

T.I.M.E. Projects 2017-2018

FINAL REPORT NOVEMBER 2018

Milan and Barcelona Job Networking Sessions (JNS)

Ecole Centrale Nantes, International Office

Frédéric Dorel. frederic.dorel@ec-nantes.fr

Summary of the Project

ACTION:

In the light of the 2016 T.I.M.E. Alumni Survey, the Groupe des Ecoles Centrale recruitment teams for Spain & Italy and their Spanish & Italian partners organized **2 events with their alumni and their professional partners.**

1 Job Networking Session in Spain

1 Job Networking Session in Italy

in coordination with a consortium built within the T.I.M.E. network with the local T.I.M.E. partner Higher Education Institutions, in order to meet the need to:

- Promote **the double competencies of our graduates to international recruiting companies**
- Enable the alumni to enhance their chances to start and develop successful careers.

Consortium:

France:

Centrale Nantes, Centrale Marseille, Centrale Lille, CentraleSupelec, Centrale Lyon.

Spain:

UPM, ICAI, UPC, UPV, U. Sevilla.

Italy:

PoliMi, PoliTo, U. Trento, U. Padova.

PHILOSOPHY:

The T.I.M.E. graduates are easily recruited, but few companies seem to pay enough attention to a strategic use of their multiple “double” skills and competencies.

Whereas companies appreciate the above average capabilities of the DD alumni, and are willing to have more information about the programs, they still do not give enough importance to their singularities and do not hunt those profiles specifically.

Moreover a large pool of current students, alumni and human resource managers are willing to participate in job network sessions in their home/host countries.

ORGANIZATION:

2 separate events gathering our DD graduates & graduating students and a selection of HR managers representing top companies in Spain (for Spanish/French graduates) and in Italy (for Italian/French graduates), for them to network with the objectives of internships and jobs. The 1st event took place in Milan (May 28, 2018), the other one in Barcelona (October 15, 2018), with the support of our local HEI partners and of the local French, Spanish/Italian authorities.

What makes the JNS special?

- Various International Job Dating Days, Job Fairs and Forums are being organized by various institutions (in the GEC realm: Shanghai, Rio de Janeiro, Copenhagen, Berlin, London, etc.). We know then that there is a strong will on the side of students, alumni, companies and HEI to participate in events of the kind. The JNS is complementary to the Job Fairs and Forums with several specific features:
- A full and only T.I.M.E. event.
- A full and only Double Degree event.
- Emphasis on selected, exclusive, restricted population on both sides: HR managers and students/alumni.
- Few participants, tailor-made high level offers and expectations.
- A full day of informative dynamic and interactive session from the HEI coordinators and the alumni to the companies to let them know the DD programs, and from the companies to present their projects and expectations
- A formal session—including informal lunch—dedicated to short & swift meetings between students, graduates, HR managers in small simultaneous round-tables. In groups of 4-5 depending on the number of participating companies, the students present their CVs and expectations to the representatives of the companies, introduce themselves personally, network and discuss possibilities.
- At the end of each event, a questionnaire was circulated among the participants, especially the students about their results—internships and job—and the companies, in order to monitor: the satisfaction level, the added value of the Job Networking Session, (possibly the price they are willing to pay the year after to participate and have access to such high-level profiles).
- We propose to formalize this type of event, add specificities (speed-dating for example) and to give it a strong T.I.M.E. Network flavor.
- More companies will want more, and then will pay for our services. The system will be self-financed.
- Meanwhile, if this system ever comes of age, many various events of that kind may come to life, not only with the French GEC, but also within the whole T.I.M.E. Network all over the planet.

The 2019 Italian JNS is being organized in Torino for May 29 with PoliTo.

The 2019 Spanish JNS is currently brewing in Valencia with UPV. Probably on September 24, 2019.

The 2020 Italian JNS may be organized in Torino with PoliTo or in Padua with the University of Padua.

The 2020 Spanish JNS may be organized in Seville with the University of Seville or in Madrid with ICAI.

Reason for applying for T.I.M.E. funding

The Job Networking Session project involved various T.I.M.E. members in France, Spain and Italy, and gathered them around the core objectives of the T.I.M.E. Association:

- Deliver high quality combined education towards Double Degrees
- Promote the added-value of the experience to recruiters in order to enhance our alumni's careers.

The organisation of good quality events required a specific budget for logistics, catering, promotion and communication

Spain:

Supporting institutions: French Consulate in Barcelona, the GEC's Spanish partner HEIs sharing part of their company networks.

Place: UPC in Barcelona.

Participants: 20 Spanish & French Double Degree graduates and students + Erasmus students + alumni from our 5 partner HEIs + representatives of the 5 Centrale Schools.

Spanish & French companies (8).

Officials.

Italy:

Supporting institutions: French Consulate in Milano and Embassy in Rome, Business France, French-Italian

Chamber of Commerce & Industry, Cofindustria, the GEC's Italian partner HEIs sharing part of their company networks.

Place: Milano the most industrialized area in Italy. Copernico Centrale Milano, incubator.

