

SWG Training course on communication, presentation, organisation of events and documentation for stakeholders from "Prespa" and "Sharra", Cross Border Regions



**9. – 11.4.2013
Hotel Belvedere in
Durres – Albania**

**Photo-Documentation
for the "Sharra"
Cross Border Region**

The Training started by answering the question: **Who we are** - coming to Durres from the two Cross Border Regions „Prespa“ and „Sharra

Who we are?				
Name Location	Profession	Organization	Function	Something personal...
Irena Skopje, MK	Doctor of veterinary medicine / Journalist	SWG	Moderator	Cannot resist the good food
SAHIDE KAMENJANE (MK)	ECONOMIST	MUNICIPALITY of Bopovine	High Collaborator for Local Economic Development and Partnership	
BAJRAM IMERI PRISTINE KOSOVO	AGRONOM	MBPZHR	PROGRAMMER ZHVILLIMIT RURAL	KAM ME PËRVO NE PROJEKTE.
AVNI NEBIL KOSOVO	EKONOMIST	KOMUNA DRAGASH	DREJTOR	KAM PËRVO TE GATE NE PROFESION
AZEM Bilibani -KOSOVO-	ZEMBODELSO fak. -FITOPATOLOG.	S. O. PRIZREN	EXP. ZA RURALE RAZVOJ	-KORISNA OBUKA
Selman matmuja KOMUNA TERTHORE DORRË TURES	injk VETERINERE	KOMUNA TERTHORE Dorru Tures	N/KRYETARE KOMUNES	Kamë provoj në Profesion dhe kamë Bashkë edhe trajtime të fjese në fushën e Bujkësisë
Bekim Bytyqi Prizren, Kosovo	Economy Xinhce	National Park SHARRI	Administrator Eco-tourism	I Like to hike and Taking Photos
BESIM IMERI	Mr. sc. ekonomike	Komuna e Tearcës	Udhëheqës i dep ZHEL	futboll, ... analiza ekonomike
LIRIM XHELILI	ING - NDËRTIMTA RISË	KOMUNA E TEARCËS	KËSHILLTARË PËR VEPRIKT KOMUNALE	PROJEKTIM TË OBJEKTEVE
Gajur Tearcë	Jurist	Komuna e Tearcës	Këshilltar	Zeximi Futballi

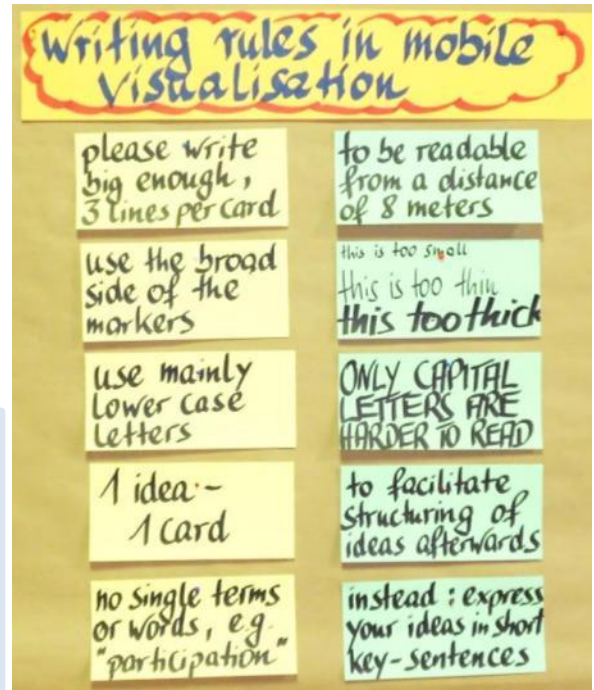
Presentation of participants continued

Name Location	Profession	Organization	Function	Something personal...
VOJKAN JEGUNOVCE MK	GRADJEZEN TENIČAR	OPŠTINA JEGUNOVCE	SAMOSTOEN REFERENT -LER-	SAKAM DOBRA MUZIKA, SPORT I LIČNA NADGRAD- BA
DUBRAVKA ILIEVSKA	BIOTEHNOLOG	OPŠTINA JEGUNOVCE	NADVOREŠEN SORABOZHIK	
Suela Fier; Alb.	Specialist in Health Care & Nurse	Directory of Public H.	Sp. Family doctor.	My pleasure books.
SASHO JEGUNOVCE	TVRISTICKI MENAGER	POLOG REGION R. MACEDONIA	PRESIDENT	DOMASHNI PROIZVODI BREND
Enes Tetovë, MK	Ekonomist i dipl.	QZHRPP CDPPR	Koordinator	Më pëlgen shëtitja në Natyrë
ZAFIR PRIZREN, KOSOVO	DIPL. ING. POGOPRIVREDE /FITOPATOLOG	NACIONALNI PARK ŠAR, PLANINA	ING. ZA STRITNE ZONE	PEŠNIK, PISEM POEZIJË
Daniyel ŠTRPCE, KOSOVO	DIPLOMI RAN I ERONOHISTA	OPŠTINA ŠTRPCE	DIREKTOR	VOLIM DA PUTUEM
BOJAN ŠTRPCE, KOSOVO	MENADŽER CARINSKOG POSLOVANJA	N.O. UDRUŽENJE JAGODIČASTOG VOCA „ŠARSKA MALINA“	PREDSTAVNIK UDRUZENJA	VOLIM DRUŽENJE I UPOZNAVANJE NOVIH LUDI
Aliismet ČOČAJ (KS)	Mr. of Ec. Scinties	Municipality of PRIZREN	Profesor /Director/	Musiq Calligraphy
Llwe Krappitz Neumarkt/Bavaria	Agricultural Engineer (Horticulture)	Regina GmbH - Regional Innova- tion Agency	Managing Director, Regional Manager	Since 4 years Wine grower and producer
Arjola (Albania)	FINANCIER	KQK (Keshilli Qarbit Kukës)	Specialist of Investment and Tourism	I like Traveling
Majlinda (Albania)	Ekonomiste	KQK Keshilli Qarbit Kukës	Specialiste Strategjie	Më pëlgen profesioni që kam
ASTRIT Albania	Inzhinier	Komuna Bicaj Kukës	Specialist Urbanistike	Pelqej futbollin dhe te udhetoj
NAIM LIKA KOMUNA SURROJ QARRE KUKES	KIMIST	KOMUNA SURROJ	Zy/KRYETAR	Kam kryer shema- Tregimin e te polydron A „UNDP“ vitit 2012, etj.

