



COMENIUS MULTILATERAL PROJECT
„OPTION VARIETY FOR ENTREPRENEURSHIP”
2013-2015

Our mini enterprises in project partners' schools
2013-2015





The aim of teaching entrepreneurship is to train the students' abilities to raise know how which will be useful for them as individuals as well as the members of the society in order to live independently and positively work for the welfare of their own, the families and society.

The students should be taught to load themselves with responsibilities, know how to live in the society under the economic conditions.



Entrepreneurship teaching trends in the partner teaching offices

- ❖ In order to involve young people in the constructive, economic, cultural activity in their region educational institutions with the traditions, we gave the chance to get acquainted with the traditions, changes in the business in their region, country.





❖ We gave them economic, cultural, jurisprudence basis (fundamentals) that are useful while organizing business.





- ❖ We raised our students creativity, responsibility, diligence aim seeking valuable regulations that are useful not only in business but also in the personal life.





- ❖ We studied the ways argumentally to show our needs, appraise situations at it's true worth, to make plans, organize and carry out the work.





Students economic, business practical abilities and skills, motivation were raised during various studies:

- ❖ Lessons, lectures;
- ❖ Short term projects setting up students' mini-enterprises;
- ❖ Other activities.





THE BEST WAY TO LEARN ENTREPRENEURSHIP IS TO WORK PRACTICALLY IN THIS SPHERE

Students had all conditions to confirm their theoretical knowledge and apprehension in their practical activity while setting up mini-enterprises.





Our partners in their own schools set-up short term mini-enterprises, planned their activities, created various products and disseminated them.





Their aim was to set-up a real short term mini-enterprise and to do economical activity. Some partner schools did quite a good job establishing their mini-enterprises' activities up to creation products and dissemination, the others left their ideas in the plans.





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ROMANIA MINI ENTERPRISE 2013-2014





Enterprise: FE “DOLCE CABANA” L.T.D.

Logo:



Motto: “The Place Where Everything is at Height”

Domain of activity: hotels and similar accommodation facilities

Services provided:

- Accommodation in the owned chalet;
- Mountain tourism: trekking, climbing, hiking, skiing, snowboarding, sledging, etc.;
- Travel arrangements: paint-ball matches, motocross races, activities such as “Let’s watch birds, animals”, animal feeding program, game-cooking parties, hunting and fishing.



Coordinator teacher: Dicu Florentina



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Events/ activities:



December 2013 – the “Training Firm Fair” held in our school – first prize for the best enterprise.



February 2014 – “Business Plan Competition” – local phase – first prize for the best business plan.



March 2014 – “Business Plan Competition” – regional phase – the third prize for the best business plan.



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ROMANIAN MINI ENTERPRISE 2014-2015

Enterprise: FE “EUROPA TOUR” L.T.D.



Logo:

Motto: “ Europa Tour – prieteni de sejur” – “Europa Tour – sojourn friends”

Domain of activity: activities of travel agencies

Services provided:

- Winter sports tourism: skiing, snowboarding, sledging;
- Mountain tourism: motocross, climbing, etc.;
- Cultural tourism
- Summer tourism: hiking, orientation, etc.

Coordinator teacher: Giurău Anamaria



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Events/ activities:



December 2014 – the “Training Firm Fair” held in our school – prize for the best presentation.



February 2015 – “Business Plan Competition” – local phase – first prize for the best business plan.



March 2015 – “Business Plan Competition” – regional phase – the second prize for the best business plan.



