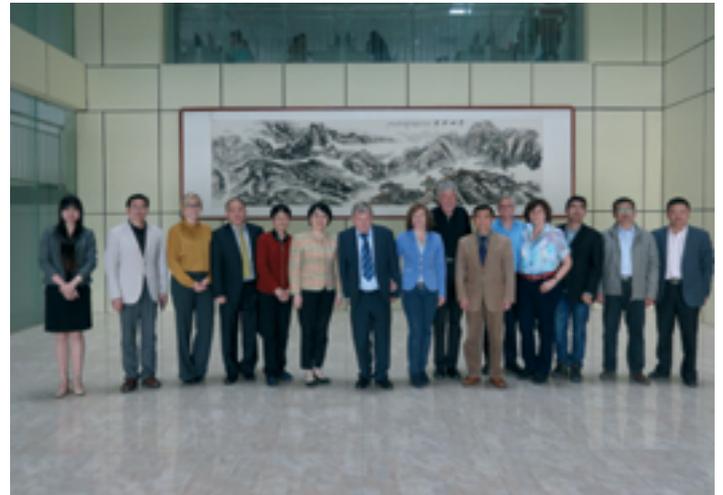


The German participation in the project for geriatric-care training is far-reaching, with German and Chinese experts developing training curricula together. In addition, special e-learning courses have been developed by the German partner institute Ingenium for teaching purposes. Both Chinese and German teachers will carry out block teaching at the Anhui Medical College. After passing their examination, trainees will receive a final examination certificate from their college, the ultimate aim being to be able to award them a German qualification.

The aspiring professionals can if they wish, after their 3-year training course, spend one year in Germany gathering extensive practical experience in nursing homes and completing additional theoretical courses. Should they then decide to work in Germany, this could help alleviate the shortage of skilled workers in the field in the country.

The project will run until February 2018. Until then, two classes per year with 30 trainees each are planned. After initial funding from the develoPPP.de programme (in cooperation with DEG - Deutsche Investitions- und Entwicklungsgesellschaft mbH), the project should subsequently finance itself through tuition fees.

The Chinesisches Zentrum has already received enquiries regarding expanding the pilot project. The Chinese partners are not only interested in new training projects, but also in joint university care degree programmes.





Leipziger Gesellschaft für Bildung und Arbeit mbH

TunisCare – Vocational and advanced training for Tunisian nursing staff

Under the project title of 'TunisCare', German and Tunisian project partners currently pursue the objective of developing vocational and advanced training modules for the vocational training qualification of nursing staff and ultimately sustainably implementing this training programme within the Tunisian vocational education and training system. The recognition of equivalence of the Tunisian professional qualification in Germany aims at enabling graduates of the programme to find employment in the field of nursing care also in this country.

Three partners in Germany have formed a syndicate to implement TunisCare; their work is supported by the German Federal Ministry of Education and Research (BMBF) and its key development area of 'Berufsbildungsexport durch deutsche Anbieter' (Vocational education and training export by German providers). One of the three partners is the Leipziger Gesellschaft für Bildung und Arbeit mbH. This company has been organising integration language courses and various qualification programmes for immigrants, including doctors of medicine from third countries, for more than 20 years. Two years ago, the education provider attended the iMOVE Africa Day.

The second partner is the GAB München – Gesellschaft für Ausbildungsforschung und Berufsentwicklung e. V. This is

a research, advisory and advanced training institute focusing on occupational education, competence development, quality management and organisation development in the field of geriatric and nursing care, among others. The Otto-von-Guericke University Magdeburg is the third partner. It focuses on issues pertaining to occupational and business education and vocational training research, including other topics, with a focus on fundamental principles and application.

The project partners have consulted the German Chamber of Commerce Abroad in Tunis (AHK) and the Tunisian health ministry as well as state and private vocational training institutions in Tunisia regarding basic information about vocational education and training structures in Tunisia. The comparison of the German and Tunisian curricula for the occupation of nurse was followed by the development of five new vocational training modules comprising 500 teaching units. Special certificates of apprenticeship in German and French were created to support the Tunisian teaching staff in the imparting of knowledge about the German health system and quality management. Likewise, a standardised learning passport was developed in German and French in which the programme attendants have to document the content of their training courses to provide evidence for the assessment of equivalence.

In May 2015, the Leipziger Gesellschaft für Bildung und Arbeit



www.tuniscare.de

Recognition of the professional qualification in Germany



as one of the three German partners concluded a cooperation agreement with the private Université centrale privée de Tunis (UC), which provides training for young people from the entire north-west African region. The university has agreed to provide training on the basis of the newly developed curriculum for 20 programme attendants during the pilot phase and at least 100 attendants in the subsequent years. The target is 500 course attendants per year.