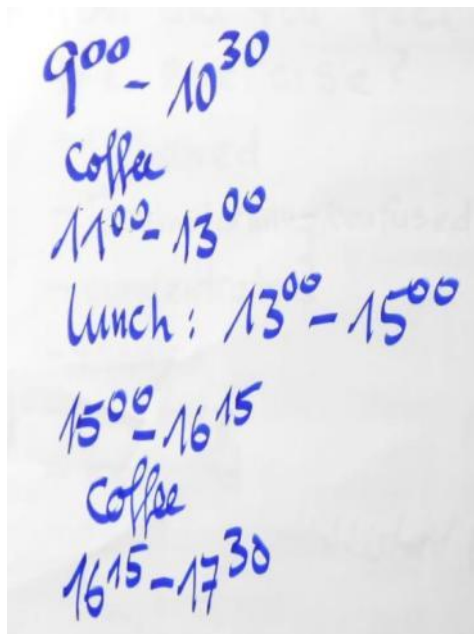
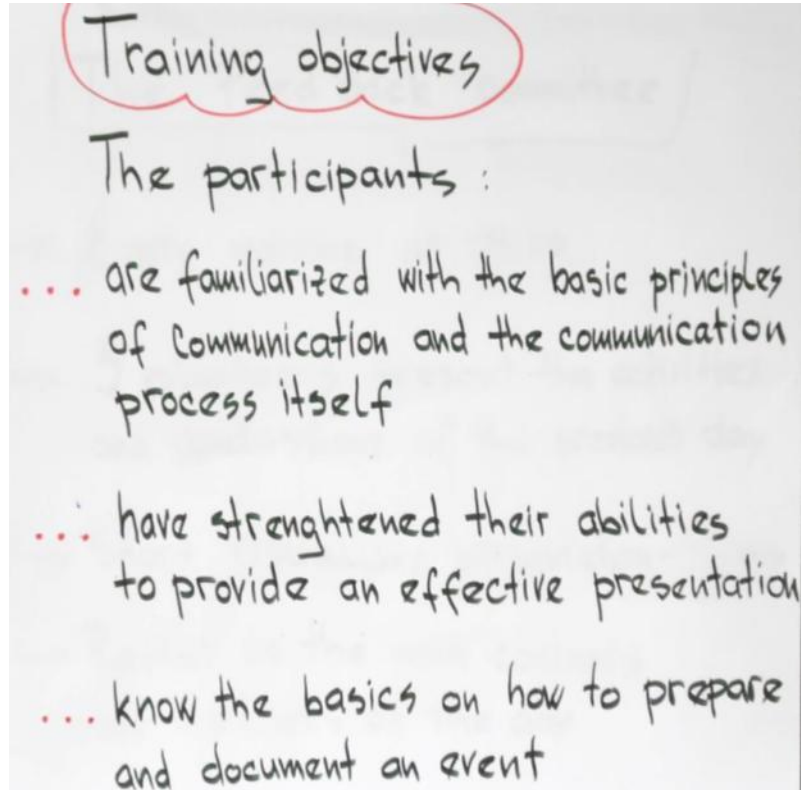
The learning expectations of the participants are elaborated in small „buzzing groups“



