WikiSkills

Empowering and fostering social, professional, cultural and civic skills through pedagogical use of Wiki technologies and methodologies.

DELIVERABLE 6.1– Exploitation Plan

Work Package: 6

Task No: 6.1

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Content

1. Towards a more sustainable exploitation

This text overviews the issues of sustainable exploitation proposed in the project. A sustainable exploitation is, primarily, understood as an economic domain where the production, use, and management of the results of this project need to be reused, networked and valorised. Although this process is crucial, we would try to demonstrate that in order achieve a more longterm continuity of efforts, we need to associate it to the cultural domain: the practices, discourses and their expressions, that contribute to a wider wiki culture.

The idea of designing sustainable actions has been present since the very beginning of the WikiSkills project and gradually became concrete part of the project's results. This included:

a) the proposal and implementation of an exploitation strategy consisting of multiplication actions and systematic transfer of the WikiSkills results to the stakeholders and decision makers (see also Chapter 4 ANNEX – The proposed expolitation plan). The exploitation plan of WikiSkills was regularly reviewed and re-adopted as the project proceeded. All partners established strong working relationships with key people and public/private organizations involved in or having an interest in the area of wikis and education. Each partner of the project actively pursues its exploitation process with various organizations / initiatives / policies in national and European level (see also Chapter 6 ANNEX - Exploitation Analysis of Results by partner).

b) The launching of the WikiAngels network (see also Chapter 5 ANNEX Sustainability Plan – Community of WikiAngels). From July to November 2013, the consortium decided to include selected experts into the project: they would start as external evaluators of the project's results, but would also introduce themselves to a larger community of practice. This effort proved successful, in the sense that this initial group of experts proposed modifications on the produced content, most of which were adopted and started to be reused in various learning, educational and informative events. The benefit of "outsiders" editing and reusing these products is obvious, as on the one hand they become part of a wider network of daily learning and entrepreneurial practices and, on the other hand, more people have a vested interested that this content is always up to date and available.

The way that the exploitation plan was implemented was, twofold: firstly, local exploitation plans were developed in order to address needs of specific projects and services. Examples of such plans will follow in this report. Although the way that these plans were developed were focused on each partner's national context, it constitutes a platform of practices that further builds on the group's dynamics and adds to initial participants' intentions and motivations. Influencing persons in institutions and key stakeholders were identified under a type of potential influence that was accompanied with the steps to be taken in order to further promote the project's results.

Secondly, drawing from this platform of practices, project participants are now closer to a global exploitation plan, accompanied from a more detailed and realistic valorisation scheme, particularly through the actions and results of the WikiAngels network. WikiAngels build on

the results and outcomes of the various national partner activities, endorse the local exploitation plans and will propose a strategy for their further reuse and promotion. This will bring the whole effort to a more sustainable and community driven deployment approach.

From the analysis above, it is becoming obvious that there is a need to further developing this line of thinking and acting by exploring for a more innovative approaches, particularly in the areas of employability and education. This demand is partly answered by the Wikinomics project (http://wikiskills.net/wikinomics/) another cross-european effort in the areas collaborative and participative competence acquisition, learning and working. Wikinomics aims to, sustainably empower wiki usage to develop and disseminate training courses to consolidate wiki skills in day to day challenges and comes as an important leverage of WikiAngels efforts.

Finally, this type of linking between projects, results and competences with networked actions and services can be productive, scalable and efficient. It consists of a linking that could involve even more projects' outcomes, partners or users, based on common guidelines as well as, a clear view on how to generate income and multiply available resources. The network of WikiAngels, as well as, its forthcoming business model will add up to this effort of understanding and pursuing more sustainable exploitation actions.

2. Sustainable exploitation through networks and networked activities

Thanks to the successful involvement of the WikiAngels network the WikiSkills project has been able to launch the foundation for an effective community of practice beyond its initial expectations. This network is now including WikiSkills and WikiNomics participants, but, also, outside experts and new actors from wiki and other collaborative communities. It will consist of a reference point for their activities, as well as, a platform of common exchange of practices and actions.

An example of such networked action is the Wikiangels Wikithon (http://wikiskills.net/wikithon-2014/), taking place from the 4th till the 7th of April, 2014. This is a getting together of people with a wide range of expertise, aiming at transforming practices, methodologies and knowledge to collaborative tools and services. These services, include the preparation of supporting events like Bootcamps that function as a "seek problem, solutions exchange space" between companies and other organisations, as well as a platform of collaborative culture and exchange between them and their networks.

