



Sustainable development of Blue economies through higher education and innovation in Western Balkan Countries – BLUEWBC

Project no. 609693-EPP-1-2019-1-NO-EPPKA2-CBHE-JP

www.bluewbc.eu



Type of document:	Report
Workpackage:	WP4 I&E program and training of teaching staff and students
Deliverable:	DEV 4.1 Teaching staff training DEV 4.2 Teaching staff certification
Lead partner:	University of Split
Participating partners:	All project Partners (P1-P10)
Contact:	Prof. dr.sc. Gorana Jelic Mrcelic (P5, UNIST) gjelic@pfst.hr
Date:	09-03-2022
Approved by:	QAB, PMB

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Table of contents

Report on DEV 4.1 Teaching staff training & DEV 4.2 Teaching staff certification	3
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Project Proposal:

Expected Deliverable/Results/Outcomes	Work Package and Outcome ref.nr	4.1.	
	Title	Teaching staff training	
	Type	<input type="checkbox"/> Teaching material <input type="checkbox"/> Learning material <input checked="" type="checkbox"/> Training material	<input checked="" type="checkbox"/> Event <input checked="" type="checkbox"/> Report <input type="checkbox"/> Service/Product
	Description	<p>The main aim of this activity is to transfer know-how from program to partner countries HEIs teaching staff to become familiar with “best practice” teaching and training approaches in general topics of I&E, as well as in I&E in Blue economy (off-shore, sustainable development, cruise ships and yachting (maritime and coastal tourism), marine engineering, navigation).</p> <p>Training programs for partner countries HEIs teaching staff will be designed, implemented and documented in report. Events will be organized at P1 with the assistance of P5, P6 and P7 and will last from 3 to 5 days. For this event, there will be at least one teaching staff from partner countries HEIs and representatives from P8, P9 and P10.</p>	
	Due date	January 2022	
	Languages	English	
Target groups	<input checked="" type="checkbox"/> Teaching staff <input type="checkbox"/> Students <input type="checkbox"/> Trainees <input type="checkbox"/> Administrative staff <input type="checkbox"/> Technical staff <input type="checkbox"/> Librarians <input type="checkbox"/> Other		
	<i>If you selected 'Other', please identify these target groups. (Max. 250 words)</i>		
Dissemination level	<input checked="" type="checkbox"/> Department / Faculty Institution <input type="checkbox"/> Local <input type="checkbox"/> National <input type="checkbox"/> Regional <input checked="" type="checkbox"/> International		

Expected Deliverable/Results/Outcomes	Work Package and Outcome ref.nr	4.2.	
	Title	Teaching staff certification	
	Type	<input type="checkbox"/> Teaching material <input type="checkbox"/> Learning material <input type="checkbox"/> Training material	<input checked="" type="checkbox"/> Event <input checked="" type="checkbox"/> Report <input checked="" type="checkbox"/> Service/Product
	Description	<p>This activity will be held along with DEV 4.1 during organizing training at P1. At this event there will be run test course where teaching staff will be apprentice instructors and get certificates of competence in general topic of I&E in Blue economy. Before the</p>	



		training, detailed Agenda will be negotiated between programme countries HEIs and partner countries HEIs. Report will be delivered.
	Due date	February 2022
	Languages	English
Target groups	<input checked="" type="checkbox"/> Teaching staff <input type="checkbox"/> Students <input type="checkbox"/> Trainees <input type="checkbox"/> Administrative staff <input type="checkbox"/> Technical staff <input type="checkbox"/> Librarians <input type="checkbox"/> Other	
	<i>If you selected 'Other', please identify these target groups. (Max. 250 words)</i>	
Dissemination level	<input checked="" type="checkbox"/> Department / Faculty Institution <input type="checkbox"/> Local <input type="checkbox"/> National <input type="checkbox"/> Regional <input checked="" type="checkbox"/> International	

Report

In the Project, it was planned to organize Teaching staff training as intensive 3 to 5 days training at P1 with the assistance of P5, P6 and P7. Due to Covid 19 pandemic, it was decided to split the training into three events organized at P1, P5 and P6, depending on training topics:

- 1. From 22nd to 24th of November 2021 ONLINE organized by P6 (VILNIUS TECH);**
- 2. From 9th to 10th of December 2021 FACE TO FACE at P5 (UNIST);**
- 3. From 21th to 24th of February 2022 HYBRID at P1 (NTNU).**



***Minute of Teaching staff training (WP 4.1): The first (ONLINE)
training organized by P6 (VILNIUS TECH) from 22nd to 24th of
November 2021***