Answering the question about learning expectations



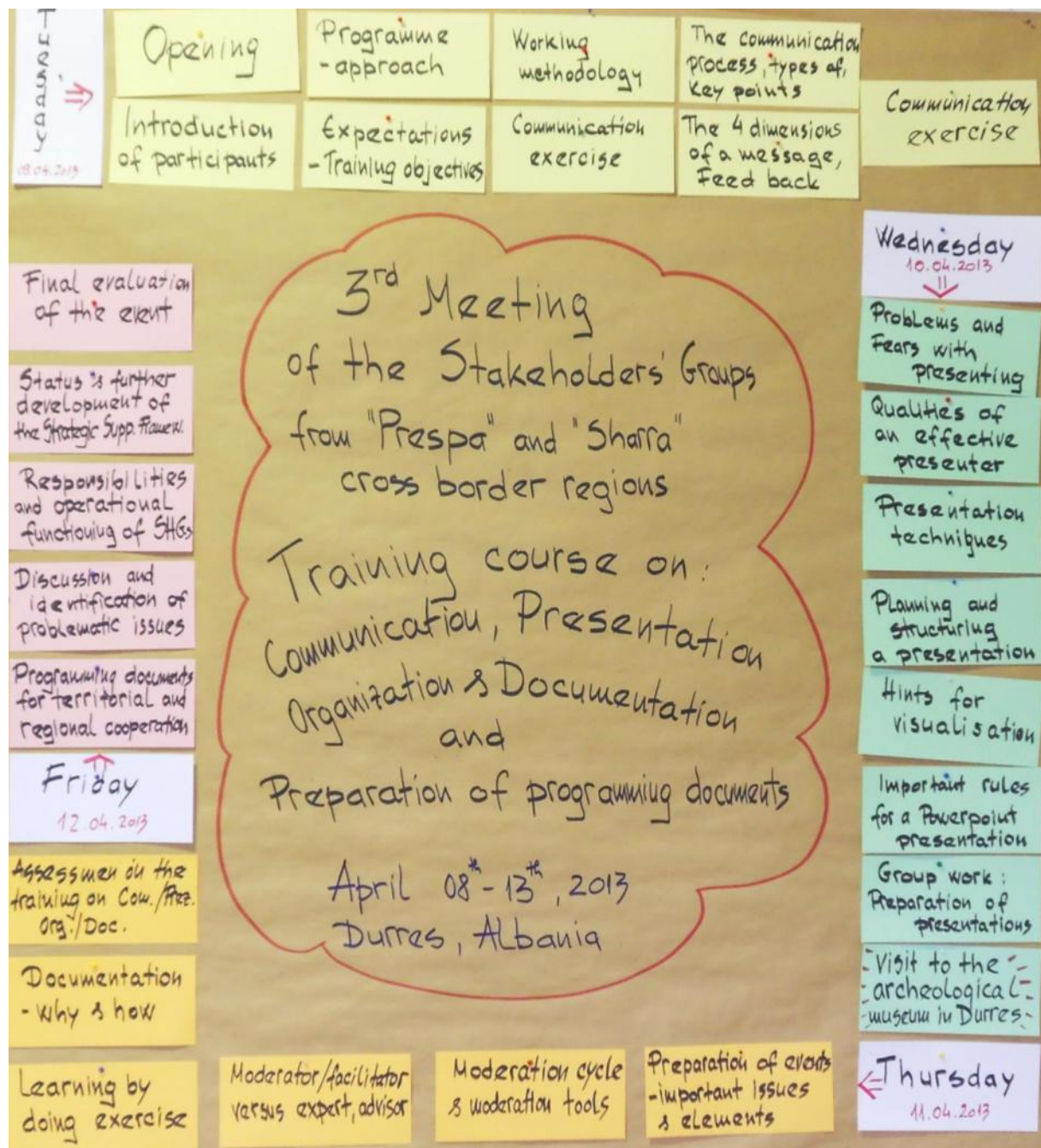
The objectives of our training workshop



And the time schedule agreed by the participants and respected further on during the next days