Participants: 20 Italian & French Double Degree graduates and students + Erasmus students + alumni from our 4 partner HEIs + representatives of the 5 Centrale Schools

Italian & French Companies (14).

Officials, media.

Outputs of the project

The T.I.M.E. Alumni Survey presented by our colleague Rui Mendes in Prague T.I.M.E. General Assembly in October 2016 showed that only 42.3% of the T.I.M.E. graduates consider that they earn more thanks to the Double Degree (slide #18). In spite of 64.9% graduates acknowledging the impact of their Double Degrees on internship opportunities (slide #19) only 13% have applied for the T.I.M.E. Label Certificate, considering it as unknown by companies (slide #20).

Expected improvements are expressed by graduates on slides #22 & 23: "gain more visibility", "marketing the programme at a global level", "extend network to companies [...]", "communication to companies about T.I.M.E.", etc.

Consequently after 25 years of successful granting of T.I.M.E. Double Degrees, it sounds about time to start a more active communication towards recruiting companies by giving them a **direct privileged, exclusive and personal opportunity to meet our world-class engineers and executives** who are able to work fruitfully in both countries, France and Spain (and the Spanish-speaking worlds), France and Italy, and elsewhere naturally, for them to understand and assess the added value of the Double Degrees.

Improving the various HEIs' co-operations with international corporations, and improving their international corporate networks, the JNS project was a direct way to promote:

- Our graduates: powerful and highly experienced international operators.
- Our French, Spanish and Italian institutions: powerful and highly experienced international HEIs.
- Our Double Degrees: powerful and highly experienced international distinctions.
- Our T.I.M.E. Network: powerful and highly experienced international network.

Results through questionnaires:

In May and October 2018 we launched 2 separate questionnaires; 1 aimed at the students & alumni, 1 aimed at the HR managers (in attachment).

Milan in May:

We had only 18 direct answers, 8 from students, 10 from HR managers.

All very positive. On top of the questionnaires we had several mail feedbacks from both groups (in attachment), thanking us for the initiative and the opportunity. 100% of those mails were enthusiastic (in attachment).

October in Barcelona:

Rather recent, we have no feedback yet, but the one from Mr. Cyril Piquemal, Honorary Consul of France in Barcelona, very enthusiastic too, copied at the end of the previously mentioned attachment.

Target group/s and impact

Companies:

- Better knowledge of the DD programs
- Better access to the DD graduates: increased willingness to hire our DD students
- Easier recruitments.

Partner HEIs:

- More powerful promotion of the T.I.M.E. DD within in house communication, promoting innovative ways of education.
- Better visibility by the local national bodies (ministries, consulates, embassies) and companies.
- Tighter connections with international companies.
- Development of the students' training for corporate life (CV, job interviews).

Current DD students:

- Enhancement of their international cross-cultural experience.
- Networking, international contacts for a future internship or job
- Job interview real life training.

Alumni:

- Networking, international contacts for a future internship or job
- Job interview real life training.
- Career enhancement.

Sustainability of the programme

The JNS are to be reproduced in every single T.I.M.E. country and region.

We propose to formalize this type of event, add specificities (speed-dating for example) and give it a strong T.I.M.E. Network flavor. New JNS event are being planned.

At the end of each event, a questionnaire was circulated among the participants, especially the students about their results—internships and job-and the companies, in order to monitor the satisfaction level, the added value of the Job Networking Session, and the price they are willing to pay the year after to participate and have access to such high-level profiles.

More companies want more, and will pay for our services.

Meanwhile, if this system comes of age to some global scale, many various events of that kind may come to life, not only with the French GEC, but also within the whole T.I.M.E. Network all over the planet.

Specific deliverables

A presentation of the JNS project was delivered at the 2018 T.I.M.E. General Assembly in Sao Paulo on October 4th, 2018 (in attachment).

A Guidelines booklet of the organization of Job Networking Sessions is being delivered to the T.I.M.E. Association by mail today (in attachment).

Total duration of the project

12 months.

The preparation started in May 2017 (namely with the Italian partners), was started in Italy and in Spain in November 2017, and both events were properly set up and performed in May and October 2018.

Planned budget

For 100 people on each event:

€ 5,000: Renting the location event.

€ 12,000: Lunches and coffee breaks.

€ 1,000: Printing the JNS leaflets, communication and promotion.

€ 12,000: Train tickets (100 in Spain, 100 in Italy) and travel from the French/Spanish/Italian coordinators.

Total = € 30,000.

Requested financial support from T.I.M.E.

€ 15,000.

Other sources of funding

The €15,000 remaining budget covered the co-financing from national bodies partners, and by the T.I.M.E partner HEIs involved (The GEC and the local partner HEIs have financed the HEI teams' travel expenses). Part of the founding has not been spent yet. We are still waiting for the UPC invoice for the Barcelona JNS logistics.

Members of the consortium

France / GEC:

Centrale Nantes (F. Dorel), Centrale Lyon (S. Callard, M. Cobian), CentraleSupélec (J. Fiorina, C. Morotti-Delorme), Centrale Lille (S. Davies, Ch. Sueur), Centrale Marseille (E. Arts, G. Chiavassa).

