

## MEMORANDUM OF UNDERSTANDING (MOU)

ANSI Formazione Srl (Limited liability company) accredited by M.I.U.R (Ministry of Education, University and Research), Italy

&

Libyan Open University (LOU) accredited by Ministry of Higher Education & Scientific Research, Libya

*given that*

➤ **ANSI Formazione Srl:**

- It is registered with the Benevento Chamber of Commerce
- It is accredited and qualified by MIUR (Ministry of Education, University and Research), Italy in accordance with directive 170 of 2016;
- It is accredited by the Regional Department – Campania Region, in conducting training activities, according to the executive decree N.131 of 28th June 2013;
- It is certified with ISO 9001:2015 specifies requirements for quality management system;
- It has its own e-learning platform recognized by the Ministry of Education;
- It has an agreement with numerous public and private, Italian and foreign universities recognized by their respective Ministries;
- It has its own structure and its own teaching staff for training courses;
- Ansi Formazione Srl, with skills acquired in over 10 years of activity, designs, implements and reports on integrated projects in multiple areas of interest, in self-financing systems or as per public notices; provides Active Labor Policies; provides consultancy and planning services in the field of statutory interest to Public Bodies; conducts analysis and studies in social and economic development of the local area;
- Ansi Formazione Srl uses highly qualified human resources, with decades of professional experience and works in the 4 training centers on the national territory, n° 3 offices located in the province of Benevento, furnished and equipped with innovative and highly technological educational systems; and one in Milano.

➤ **Libyan Open University:**

- It is accredited by Ministry of Higher Education & Scientific Research, Libya;
- It monitors and evaluates training needs related to numerous technical and professional figures necessary to nurture economic development of the Libyan territory.



- It will identify and select the subjects, of working age, requesting qualification and updating vocational training and study interventions and collect funds and fundings.
- Training and studies need of the recipients with the technical and professional skill requirements.

### *Article 1*

LOU accredits Ansi Formazione srl as the training body recognized in Libya for professional training. The parties, within the framework of their respective competences, undertake an extensive and fruitful collaboration on an exclusive basis, in order to carry out specific professional training courses as per separate “Annex A” to be considered an integral part of this agreement and which is signed together with this document. All the courses referred to in Annex A of this document will be deemed to be issued with the appropriate language certification of Italian A2 level.

### *Article 2*

The parties together undertake in identifying programs and actions in fields of common interest, connected with the object of this Protocol, defining the intervention activities.

In particular:

LOU responsibility:

- LOU transfer exclusively to Ansi Formazione Srl the data and information concerning the training needs to be fulfilled for the planning of specific professional training courses structured in didactic activities aimed at transmitting the required technical, professional knowledge and skills;
- LOU select the students to be started for each professional training with e-learning and computer skills;
- LOU allocate any public funds for the training of the selected students, otherwise it's the responsibility of the student to provide the cost of the course.

Ansi Formazione Srl responsibility:

- Ansi Formazione Srl design specific professional and university training courses, aimed to obtaining certification of skills / professional certificate / professional updating / knowledge of Italian language;
- Ansi Formazione Srl collaborate with LOU in the activities of recruitment, orientation and selection of students, preparatory to educational activities, in order to establish the e-learning approach needs;





- Ansi Formazione Srl carry out the bureaucratic operations aimed to obtaining the regular residence permit, and the stipulation of special agreements for boarding and lodging;
- Ansi Formazione Srl makes available to the teaching activities their operational offices accredited by the Regional Department of Education and Vocational Training - Campania Region;
- Ansi Formazione Srl select experts with proven experience in teaching activities;
- Ansi Formazione Srl provide innovative teaching methods aimed at placing the student at the center of the learning process, also activating any individualized and personalized paths;
- Ansi Formazione Srl identify important companies operating in the economic sectors related to the chosen training courses work experience for stage and/or internship;
- Ansi Formazione Srl issue certification of attendance or professional skills with official logos including LOU logo.

### ***Article 3***

The parties mutually acknowledge that all communications relating to the formalization of enrollments (including request and sending of documentation necessary for the optional training course), payment methods and any other communication necessary for carrying out the learner's training course will be sent to the email addresses indicated in the epigraph. Otherwise, the transmission of the students' dossiers will take place through the dedicated platform of Ansi Formazione srl.