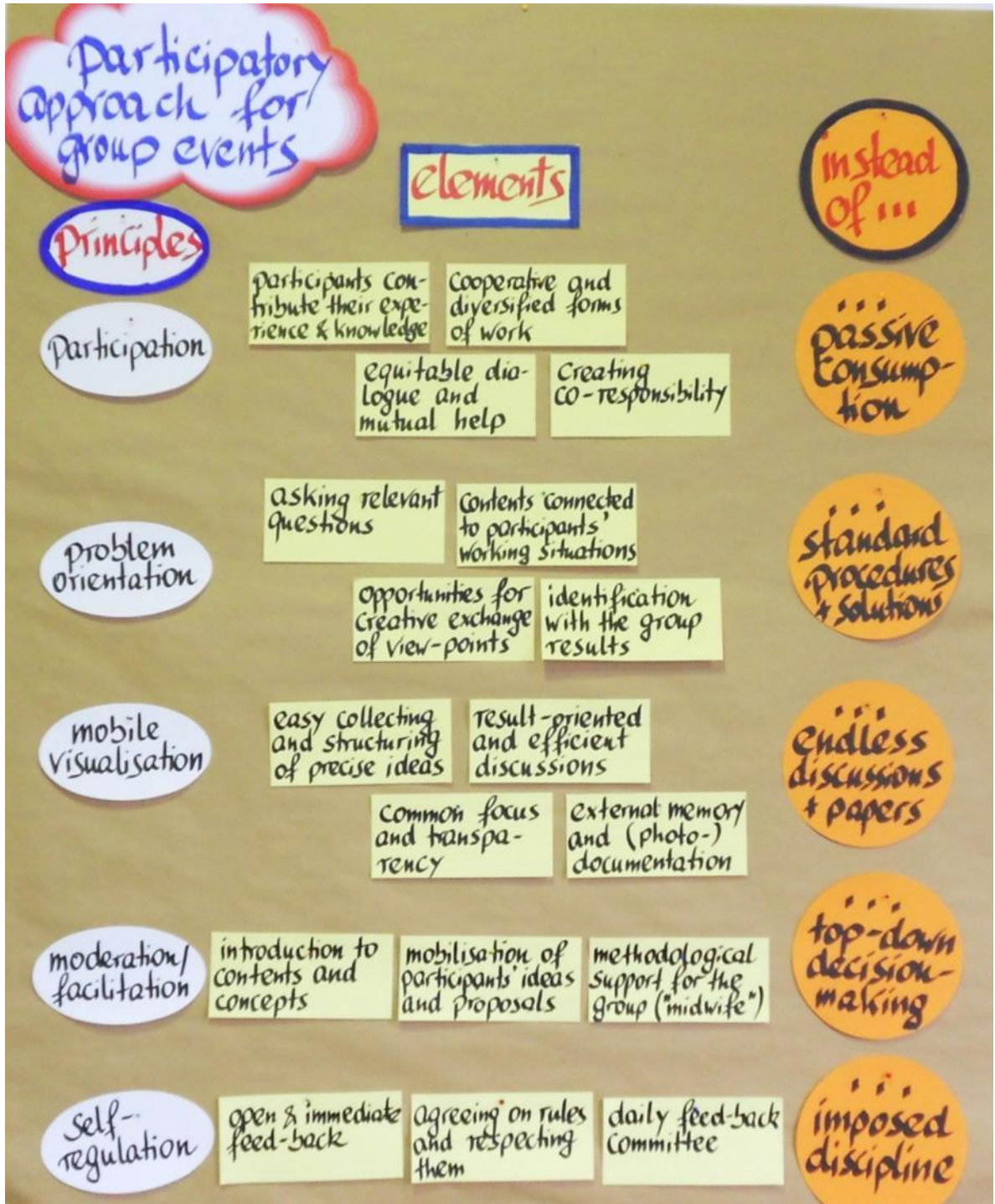


Programme flow of the 4 workshop days: Three for our training and Friday for the further development of the Pilot Regions under the upcoming EU planning period

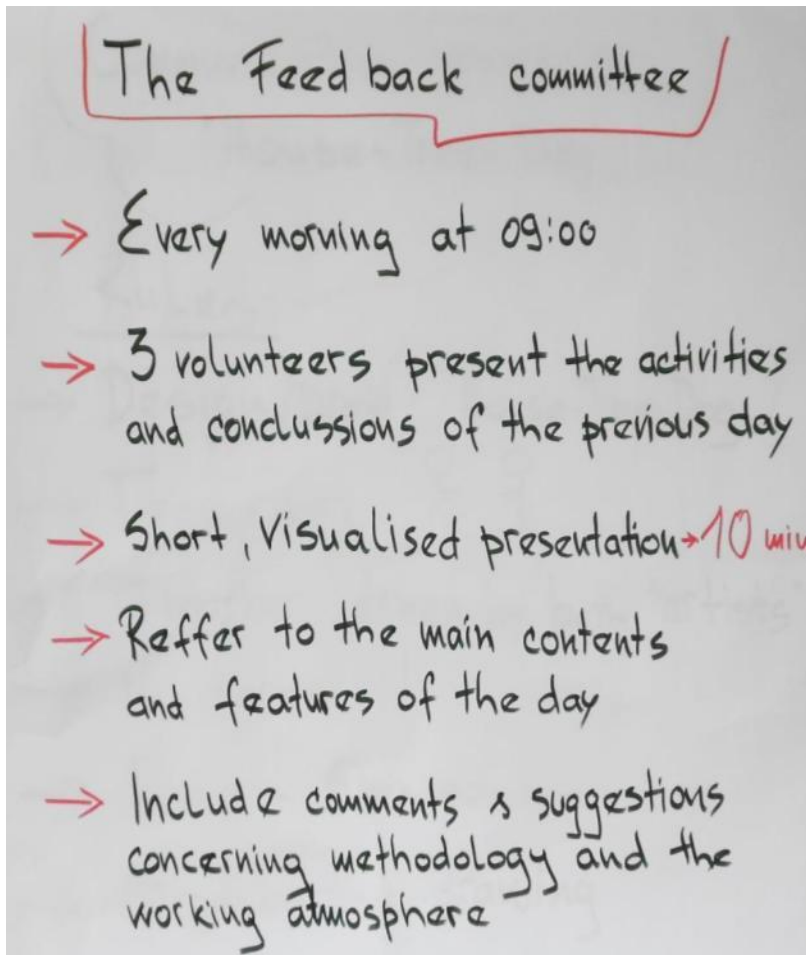


After answering:
Who we are ? and
What are we going to do?

The third initial question for a participatory event: How are we going to work?