The WikiAngels network has already used elements of the WikiSkills experience in order to support the Wikithon of the World Bank Knowledge Forum (24 - 27.02). There has been a substantial contribution on behalf of the Wikiangels network, during an initial period of 3 months (January to March 2014), including the documentation, communication and training material for the Wikithon of the World Bank Knowledge Forum. Before the WB Wikithon, tasks evolved around setting up the project, defining state of the art practices, drafting a wiki policy and governance synthesis, as well as proposing a strategy and practical elements for the wikithon. During the WB Wikithon, WikiAngels efforts were focused on supporting and animating the event itself, with: a) coaching sessions with future wiki trainers on wiki culture and practices b) targeted and public presentations on collaborative learning and knowledge management strategies in large organisations and c) use scenarios on the WB wiki platform,

aiming at demonstrating the variety of use and learning possibilities in wiki environments and creating solutions for the platform's sustainability.

Another illustration of direct impact on practices in educational schemes is the extension of the FBS case (see the special focus on FBS at https://wikiskills.cesga.es/xwiki/bin/view/Wiki%2DSkills/WP4+Implementation+of+training). After the successful pilot case at FBS - France Business School, deploying first the WikiSkills training at teachers' level, and then getting the teachers implementing it in Master courses including the integration of the WikiSkills deployment into the corresponding ECTS process, FBS has enlarged the collaborative and participative process of the teachers and of the students in the educational process already in the academic year 2013-2014 for the new generations of students (talent development). WikiCulture as such is also to be more specifically implemented in the second semester by the FBS Management and Pedagogical team.

A third example of the development of the WikiSkills results and outcomes towards sustainability can also be illustrated by the "Bootcamp" actions planned for the Autumn 2014. These Bootcamp actions as explained above is a concrete approach to the Knowledge Triangle. It tightly connects University-Enterprise worlds as well as vocational/lifelong learning, informal and non-formal learning and recognition and also directly supports innovation and open innovation processes at business/enterprise levels. The support of the WikiAngels network will enable these Bootcamp approach and will be pushed and developed further with the support of the WikiNomics project.

3. Main conclusions

The WikiSkills project has concluded its initial period of actions and, now, steps in a new phase: this phase will be deployed, mainly, through the efforts the network of WikiAngels consisting of a variety of experts, trainers and consultants. This network of practice is open to all organisations and individuals adopting the WikiSkills pedagogical approach in their schools, training centers, business, networks and projects. As shown before, there has been a demand for the WikiAngels services since the very beginning of its creation.

The proposed exploitation strategy ended up to the multiplication actions with key people and public/private organisations at national and international level. The result of the local efforts was the identification of influencing persons in institutions and key stakeholders under a type of potential influence, combined with concrete steps to be taken in order to further promote the project's results. This falls under a global exploitation plans with various organizations / initiatives / policies in national and European level.

The results of the existing local exploitation plans, such as the World Bank coaching, or the France Business School pilot are indicative of the possible services proposed and the income that they could generate. Such practices will be discussed, further documented and shared, during the WikiAngels Wikithon (http://wikiskills.net/wikithon-2014/) but, already, consist of important sustainability elements for our future work.

Finally, the Wikinomics project starts in order to improve, reuse and disseminate Wikiskills results (http://wikiskills.net/the-project-deliverables/), with a focus on the area of economy and labour. The main objective of Wikinomics is to transfer to its participants, key wiki competences and skills through more innovative methods and actions.

4. ANNEX – The proposed expolitation plan

4.1. The proposed exploitation plan

The exploitation strategy of WikiSkills is of great importance for achieving successful results. In order to fully understand this strategy, it is crucial that all project partners adopt the same understanding of exploitation. Exploitation consists of:

o Multiplication: is described as the process where end users and therefore trainers and teachers are being convinced to adopt the developed training materials of WikiSkills
o Mainstreaming: describes the transfer of the WikiSkills results to the stakeholders and decision makers

The main objectives of the Exploitation are:

o To **promote and raise awareness** about the project contents, developments and results,
o To **successfully transfer the results** to appropriate decision-makers to achieve their sustainable promoting and support,
o To **convince individual end-users** to adopt and / or apply the results, also after the project and support by its partnership has ended

By promoting the project contents and results a key point is to emphasise the wide benefits wikis have and what different skills are being improved and developed from the active use of wikis.

4.2. The concept of valorisation

Valorisation is a concept which is now widely used and accepted in the European educational and training community. It can be described as the process of disseminating and exploiting the results of projects with a view to optimize their value, strengthening their impact, transferring them, integrating them in a sustainable way and using them actively in systems and practices at local, regional, national and European levels. In the context of the WikiSkills project, this means:

o exploiting the results of projects;
o further developing project results in different contexts and situations (e.g. regions, countries, sectors);
o recognising good practice and encouraging relevant key players to do so;
o embedding project results into the practices of organisations; and
o mainstreaming project results into local, regional, national or European provision.

