



A dark blue speech bubble with a white outline. Inside the bubble, the text "most presentations are boring." is written in white. Above the bubble is a circular orange icon containing a white sad face with a straight line for a mouth.

**“most presentations are boring.”**

Stories Are  
**22X**



More Memorable Than Facts

Without  
storytelling



Storytelling





Little Roma girl



Her parents



Grandmother



Her father and his mother



Her grand – grand mother





**HEKS  
EPER**  
Bread for all.









# HEKS/EPER Romania

From its beginnings to the present



**HEKS  
EPER**  
Bread for all.



# Milestones

2015 to present



## 2015-2016

Dec 2015 - Registration of HEKS/EPER Romania Foundation.

May 2016 - HEKS/EPER Romania being operational - Development Cooperation (DC) field.



## 2018-2019

2018 - Accreditation as a provider of information, counseling, and mediation services.

2019 – First project funded by the European Union.



## 2021-2022

Starting to operate in the Humanitarian Aid (HA) field, launching the HA department.



## 2023

HEKS/EPER Romania obtains the DG ECHO certification and becomes the first Romanian NGO in the FPA (Framework Partnership Agreement) 2021-2027.



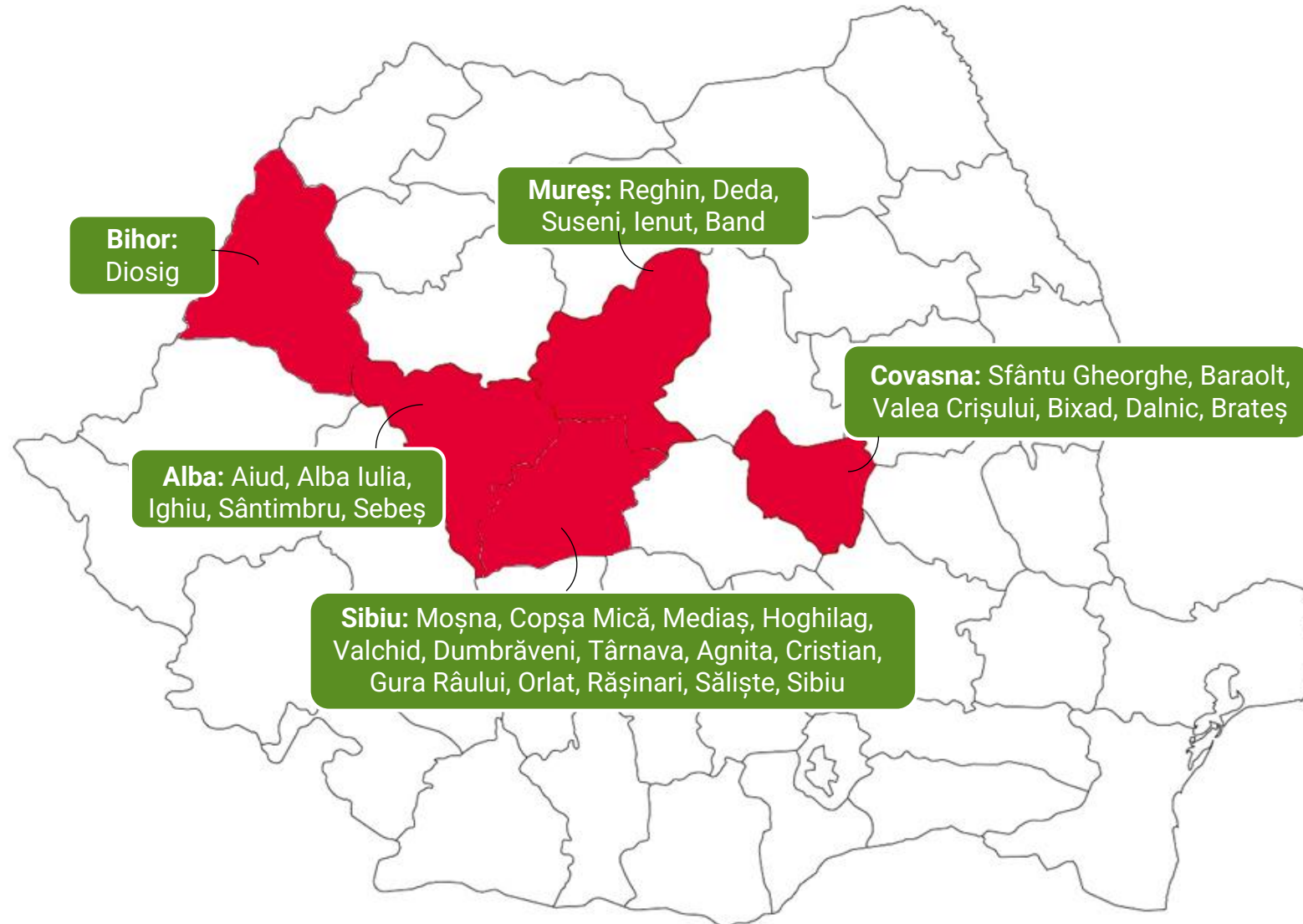
# DEVCO Projects Portfolio

**Inclusion through Education and Employment Services. Targeted to marginalized adults and children:**

- Afterschool;
- Career Counselling (8<sup>th</sup> and 11<sup>th</sup> grade);
- Career counselling and job mediation for vulnerable adults;
- Job Mediation for professional students;
- Group support for 4<sup>th</sup>-6<sup>th</sup> grade Roma girls or boys;
- Employment;
- Visits to Companies;
- Camps;
- Trainings for companies, Trainings for teachers;
- Post-employment Inclusion of Roma;
- Soil testing (Environmental and rural development),
- Advocacy, etc.



# Projects and experience in career counseling and guidance





# Objectives and target groups

**Overall objective:** increasing access to decent work for pupils from vulnerable backgrounds, including those from Roma communities.

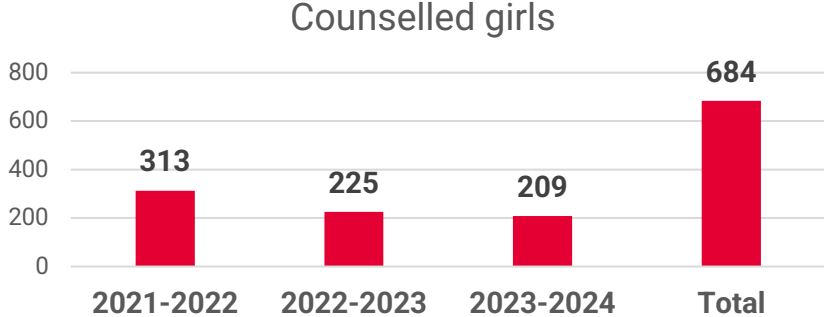
## Target groups and indicators:

- 720 students from 4<sup>th</sup> and 5<sup>th</sup> grade
- 1000 Secondary school students
- 1000 students from professional schools