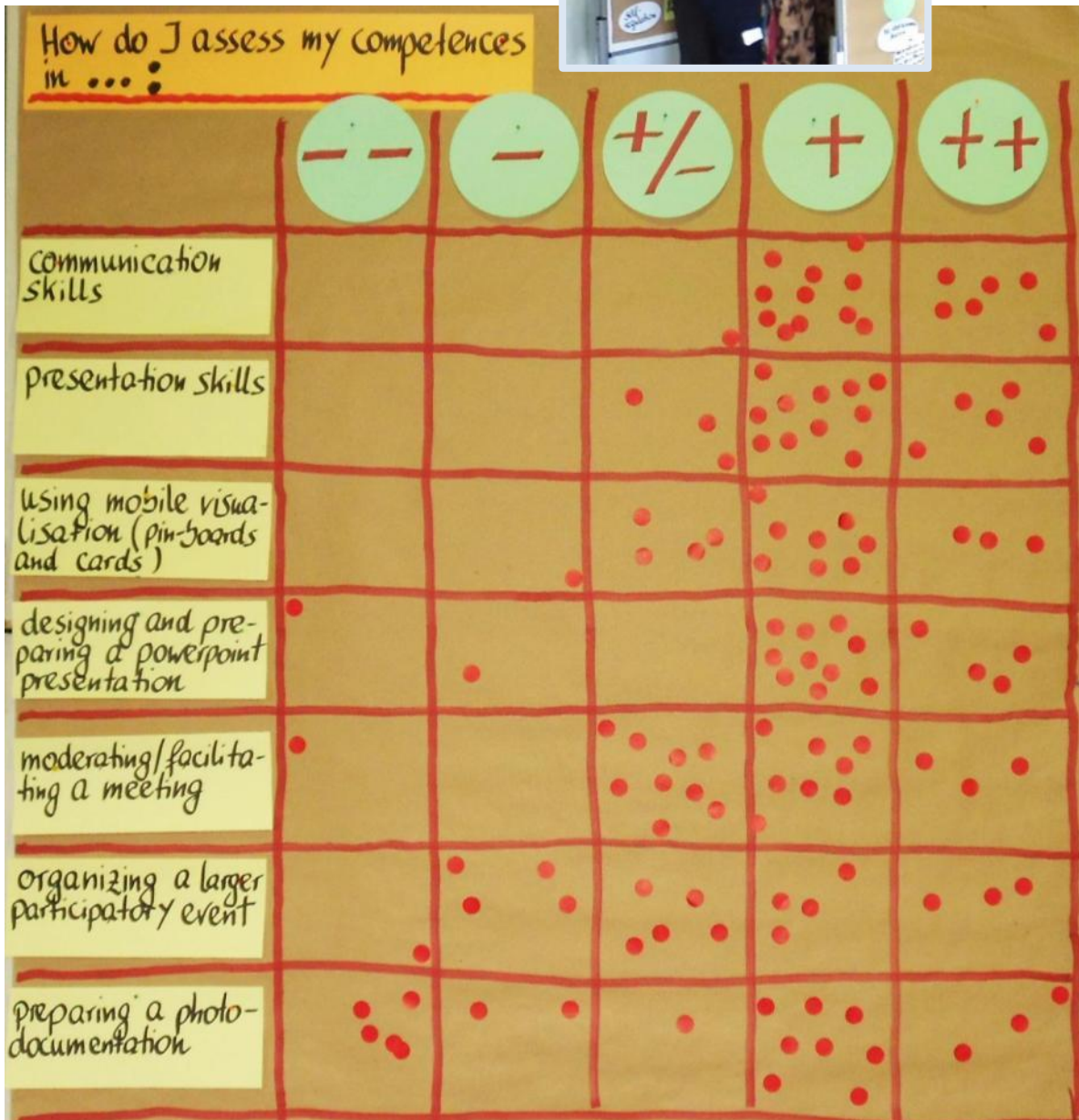
A part of the self-regulation principle:
A **daily feed-back committee** is established and
some instructions are given



The first three
volunteers doing their
job in the afternoon
once the last training
session has finished



A **self-assessment** as part of the introduction to our topics and as a reference for the group



A nice communication exercise: „House, tree, dog“

Communication **exercise**
"House-Tree-Dog"

Rules:

- Design/Draw "House-Tree-Dog"
- Team work 
- 1 marker driven by both "artists"
- No words !!!
- Time - 5 min. maximum
- Sign ^{atures} on the drawing



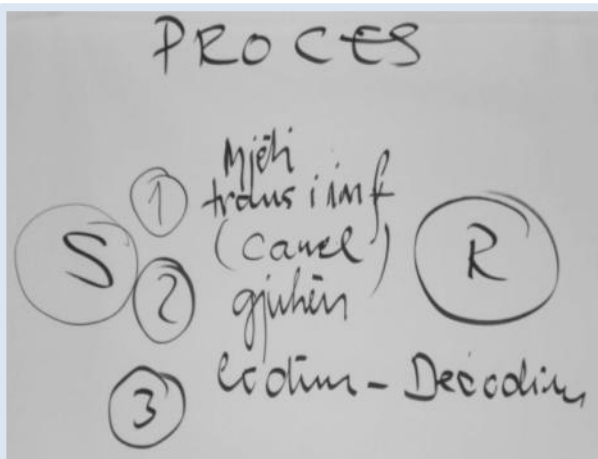
More drawings:
Guidance or cooperation
??



1. How did you feel during the exercise?
- relaxed
 - brainstorming/confused
 - concentrated
 - funny
 - positive
 - excited
 - confident/established partnership
 - cooperative