The valorisation strategy - as it is described in the plan below - caters for the best and the maximum exploitation of the project's results. As every plan, the exploitation plan that is presented in this document may be subject to modifications, according to the progress of the project and the results obtained at the different stages with the objective to optimize the

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consortium's activities for the given purposes. This is especially relevant to the exploitation plan. Being so, the exploitation strategies identified in this section will be discussed continuously by all participants of the consortium and throughout the project's lifetime.

4.3. Valorisation strategy

Valorisation of results is built into WikiSkills as a continuous process engaging active dissemination and careful exploitation of project results. WikiSkills' valorisation strategy is based on two major building blocks: (a) active collaboration with key stakeholders and (b) user-driven results going through a continuous development process.

Active collaboration with key stakeholders as a building block of WikiSkills' valorisation strategy means that all project partners are committed to invest time and resources in developing synergies and links among key stakeholder organisations and individuals as a means to ensure that project results reach the target audience and that these results will be exploited appropriately.

User-driven results mean that project results are developed according to the users' needs and requirements and, most importantly, project results are going through a dynamic process of development based on continuous user feedback. The structure of the consortium guarantees active participation of users.

Other potential users of the project (training providers) will also be informed of the project aims by electronic mailing and informational brochures. They will also be encouraged to access and test the material available on the web site and give feedback. This will be a good opportunity to gain additional information that could be potentially incorporated into the project results.

WikiSkills' valorisation strategy is not static and will be regularly reviewed and expanded as the project proceeds and new opportunities or obstacles arise. In the context of this document, the valorisation strategy is manifested only in the part of exploitation plan, while the dissemination plan has been taken care of in the workpackage 5 of the project.

4.4. Implementation of the exploitation plan

The exploitation plan of WikiSkills will be regularly reviewed and adopted as the project proceeds and new opportunities or obstacles arise. The exploitation team consisting of all partners will continuously try to create an active network aiming at establishing strong working relationships with key people and public/private organizations involved in or having an interest in the area of wikis and education.

It is envisaged that by the end of the project, a viable copy right agreement (integral part of this plan), satisfactory to all partners, will be established. Each partner of the project will be
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responsible in leading the exploitation process at the end of the project in order to manage the project results.

A very important aspect of the exploitation plan and corresponding activities is the self-sustainability of the project's results, especially after the end of the project. The goal is to enhance the Wiki community so that wikis are in integral componant of the educational system.

Towards the same direction and within the scope of the project's exploitation strategy, the consortium will take action in view of exploiting the project's results. For this reason, the consortium members will try to promote and incorporate the developed material into national and European policies and practices. This will be achieved through identification of the appropriate organizations / initiatives / policies in national and European level and the effort to incorporate the developed knowledge in accordance with the project objectives.

The aforementioned aims and actions will be achieved through:

Interaction with Key People

Intensive interaction with the eventual users and beneficiaries of the project and other stakeholders is of crucial importance for the successful and sustainable exploitation of the results. This way the project will be introduced to selected parties through lobbying key people, who may be difficult to reach through other means, e.g. through the media. All project partners will have their own informal networks, which provide excellent vehicles for exploitation. The project will make use of these existing relationships and identify new collaboration opportunities to engage user interest and participation in the project. One way of including people from outside and inviting target groups to work closely with the project is the establishment of a focus group (see WP2 Needs Analysis). Working actively in a focus group motivates people to exploit the project outcomes later on.

Participation in conferences/workshops

Participation in conferences and workshops improves the exploitation of WikiSkills´ results in terms of disseminating project information, contact making and lobbying. Additionally it is a good tool for receiving valuable feedback from a wide user audience in the domain of rehabilitation and training and counselling. Events such as conferences and workshops are expected to gather experts and stakeholders who will elaborate on the requirements of knowledge transfer and retention in the specific domain and corresponding training material will provide recommendations for future actions, tailored to the specific sector.

Project Meetings

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Managers who will form the project's international exploitation team are an important audience for WikiSkills exploitation strategy. Successful completion of the project relies heavily on senior managers' own enthusiasm and commitment in achieving the project aims. The meetings that are expected to take place during the project will play a significant role in raising awareness among senior managers. Senior managers, disseminate enthusiasm and insight gained in these meetings, to the entire project, people and organizations. Conclusions and recommendations reached in the meetings will be validated by the project management and displayed on the project website as agreed with all partners.

