



Europass Curriculum Vitae

Personal information

Surname(s) / First name(s) **Fornaci Maria Laura**

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Fax(es)

E-mail **fornaci@hotmail.com**

Nationality Italian

Date of birth 10/11/1973

Gender Female

Work experience

Dates 2012 – at present

Occupation or position held **Independent Consultant**

Main activities and responsibilities

- Project management
- Consultancy for Entrepreneurship, Innovation policy and Vocational education and training
- Proposal writing

Maria Laura Fornaci – has a solid experience in education, vocational training and innovation policy design. She has designed and managed several projects both at European level (VI and VII framework program, Pro-INNO, CIP, LifeLong Learning programme), and national level, related to the implementation of innovation measures and pilot initiatives in favour of SMEs and entrepreneurs, acting both as project manager and consultant/trainer.

She is also in the expert lists of the EACEA (the executive agency of the DG Education) for the assessment of proposals under the financing schemes Key action 1 and 3 of the LifeLong Learning programme 2006-2012.

Maria Laura has also experience in proposal writing for both tenders and calls in the framework of the Leonardo da Vinci programme (in the last 4 years she got 10 proposals granted), INTERREG IVc, MED (2 proposals pre-qualified), FPVII, CIP.

Main clients

- Fondazione Giacomo Bordolini
- Fondazione ISTUD
- Coventry University Enterprise
- WFO

Name and address of employer **Fondazione Giacomo Brodolini**, Via Barberini, 50, 00187 Roma, Italy
www.fondazionebrodolini.it

Type of business or sector Research activities & Technical assistance

MAIN ASSIGNMENTS

Technical assistance to the URBACT secretariat

URBACT Secretariat - FGB

Instructional designer

Within the support provided to the Secretariat, two wave of training seminars for URBACT projects' coordinators have been organized to present the URBACT method, implementation mechanisms and tools. I've been in charge of the design and assessment of the first round of training seminars.

Technical assistance for the NEXT project – IPA Adriatic

Regione Marche – FGB

Senior Communication Expert

The scope of the assignment is to support Regione Marche (lead partner) in the implementation of the IPA-Adriatic project NEXT, aiming at defining common R&D strands among the IPA countries involved and, building on this, a Technology transfer platform to support joint R&D activities and their exploitation. My role, as senior communication expert is to design, plan, organize and assess communication and awareness raising actions to secure interest and participation to project activities by the targeted stakeholders.

Name and type of Employee **Coventry University Enterprise**, Priory Street, Coventry, United Kingdom CV1 5FB
<http://www.coventry.ac.uk/>

Type of business or sector Higher education, Technology transfer

MAIN ASSIGNMENTS

Consultancy service for proposal writing for FP7 applications

Dates 2006 – 2012

Occupation or position held **Senior Consultant and Business Development Manager**

Main activities and responsibilities

- To manage the unit devoted to proposal writing and to prepare directly applications in the field of human capital/entrepreneurship/training
- To manage EU projects and international training activities
- To deliver on-field consultancy

Name and address of employer **META Group** srl, Via Luigi Casale 7, 05100 Terni, Italy
www.meta-group.com

Type of business or sector Consultancy Services

MAIN ASSIGNMENTS

Kauffman FastTrac

Kauffman Foundation – META Group

Project manager

Management of the licensing agreement among Kauffman FastTrac and META Group for bringing to Europe the training suite "FastTrac" (www.fasttrac.org). This includes the setting up of a network of EU sub-licensors for course selling and delivering, the certification of the sub-licensors, the definition of the pricing policy, the definition of the marketing strategy and plan .

INNOVATION LAB & STRATEGY LAB

META Group

Project manager

Strategic and operational design and promotion of new training products addressed to policy makers and civil servants responsible for regional innovation policy agenda. Topics for the first 2 workshops have been "Smart Specialization Strategy" (delivered for 2 editions) and "Finance for innovation".

FASTER –LEONARDO DA VINCI (300k€)

European Commission – Polish Leonardo da Vinci Agency

Proposal and Project Manager

Design of the proposal and management of the project. The project aims at transferring an existing training programme for ambitious entrepreneurs from Italy to other 5 new member state countries (Poland, Czech republic, Cyprus, Hungary), by the customization of the course outline and teaching material to the regional needs, and the training of the local staff responsible of its delivery (train the trainers).