### ***Article 4***

Each course indicated in "Annex A" will have its own specific contract relating to the conduct of the optioned course, the total cost of the same, the preliminary costs and minimum requirement for participants.

### ***Article 5***

The parties undertake to carry out at least 3 annual meetings every four months by meeting with their contacts.

### ***Article 6***

The parties will make their staff, offices and resources available in relation to the individual initiatives that will be activated.

### ***Article 7***

This agreement is of a reciprocal exclusivity with specific reference to the training courses indicated in the annex. Ansi Formazione Srl. Will give absolute priority to Libyan Open University for the services requested.



### **Article 8**

Ownership of intellectual property shall vest in the party who creates it and shall be treated as confidential information unless specifically agreed otherwise by the parties.

Each party agrees that it shall not, at any time, after executing the activities of this MOU, disclose any information in relation to these activities or the affairs of business or method without consent of both parties.

### **Article 9**

The actions envisaged will be based on compliance with the criteria set by the decree law 196/03 and by the Regulation (UE) 2016/679 and in full compliance with the legislation on equal opportunities, social sustainability and privacy.

### **Article 10**

Any changes and / or additions to this memorandum of understanding must be ratified in writing by the parties

### **Article 11**

For any dispute that may arise regarding the interpretation or execution of this contract, the parties, mutually and by mutual agreement, identify as exclusive competent Court, that of Benevento.

Date \_\_\_\_\_

Ludovico Vessichelli  
President  
Ansi Formazione, Italy

**Signed by**

Professor Abulgasim Shallof  
President  
Libyan Open University, Libya  
Ministry of Higher Education & Scientific  
Research, Libya





ATTACHED A

TRAINING OFFER

ECONOMICS AND HUMAN RESOURCES

HUMAN RESOURCES AND NEW ORGANIZATIONS	
DURATION	1500 hours - 60 CFU
YEAR	2023/2024/2025
REQUIREMENTS FOR STUDENT	To enroll in the Course it is necessary to have one of the following requirements:  Bachelor or Licence and knowledge of english level B1
NUMBER OF PARTICIPANTS	The course is not limited and there is no selection. The Course will be activated upon reaching the minimum number of 25 members.
TECHNICAL REQUIREMENTS	Internet connection with 20 Mbps in download and 2 Mbits in upload, with at least 10% of guaranteed bandwidth.  Students have skills for e-learning and computer skills
DESCRIPTION	The digital transformation that is taking place has required the HR function to deal with new challenges: e-learning, remote workgroup management, employer branding, smart working, increasingly placing human resources at the center of a strong process of change.  Those who work in the Human Resources of a company or an institution must have a variety of basic knowledge ranging from organization, labor law to personnel training and development methods, but must also be able to understand and govern the transformation underway.
PROGRAM	<ul style="list-style-type: none"> <li>• The company organization: structures and models</li> <li>• Organizational culture and company values</li> <li>• Recruiting: the search and selection of personnel</li> <li>• The new employment contracts</li> <li>• Payroll and staff budget</li> <li>• Personnel development: performance evaluation</li> <li>• Compensation &amp; benefit systems</li> <li>• training design and new models</li> <li>• The role of internal communication</li> <li>• HR analytics and data management and protection</li> <li>• Final test can be done in LOU or a registred place</li> </ul>
FINALITY	With this master you will learn:  The techniques for selecting and hiring staff in the company, managing new contracts and knowing how to create development and training paths for human resources; the "soft" and behavioral skills for exercising the HR profession, the most innovative HR management tools and methodologies from the voice of recognized consultants and experts through practical cases.