During the project the following exploitation activities will be followed by each partner in order to establish key contacts for networking and ultimately exploitational reason:

- List most important stakeholders (Exploitation Template filled in by each partner)
- Personal Contacts with Key People
- Participation in Workshops/Conferences
- Project Meetings
  (formal & informal)
- E-mail/Mailing List
- Continuation Issues

Setting up a Sustainabiliy Plan for WikiSkills

To assure the most effective exploiation and the sustainability of the WikiSkills Projekt a Plan on how to develop a Community of WikiSkills Experts has been develped. To know more please go to Chapter 6.

4.5. Exploitation Results

During the whole period of the project the following exploitation results are being developed:

- developing different wiki-based learning scenarios
- developing a wiki training for trainers
- creating a pedagogical video on wikis
- developing project guidelines (brochure)
- setting up a project website
- creating a wiki community within the partner countries

4.6. Role of the partners

Work Package leader of Exploitation is *die Berater®* (Austria). All the partners of the WikiSkills project are involved in the dissemination (Work Package 5) and exploitation (Work package 6) activities that are integrated together in a balanced way to form a single, coherent valorisation plan.

Every partner has defined important stakeholders and has to make sure to make the project results and developments available to the defined stakeholders and end-users.

5. ANNEX Sustainability Plan – Community of WikiAngels

To assure the sustainability of the EU project WikiSKills the partners have worked on a plan on how to develop a Network of WikiSkills experts that provide WikiSkills training within Europe after the project is finished. The following chapter provides first ideas on how to form the network.

5.1. Goals of the network

o Create a community of service providers that exploit the WikiSkills idea and the materials by providing WikiSkills Training and by gardening the wiki pedagogical tools
o Generate income (experts)
o Further develop the WikiSkills training materials

5.2. Profile oftheExperts - Who maybecome an expert?

General criteria that experts have to fulfill

o Ability / Willingness / Experience to make money
o Pedagogical skills (training & consultancy)
o Wiki-related skills

Personal data

o Geographical availability
o Spoken languages

Legal issues

Are you legally authorized to issue invoices

o yes
o no

Financial experience

o Have you offered training or consultancy as a freelancer in the last few years? Please describe your experience:

Pedagogical skills

o Describe your experience within training and consultancy

Wiki-related skills

o   Describe your experience with wiki-based / online collaboration
o   Describe your experience with writing online articles and publications (i.e. also include URL below)
o   Are you familiar with the issues of free licenses and can you explain, in broad terms, the differences between exclusive use, some rights reserved, open source and free
o   Have you installed / maintained part of a wiki platform (such as mediawiki, wiki or other Xwiki GPL)

5.3. Formal selection of experts

Peer selection (not self-elected) through the administrative commity, based on profile of skills and experience (cf. above), through majority vote

5.4. Type of customers

o   international companies
o   public institutions (educational, cultural and civic centers)
o   SMEs

5.5. Services providedbyWikiSkillsExperts

o   Provide WikiSkills training
o   Provide consulting on how to take advantage of wikis (technical installation, pedagogical and educational consultancy, gardening...)
o   Guidence and Follow up while setting up and using the wikis
o   Provide evaluation tools for continue improving.

5.6. Tasks of the Experts

o   Gardening the WikiSkills curriculum and materials on www.wikiskills.net (will the training tools of WikiSkills be organized as a wiki?)
o   Promoting and developing the network of experts.
o   Develop and propose commercial and marketing actions to improve the activity.

5.7. Advantage of the network

o   Promotion: Ynternet.org provides a growing listing on SME (across Europe) with a newsletter
o   Facilitation of side promotion activities in wiki events (such as wikimania, wikisym, lifelong learning festival...)
o   Ynternet.org permanently promotes the growth of the network by stimulating new, highly experienced experts to actively take part in it
o   A (special) area of the website www.wikiskills.net will be dedicated to profile/present the experts of the network
o   An assistant of Ynternet.org will provide sales and administrative activities (phone calls, online promotion via webinars, weekly emails on wikiculture...)
o   Kick-off of the network for 3 years from October 2013, activities starting beginning of march 2014 (starting with workshops), launch the network at the end of 2014

o   10% to 20% of the revenue will go the network
o   The network will provide online training and tools on promotion and marketing, business model and quality, to experts.
o   Facilitating exchange of experience on use of wikis for educational purposes

5.8. Advantages for companies

o   Guarantee of the selection. Experts selected through requirements profile (know-how, experience, references)

o   Record of customer satisfaction feedback (requires) = in-built quality and evaluation methodology

o   Guiding philosophy of WikiSkills is pedagogical, not technological

o   Dynamic network which gardens the wiki tools and uses them permanently

o   Services based on a successful European network of recognised Wiki experts

5.9. General conditions

o   Expected minimum number of experts of 10, as of Jan 2014 (otherwise: dismiss the sustainbaility plan, activation of plan B: a living archive of the wikiskills project + submission of new LLP & FP8 projects, that's it)

o   System of payment : to be clarified when the network starts (i.e. paypal, on Ynternet.org account)

o   Leading the network : Wikimedia Foundation Former President Florence Devouard (proposed) on Ynternet.org name.

