



Sustainable Alliance Manager: learning Experience towards Collaborative Skills with Green Consciousness (**SAMExperience**) is a three years EU Erasmus+ project (KA220-HED – Cooperation partnerships in higher education) aiming at assessing the gap between theoretical and practical knowledge in collaborative-green sector.

The SAMExperience project is coordinated by the Faculty of Business Studies, The Mondragon University (Spain).

The project goal is to cooperate in the exchange of knowledge and good practices to realize a learning experience for Sustainable Alliance Managers (SAM).

SAMExperience aims to provide professionals with the necessary collaborative and green skills to create and manage sustainable alliances within SMEs in the manufacturing sector.

Objectives

The project aims to develop the **SAMExperience**, an international, digital, flexible and customised learning platform for Sustainable Alliance Managers (SAMs).

The short term objective of the project is to develop the **SAMExperience** which is an international, digital, flexible and personalised learning experience for Sustainable Alliance Managers (SAM).

The long term objective is to provide professionals with the necessary collaborative and green skills to create and manage sustainable alliances within SMEs in the manufacturing sector.

The overall SAM profile development aims at fulfilling the SMEs need for sustainable intercompany growth.

Needs

SMEs need to operate in the green transition era through partnerships and alliances:

- 99% of companies in the EU are small and medium-sized enterprises (SMEs) and they need to adapt to the current challenging context, particularly, the green transition challenge.
- Due to their limited resources, developing partnerships and alliances is the appropriate way for SMEs to increase their competitiveness. However, there is about a 60% of failure rate in alliances.
- The role of Sustainable Alliance Manager (SAM) has to be developed, both academically and professionally, including collaborative skills as well as green consciousness.

Impact

The project provides a methodology to train collaborative-green skills of Business Management/Engineering students to specialise them in the SAM role.

SAMExperience aims to:

- Build-up** the definition of the Sustainable Alliance Manager profile and competences;
- Develop** a digital and personalized learning paths to elaborate collaborative-green skills;
- Pilot and assess** of the competence development levels in higher education students in engineering and business fields.

Project Partners



Università di Foggia



*The project is coordinated by
Mondragon University (Spain).*

CONTACTS & FURTHER INFORMATION

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SAM

Experience

Alliances towards
a Sustainable Future



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**SUSTAINABLE ALLIANCE MANAGER:
LEARNING EXPERIENCE TOWARDS
COLLABORATIVE SKILLS WITH
GREEN CONSCIOUSNESS**