Spain:

UPM (J. de Juanes, I. Ortiz Marcos), ICAI (P. Frias, D. Laloux), UPC (L. Van Vunnik, J.-J. Perez), UPV (J. Garcia Serra, A. Querol), U. Sevilla (J. Dominguez Abascal, José-Maria Maza).

Italy:

PoliMi (M. Gregori, B. del Curto, A. Schoonbrodt), PoliTo (A. Godio, M. Fasseta, C. Chiaserini), U. Trento (G. Soraru, M. Toffolon, V. Eccli), U. Padova (C. Salandin, L. Bortoloni).

Project Leaders:

Centrale Nantes (F. Dorel), Centrale Lyon (S. Callard, M. Cobian), CentraleSupélec (J. Fiorina, C. Morotti-Delorme), Centrale Lille (S. Davies, Ch. Sueur), Centrale Marseille (E. Arts, G. Chiavassa).

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Key Staff (Name, Position, E-mail)

France:

Centrale Nantes: Frédéric Dorel, Office of International Relations - Deputy Director and T.I.M.E. coordinator: GEC Referring Coordinator for Spain and Italy Frederic.dorel@ec-nantes.fr

Centrale Lyon: Ségolène Callard, GEC Scientific Coordinator for Italy segolene.callard@ec-lyon.fr ; Manuel Cobian, Coordinator for Spain Manuel.cobian@ec-lyon.fr

CentraleSupélec: Jocelyn Fiorina, Vice Dean of the International Relations Direction, Coordinator for Italy jocelyn.fiorina@centralesupelec.fr; Carine Morotti-Delorme, Coordinator for Spain carine.morotti-delorme@centralesupelec.fr

Centrale Lille: Simon Davies, Coordinator for Italy simon.davies@centrale.lille.fr, Christophe Sueur Coordinator for Spain Christophe.Sueur@centrale.lille.fr

Centrale Marseille: Guillaume Chiavassa, GEC Scientific Coordinator for Spain guillaume.chiavassa@centrale-marseille.fr; Emmy Arts, Coordinator for Italy emmy.arts@centrale-marseille.fr

Spain :

UPM: Juan de Juanes Marquez ETSII Vice-Dean for Students Affairs and International Relations juandejuanes.marquez@upm.es

ICAI: Damian Laloux Jefe de Estudios dlaloux@icai.comillas.edu

UPC: Lucas Van Wunnik Vice-Director for Internationalisation ETSEIB lucas.van.wunnik@upc.edu

UPV: Arantxa Querol Monforte Vice Dean for International Relations ETSII arquemon@upvnet.upv.es

U. Sevilla: José-Maria Maza jmmaza@us.es

Italy:

PoliMi: Michela Gregori International Mobility Service michela.gregori@polimi.it; A. Schoonbrodt,

International coordinator, PoliMi School of Design rele@polimi.it
PoliTo: Alberto Godio Vice-Dean for International Relations d001940@polito.it
U. Trento: Marco Toffolon T.I.M.E. Coordinator marco.toffolon@unitn.it
U. Padova: Luisa Bortolini International Relations Office luisa.bortolini@unipd.it

General provisional budget on June 26, 2018

		39 464,01 €	19 464,01 €	28 475,96 €	15 371,96 €	4 092,05 €
Lieu	Type	Recettes prévues	Recettes perçues	Dépenses prévues	Dépenses effectuées	Reste
N/A	Subvention TIME	15 000,00 €	5 000,00 €			
	Recettes 2017	11 464,01 €	11 464,01 €			
Italie	Bio-Merieux	1 000,00 €	- €			
Italie	BNP	1 000,00 €	1 000,00 €			
Italie	Synergie	1 000,00 €				
Italie	AlixPartners	1 000,00 €				
Italie	Sopra	1 000,00 €				
Italie	Akkademy	1 000,00 €				
Italie	Auchan	1 000,00 €				
Italie	Siram (Veolia)	1 000,00 €				
Italie	Saint Gobain	1 000 €				
Italie	CUKI COFRESCO	1 000,00 €	1 000,00 €			
Italie	EDISON	1 000,00 €	1 000,00 €			
	Crédit Agricole	1 000,00 €				
	Else	1 000,00 €				
	GreenRail	- €				
Italie	CCI France Italie			7 500,00 €	7 500,00 €	
Italie	Copernico			6 997,00 €	6 997,00 €	
Italie	Logistique CCI graphique presse journaliste			2 450,00 €		
	Pause café - Copernico & Friends				46,00 €	
	Kakémonos - Stefano Epis			540,00 €	540,00 €	
	Billets Frédéric Dorel Milan JNS			288,96 €	288,96 €	
	Frais mission Frédéric Dorel Milan JNS					
Italie	Mission Jocelyn			1 500,00 €		
Italie	Mobilité collègues GEC			6 500,00 €		
Espagne	Autres			1 000 €		
	Remboursements étudiants			1 700,00 €		