5.10.   Cornerstones of membership

Fee per year to be paid by each expert: 200€/year, discounted from the initial 200€ that each expert will generate with customers identifed through wikiskills listing.
If no income is generated within one year, the member can be expelled from the network.
Members pay 10%-20% of all WikiSkills income generated to the network.
Minimum number of experts to start: 10 people from January 2014 (otherwise: abandonment of the sustainbaility plan, activation of plan B: a living archive of the wikiskills project + submission of new LLP & Horizon 2020 projects)
Set up policies / guidelines for the experts.
System of payment: paypal, on Ynternet.org account (to be detailed).

5.11.   Legal Issues - GOVERNANCE DRAFT

o   Membership network is administrated by Ynternet.org,
o   Contract with the experts

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- o The network will not be responsible for the quality of the services the experts provide
- o Legal entity will be Ynternet.org
- o Individual, not institutional membership
- o Leadership/Head of the network : Florence Devouard (proposed) on Ynternet.org name

Ynternet.org will provide :

- o Promoting the wikiskills services (for press, for newsletter...)
- o Managing the 10%-20% fee that will be paid on each service provided through network, to pay general cost (hosting, promoting...)
- o Mediation in case of conflict between experts
- o Submiting projects on calls (LLP, FP8...)

Decision-making in the network:

- o Decisions are formed by majority of the experts through network regulation wiki

5.12.   Weak points to work out

- o No insurance of generating income
- o Multilingual problem (hard for a Greek expert to be promoted in Greece since we have no central promoter that speaks Greek sufficiently, so experts in Greece will probably have to translate newsletter etc) but we will focus on international companies
- o Those who pay usually want to receive technology services
- o Possible experts also can access the WikiSkills-materials freely - therefore we cannot guarantee the quality of the wiki training

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In case members are not satisfied: - decisions are formed by majority and consensus of the experts

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The customers (mostly big private and public organisations) will *slowly* 🌐 pay for services starting in 2014, and the delivery of these services will oblige the network of expert (providing these services) to maintain and update the wikiskills pedagogical material and dissemination activities, thus serving both the paying customers AND the teachers and students that are the initial beneficiaries of the wikiskills tools.

By generating incomes through a large panel of sources since 2014, such as the emerging customers of the experts and the wikinomics Leonardo TOI project funds, the 2012-2013, Wikiskills project will be sustained since 2014 and the pedagogical patrimony at disposal of the 4 KA3 target publics will be updated and will NOT become quickly obsolete or unknowm in the communities of practices needing it.

6. ANNEX - Exploitation Analysis of Results by partner

6.1. Exploitation Analysis – MAC Team (Belgium)

Influencingp erson / institution / factor stakeholder / keyperson	Type of potential influence	Importa nce of the influen ce rated 1- 5	Steps(tobe)taken
Toulouse University of Sciences	Meeting withVice-Presidentabout Communication insidetheinstitution. More than 150 contacts (professors, Phds)	3	Change in managementteam/ New teamtobeinvolved. Key contactwith European Project departmentforimprovement
Liege University (BE)	Communication insidetheinstitution. More than 100 contacts (professorsandPhds)	4	Very positive. Prof and IT departmentcouldbeinvolved in trainingsessionsatthe University level
France Business School (5 campus Tours,	New mergingorganisationwith 170 professors	4	Key actor in theneworganisationfocused on useoftechnologies in Education acceptstohave a testtrainingfor FBS. He is also involved in variousprojectsfundedby EU.

Poitiers, Brest, Clermont, Amiens)			
Institut Carnot STAR (France / Marseille)	Organisation includes 120 researchslaboratories Itbelongsto a communityof 34 Instituts Carnot .with 15% of French Researchers (14000 personnes)	4	The keycontactwiththedirectoroftheinstitution Star, whohasinterestwiththeproject, shouldbeusedfornexttrainingactionsorpromoti onofresultswithinthe Network.
Toulouse ESC (Ecole de Commerce) Business Schoo	Communication toPedagogical Department 150 profs + morethan 500 professionals	3	Not very open yettoparticipate in anycourses but actionshouldbecontinuefordisseminationactio ns.
OI-Net project, Lappeenranta University of Technology (Coordinator: M. Torkkeli).	Deploymentofwikicultureelementsandwikiplatformtosupportj ointandcollaborativework on thedefinitionanddevelopmentof a newuniversitycurricula on open innovation	5	Implementation of a wikiplatform on the OI-Net web tools + trainingofthe 52 organisations (35 LLP countries andmorethan 80 people) across Europe. The trainingandsupportsessionsareplannedtotake place on the 10th April 2014 attheirworkgroupmeetingsand on 6th or 11th June atthefullpartnershipmeeting.