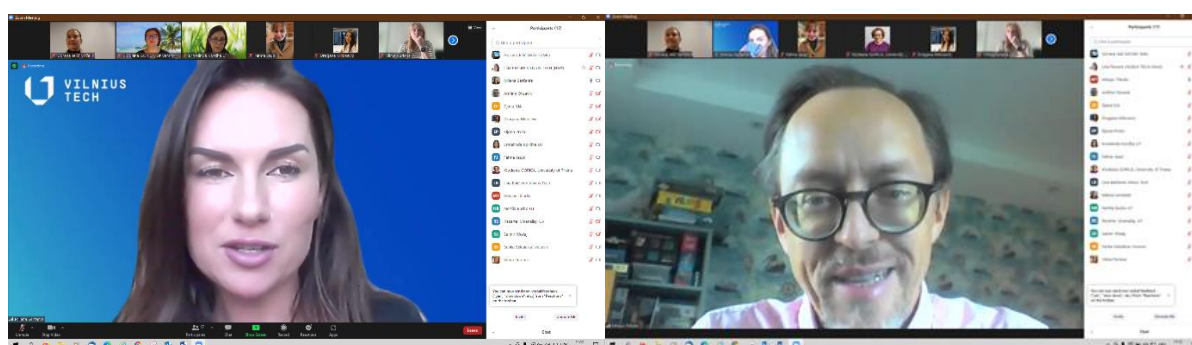
Place: ZOOM

Date	Time (Albanian/ Montenegrin)	Topic	Duration	Trainer	Zoom link
22/11/2021	10:30	Introduction: about the University and the role in the project	30 min	Dr Milena Seržantė	https://litedm.zoom.us/j/85205506193
22/11/2021	11:00	Finance of investment projects. Equity capital and credits. Leasing. State support. Funds of European Programs. Venture capital. Business angels. Franchising	2 academic hours (a h) + discussion	Minijus Tilindis	https://litedm.zoom.us/j/85205506193
23/11/2021	11:00	Creating and managing successful start-up and spin-off company	2 a h	Dr. Monika Paulė	https://litedm.zoom.us/j/85205506193
23/11/2021	15:30	The digital customer journey	2 a h + discussion	Julija Gavėnaitė-Sirvydienė	https://litedm.zoom.us/j/85205506193
24/11/2021	12:00	Green innovation in blue economy – application in tourism sector	2 a h	Dr. Bahman Peyravi + invited speaker Prof. Dr. Habib Alipour	https://litedm.zoom.us/j/85205506193
24/11/2021	14:00	Accessing resources for growth from external sources. Assessing a New Venture's Financial Strength and Viability	2 a h + discussion	Minijus Tilindis	https://litedm.zoom.us/j/85205506193

22nd of November:

10:30-11:00 Dr Milena Seržantė: Introduction: about the University and the role in the project

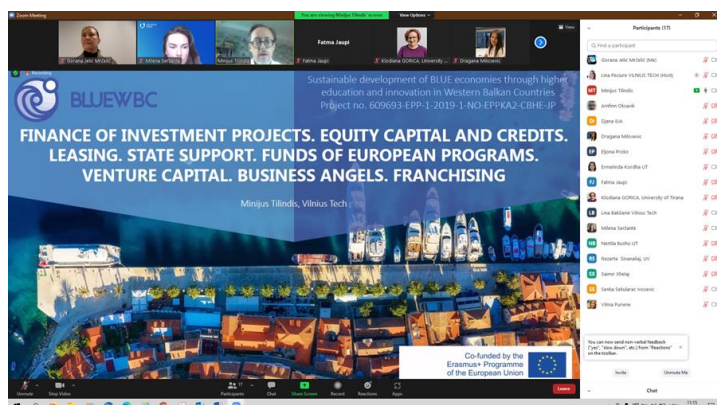
11:00-13:00 Minijus Tilindis: Finance of investment projects. Equity capital and credits. Leasing. State support. Funds of European Programs. Venture capital. Business angels. Franchising