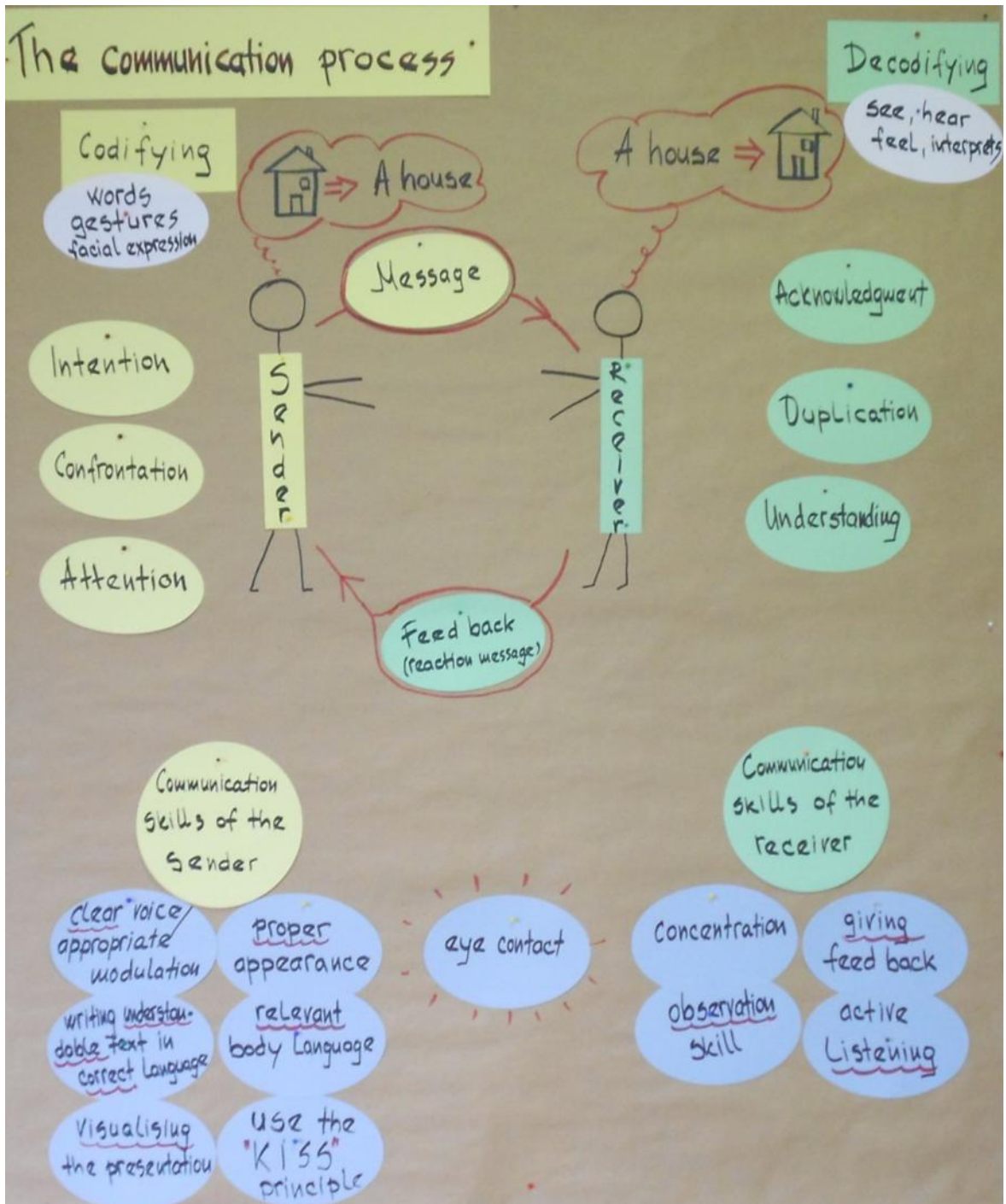
The assessment of the exercise,
With a complementary reflection by the participants

2. What makes communication better?
- good cooperation
 - sharing
 - joint action
 - eye contact
 - good non verbal communication



The two-way communication process:

Codifying and decodifying messages and feed-back on both sides, the sender and the receiver



Another simple sounding factual information:
„The traffic light is green ...“

**But how complex and different
intention, reaction and results can be ...**

It can be understood when looking carefully to the next page

a well-known situation:

a man tells to a woman, who is actually driving the car ;

"the traffic light is green"

how will the woman react ?

- ▷ I saw it
- ▷ You don't have to tell me
- ▷ I'm the driver
- ▷ Why are you asking this ?
- ▷ So what, if it is green?
- ▷ thank you for telling me
- ▷ I wasn't concentrated
- ▷ I'm moving
- ▷ Shut up
- ▷ leave me alone
- ▷ are you my driving instructor ?
- ▷ Do not interfere!

What did the man want to tell her ?

- ▷ she should be careful
- ▷ checking her concentration
- ▷ speed-up
- ▷ I'm in a hurry
- (▷ I would beat him)
- ▷ Who is the boss here
- ▷ I feel responsible for you
- ▷ men are better drivers
- ▷ please be quiet

On what depends the woman's reaction ?