NTIC Solution	Development of a jointtaskforce (NTIC Solution + MAC-Team) on wikicultureandwikistrategiesanddeployment	5	Tofurthersupportrespectivepartnersandclients.

6.2. Exploitation Analysis - UB contribution

Influencing person / institution / factor stakeholder / key person	Type of potential influence	Importance of the influence rated 1-5	Steps(tobe)taken
Institute of Educational Technology (Instituto de TecnologíaEducativa ITE) - http://www.ite.educacion.es/ webmaster@ite.educacion.es	It is the unit of the Ministry of Education responsible for the integration of ICTs in non-university educational stages.	3	During the project lifetime, UB has informedthem about WikiSkills ongoing development and at the project end about the obtained results.
Generalitat de Catalunya, Departamentd'Educació-http://www20.gencat.cat/portal/site/Educacio	The Government of Catalonia is responsible for the regional policies development and implementation in the Spanish Autonomous Community of Catalonia.	5	During the project lifetime, UB has informedthem about WikiSkills ongoing development and at the project end about the obtained results.
EducaRed - www.educared.org	It is a program driven by	3	During the project lifetime, UB has

	FundaciónTelefónica and the majority of educational organisations, professional associations, parents and Unions Confederations which intends to generalize the usage of Internet and emerging technologies as a tool for innovation and pedagogical training to teachers, parents and students of primary, secondary, high school and intermediate training cycles. EducaRedorganises early conference that stimulates the sharing of best practices and new successfull experiences of teachers.		informedthem about WikiSkills ongoing development and at the project end about the obtained results.
XarxaTelemàticaEducativa de Catalunya (XTEC) - info@xtec.cat	It is an educational portal that contains, educational resources, services, training projects, links to other sites with its own processing resources for different	5	During the project lifetime, UB has used XTEC as a channel to diffuse WikiSkills ongoing development, and at the project end about the obtained results.

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	levels. It is dedicated to educational prefessionals (teachers) in the Catalonian region.		
Projecteeducatiu de ciutat de Barcelona (PECB)	The City Education Project of Barcelona (PEC-B) is an instrument of educational governance based on community participation, strategic planning and joint social responsibility in formal, non-formal and informal education.	4	During the project lifetime, UB has informedthem about WikiSkills ongoing development and at the project end about the obtained results.
Institut Municipal d'Educació de Barcelona - http://w3.bcn.es/XMLServeis/XMLHomeLinkPl/0,4022,259061 929_263864605_1,00.html	The Municipal Institute of Education of Barcelona (IMEB) is an autonomous administrative body of the City Council. The Institute of Education carries out many actions aimed at promoting participation, innovation and improvement of educational action in the framework of Barcelona's commitment as an Educating City.	4	During the project lifetime, UB has informed them about WikiSkills ongoing development and at the project end about the obtained results.
The Teacher Training National	It is the education portal of the Ministry	5	During the project lifetime, UB has

Institute (Instituto Superior de Formación y Recursos en Red para el Profesorado) - http://www.isftic.mepsyd.es/	of Education which, among other actions, is responsible for the production and dissemination of educational materials online. Contains an important set of digital resources, classified by educational levels and subjects.		informedthem about WikiSkills ongoing development and at the project end about the obtained results.
Rosasensat	It is an Catalan association of teachers aiming to share innovative educational practices and provide teacher training to promote lifelong learning opportinities.	5	During the project lifetime, UB has informedthem about WikiSkills ongoing development and at the project end about the obtained results.
Espiral	It is an organization of teachers from all educational levels and subjects, with an interest in information technologies applied to education. It is composed of computer scientists, researchers in the field of educational technology, designers, university students and companies related to information technologies in education.	5	During the project lifetime, UB has informedthem about WikiSkills ongoing development and at the project end about the obtained results.
WikimediaEspanya	Wikimedia Spain is a non-profit Spanish, recognized by other projects like Wikimedia chapter in Spain. Its		During the project lifetime, UB has informedpolicy makers about WikiSkills ongoing development and at the project

			end about the obtained results.
purpose is to promote directly or indirectly all free content initiatives such as projects hosted and supported by the Wikimedia Foundation, Inc.			