SPAIN MINI ENTERPRISE 2013-2014





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Mini enterprise





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MY IDEA

PLANNING SERVICE OF DECORATION AND REBUILDING SPACES

- ORGANIZATION
- COORDINATION OF ALL THE AGENTS
- ANALYSIS OF THE BEST QUALITY-PRICE

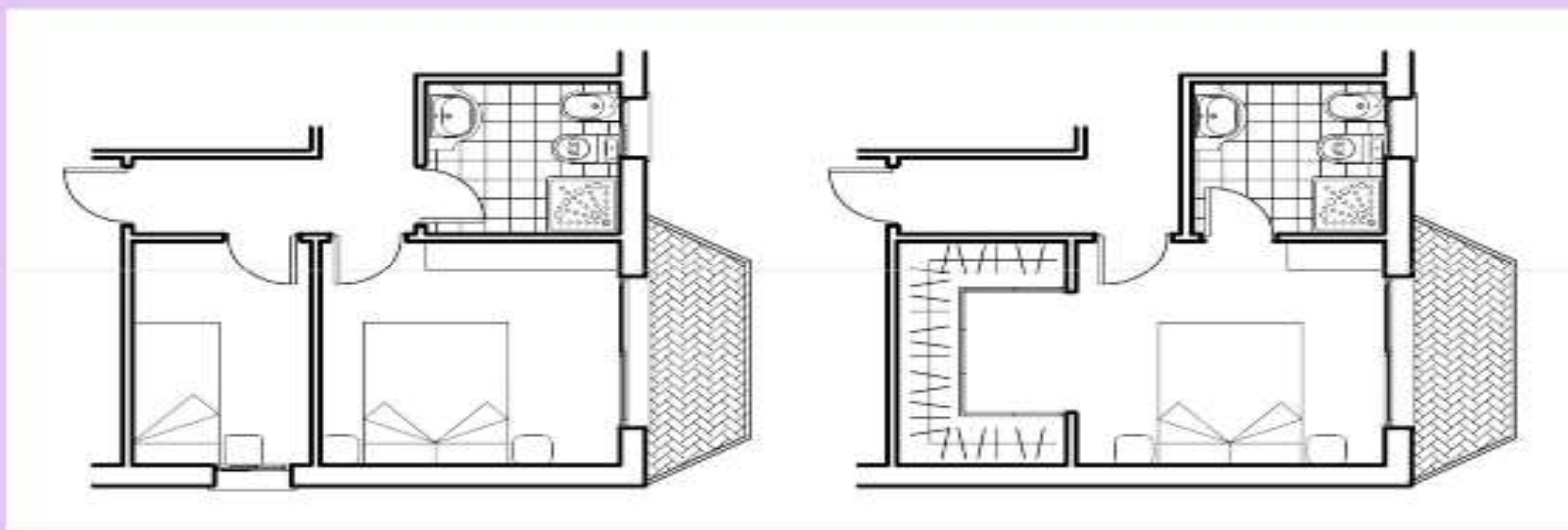




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PRODUCT 1



REBUILDING SPACES





DECORATION



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WHAT I OFFER





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STRUCTURE OF MY ENTERPRISE

○ Human Team

- vocational training
- experience,
- responsibility
- efficiency
- abilities

○ Capital assets

- furnitures
- computers
- software

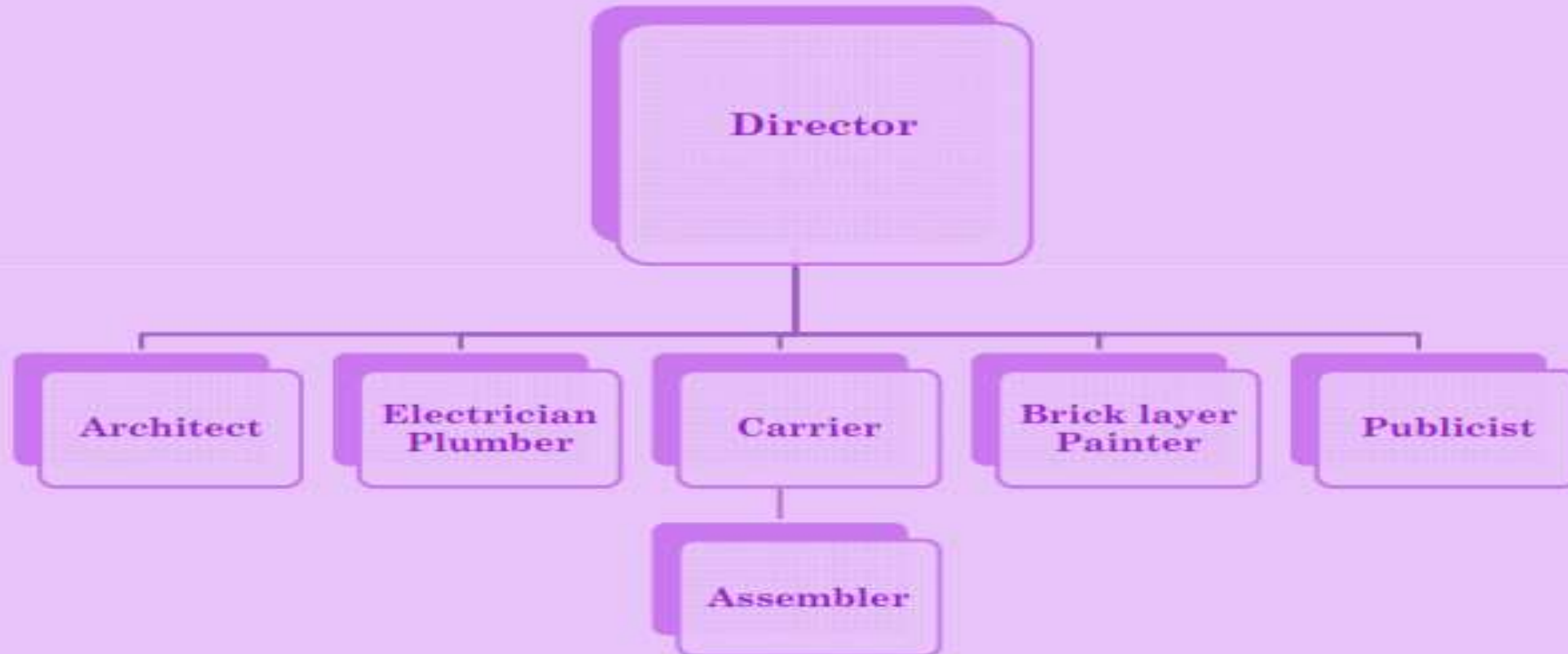




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ORGANIZATION CHART





ANALYSIS OF MY IDEA