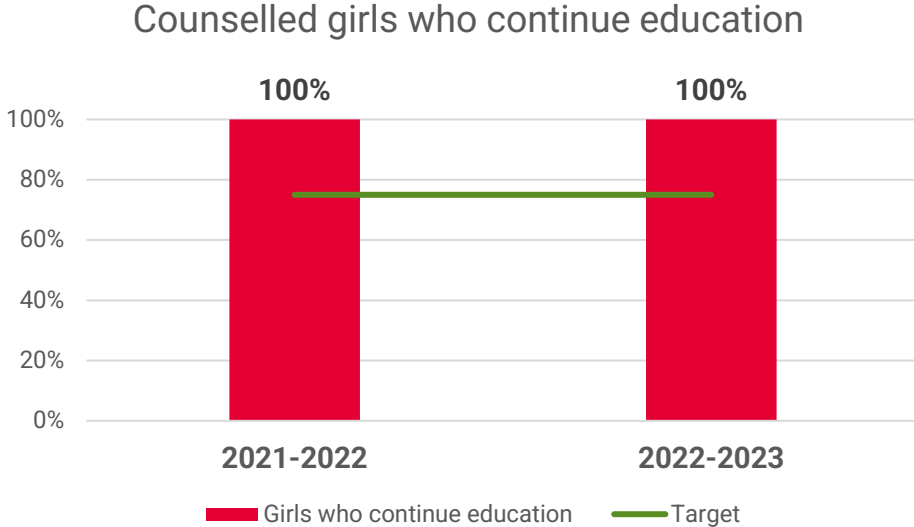


# Project impact - quantitative results

- Number of vulnerable girls (4<sup>th</sup> and 6<sup>th</sup> grade) counselled. Target: 360



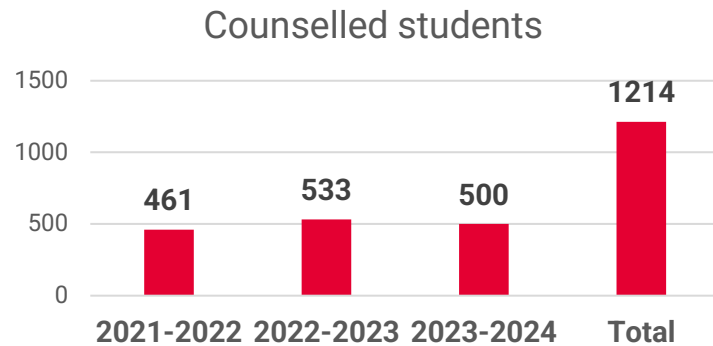
- % of counselled girls who continue education. Target: 75%



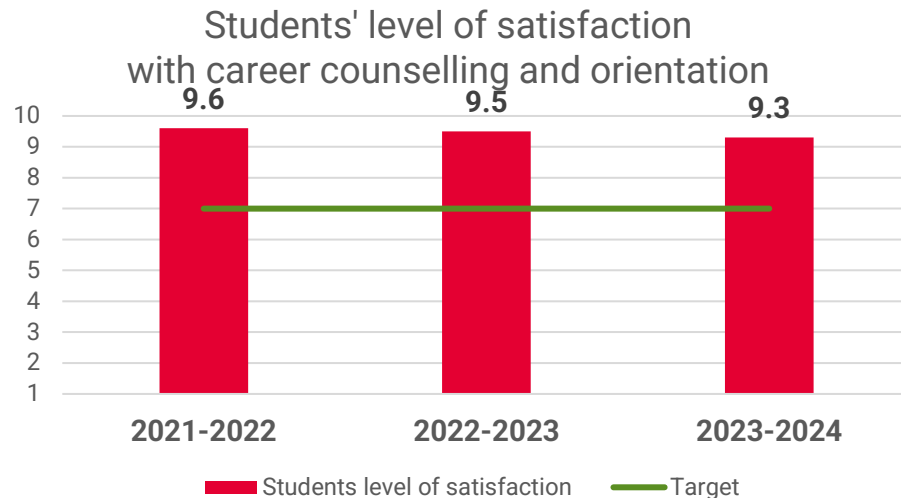


# Project impact - quantitative results

- **No. of students receiving career counselling in 7th and 8th grade. Target: 1000**