6.3. Exploitation Analysis, CESGA (Spain)

Influencing person / institution / factor stakeholder / key person	Type of potential influence	Importance of the influence rated 1-5	Steps(tobe)taken
Xunta de Galicia- Consellería de Educación http://edu.xunta.es	The Government of Galicia is responsible for the regional policies development and implementation in the Spanish Autonomous Community of Galicia.	4	During the project lifetime, Cesga will inform them about WikiSkills ongoing development and at the project end about the obtained results.
Official Language Schools http://www.eeooiinet.com	They conform a vast network of non-university level officers involved in teaching modern languages	5	During the project lifetime, Cesga will inform them about WikiSkills ongoing development and at the project end about the obtained results.
CAFI Association http://www.edu.xunta.es/centros/c	The Autonomic Center of Innovation and Training is the unit responsible	5	During the project lifetime, Cesga will inform them about WikiSkills ongoing

afi/	for the design of the training activities of the teachers. It is integrated into the consulting and advisory experts established by the Department of Education.		development and at the project end about the obtained results.
Wikimedia Spain	Wikimedia Spain is a non-profit Spanish, recognized by other projects like Wikimedia chapter in Spain. Its purpose is to promote directly or indirectly all free content initiatives such as projects hosted and supported by the Wikimedia Foundation, Inc.	3	During the project lifetime, Cesga will inform them about WikiSkills ongoing development and at the project end about the obtained results.
WikimediaGalicia	Wikimedia Galicia is a non-profit Galician, recognized by other projects like Wikimedia chapter in Galicia. Its purpose is to promote directly or indirectly all free content initiatives such as projects hosted and supported by the Wikimedia Foundation, Inc.	5	During the project lifetime, Cesga will inform them about WikiSkills ongoing development and at the project end about the obtained results.

6.4. Exploitation Analysis, Wikimedia Sverige (Sweden)

Influencingperson / institution / factor stakeholder / keyperson	Type of potential influence	Importance of the influence rated 1-5	
Webbstjärnan, a national web publishingcontest	Cooperation? Couldwikisbeaddedasanothercategory in theSwedishschools web publishingcontest?	high ifwedecidetoproceedwithsomekindofcooperation, but not focused on ourtargetgroup	Or
Wikiversity	?	?	
Per Falk (ICT pedagogue)	Help Mr. Falk starting a incubatorforschoolwikiprojects?	High, but mightbe outside thescopeoftheWikiSkillsproject	Or
Medioteket Stockholm (a communalteachersrepository), Elisabeth Söder	Has a networkofteachers	2	M
.SE (Swedish top domainadministrator, hashad a lotofprojectsrelatedto ICT in school)	Webbstjärnan, incubator, otherprojects	?	Ye
Digidel (Ongoingcampaignforbridging digital		4	C

divides in Sweden)			wh
Wikimedia Movement (WikimediaFoundation			
Dela - meetingplacefor all whocarebouteducationandlearning: 2843 members. Network ofpreschoolteachers, primaryschoolteachers, secondaryschoolteachers, studentteachers, IT teachers, librarians, museumeducators, universityteachers, schoolleaders, scientists, politicians,			reg the htt
The Wikimediamovementand in specialWikimedia SE	Hub forrelatedprojects	5	W
SKL (Organisation forSwedishmunicipalities, countiesandregions)	Awarnessrasing	4	No
Folkbildningsnätet, organisationforfolk high schools (Jörgen Qvartsenklint / Mathias Anbäcken)	Has a networkofeducators, also possiblepublicity.	3	Me
Lärarnasriksförbund (teachersunion)		?	No
Lärarförbundet (teachersunion)		?	N
Skolverket (National agencyforeducation)	Mightbeinterested in putting in e.g. the PIM projectortheproject "IT i skolan"	3	N

Anna-Karin Hatt (ministerof ICT)	Spreadingtheword	5	
Linköping university, ICT pedadogics		2	
Folbildningsrådet - Swedishgovernment	Dissemination oflearning material	5	
Tärnafolkhögskola, ICT pedagogics		2	
Studiefrämjandet www.studieframjandet.se	Studiefrämjandet* isoneofthelargeststudyassociationsfor adult education in Sweden. Theyworkmainly in thefieldof non-formal life-longlearning.	5	Hå sta and Wi Hå vi a
Regionbiblioteket Stockholm whichmanagestheprojectOrtsportalerwhichengages 6 municipalitiesinSthlm	Potential endusers	3	
All universities in Sweden			
The communicatorandblogger Navid Modiri, http://www.navidmodiri.com/press/	Awarnessrasing	2	

