

| Nr. | Phase                             | Targets   | Information / text   | Helpful questions  | Method / equipment   | Time minutes |
|-----|-----------------------------------|---|--|--|--|--------------|
| 1   | Introduction<br>(5 – 15 minutes)  | Introduction of the trainer   | Gunnar Platz, Managing partner of PLANCO, an international consulting company in the field of transport and regional development; Team leader in several national and international projects; moderator/organisator of different kind of workshops and conferences; project leader JOHANN and; married and father of three children  | What qualifies the trainer to hold that training?  | Self introduction  | 3            |
| 2   |                                   | Short description (presentation) of your JOHANN activities  | Short introduction with 2-3 slides   |  | Discourse  | 3            |
| 3   |                                   | Introduction to the issues and the targets of your training session   | City ports aiming to attract SCS & their passengers also have to develop & plan their land side services (welcoming passengers) & infrastructure (cruise terminals as part of urban waterfront). The workshops shall bring together relevant local actors (and if possible, international experts) and transfer the experience and lessons learned in JOHANN to other stakeholders in JOHANN destinations and beyond. The questions are how to plan a cruise terminal and the surrounding waterfront sites to be prepared for later investments and attractive for tourists and the local population. This will help to revitalize city ports and preserve their maritime functions through foresighted SCS attraction & planning. |  | Discourse  | 3            |
| 4   | Training<br>(60 minutes)          | Present your topical subject (3 – 5 minutes) and describe it to the participants / or some of the crucial factors. Maybe you can give some interesting insights into your project to make it more lively. | Local situation, cruise development, planning, problems  |  | Discourse  | 3            |
| 5   |                                   | Instruct your training group (2-3 minutes) to find out and describe certain aspects about one of those crucial factors (in a 5 - 10 minutes workshop) either in small groups or each for themselves.      | Roadmap / Agenda Training<br><b>1. WS: Design of terminal and surroundings</b><br>- several groups work with the same question (Time limit 5-7 Min.)<br>- Proposed solutions collected on presentation cards<br>- Proposed solutions shall be categorised<br><br>Presentation of each group (5 Min per group), followed by discussions in the plenary  | <b>Master-question:</b> << How can we by choosing the right design of the terminal/"welcome center" and the surroundings be attractive for tourists and residents? How to make "Christinenhafen" a vivid and upgraded place in short term? ... so that cruise passengers arrive already in an attractive environment before BUGA 2025 plans are realized (in benefit of local population, too)<br><br><< What are the expectations of (SCS) tourists & local population – and how to bring those (different) expectations together?<br><< How to actively include and involve the local population/ local stakeholders, initiatives... into development of the area/ to be- become part of it? | Instruction  | 3            |
| 6   | Workshop 1<br>(10 - 20 Minutes)   | Groups arrange and work as they were told ...   | <i>maybe you'll have to help or answer questions within the groups</i>   |  | <i>Tell the remaining time after 15 minutes and again 2 minutes before they should be ready to present</i> | 15           |
| 7   | Presentation<br>(15 – 20 Minutes) | Ask your training group to conduct their presentations and collect all the ideas and information on a white board or a flip chart.  | <i>Control time and help if needed</i>   |  | Presentation in groups   | 15           |
| 8   |                                   | Instruct your training group (2-3 minutes) to find out and describe certain aspects about one of those crucial factors (in a 5 - 10 minutes workshop) either in small groups or each for themselves.      | Roadmap / Agenda Training<br><b>2. WS: Aplitted group work</b><br>a. Group 1: ISPS requirements<br>b. Group 2: Long term operation and maintenance<br><br>Presentation of both groups and discussion   | <b>Master-question:</b> << How can we deal with ISPS requirements?<br><< How can we ensure operation and maintenance of the terminal/ "welcome center"? What might be appropriate (multifunctional) solutions for Rostock  | Instruction  | 3            |
| 9   | Workshop 2<br>(10 - 20 Minutes)   | Groups arrange and work as they were told ...   | <i>maybe you'll have to help or answer questions within the groups</i>   |  | <i>Tell the remaining time after 10 minutes and again 2 minutes before they should be ready to present</i> | 15           |
| 10  | Presentation<br>(15 – 20 Minutes) | Ask your training group to conduct their presentations and collect all the ideas and information on a white board or a flip chart.  | <i>Control time and help if needed</i>   |  | Presentation in groups   | 15           |
| 11  | Discussion<br>(15 – 20 Minutes)   | After all presentations are held you can discuss and analyze the results in your training group and add some extra findings. Please write down and fix everything on the white board / flip chart.        | <i>You can either be part of the discussion or moderate it.</i><br><b>3. Discussion (15 – 20 Minutes)</b><br><i>Summary of most relevant ideas?<br/>Critical issues?<br/>How to measure success and added value for the city/region?</i>   |  | Discussion or debate   | 15           |
| 12  | Wrap up<br>(5 - 10 Minutes)       | Ask your group for a brief summary of the findings, new ideas and perspectives and e.g. ask them for their opinion, most interesting (new) facts ... and subsume the most relevant content.               | <b>Feedback:</b><br>* Which ideas/suggestions will you take home and what is the relevance for your work?<br>* Do you already first ideas for implementation of ideas/solutions developed?   | Whats in your eyes the most important thing you've learned from this training session?   | Résumé   | 7            |
|     |                                   |   |  |  | <b>Total time:</b>   | <b>100</b>   |