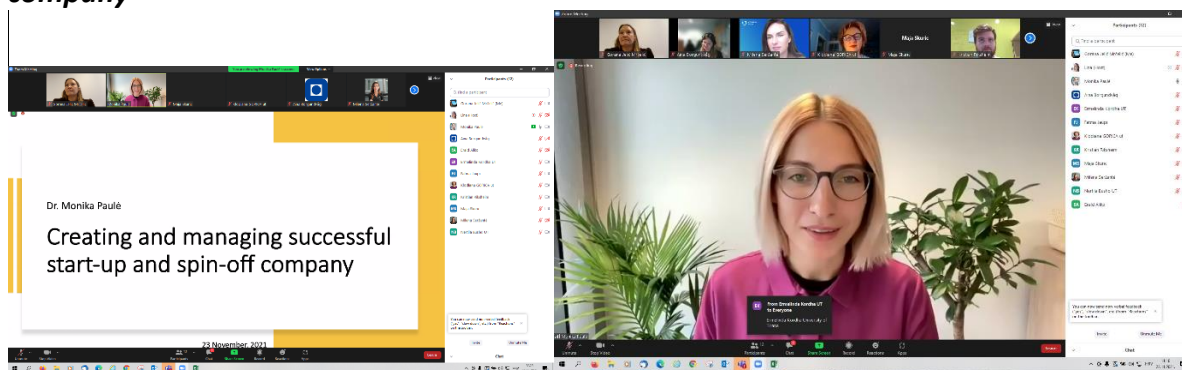
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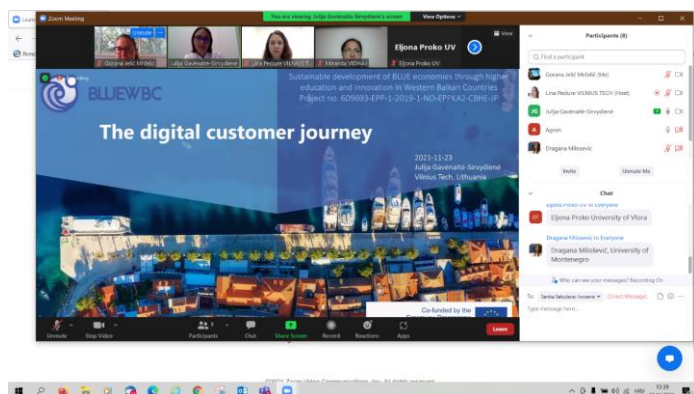


23rd of November:

11:00-12:30 Dr. Monika Paulé: Creating and managing successful start-up and spin-off company



15:30-17:00 Julija Gavénaitė-Sirvydienė: The digital customer journey



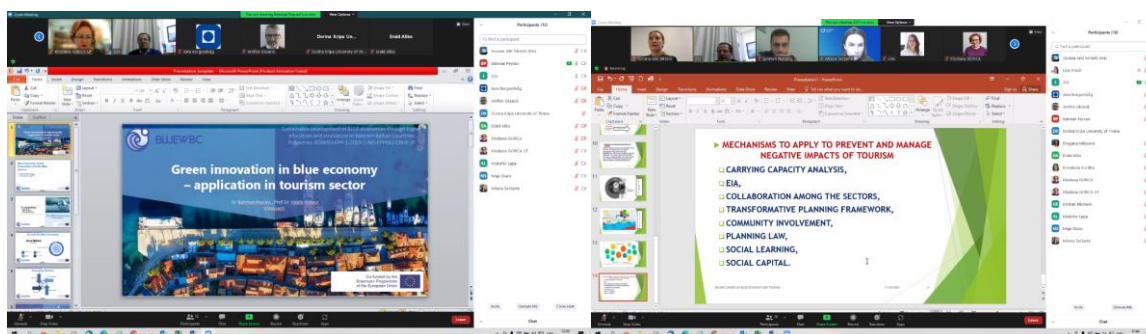
24th of November:

12:00-13:30 Dr. Bahman Peyravi + invited speaker Prof. Dr. Habib Alipour: Green innovation in blue economy – application in tourism sector

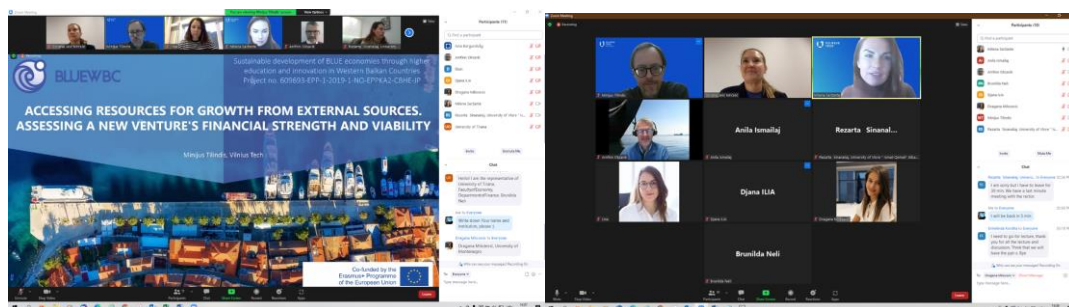


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**14:00-16:00 Minijus Tilindis: Accessing resources for growth from external sources.
Assessing a New Venture's Financial Strength and Viability**





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Minute of Teaching staff training (WP 4.1): The second (FACE TO FACE) training organized at P5 (UNIST) from 9th to 10th of December 2021 (and additional day for meetings for UoV on 08 Dec 2021)

VENUE: University of Split, Faculty of Maritime Studies, R. Boskovicica 37 (ROOM A1.3)

09/12/2021 Thursday

09:00-09:15 Welcome words:

09:15-10:00 Cross-country collaboration on blue growth and economy - Enablers and barriers:

- *mag.ing. Katarina Šuta (Split-Dalmatia County, Head of Administrative Department of Economy, EU funds and Agriculture): EU projects in Blue Economy*
- *Mrs. Bruna Paušić (UNIST, Head of Unit for Project Development) and Mrs. Ivana Vuka (UNIST, Head of Technology Transfer Office): UNIST and SEA EU capacities*

10:00-10:30 Maritime transport emerging goals as an important sector within countries' Blue economy:

- *Asst Prof Luka Vukić, PhD (Head of Maritime Management Study, University of Split UNIST - Faculty of Maritime Studies PFST)*

10:30-11:00 Short break & evaluations

11:00-12:30 The role of technology in blue economy and maritime tourism:

- *mag.ing.aedif.Josip Rukavina (CEO Vectrino)*
- *Asst Prof Nenad Leder, PhD (University of Split UNIST - Faculty of Maritime Studies PFST and former Director of Hydrographic Institute of the Republic of Croatia, Split)*
- *Asst Prof Hrvoje Dodig, PhD (University of Split UNIST - Faculty of Maritime Studies PFST and former employee of PCE Marine Electronic Center – Split)*





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10/12/2021 Friday

09:00-10:30 New tourism management:

- *mag.ing. Željko Martinčić (Marina Kaštela: Social responsibility in nautical tourism business)*
- *mag.ing. Ivan Karin/mag.ing. Katja Božić (Director of Safety of Navigation Department Plovput - commercial company 100% owned by the Republic of Croatia. Its basic activity is related to safety of navigation: Robinson Tourism)*
- *mag.ing. Anamaria Marović (Founder of Trail and Trekking Club Strka and Organisator of Dalmatia Ultra Trail DUT – 122 km Mountain Race: Sport Tourism)*

10:30-11:00 Short break & evaluations

11.00-12:30 New tourism management:

- *Prof Neven Šerić, PhD (UNIST Faculty of Economics, business and tourism: Dark Tourism)*
- *Asst prof Goran Ćorluka, PhD (UNIST Department of Professional Studies: From Mass Tourism to Overtourism, how to find the Sweet Spot - A Destination Management Perspective)*
- *Lecturer Tea Katunarić Kirijakov (UNIST Arts Academy: WRECKS4ALL – Protecting underwater heritage through its digitalization and valorisation as a novel touristic offer)*





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On 08/12/2021 Wednesday, meeting with Matea Dorčić dipl.iur. Head of Administrative department of Tourism and Maritime affairs Split-Dalmatia County was organised for University of Tirana and University of Vlora Representatives at 10:00 in Split-Dalmatia County.



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CERTIFICATE OF PARTICIPATION

This certificate is awarded to



In recognition of his/her participation in BLUEWBC training DEV 4.1 Teaching staff training:

INNOVATION AND ENTREPRENEURSHIP (I&E) PRACTICES IN THE BLUE ECONOMY

held at the University of Split, Faculty of Maritime Studies on 9th and 10th of December 2021

within the ERASMUS+ CBHE project "Sustainable development of BLUE economies through higher education and innovation in Western Balkan Countries – BLUEWBC"


Professor Gorana Jelić, PhD
University of Split, Faculty of Maritime Studies
BLUEWBC Coordinator


Anđelko Okazović
NTNU
BLUEWBC Project Manager

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Minute of Teaching staff training (WP 4.1): The third (HYBRID) training organized at P1 (NTNU) from 21st to 24th of February 2022

Prior to the training participants were invited to book hotel at the **Recommended hotel:** Quality Waterfront Hotel, Nedre Strandgate 25-27, 6004 Ålesund
Telephone +47 70 11 19 00, g.waterfront@choice.no / booking.waterfront@choice.no where a favourable rate was available, ask for NTNU Ocean Training agreement price.

Organizers of the training were

P7: Aina Borgundvåg, aina.borgundvag@ntnu.no and

P1: Arnfinn Oksavik: Arnfinn.oksavik@ntnu.no tel. +47 90686931

MONDAY 21st February

Industry partners arrived on Sunday 20th ready to participate in Monday's program from the morning.

Mr. Øyvind Andersen picked up participants from IEC to go by car and ferry to Ulsteinvik and Mr. Arnfinn Oksavik picked up participants from CEM to go by fast ferry and car to Ulsteinvik where all participants arrived for the presentation of the presentation from Ulstein Shipyard on its innovation activities, followed by the presentation by the Maker House which presented its activities. The visit was considered relevant in relation to the establishment of I&E centers in M&A and provided a good reference for partners. Partners returned by fast ferry to Aalesund, experiencing the coastal infrastructure that ties together maritime industry on islands and mainland into a single labor market.



Kjersti Kleven from "Skaparhuset/The Creation House» presenting it's I&E concept



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A robot in the maker lab demonstrating the assembly of a unit of LEGO pieces.

TUESDAY 22nd February

There was a short delay in starting up the training due to heavy snowfall, and Partners arrived between 09:00 and 10:00 in time for the first lecture.