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A.B.A BEHAVIOR TECHNICIAN - RBT REGISTERED	
DURATION	1500 hours - 60 CFU
YEAR	2023/2024/2025
REQUIREMENTS FOR STUDENT	To enroll in the Course it is necessary to have one of the following requirements:  Bachelor or Licence and knowledge of english level B1
NUMBER OF PARTICIPANTS	The course is not limited and there is no selection. The Course will be activated upon reaching the minimum number of 25 members.
TECHNICAL REQUIREMENTS	Internet connection with 20 Mbps in download and 2 Mbits in upload, with at least 10% of guaranteed bandwidth.  Students have skills for e-learning and computer skills
DESCRIPTION	The RBT or Certified Behavior Technician is a specialized technician, directly responsible for the implementation of the procedures for acquiring skills and changing behavior designed by the BCBA or BCaBA supervisor. The course aims to acquire practical skills in the Behavior Analysis sector by training qualified Behavioral Technicians capable of applying, with correct methodologies, interventions based on Applied Behavioral Analysis (ABA) through the supervision of a BCBA, in the context of all services dedicated to autism, autism spectrum disorders and similar diseases.
PROGRAM	<p>1. Measurements</p> <ul style="list-style-type: none"> <li>Prepare to take the data</li> <li>Implement continuous measurement procedures (Frequency, duration)</li> <li>Implement discontinuous measurement procedures (Partial or full interval, Momentary time sampling)</li> <li>Implement permanent product registration procedures</li> <li>Enter data and update graphs</li> <li>Describe the environment and behavior in measurable and observable terms.</li> </ul> <p>2. Assessment</p> <ul style="list-style-type: none"> <li>Conduct the assessment of preferences</li> <li>Contribute to individualized assessment procedures (e.g. curriculum based, developmental, social skills)</li> <li>Contribute to developing a functional analysis</li> </ul> <p>3. Acquisitions of skills</p> <ul style="list-style-type: none"> <li>Identify the essential components of a written skill acquisition plan</li> <li>Prepare for the session as required by the skill acquisition plan</li> <li>Use contingencies of reinforcement (conditional / unconditional reinforcement, continuous or intermittent schedules)</li> <li>Implement discrete-trial teaching procedures</li> <li>Implement naturalistic teaching procedures (incidental teaching)</li> <li>Implement chaining procedures linked to a task analysis</li> <li>Implement discrimination training</li> <li>Implement stimulus control transfer procedures</li> <li>Implement prompt and prompt fading procedures</li> </ul>



	<ul style="list-style-type: none"> <li>▪ Implement generalization and maintenance procedures</li> <li>▪ Implement shaping procedures</li> <li>▪ Implement token economy procedures</li> </ul> <p>4. Behavior reduction</p> <ul style="list-style-type: none"> <li>▪ Identify the essential components of a written plan for behavior reduction</li> <li>▪ Describe common functions of behavior</li> <li>▪ Implement interventions based on the modification of antecedents such as motivational operations and discriminative stimuli</li> <li>▪ Practice differential reinforcement procedures (e.g. DRA, DRO)</li> <li>▪ Practice extinguishing procedures</li> <li>▪ Putting into practice crisis / emergency procedures in accordance with the protocol</li> </ul> <p>5. Documentation and Report</p> <ul style="list-style-type: none"> <li>▪ Communicate effectively with the supervisor on a continuous basis</li> <li>▪ Actively and promptly seek clinical direction from the supervisor</li> <li>▪ Promptly report other variables that could affect the customer</li> <li>▪ Objectively produce for each session a report on what occurred within the session in order to allow verification, in accordance with the law and regulatory requirements of the workplace.</li> <li>▪ Comply with data collection, storage and transport requirements as required by workplace laws and regulations</li> </ul> <p>6. Professional conduct and purpose of the practice</p> <ul style="list-style-type: none"> <li>▪ Describe the role of the RBT in the Service Delivery System and the supervision requirements for the Behavioral Technician</li> <li>▪ Respond appropriately to feedback and maintain or improve performance in accordance with it</li> <li>▪ Communicate with stakeholders (family, caregivers, other professionals) as authorized</li> <li>▪ Maintain professional boundaries (avoid dual relationships, conflicts of interest, social media contacts)</li> <li>• Maintain the dignity of the customer</li> </ul> <p>Final test can be done in LOU or a registered place</p>
FINALITY	<p>The role of the RBT Technician includes:</p> <ul style="list-style-type: none"> <li>• Prepare data collection;</li> <li>• Implement data logging measurement procedures;</li> <li>• Keep data in a compliant manner;</li> <li>• Offer support to the supervisor in case of evaluations;</li> <li>• Implement various execution procedures;</li> <li>• Understanding the essential components of a behavioral plan;</li> <li>• Implement a behavioral reduction plan;</li> <li>• Document and report information relating to the behavioral plan and have discussions with the supervisor;</li> <li>• Implement safety measures in case of injury, self-harm, etc.</li> </ul>