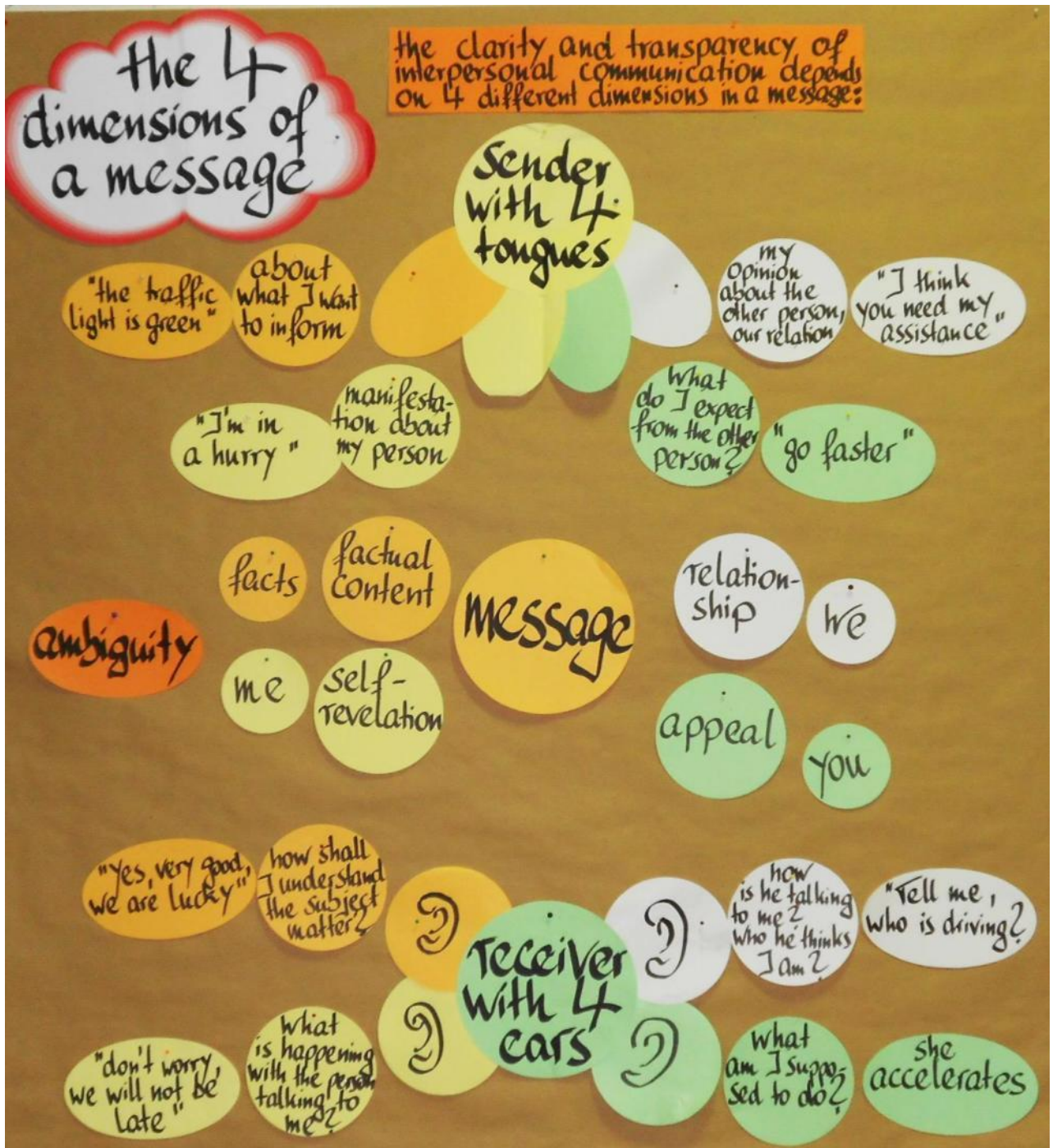
- ▷ her actual mood
- ▷ the intonation by the man
- ▷ her character
- ▷ state of emotion
- ▷ if she is tired
- ▷ traffic situation
- ▷ driving culture
- ▷ seeing it as a homework
- ▷ stress
- ▷ the night before: what happened ?
- ▷ sleepy

The reason for such a diversity:

Sender's and Receiver's

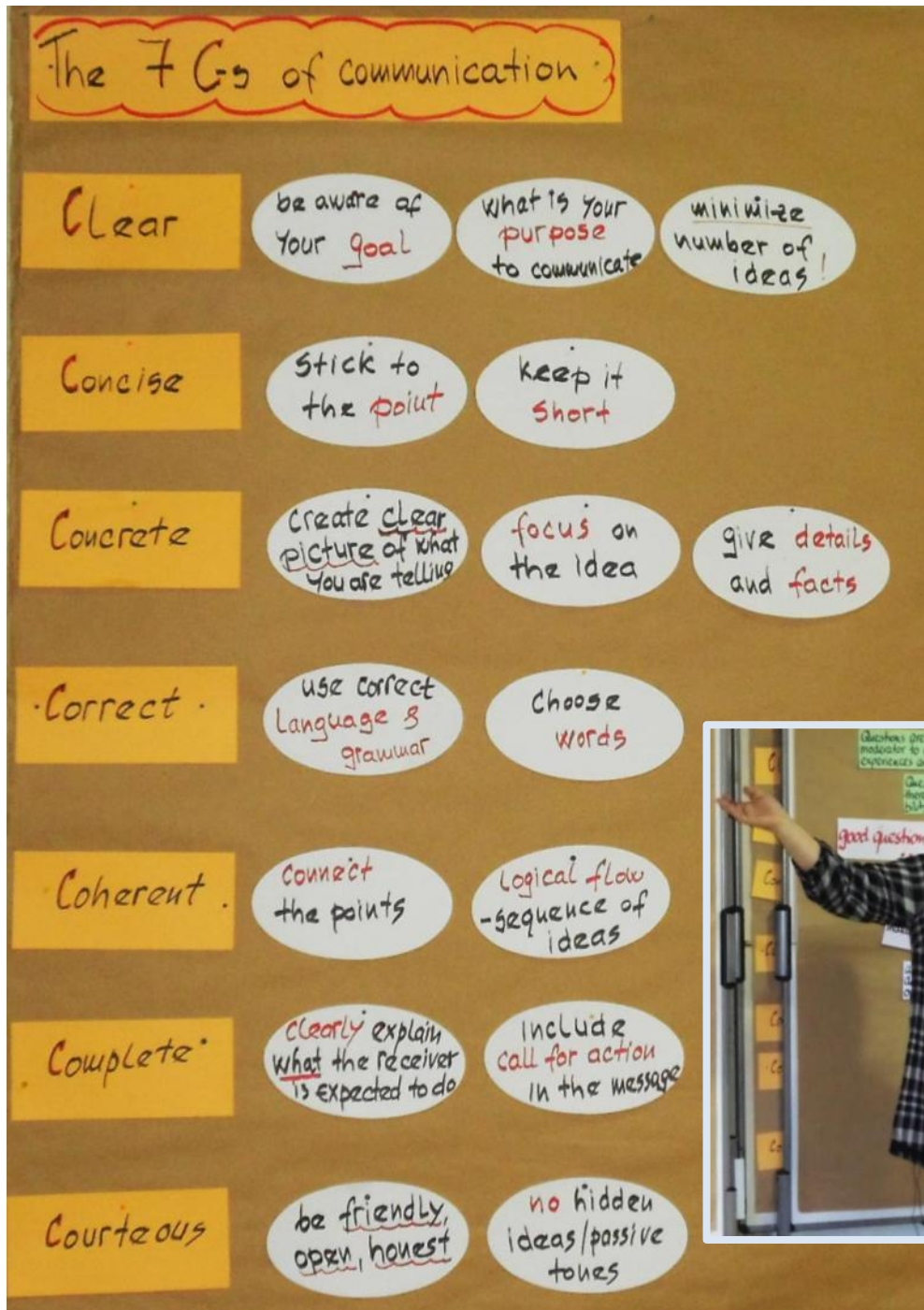
→ **factual content,** → **self-revelation,**
 → **appeal** and → **relationship**