From P1/NTNU Coordinator Mr. Arnfinn Oksavik introduced the training wishing all welcome.



Prof. Karl Henning Halse presented current technology in offshore installations focusing on windfarm development and especially advanced methods to deploy pedestals in the open sea.

Several partner representatives followed lectures that were transmitted and recorded on-line. The following attended in person:

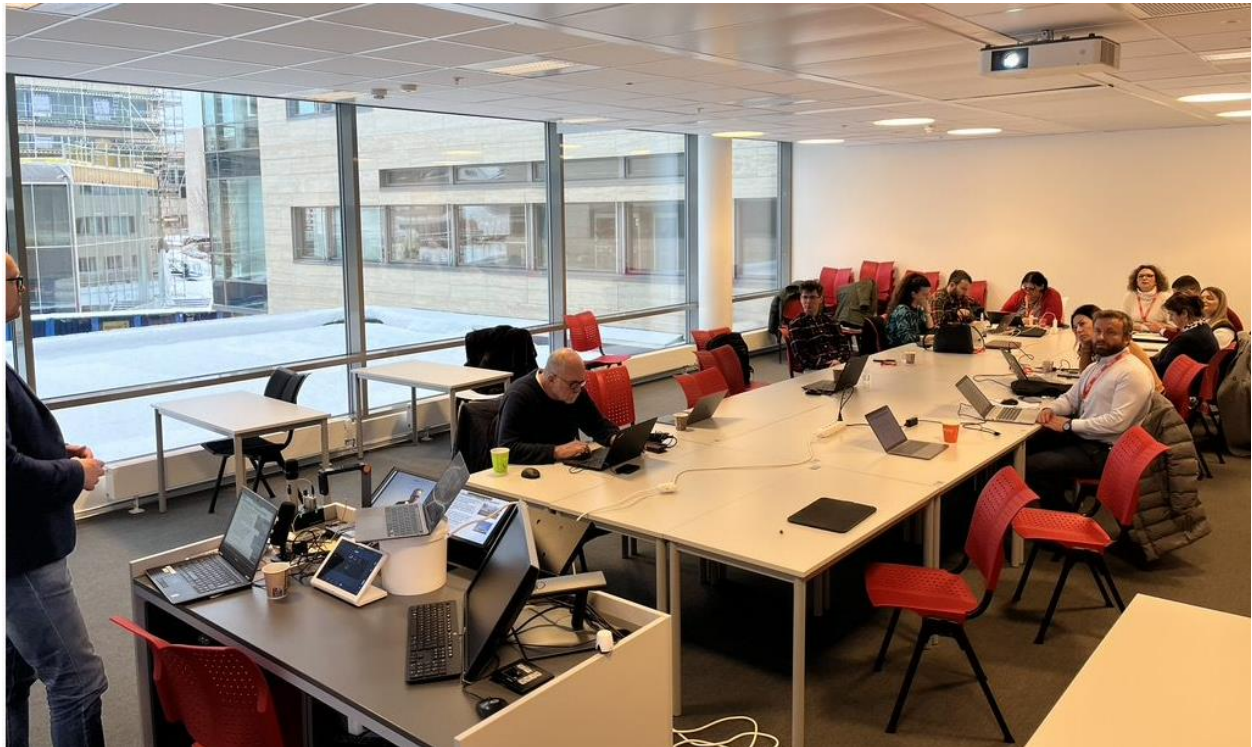


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10:00 – 10:45 Marine Operations – Professor Karl Henning Halse



Professor Karl Henning Halse lecturing on Offshore Technologies

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Details	O NTNU	0:21
Contents	Offshore Technologies	1:48
Contents	Contents	5:12
Notes	Marine Operation What is it?	5:48
Bookmarks	Marine Operation - Key challenges	7:51
	Imagine a «Subsea factory» on the seabed	11:39
	How to monitor and map a large ocean area?	12:00
	Subsea vehicles for mapping and monitoring	12:27
	Cable installations and pipelaying	13:21
	Subsea lifting and installations	14:39
	Offshore installations of heavy structures	18:18
	Heavy load transfer operations	19:09
	Sea transport - Heavy Lift Carriers	20:15
	Sea transport - Towing	21:15

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How to monitor and map a large ocean area?

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7

Professor Karl Henning Halse lecturing on Offshore Technologies II



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12:15: Lecture on Basics of SeaPort Logistics by Prof. Haldor Sæther.