IRTrain –LEONARDO DA VINCI (300k€)

European Commission – Hungarian Leonardo da Vinci Agency

Proposal and Project Manager

Design of the proposal and management of the project. The project aims at transferring an existing training programme for accessing risk capital from Italy to other 2 new member state countries (Hungary, Slovenia), by the customization of the course outline and teaching material to the regional needs, and the training of the local staff responsible of its delivery (train the trainers).

Customised Training programme for Lewiatan Business Angel Network (Poland)

Project manager

Training need analysis, instructional designing and coordination of 2 customised training programmes for Business Angel Network Managers and entrepreneurs.

INTERRES IVC external assessment

Technical Assistance to JTS INTERREG IVC Programme

Assessor

Evaluation of application of Interreg IVC proposal .

EASY - Early Stage Investors Action for Growth of Innovating Businesses (1 mio€)

European Commission – Pro INNO

Proposal and Project Manager

Design of the proposal and management of the project. The EASY project brings together investor organisations across the ladder of early stage investment in Europe as a means to co-ordinate the exchange and transfer of shared practices and tools. The consortium is composed of 17 partner organizations. META group is appointed of the management of 3 out of 8 work packages

Innovation Coach (800k€)

European Commission, DG Enterprise - VI Framework Programme, Innovation Programme

Project manager and consultant

Technical assistance for the implementation of the regional innovation strategies in all the 16 regions of the New Member States which performed a RITTS. META Group is the leading organization. The consortium is composed of other 2 organizations plus a network of about 50 on field consultants. My role is both as project manager and on field consultant for the schemes related to Entrepreneurship policies.

CISE

Chamber of Commerce of Forli

Senior Consultant

Technical assistance and training for 25 would-be entrepreneurs aimed at finalising their Business plan.

Semmelweis Innovation – Semmelweis University Mentoring & support scheme**Project manager**

Scope of the assignment is to strength the skills and operational capacity of the Technology transfer center of Semmelweis University related to: strategic planning, promotion and positioning, access to EU funding. Support has been provided by means of training activities, coaching and technical assistance.

Sardegna ricerche - POR Sardegna FSE 2007-2013**Instructional designer & Trainer**

Scope of the assignment is to provide support and assistance (training and coaching) to researchers for the startup of academic spin-offs.

SWAN –LEONARDO DA VINCI (400k€)

European Commission - Dutch Leonardo da Vinci Agency

Proposal and Project Manager

Design of the proposal and management of the project. The project aims at designing, deploying and disseminating training modules, programmes, and innovative delivery methods addressed to IPR valorisation in 6 member states (Italy, Latvia, France, The Netherlands, UK, Cyprus).

SEEDTRANS –LEONARDO DA VINCI (400k€)

European Commission - Dutch Leonardo da Vinci Agency

Project Manager

The project aims at designing, deploying and disseminating training modules, programmes, and innovative delivery methods addressed to early stage financing dealers in 6 member states (Italy, Portugal, Spain, The Netherlands, Finland, Latvia and Belgium).

IRTRI - LEONARDO DA VINCI (300k€)

European Commission - Latvian Leonardo da Vinci Agency

Proposal and Project Manager

Design of the proposal and management of the project. The project aims at transferring an existing training programme for accessing risk capital from Italy to other 2 new members state countries (Latvia, Estonia), by the customization of the course outline and teaching material to the regional needs, and the training of the local staff responsible of its delivery (train the trainers).

ATHENA

European Commission – DG Regio

Senior Consultant

Benchmarking Study at European level on mechanisms and policy to support the creation of High Tech companies. The scope of the study is to identify good practices and provide related policy recommendations for EU mainstreaming.

