

## Profiling

- In this session you have to find out the **professional qualification and competencies** of your client. You have to assess both: If the career choice of your client is feasible and if his/her **personal situation and level of flexibility** allows for a mobility towards the country of destination.
- Therefore the main **personal characteristics and potential strengths and weaknesses** of your client will be elaborated and you will have to make sure, whether your client has taken care of **search activities** regarding the vocational education abroad and how he/she can be supported in this.



Welcome back, it's nice to see you again.

Thank you for seeing me again.

I remember that during our last meeting we had a nice conversation regarding your orientation and that you went home with a lot of information to go through.

That's true, I had a lot to look at but I also took my time and hopefully made the right decision. That's why I'm here now.

Before we continue with analysing the results of your research, since 2 weeks passed after our first meeting, is there anything urgent that you would like to discuss or ask beforehand?

Well, I was actually thinking about all the qualifications what I would need once I want to apply for the dual vocational education.

Well that would be exactly what we will discuss today 😊. So how about we find out where you stand. **How about we summarize the main targets from last time?**

Sounds good. Well first of all, I had to decide what I would like to do abroad, especially choose between a vocational education and studying, and where I would like to go and last but not least, what type of vocation or field of study I would like to do there.

Situation  
Analysis

That's exactly how I remember it. Now let's start with the first thing. **What would you like to do abroad?**

Yes, I decided that I would like to do the vocational training there since it is something different and sounds very interesting, especially when you get paid for it.

Alright, well that's settled. How about the other thing. **Where would you like to go abroad?**

Well, I had a look at both Germany and Switzerland, oh and also Austria. And I must say that they all have similar options but nevertheless, I still think that Germany is the better one, because of the language – I mean I can understand it and it's easier for me to work on it - and also because of my friend there.

**And what about the city? Have you decided where you would like to go?**

Professional  
Profiling

Yes, as I just mentioned I have a friend who lives in Mannheim, it's in the south of Germany, in Baden-Württemberg and that's why I would like to go there to be close enough.

And do you know exactly **what type of vocational education would you like to do in Germany?**

Well, I had a closer look at all the options and I must admit that I wasn't quite sure in the beginning but I would like to stick to the dual education as a **"Fachinformatiker"**. It's closer to what I'm interested in as we established last time.

I must admit that you did a nice job taking these decisions and it's very good that you have established a clear idea of where you would like to go and what you would like to do.

Thank you. It was very exhausting though☺.

I do believe that. Well from now on, it's only easier☺. Now that you do have a clear idea it's up to both of us to actually establish whether this idea is feasible and how you can achieve all this.

Great! I'm looking forward to it!

Alright then, let's start with your professional assets then. Apart from your "Bachillerato", **what kind of vocational competencies have you additionally developed that might help abroad?**

Hm, let me think, actually none, except for my interest in programming and the things I did for friends and family.

Ok then, **what kind of qualifications would you need additionally for the vocational education as a "Fachinformatiker"?**

I had a look at the requirements and except for the "Bachillerato" they don't require anything else.

So this means that the “Bachillerato” would be the only certificate you would have to recognise abroad?

Exactly, only this one and my passion for programming things 😊.

Are there additional qualifications or certificates that you could show?

Oh yes, I almost forgot! I mentioned last time that I visited a course at school in programming. It was an extracurricular activity.

See? The more you can show the higher your chances for applying for the vocational education. I’m glad we covered that. Now let’s move on with the social environment. **Whom would you like to bring along with you when going abroad?**

Social & Legal Situation

I’m actually alone, though I hope that my friends will come visit me once in a while, however, apart from that I will be alone. Of course, my parents will help me move and visit me as well.

Since you are mentioning your parents: **What type of financial support would you consider when going abroad?**

Exactly, I would need my parents in the beginning and they will help me move and settle first. But they are the only financial support I have for abroad.

What would we do without them? 😊

😊

Since you have decided to do a dual vocational education this would require your experience from school but it would also be a new start in working as a “Fachinformatiker”. **Have you had any work experience so far? Are you familiarised with getting up early, having a time-schedule, earning money?**

Well, to be honest, not really. I mean, I was a paper boy for a couple of months and it was a lot of fun. The getting up early is actually ok since I am used to in school. But I know that it will be different, but as I saw it is just for 3-4 months so it’s actually a good mix between learning and doing.

Exactly. You won’t have to do it for a long time but since you are already familiar with it, the better. This will also prepare you later for the work life.

That’s true.

This is already something related to the personal competencies, like the ability to organise yourself. So since we established this, how about we continue on this matter. **How would you consider your skills in living in a foreign country?** This is nonetheless a big step and you are very young...

Personal & Intercultural Competencies

Let's see then, on a scale of 1 to 10 (one is not good at all and 10 being very good): **How well would you consider your skills in living in a foreign country?**

I know but I regard myself as very open-minded and since I did travel a lot when I was 16 and even spend a school semester abroad, I really like to be independent.

I am pretty sure that this will be the case 😊 Since we are in the topic of living abroad we should also keep in mind the most important thing of all: the language. You mentioned last time that you do have some knowledge of the German language. **How well did you understand all the information I gave you last time?**

I would say, from what I experienced so far, it would be a 7. But since it will be a different experience than travelling or just staying there for a short time, I do think that I will improve, or at least I hope so.

At least you could take a decision and go through the information on your own.