	<ul style="list-style-type: none"> <li>Record data and document everything with appropriate software when required (excel or others);</li> <li>Offer support in skills such as sphincter control and general personal autonomy;</li> <li>Be open and flexible and able to share the behavioral aspect even in a group;</li> <li>Developing material needed for programming.</li> </ul>
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FINTECH. TRAINING AND DEVELOPMENT OF THE DIGITAL PROJECT MANAGER	
DURATION	1500 hours - 60 CFU
YEAR	2023/2024/2025
REQUIREMENTS FOR STUDENT	To enroll in the Course it is necessary to have one of the following requirements:  Bachelor or Licence and knowledge of english level B1
NUMBER OF PARTICIPANTS	The course is not limited and there is no selection. The Course will be activated upon reaching the minimum number of 25 members.
TECHNICAL REQUIREMENTS	Internet connection with 20 Mbps in download and 2 Mbits in upload, with at least 10% of guaranteed bandwidth.  Students have skills for e-learning and computer skills
DESCRIPTION	The digital revolution requires professionals operating in the finance sector to prepare themselves adequately for all those changes that are involving the financial market in an increasingly disruptive manner. These are changes of such a magnitude that they have led to the creation of the neologism Fintech, the result of the crisis between the words "finance" and "technology". It would be anachronistic for banking and insurance companies to refrain from finding the best strategies to combine new technologies and financial applications: in response to this need, the master in Fintech was born, which aims to train professionals capable of creating a bridge between management and information technology.
PROGRAM	<ul style="list-style-type: none"> <li>FinTech scenery, subjects and themes</li> <li>Banks and FinTechs</li> <li>Automated financial advice and the market for financial instruments</li> <li>The platforms for granting credit</li> <li>Virtual currencies</li> <li>Final test can be done in LOU or a registered place</li> </ul>
FINALITY	The application of new technologies to the world of financial services is assuming a role of absolute importance in the global economy with important repercussions in the legal-economic field, and more generally, in all sectors in which these innovations produce direct and indirect effects. The Master in Fintech has precisely the purpose of enabling graduates who combine an interest in the world of finance with technical skills to understand, develop and manage innovations, competing in the financial services sectors.



FINANCE DIRECTOR	
DURATION	1500 hours - 60 CFU
YEAR	2023/2024/2025
REQUIREMENTS FOR STUDENT	To enroll in the Course it is necessary to have one of the following requirements:  Bachelor or Licence and knowledge of english level B1
NUMBER OF PARTICIPANTS	The course is not limited and there is no selection. The Course will be activated upon reaching the minimum number of 25 members.
TECHNICAL REQUIREMENTS	Internet connection with 20 Mbps in download and 2 Mbits in upload, with at least 10% of guaranteed bandwidth.  Students have skills for e-learning and computer skills
DESCRIPTION	Today, the management of financial resources and relations with financial markets and investors are fundamental objectives for companies, financial institutions and other organizations. The strategic role of corporate finance has become increasingly important thanks to the increased attention that managers devote to raising capital, financial planning, risk management and investment activities. The current financial environment requires new skills and competencies to keep up with the demands of successful professionals in these times of rapid change.
PROGRAM	<ul style="list-style-type: none"> <li>• Technical and fundamental analysis of the financial markets</li> <li>• Public Finance</li> <li>• Financial intermediaries</li> <li>• Financial consultancy</li> <li>• The risks</li> <li>• Banking law</li> <li>• Internship or Project work</li> <li>• Final test can be done in LOU or a registred place</li> </ul>
FINALITY	<p>The Master prepares you to face increasingly complex financial challenges, providing solid knowledge and technical skills, as well as the transversal skills necessary to manage complex financial situations in an international environment. At the end of the course, the student will acquire an in-depth knowledge of the conceptual and empirical tools to respond to emerging financial challenges and create new opportunities, becoming Chief financial officer (or Fianace Manager) a role that in recent years has become increasingly strategic as far as it concerns the planning and management of business processes.</p> <p>The Finance Manager, as an "impresario" of the company's data, is a figure who will occupy the focal point of all the operations of the "line of business". The "new generation" CFO is a candidate as a key figure in companies, a protagonist of digital transformation. This is the scenario that lies ahead for the financial manager in the immediate future.</p>