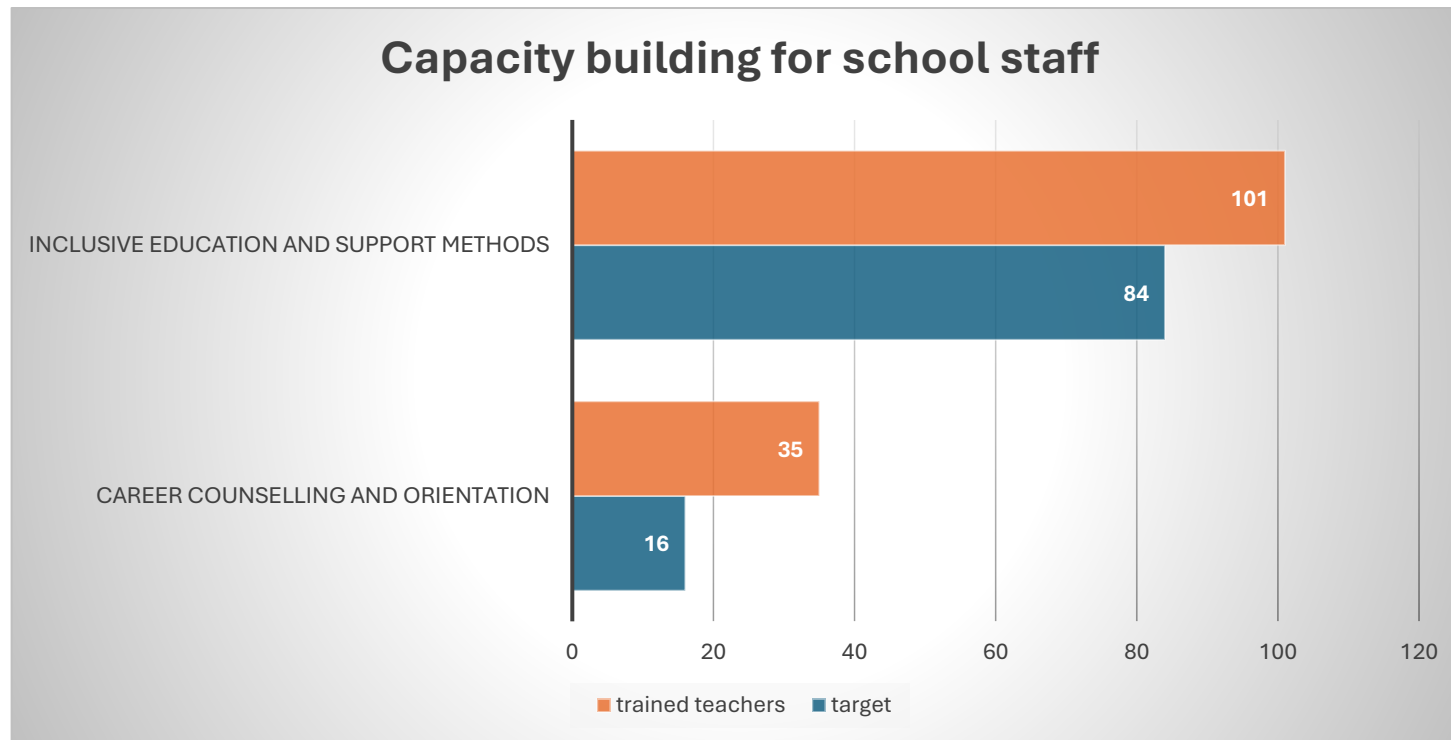


- **Students level of satisfaction regarding career counselling. Target value: 7 out of 10**



# Project impact - quantitative results

- No. of teachers and other school staff (psychologists, school counsellors, directors) trained or counselled
- Target: 16 (career counselling and orientation) and 84 (inclusive education and specific methods to support socially disadvantaged students)





# Project impact - qualitative aspects

- increasing **self-confidence** of the students;
- increased **motivation** to continue education;
- counseling has become a **safe space to open up** about personal situations;
- **visits to companies** are considered very relevant, offering the opportunity to observe practical aspects and to learn more about different career options



# Good practices

- Combining group and individual counseling for students;
- Using the Cognitrom Career Planner (CCP) platform;
- Organizing company visits and excursions;
- Counselling sessions with parents;
- Mother-daughter workshops; (students from 4th and 5th grade)
- Meetings with special guests;
- Direct cooperation with schools and companies.
- The theatre play EXAM.





# Thank you!