The German contract partner will provide teaching materials, the curriculum, certificates of apprenticeship, the learning pass as well as guidelines, check lists and forms for the quality management system. It moreover will assume responsibility for the training of the teaching staff regarding content and methodology in eight teaching units each. The service package also comprises the provision of examination questions for the 90-minute written intermediate examination and the marking of examination papers, the issuing of certificates after successful completion of the intermediate examination as well as supervision of the quality management process by way of on-site evaluations that are to take place at least once a year. The Tunisian partner bears the costs for the provision of products and measures and will charge course fees to be paid by course attendants to cover these costs.

Following the training provision for as yet eight teachers, the first course in the context of this vocational education and training project started in September 2015. In parallel to making provisions for the pilot course, arrangements were made for the potential placement of course graduates in jobs in Germany. In addition, the German and Tunisian partners are discussing options regarding the transfer of this form of qualification to other occupational groups.





Otto Bock HealthCare GmbH (Ottobock)

Training of orthopaedic professionals in Latin America

In Latin America, some 30 million people live with disabilities of the locomotor system, caused by diseases, accidents or violent crimes. Only around 60 percent of patients have access to appropriate care and the necessary orthopaedic products and services. One major reason is the lack of trained professionals.

The job description of an orthopaedic technician is not established in many Latin American countries. Knowledge of orthopaedic care is often passed without formal education from generation to generation. For a long time, only the Don Bosco University (UDB) in San Salvador, El Salvador, offered an internationally-recognized degree programme for orthopaedic technicians. Since 2010, a course has also been running at the national training institution Servicio Nacional de Aprendizaje (SENA) in Bogota, Colombia, which is based on the curriculum of the Don Bosco University. In Brazil, the most populous country in South America, there is as yet no internationally-recognized orthopaedic technology degree programme.

The existing degree programmes reveal significant deficiencies: Modern care approaches and technologies are hardly taken into account in the curriculum, and the teaching staff lack practical experience. As a result, the manufactured prostheses often do not fit, causing pain to patients. The local education institutions are primarily interested in the improvement of the practical training components. Against this background, in 2011 the German Society for International Cooperation

(GIZ), Ottobock and the International Society for Prosthetics and Orthotics (ISPO) launched a development partnership in Latin America. Their goal is to strengthen in the long term the regional training structures and thus to ensure adequate care for people with physical disabilities.

Three institutions in El Salvador, Colombia and Brazil have been supported under the develoPPP.de programme commissioned by the Federal Ministry for Economic Cooperation and Development (BMZ). The selected existing programmes are aimed at aspiring and established professionals in all three countries. The further development and the establishment of new study programmes according to international standards are intended to improve the quality of life of people with disabilities, as well as job and income opportunities in the target countries.

Medical technology company Ottobock is one of the leading manufacturers of innovative products for people with reduced mobility and is the global market leader in prosthetics. Worldwide, Otto Bock HealthCare employs more than 6,300 employees. The company has sales and service sites in Latin America in Mexico, Brazil, Colombia, Peru, Ecuador, Argentina and Chile.

Regional Ottobock trainers and trainers from the Ottobock Academy in Germany have familiarized instructors with modern care concepts and the required quality-management measures.

Higher care standards and improved career prospects



In addition, they have overseen the transfer of learning into the classroom. The taught care approaches have been integrated into the school curricula.

Moreover, the medical technology company has provided the universities with extensive instructional materials. Other aspects of the initiative included several-week internships in Germany and intensive specialization training for experts in orthotics and prosthetics of the lower and upper extremities. The workshop environment, too, has been expanded. Thus, UDB has this year with the help of Ottobock set up a Myo Room where students are taught about modern care solutions using myoelectric arm prostheses.

In Brazil, the first task was to create awareness of the requirements of holistic orthopaedic training according to international standards. To this end, discussions took place with training institutions and policy makers as part of the project before implementation of the training programme.