General context

Policy
factors

Economics
factors

New laws

Taxes

Economic
crisis

Unemploy



ANALYSIS OF MY IDEA

Specific context

Customers

Suppliers

Competence

Distribution

Different
styles

Different prices

Copy of ideas

High prices



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LOCATION





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WHY THIS LOCATION

Factors

High transit of people

Next to other enterprises

Facilities: bus, car park, gardens.

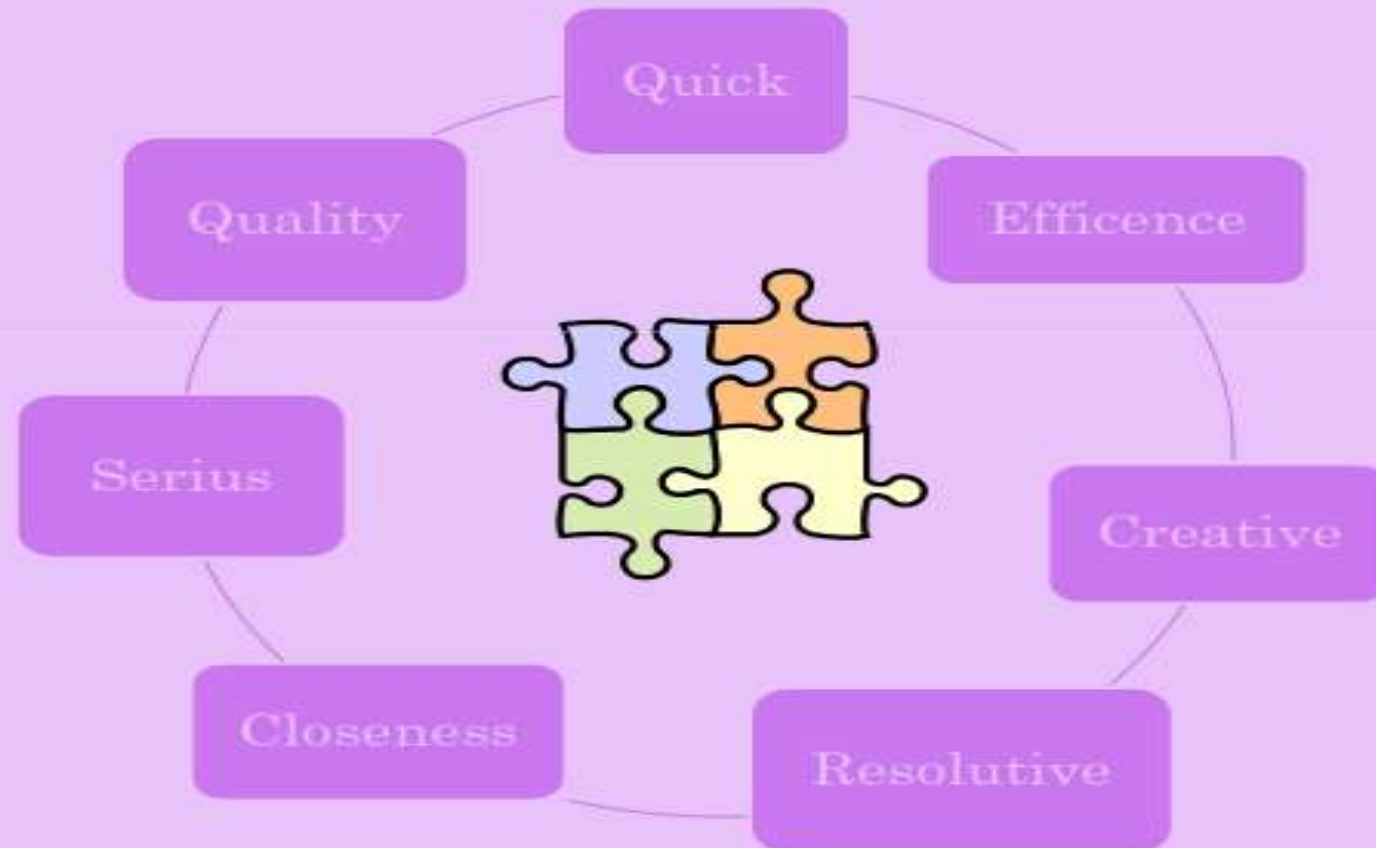
Human resources

Good buildings and other areas





CORPORATIVE IMAGE





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SOCIAL RESPONSABILITY

- Human resources
 - No discrimination
 - Working according to the law
- Security at work
 - Using the correct equipments in differents situations
- Global enviroment
 - Responsability and reciclying.





