Filling Skills Gaps in Blue Industry by Radical Competence Boost in Engineering VET
RADICAL
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by Radical Competence Boost in Engineering VET

Competence requirements for future Engineers
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Objectives

- Identify what competences are needed for Sales Engineer 4.0
International Business environment

National and global factors
Industry and market factors
Company attributes
Me

(Rugman & Collison, 2009, et al.)
Unique competing space framework

- Industry/market context
- Competitors’ offerings
- Customers’ needs
- Unique competing space
- Firm’s competitive basis
- Macro-economic context


Where the firm fulfils customers’ needs in a way that competitors cannot

Tovstiga (2010). Strategy in Practice (John Wiley & Sons)
What are competences?
Competence requirements for future Engineers
Excellence in Industrial Management & Engineering
Professionals in Industrial Service Business

Process and Project Development and Management
- Business Economics
- Management Accounting
- Financing
- Costing
- Sales and Purchasing
- Product Development
- SCM
- ERP-Systems
- Logistics
- Operations Management
- Supply Chain Management (SCM)
- Business Processes
- Company Processes
- QSE & Law
- Documentation
- Entrepreneurship

Make Things Happen
- Can Make Decisions
- Understands Big Picture
- Sees Opportunities and Threats
- Critical and Analytical Thinking
- Stands Uncertainty
- Scales
- Sees Opportunities
- Good Common Knowledge
- Self-Management
- Logics
- Leadership and Organizational Behaviour
- Communication Skills
- Negotiation Skills
- Internality
- Business Behaviour
- Presentation Skills
- Language and Cultural Skills

Technical and Scientific Base

Emotional Intelligence and Innovation Competences