Search this recording

Details Bluewbc, WP4.2 Teacher training in Ålesund

Contents

Zoom Meeting ID: 97063908463

- Host: Aina Borgundvåg
- Meeting Start: 02/02/2022 @ 8:24 AM
- Recording Start: 02/02/2022 @ 12:33 PM
- Duration: 57 min
- Participants: Amelina Okavik, w's iPhone, Eri's AS2s, Radmila Gagic, Gorana Jelic Mbelic, Eli Marusic, Kristofor Lape, Aina Borgundvåg, Svard Alizoti, Miranda VIDHAJ, Haldor Sæther, Roko Glasnovic - UNIST, Eri Meli, Maja Skuric, Spero Irosenic, Luka Vukic, Mersum Ashari (UT), Erad Aliko

Basic of Seaport Logistics

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The IRL Audience following Prof. Sæthers lecture

Search this recording

Details	Sea and port operations	0:06
Contents	Academic content	2:21
Discussion	Progress plan	5:30
Notes	• Lecture # 3, Ship types	8:06
Bookmarks	BWEWBC	19:09
	• Lecture # 9, Load Line Convention	28:09
	• Lecture # 9, Load Line Convention — Purpose and...	30:03
	Expertise in:	46:24
	About the subject on NTNU's website	46:45
	Mandatory	47:30
	Basic of Seaport Logistics	49:06
	Normal call procedure	49:36
	Normal departure procedure	53:30
	Any questions	55:21

Sea and port operations

- Presentation of the subject
- The lectures
- Subject and roadmap

Presentasjon #1 – v2

Professor Sæther starting the lecture



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13:15: Safety and security of Maritime Industry by Prof. Haldor Sæther.

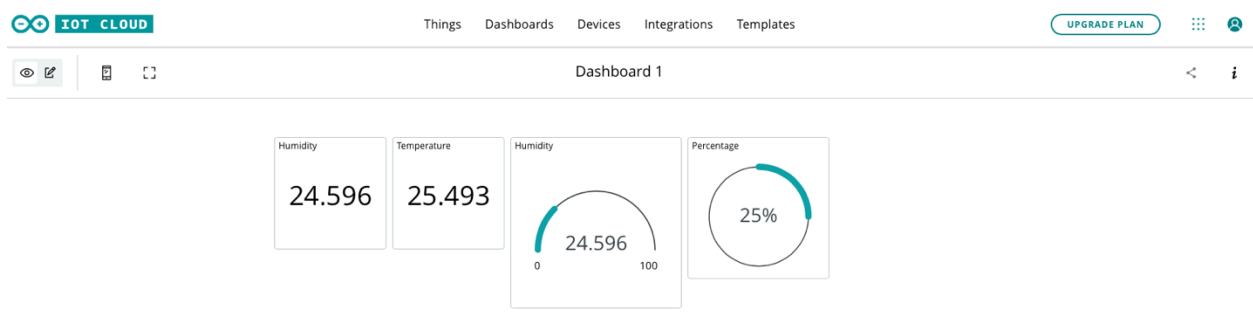
Search this recording

Details	Sea and port operations	0:06
Contents	Academic content	2:21
Comments	Progress plan	5:30
Discussion	Lecture # 3, Ship types	8:06
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Bookmarks	Lecture # 9, Load Line Convention	28:09
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	Basic of Seaport Logistics	49:06
	Normal call procedure	49:36
	Normal departure procedure	53:30
	Any questions	55:21

Auto-play is disabled in your web browser. Press play to start.

Internet of Things, Lab exercises with IoT-kits Ottar Osen/Robin Bye

The training took place in the electronics lab and participants were given an IoT kit to set up measurements of the environment. This proved very instructive.



(No online transmission available)

Wednesday 23rd February

09:00-10:00 Green Port (Geiranger) - Kristian Riksheim (in person)



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Zero emission ships

Future of the Fjords – Brødrene Aa

- 400 passengers
- 42m x 15m
- 15 knots
- Electric propulsion
 - 2 x 450 kW motors
 - 1900 kWh battery pack



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PHd Kristian Riksheim lecturing on Green Port using examples from Zero emission ships and technologies.

10:00 - 10:45 Offshore Technologies Wind - Bjørnar Aas (online)

Topic	Time
Advanced Marine Logistics	0:06
Global energy consumption	1:09
World	1:39
U.S. primary energy consumption by energy source	2:16
A Clean planet for all – EU Commission	3:15
Behov for karbonfritt energi – havvind et viktig element i...	3:45
Economy of Scale is increasing the Turbine Size	4:15
Drivers for Deepwater Wind Power	12:57
Costs of floating offshore wind are coming rapidly down	14:21
Floating offshore wind to become big	15:09
Norway opens offshore areas for wind power	16:00
Becoming an offshore wind major	19:48
Equinor's wind portfolio	20:48
Wind powered Water Injection	21:39
Battle	22:42
Two main phases	24:16
Project Plan	25:30
Services Required – Service Operations Phase	26:57

U.S. primary energy consumption by energy source, 2020
Total = 102.4 quadrillion Btu (102.4 Q) (102.4 Q = 102.4 quadrillion Btu)
Total = 102.4 quadrillion Btu (102.4 Q) (102.4 Q = 102.4 quadrillion Btu)