#### TRAINING OFFER: COMPUTER SCIENCE

#### THE NEW FRONTIERS OF CYBER SECURITY

DURATION	1500 hours - 60 CFU
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YEAR	2023/2024/2025
REQUIREMENTS FOR STUDENT	To enroll in the Course it is necessary to have one of the following requirements:  Bachelor or Licence and knowledge of english level B1
NUMBER OF PARTICIPANTS	The course is not limited and there is no selection. The Course will be activated upon reaching the minimum number of 25 members.
TECHNICAL REQUIREMENTS	Internet connection with 20 Mbps in download and 2 Mbits in upload, with at least 10% of guaranteed bandwidth.  Students have skills for e-learning and computer skills
DESCRIPTION	Cyber security management has become a real priority for companies, with both technical and economic implications. Each company, both to meet regulatory obligations and for its business objectives, needs to rely on professionals able to manage the technical and legal aspects related to Cyber security. The knowledge and understanding of the increasingly sophisticated cyber threats is a priority for setting up cyber attack prevention systems; in response to these needs, the master in Cyber security was born, with the aim of providing Security managers with skills and competences useful for promoting valid IT security strategies.
PROGRAM	<ul style="list-style-type: none"> <li>• Artificial intelligence for Cyber Security</li> <li>• Attack and defense systems</li> <li>• Machine learning for IT security</li> <li>• Blockchain, cryptography and applications</li> <li>• Privacy and Cyber Security</li> <li>• Institutional and corporate management of risk analysis and assessment</li> <li>• Final test can be done in LOU or a registred place</li> </ul>
FINALITY	The master aims to train professionals able to competently manage the security protocols activated and to promote new and effective solutions, pursuing a constant update on Cyber security trends and promoting a valid synergy with other experts in the sector.  The master will offer an interdisciplinary perspective able to reconcile both the technological-digital aspects as well as the managerial and business aspects, as well as the juridical-normative ones.

#### MANAGER FOR THE APPLICATION OF INDUSTRY 4.0 PROCESSES

DURATION	1500 hours - 60 CFU
YEAR	2023/2024/2025
REQUIREMENTS FOR STUDENT	To enroll in the Course it is necessary to have one of the following requirements:  Bachelor or Licence and knowledge of english level B1
NUMBER OF PARTICIPANTS	The course is not limited and there is no selection. The Course will be activated upon reaching the minimum number of 25 members.





TECHNICAL REQUIREMENTS	<p>Internet connection with 20 Mbps in download and 2 Mbits in upload, with at least 10% of guaranteed bandwidth.</p> <p>Students have skills for e-learning and computer skills</p>
DESCRIPTION	<p>The development of industry 4.0 is radically changing the national and international economic system. It is a constantly evolving phenomenon, based on continuous technological transformations and the progressive application of digital processes to the different stages of the company's life: from programming to production, to distribution and the affirmation of new consumption models. The ever greater interpenetration between the tertiary and secondary sectors, an element that distinguishes the current phase of market globalization compared to the past, makes industry 4.0 a real industrial revolution that leads to overcoming the dichotomy between traditional and innovative companies, being the the adoption of these new models of work organization which are also essential for those companies active in the more traditional sectors that want to remain competitive in the new international competition.</p>
PROGRAM	<ul style="list-style-type: none"> <li>• International financial market law</li> <li>• Italian and EU law and innovative enterprise law</li> <li>• Corporate finance and venture capital</li> <li>• Business planning and management control</li> <li>• Digitization of production chains</li> <li>• History and theory of industry 4.0 and the circular economy</li> <li>• Models of open and social innovation</li> <li>• European planning and funding opportunities</li> <li>• Design and development of innovative startups</li> <li>• Final test can be done in LOU or a registered place</li> </ul>
FINALITY	<p>The aim of the Master is to provide the tools and notions useful to face the complexity of these changes and to collect the investment opportunities that derive from them. In fact, the courses allow learners to receive constant updating in the skills necessary to orient themselves in these new production areas and in their applications at a managerial and organizational level in the various working areas, public or private. The Master is in fact built through an interdisciplinary approach capable of offering specialized skills, addressing the economic, legal, sociological and planning dimensions of the phenomenon both at a macro and micro level.</p> <p>The professional opportunities adhering to the aims and structure of the courses are: entrepreneurs and consultants; officers and managers of companies, financial institutions and the public administration; management engaged in the development of the business organization of SMEs and large companies; managers of structures - public and private - of coworking, FabLabs, incubation places for new businesses; digital coaching; strattuppers and managers of new businesses; officers of financial institutions involved in venture capital and venture capital investment funds; assistants in the digitization of business processes and the conversion of traditional businesses to new production models; managers of supply chain consortia; officials and managers of social and production representatives.</p>