The three-year project has helped improve the training of orthopaedic specialists in the region considerably. Workshops, care companies and rehabilitation centres in El Salvador, Colombia, Brazil, and other Latin American countries all benefit from this

and can now resort to local experts. At the same time, new career and income opportunities have been created for those working in the field of orthopaedic technology who previously had no formal qualifications. The improved training standards mean that the quality of orthopaedic care is increasing, particularly in Latin America. As a result, the quality of life for people with disabilities or reduced mobility is also being significantly increased.



ottobock.

www.ottobock.com



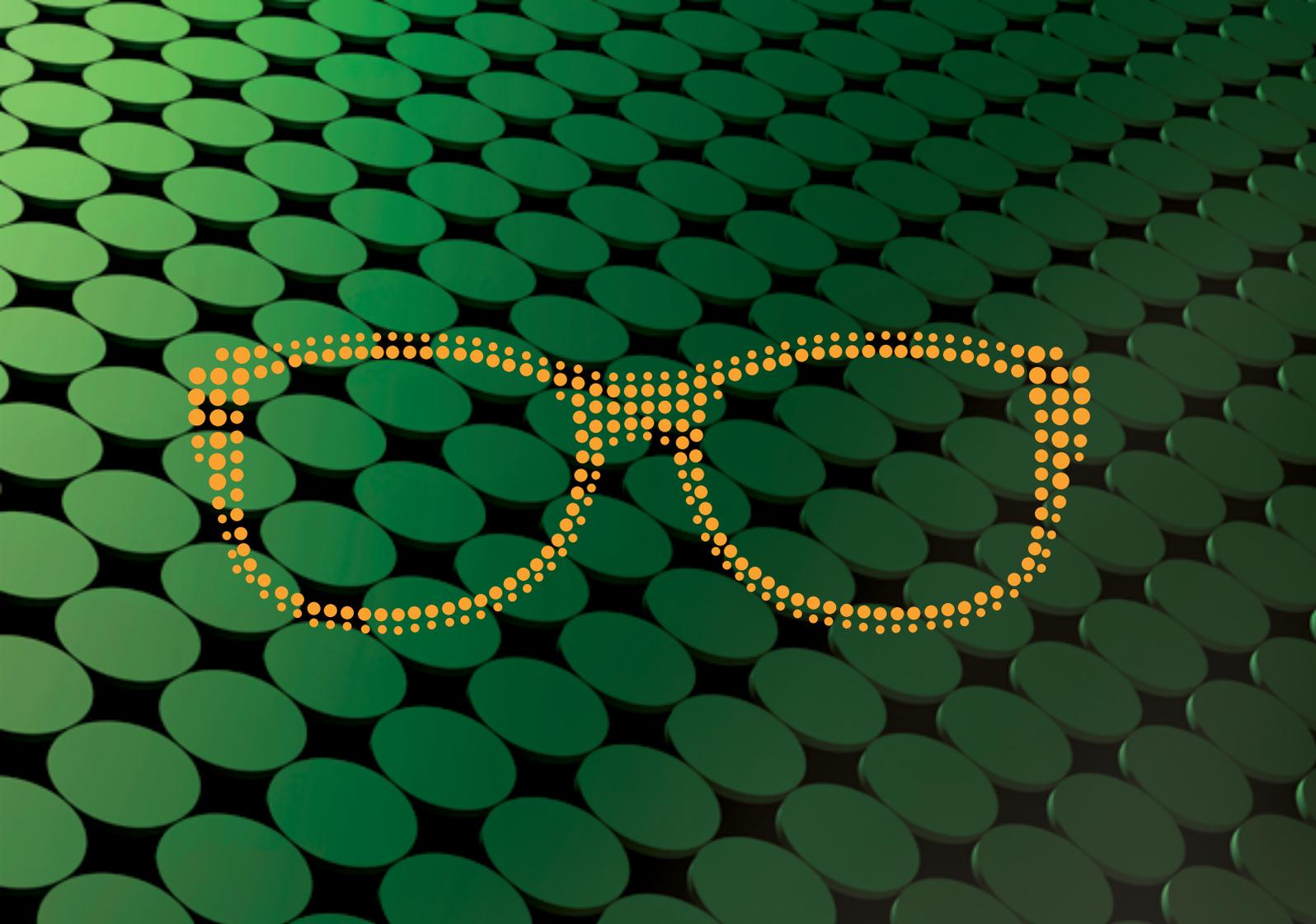
iMOVE

iMOVE is an initiative of the Federal Ministry of Education and Research. Our mission is to promote international cooperation and business relations among German training providers and international public and private organisations.

Our services:

- Trade Missions
- Trade Fair Presentations, Vocational Education and Training Workshops and Business to Business Meetings
- Networking Events and Seminars Pertaining to Select Target Markets
- Workshops on Internationalisation and Education Marketing
- Conferences and Conventions
- Information Pertaining to Over 20 Markets
- A Study on the Economic Significance of German Education Exports
- Trendbarometer of the German Continuing Education Sector
- Handbooks, Best-Practice Brochures
- Internet Portal in Seven Languages, iMOVE Provider Database and an Interactive B2B Marketplace
- Electronic Newsletter

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