Energy Source	Percentage
Coal	50%
Natural Gas	33%
Oil	12%
Renewables	3%
Nuclear	2%

10:45 – 11:30 Sustainable fjord cruise John Nauckhoff (online)




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Everything



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Details | Bluewbc, WP4.2 Teacher training in Ålesund

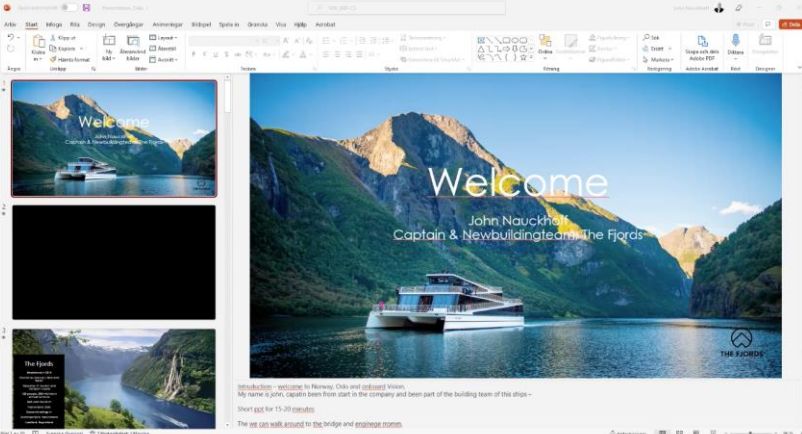
Captions

Discussion

Notes

Bookmarks


Zoom Meeting ID: 97063908463
• Host: Aina Borgundvåg
• Meeting Start: 02/23/2022 @ 8:40 AM
• Recording Start: 02/23/2022 @ 11:02 AM
• Duration: 32 mins
• Participants: Amelina Olsavik, Aina Borgundvåg, Sissel Alizot, Miriam Ahami (UT), John Nauckhoff, w's iPhone, tomor, Gorana Jelic Mbelic, Radmila Gagic, En's AS2s, BRUNILDA QOTI GMD, marketa kurti



12:15- 14:00 3D Modelling/Autodesk Maya: Mikael Tabutiaux, Irina-Emely Hansen, Thomas Degn

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Everything



Search this recording

Details | Why spend time learning 3D modeling? 0:06

Contents | How to present your 3D model? 1:48

Discussion

Notes

Bookmarks

Augmented Reality 4:42

Virtual Reality 8:24

Summary of 3D modeling and visualization 9:18

BWEWBC 12:15

Folder structure 16:06

Creating shortcuts 18:00

Finding and importing references 24:03

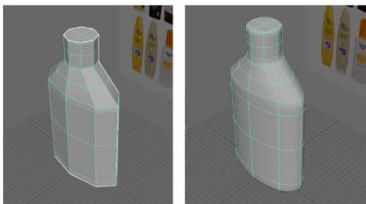
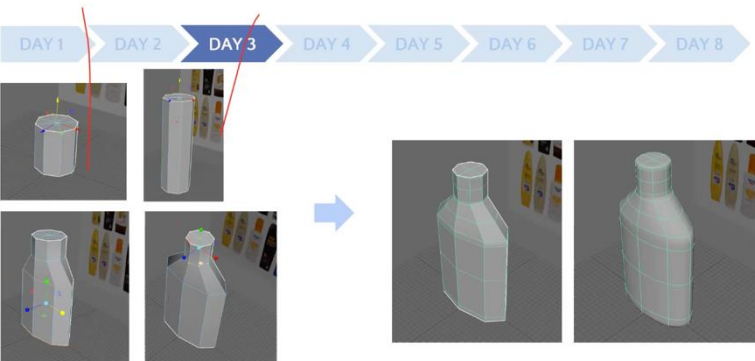
Active presentation with sketchfab.com 37:21

Loading 3D model 38:30

Sketchfab 42:24

SketchUp: 3D Design Software 3D Modeling on the Web 47:15

SketchUp 49:12



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Mikael Tabutiaux reviewing designs for 3D printing



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Thomas Degn giving an introduction
to 3D Printing



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14:00 – 16:00 Professor Ann Rigmor Nerheim lecturing on Future fuels for Maritime

CO₂ and climate change

- We are in times of rapid changes
- The ice is melting in the north and sea levels are rising
- We face more extreme weather conditions
- There is little doubt that this is related to the increasing greenhouse effect caused by in the atmospheric changes - CO₂ level
- There is also little doubt that human activity is affecting this

Carbon Dioxide in Earth's Mid-Troposphere, April 2013 Monthly Average

Atmospheric Carbon Dioxide Levels

Years Before Present

THURSDAY 24th February

09:00 – 10:00 Financial Services Lars Kristian Feste, Ohmans of Stockholm

The final day of the trainings started with a lecture by Lars Kristian Feste from Ohman's of Stockholm in Financial Services

What do venture investors look for?

