

SYNTHESIS SHEET of GOOD PRACTICE  
 SEMINAR: Acting for the socio-professional inclusion of migrants and refugees  
 July 13<sup>th</sup> to 22<sup>nd</sup>, 2018

Name of the good practice	<b>Territory mapping</b>
Project's holder (organization responsible)	<b>CPIA NAPOLI Città 2 and its network, which includes higher education schools and NGOs</b>
Themes of the good practice	<p>Saving time and training money to companies, promoting socio-professional inclusion of migrants in a legal working path.</p> <p>My school together with NGOs in our network scan the territory for finding all the companies on it to have a map of job possibilities suitable to each migrant or refugee working profile.</p>
To which problematic does the good practice answer?	<p>Matching the right person to the right job, it solves the problem of the company which needs to look for the right person, investing time and resources, and it solves the problem of training people who are already prone to a certain job but need to refine some skills to boost their potential promoting inclusion and integration with a decent job in an official legal path.</p>
Description and functioning of the good practice	<p>Most of our students come to our schools after they sign a protocol with the NGO they belong to. Usually NGOs scan the territory for finding all the companies on it, small and big, in order to have a map of possibilities suitable to each migrant or refugee working profile. Then, thanks to some government funds they usually win, they match the migrant to the company job position and they pay the company about 400 euros for each person they train. They do it for a position they might fill in at the time of the training or any potential vacancy they might have in future.</p>

<p>Elements and criteria necessary to its replicability in other variable contexts</p>	<p>Mapping the territory can be done everywhere. You just need a person searching the web and using a phone to call the companies.</p> <p>Having funds to offer the company depends on European projects, such as SPRAR projects, I think it can be done easily and probably in some countries where there is more job demand you don't really need to pay the company to provide an internship for migrants or refugees, they are more than happy to train them if they need the person.</p> <p>There are adult school in all Europe, where migrants can learn the languages, get some professional courses without any problem and most of the time for free or paying a small fee. So it is absolutely replicable and improvable.</p>