It was pretty good actually. True, in the description of the dual vocational education I had to look up some special words but I think that's natural.

**How well were you able to actually interpret your own language skills when going through the information and how would you refer that to your possible future abroad?**

Exactly, it helped me quite a lot, my German from school and from my previous visits to Germany 😊.



I would say that it was easier than I expected and even though I was working with a dictionary I can imagine myself doing the same thing abroad. At least there, I mean in Germany, I am surrounded by German people/language only.

Of course, that's very smart. **Now, what have you done so far in applying for the dual vocational education as a "Fachinformatiker"?**

Well, nothing actually. I wasn't quite sure about my qualifications and what I really had to do but now, it is getting much clearer.

**And do you happen to know how to use search engines to find the vocation and where you can find these search engines?**

To be honest, no. But I'm pretty much relying on your help with this 😊.

Alright then. I would be glad to help you narrow down everything important to be able to apply for the dual education in Germany. **How about you summarise what we have discussed today and try to set up some To-Dos?**



Ok, I'll try my best. So besides of wanting to go to Germany and doing a dual vocational education there as an "Fachinformatiker", we established that for the application I would need to have my "Bachillerato" certified and also add my other certificate from the programming course. What else ... yes, I will be going alone, my parents will help me move and support me financially in the beginning. Due to some experience in travelling and living for a short time abroad, I would say that I am well prepared for the life abroad as well as for learning and working there. Hm, yes, and my language is quite good to live there but of course I would need to get even better. And of course, the search engines to find my vocation.

Exactly, that's how I would put it☺. **Good job! So what would be your To-Dos from here and how would you prioritise them?** This means what would be the most important thing to start with?

Hm, good question. Well, first of all, I think it is important that I have my "Bachillerato" certified together with the other certificate from my programming course before I apply.

Indeed, this would be the **first and most important step**.

And then ... I will have to inform myself about the living conditions there, I mean where I would live, probably in an apartment or maybe with other students and how my parents can help me move.

Exactly. It is important to find out how the situation abroad in Germany looks like when you want to live there, such as accommodation etc. **But what about a bank account there first? Did you know that most of the things that are necessary in Germany, such as phone contract, can only be established if you have a German bank account?**

Oh, ok ... no, I didn't know that. So that would be something where I would really need some more information and of course your counsel on it.

You're right. This would be the **second step** when living abroad, clarifying all the legal aspects that are necessary for you.

Alright then, I will keep that in mind.

Good. **What would be the third step?**

I would say the third step would be the language, right?

Exactly. The **third step** is that you would need a German course that doesn't take too much up from your time and helps you integrate even better.

There would be one thing missing. The **fourth step** would be how to search for an apprenticeship and where to look for it exactly.

Alright, I see. Would that be it?

Well, going abroad is a big challenge and means that you have to take care of many things. That's why it's important to establish targets. Now the following are the upcoming ones. **What have you done so far in realising each one of them?**

Ok then. Wow, that's actually even more than in the beginning☺.



Implementation

No problem at all. It's not bad to start from the beginning☺. **What would be your first step then in realising the targets?**

That's easy: Nothing☺. Since I just found them out with you ... I didn't know anything about it before.

Exactly. You would need additional information and of course I will be glad to help you with that. **Do you know where you can find all this information and which institutions can be of help as well as whom you can contact?**

Hm ... I will probably have to get some information again on how to realise all of them.... and of course your help especially.

Don't worry about that. I can provide you with the proper information on this matter. For **target 1 (Recognition of certificates)** you can use the following link, which is again in German: [www.anerkennung-in-deutschland.de](http://www.anerkennung-in-deutschland.de). This website provides all the initial information on certificates and their recognition.

Unfortunately, I don't have a clue.

Now, for **target 2 (legal aspects)** you can visit this website: [www.bamf.de](http://www.bamf.de). It's the Federal Office for Migrants and it states all the important aspects when dealing with legal issues, such as the bank account, financing yourself, etc.

Good, thank you very much.

Don't worry; I will give you also some paper information on these websites. Now, for target 3 you can check the following: [www.ebb-bildung.de](http://www.ebb-bildung.de). This website will help you find the right language course and this website: [www.lebenshaltungskosten.info](http://www.lebenshaltungskosten.info) provides all the necessary information on the costs of living, accommodation, etc.

Great, wait, I'm writing everything down as well.

And for **target 4** let me provide you some information on the vocation search: <http://www.ausbildung.de/>, <http://www.azubiyo.de/> and also

Alright, I will do that as well.

<https://jobboerse.arbeitsagentur.de/> of the Employment Agency. Under the last website Jobboerse.de more than 90% of all vacant apprenticeships are listed.

Wow, that is a lot. Now what do I have to do exactly?

**First of all** I recommend you have a look at all of them and try to understand what you need exactly from the targets we just developed.



Conclusion

Aaaah, I get it. So again read and try to establish more or less a decision.

Exactly. And once you have the information for your targets, we can have an appointment for each of these targets. I recommend you three appointments to actually be able to discuss everything thoroughly. I mean, going abroad is always harder than you think and you have to have a good plan.

Alright, I get it and I fully agree with you. So I will go back home, have a nice tea and go through your information. Once I have read it we can make an appointment, sorry, three appointments and discuss everything.

Great, we'll do it like that. So thank you very much for your time and I wish you a lot of success in finding the right information and see you next time.

Thank you as well and see you soon.