- Management team, are they professional?
- What are the opportunities?
- Early achievements?
- The founders, passionate and determined?
- Financial competence and key metrics for the business?
- Who has sourced the firm/start up? Trusted colleague?
- Professional pitch?
- What is the downside?
- Can anyone justify the product?
- How will my money create growth, how will they use my money?
- Is the valuation realistic?
- Intellectual capital/property – who, where and turnover?
- Future projections – reasonable?
- Legal issues, capital structure/ownership?

Revenue vs Time

Lars Kristian Feste of Ohmans presenting

10:15 - 11:30 Innovation and Entrepreneurship in Education

Next lecture was conducted through a presentation from Prof. Øyvind Strand followed by Kristian Riksheim covering Innovation and Entrepreneurship in Education.



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Innovation and Entrepreneurship is always about interactions

Search this recording

Details	Q NTNU	2:27
Contents	Innovation and Entrepreneurship is always about interactions	3:18
Discussion	Perspectives in Entrepreneurship education	7:57
Notes	From teaching to research	12:15
Bookmarks	Conferences - Entrepreneurship	16:51
	Conferences - Innovation and I&E	18:51
	Top Journals	20:48
	Department of international business	22:48
	Working with innovation	26:51
	Agenda	28:24
	Q NTNU	29:30
	Mindsets for innovation	30:21
	Design thinking	31:00
	What is design thinking	31:38

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2

Prof. Øyvind Strand introducing Innovation and Entrepreneurship in Education

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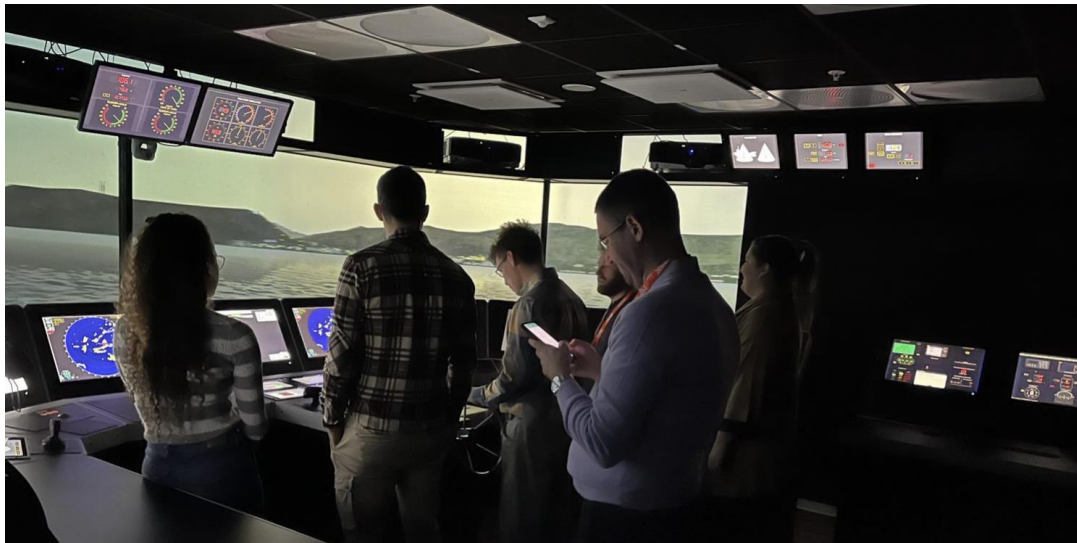
Details	Mindset: Embrace Ambiguity	40:30
Contents	Tools : Define	41:45
Discussion	Empathy map.	41:54
Notes	Ideation	47:42
Bookmarks	Tools : Ideation	47:57
	Value proposition Canvas	48:21
	Value proposition Canvas: Customer profile.	48:48
	We can distinguish between three types of jobs	50:09
	Elements of the Value Proposition Canvas	52:03
	Three stages of Fit	55:09
	EXAMPLE: TESLA MOTORS	56:21
	Prototyping and testing	59:51
	Mindset: Make it	1:00:21
	Low fidelity	1:02:03

During the lunch break a tour of the maritime simulators was organized for partners who got the opportunity to see how navigators learn to guide ships through oceans and coastal waters.



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The afternoon was kicked off with a PMB meeting, where additional representatives were invited to sit in and get an update on project progress. The meeting and the P1 NTNU training event were concluded at 14:30 when partners started on the return journey.



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In recognition of participation in BLUEWBC training:

DIGITALE SUSTAINABLE TECHNOLOGIES IN THE BLUE ECONOMY

held at the **Norwegian University of Science and Technology, Department of Ocean Operations and Civil Engineering** on 22nd-24th February 2022

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