can bring up many options and reactions!



Our next presentation:

the 7 C's for a good message and communication



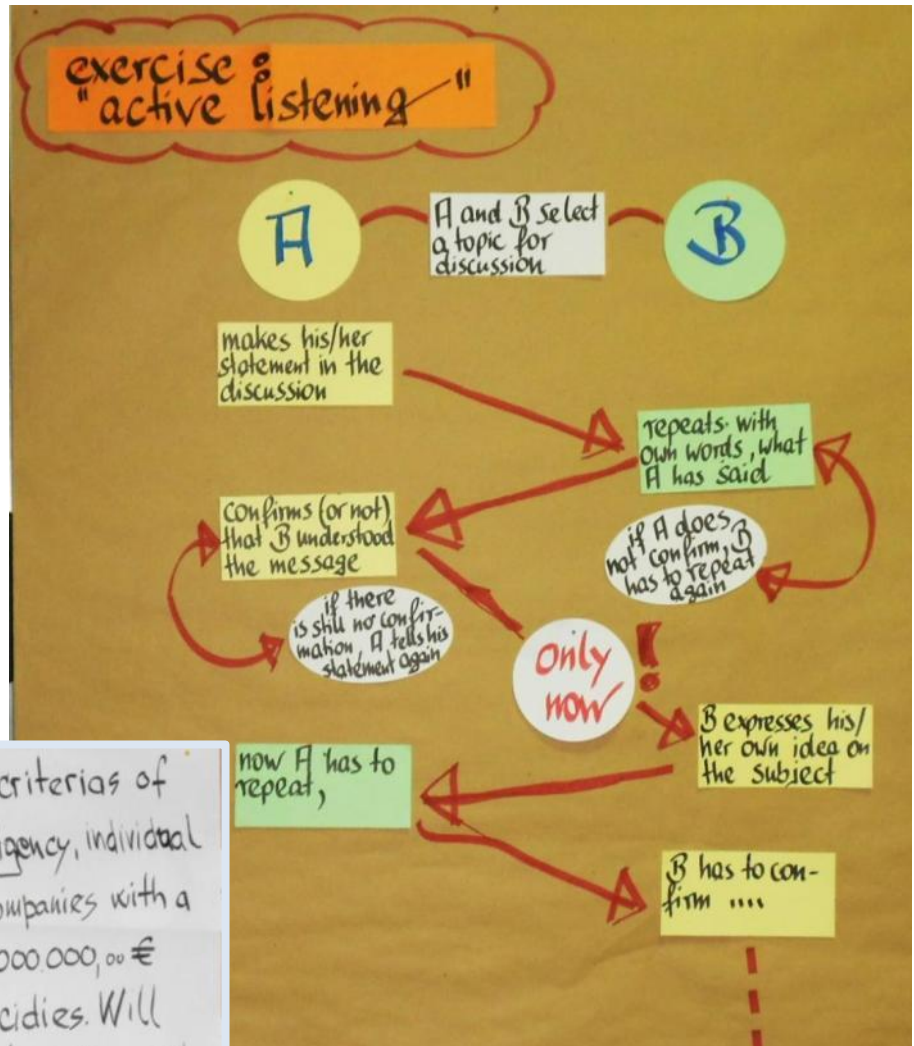
The art of asking questions:

A powerful tool for the moderator to encourage the exchange of experiences and stimulate different opinions



Our next exercise: **Active listening**

Experiences how difficult it is being a careful listener and a good discussion partner at the same time



1. According to the criterias of the IPARD Paying Agency, individual farmers & small agro-companies with a yearly turn-over of 10.000.000,00 € can apply for subsidies. Will the small farmers have benefit from this program?
2. An Expert Advisory Group on Organic Agriculture is established for the WB region. Is the Organic Agriculture important for the development of rural areas?



The final input and reflection of the first day:
**Feed-back as an important communication instrument,
Even more for moderators, trainers and decision-makers**



What the **receiver of a good feed-back situation** should reflect

and

the characteristics of a **BAD feed-back**



After working hours:
Parallel to the Feed-back Committee, a group of engaged participants accompany the trainer in **elaborating the photo-documentation**



End of day 1