Dates 2010- at present

Occupation or position held **External consultant**

Main activities and responsibilities	- Proposal writing, management and evaluation of EU funded project in the filed of VET
Name and address of employer	ISTUD Foundation - Corso Umberto I, 71 - 28838 Stresa (VB) , Italy www.istud.it
Type of business or sector	Education and VET
	MAIN ASSIGNMENTS
	GLOBALISME – LEONARDO DA VINCI (300k€) EACEA /Hungarian National Agency External evaluator The scope of the project is to adapt and transfer an existing programme for SMEs internationalization developed by Fondazione ISTUD to 2 Hungarian organizations and 1 Cypriot company.
	LEAN - Leonardo da Vinci (300k€) EACEA /Cypriot National Agency External Expert for the design of the proposal and Project management advisor The scope of the project is to adapt and transfer an existing methodology for soft skills development based on the analogical method and the humanistic management approach, developed by Fondazione ISTUD, to 1 Cypriot, 1 Polish, 1 Romanian organizations and deliver capacity building activity to support the transferees in applying the concerned methodology.
	TStory – KA3 ICT (400k€) EACEA Project management advisor The scope of the project is to design and develop a train the trainers programme to develop the needed skills for the application of the Digital story telling methodology in class.
Dates	2001 – 2006
Occupation or position held	Training and marketing manager
Main activities and responsibilities	Training Needs Analysis, Training Planning Project Management of courses and workshops for company employees Feasibility studying for new innovative projects and products (i.e. e-book)
Name and address of employer	Edumond Le Monnier S.p.A. – ARNOLDO MONDADORI EDITORE GROUP , Via Mondadori 1, 20090 Segrate, Miilan, Italy www.mondadori.it
Type of business or sector	Publishing
Dates	2000-2001
Occupation or position held	Community and Training Manager
Main activities and responsibilities	Coordinating web communication, e-commerce and online delivery of Smart Force courses, through the www.consulteque.com portal Managing community services and moderating Human Resources themed forum
Name and address of employer	Consulteque S.p.A , Via Omodei 1, 20095 Cusano Dilanino, Milan, Italy www.consulteque.com
Type of business or sector	Online professional services
Dates	1997-2000
Occupation or position held	Junior project manager

Main activities and responsibilities Support in managing transnational training and technology transfer projects regarding construction and renewable sources of energy; projects were financed by the European Community
Tutoring technical classroom courses in the construction field; courses were financed by the European Community (ADAPT Project)

Name and address of employer **METAConsulting srl**, Largo ssi Passavanti, 05100 Terni, Italy
Type of business or sector Consultancy services

Education and training

Dates 1993- 1997

Title of qualification awarded University Degree in Philosophy, concentration in Anthropology
Name and type of organisation providing education and training **University of Perugia**

Dates 2002-2004

Title of qualification awarded Master Degree in Online Education and Training
Name and type of organisation providing education and training **Bocconi University**

Personal skills and competences

Mother tongue(s) **Italian**

Other language(s) **English, Spanish**

Self-assessment
European level ()*

English

Spanish

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
C2	Proficient user	C2	Proficient user	C2	Proficient user	C2	Proficient user	C2	Proficient user
A2	Basic user	A2	Basic user	A2	Basic user	A2	Basic user	A2	Basic user

(*) *Common European Framework of Reference for Languages*

Social skills and competences Team spirit
Good ability to work in multicultural context, gained through my working experience in EU projects
Very good communication skills both verbal and written, gained through my educational background and my working experience

Organisational skills and competences Very good project management skills, gained in about 15 years of working experience in project and programme management
Good communication skills
Ability to work with virtual teams

Computer skills and competences	<p>Good command of Operating Systems: Windows '95 - '98 – 2000 - XP</p> <p>Good command of Microsoft Office™ tools (Word™, Excel™ and Power Point™)</p> <p>Good command of Learning Management Systems (Docent 6.0, Blackboard 5.0.) and Conferencing Systems (FirstClass)</p>
Publications & Reports	<p>Maria Laura Fornaci, Cristina Godio, Lee Schlenker (April 2013), Encouraging the emergence of viable business models for Management Schools in 2030 (2013) ,<i>Open Education 2030 – Contribution to the JRC- IPST call for Visionary papers. Part III: Higher Education – EACEA</i></p> <p>Alessia Melasecche Germini; Andrea Di Anselmo; Maria Laura Fornaci (2007), Laying the foundation for the European Googles of the future, <i>PODIM 2007 Maribor Slovenia</i></p> <p>Maria Laura Fornaci, Magnus Klofsten, Luigi Serio (June 2007), European good practices in the field of Entrepreneurship training programmes, <i>Innovation Coach Project, Support action for innovation mainstreaming within the Enlarged Europe – DG Enterprise</i></p>