6.5. Exploitation Analysis, HEIG-VD and YORG (Switzerland)

Influencing person / institution / factor stakeholder / key person	Type of potential influence	Importance of the influence rated 1-5	Steps(tobe)taken
HEIG-VD communication channels (social networks, newsletters, website, intranet, etc.)	Communication inside and outside the institution. More than 640 staff persons and 1500 students.	4	To foreseen different dissemination action to communicate and promote the project and to recruit possibles participants to the pilot experiences.
CYBERLAND - the e-learning center of the South-Oriental Swiss High-Schools (HES-SO)	Moodle plateform with more than 10.000 users from High-Schools.	4	To foreseen different dissemination action to communicate and promote the project and to recruit possibles participants to the pilot experiences.
DIDAC - The HES-SO Department of didactic training for teachers.	Network of teachers from Swiss South-oriental High-Schools	4	Promote the project inside high-School teachers.
CEP - Longlife learning for public workers.	Teachers of the centers and public workers network. More than 7500 participants and 300 teachers.	4	Promote the project outcomes. Study the possiblity to include project results in the teaching programs.
WikimediaSwitzerland	Wikipedians	3	Promote the project outcomes in wikipedian contributors

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eCultureacademicconference	20 leaders of eLearning and internet humanities in academic organization from Romandie (UNIL, UNIGE, HES-SO, FERNUNI, UNIFR, UNINE)	5	Encourage them to become prescriptors and replicators of the wikiskills developed training scenarios including into various curriculums, as well as beneficiaries of the training of trainer

6.6. Exploitation Analysis, *die Berater®* (Austria)

Influencing person / institution / factor stakeholder / key person	Type of potential influence	Importance of the influence rated 1-5	Steps(tobe)taken
Federal Ministryof Education, Science and Culture Bundesministerium für Unterricht, Kunst und Kultur www.bmukk.gv.at heidrun.strohmeyer@bmukk.gv.at (Sektionschefin)	It is responsible for the Austrian school development and research (not only for adult education but also primary, secondary, vocational training) and therefore a key organisation for the implementation of wikis in educational settings	5	Have been informed about results of the WikiSkills project.
Padagogical College Vienna - furthereducation Pädagogische Hochschule Wien - Institut für Weiterbildung/Lehrgänge http://www.phwien.ac.at/index.php?id=521	May be of interest on different levels: o research - i.e. supply of students writing a bachelor thesis on wikis o implementation		Have been informed about results of the WikiSkills project
Alpen-Adria Universität	This institute is one of six Austrian	4	Have been informed about results of the

Klagenfurt, Institut für Unterrichts- und Schulentwicklung Institute for teaching and school developement sonja.engl@uni-klu.ac.at	Educational Competence Centres (AECC). It belongs to the centre of university "School of Education". It is responsible for research and development concerning education in Austria locally and nationally.		WikiSkills project
Austrian Association of Research and Development in Education Österreichische Gesellschaft für Forschung und Entwicklung im Bildungswesen - Schulforschung	This association addresses all people and organisations working in the field of school development and research.	5	Have been informed about results of the WikiSkills project
European Office of the Vienna Board of Education Europabüro des Stadtschulrates	The European Office of the Vienna Board of Education is responsible for the development, implementation and supervision of projects that aim at an increased exposure and understanding of the European dimension.	3	Have been informed about results of the WikiSkills project.
Österreichische Gesellschaft für Forschung und Entwicklung im Bildungswesen - Medienpädagogik http://www.oefeb.at/		5	Have been informed about results of the WikiSkills project.

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Austrian Federal Ministry of Science and Development Bundesministerium für Wissenschaft und Forschung		4	Have been informed about results of the WikiSkills project
Donau-Universität Krems - Univ. Prof. Dr. Peter Baumgartner - Universitätsprofessor für Technologieunterstützes Lernen und Multimedia peter.baumgartner@donau-uni.ac.at	University in Austria, Institute for technology-based learning and multimedia		Have been informed about results of the WikiSkills project
Vienna Board of Education - Padagogical Departments Stadtschulrat Wien - Pädagogische Abteilung BBS Mag. Walter Grafinger walter.grafinger@ssr-wien.gv.at Pädagogische Abteilung AHS Mag.[a] Gabriele Dangl gabriele.dangl@ssr-wien.gv.at		5	Have been informed about results of the WikiSkills project

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Pädagogische Abteilung APS Mag. Dr. Wolfgang Gröpel wolfgang.groepel@ssr-wien.gv.at			
Wikimedia Austria	They support projects on the promotion of knowledge.	5	Have been informed about results of the WikiSkills project