## TRAINING OFFER: ENGINEERING

RISK AND DISASTER MANAGEMENT	
DURATION	1500 hours - 60 CFU
YEAR	2023/2024/2025
REQUIREMENTS FOR STUDENT	To enroll in the Course it is necessary to have one of the following requirements:  Bachelor or Licence and knowledge of english level B1
NUMBER OF PARTICIPANTS	The course is not limited and there is no selection. The Course will be activated upon reaching the minimum number of 25 members.
TECHNICAL REQUIREMENTS	Internet connection with 20 Mbps in download and 2 Mbits in upload, with at least 10% of guaranteed bandwidth.  Students have skills for e-learning and computer skills
DESCRIPTION	The Master offers an interdisciplinary training offer between the law and engineering sectors. The experiences of recent major disasters and the discouraging trend of disasters across the country have made it clear that a holistic approach to Disaster Management is needed to substantially reduce disaster losses. It is not only the response to coping with the consequences of disasters that must be more effective and professional, but even more the efforts to assess and reduce risks in advance and to recover later. These three core disaster management processes - Disaster Reduction, Response and Recovery - have distinctive goals and are equally important and overlap with each other, and will need to be incorporated into all Disaster Management decisions. Disaster management should be based on a social, political, cultural, economic and environmentally sustainable foundation. The Master is a useful guide on basic issues in the preparation of those involved in Civil Protection.
PROGRAM	<ul style="list-style-type: none"> <li>Regulatory and legal framework for civil protection</li> <li>Hydrogeological risk</li> <li>Seismic Risk and Protection of Cultural Heritage</li> <li>Volcanic and Environmental Risk</li> <li>Hydraulic, Coastal and Maritime Risk</li> <li>Emergency Planning</li> <li>Interactive Cartography Systems and Monitoring Systems</li> <li>Databases, Information Management and the Role of Social Networks</li> <li>Psychology and Emergency Management</li> <li>Intervention model of the Civil Protection and Coordination</li> <li>Theory and Methodology of Emergency Communication</li> <li>Skills and organization of Bodies and Volunteers</li> <li>Final test can be done in LOU or a registred place</li> </ul>
FINALITY	The figure of the Disaster Manager is necessary to train subjects able to systematize local resources currently unrelated to the processes of determining the capacity of the various professionals and to exercise a function of interconnection with the skills entrusted to the Local Authorities and the components of the National Service of the Civil Protection in order to integrate the functional planning activity to the new regulatory guidelines, to the modern methodologies and to the needs of the territory.



	<p>The Master's purpose is the training of experienced personnel in degrees of: demonstrate knowledge of humanitarian frameworks, norms, principles and international codes of conduct; demonstrate knowledge and research based a comprehensive understanding of the three interrelated processes of disaster management (disaster risk reduction, response and recovery) as well as identifying scientific challenges within the areas; demonstrate a thorough understanding of the complex interrelationship of stakeholders within the evolving field of disaster management.</p> <p>Additionally they will need to have an understanding of the complexity of vulnerability in disasters and the ability to relate to health, socio-economic, political, physical and environmental vulnerabilities.</p>
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Date \_\_\_\_\_

Ludovico Vessichelli  
President  
Ansi Formazione, Italy

*Signed by*

Professor Abulgasim Shallof  
President  
Libyan Open University, Libya  
Ministry of Higher Education & Scientific  
Research, Libya