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MARKETING

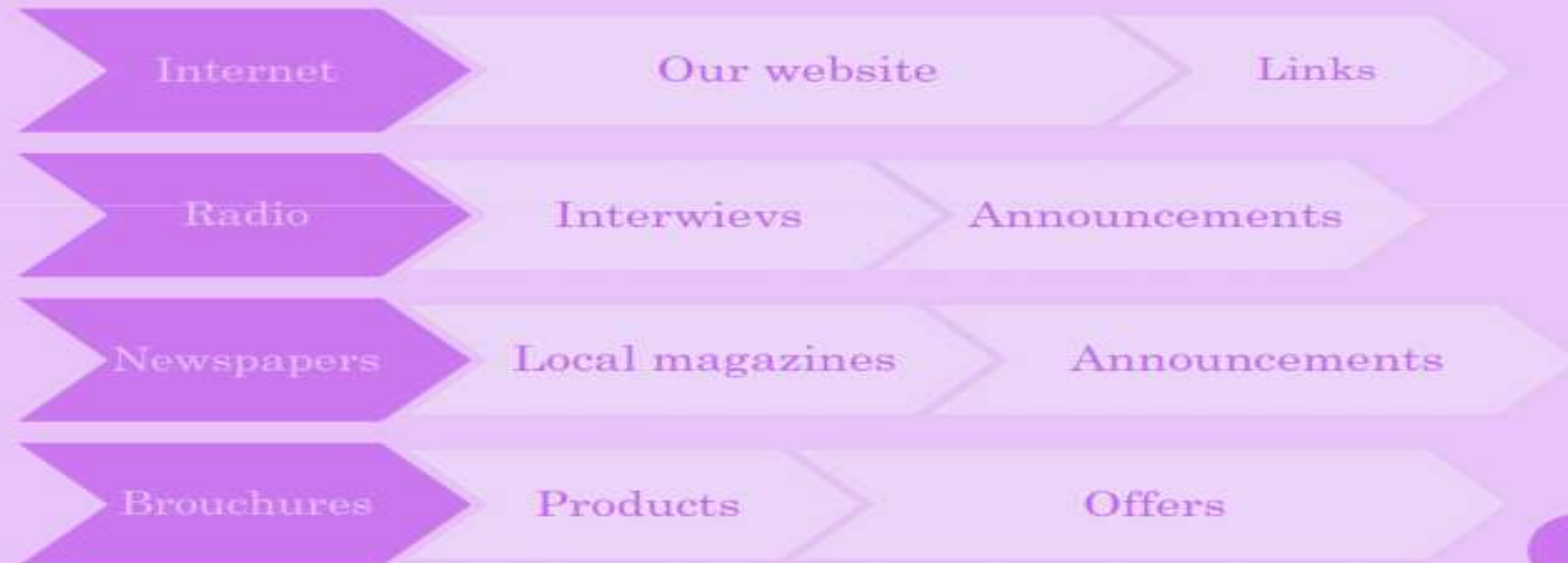
○ Market segmentation

- 16 questions poll according to know what the costumers need.





PUBLICITY





Thanks for your attention

Sandra Guardedeño.
Ies La Granja





BULGARIA MINI ENTERPRISE 2013-2014

The criteria for assessment of the projects were given to the students in advance together with the plan of what stages each business plan should have.





BULGARIA MINI ENTERPRISE 2013-2014

At the end of the term, each of the 17 students presented their business idea, in front of a committee. The committee consisted of the teacher, teaching Company management, a tutor, who is PhD in management and production and the principal of the school. The task of the students was to present the idea, a future working company.

Some of the parents have also participated in the realization of their children 'ideas.



TURKEY MINI ENTERPRISE 2013-2014

During the partner meeting in Turkey on March 1-7, 2015 the students actively participated in the group work „The Hunters of the Ideas“. They made their ideas, plans, logo.





LITHUANIA MINI ENTERPRISE 2013-2014

Project „Our class mini enterprise
Project was held from 2013 October till 2015 May.

Participants of the project: students, teachers, parents, school staff,
„Versli Lietuva“ representatives



PROJECT STEPS

- ❖ Setting up of the business idea;
- ❖ Consultation of a consultant from “Versli Lietuva” about business ideas;
- ❖ Market investigation;
- ❖ Making an acquaintance with various types of enterprises;
- ❖ Creation of the business plan;
- ❖ Setting up of the production plan;
- ❖ Getting in touch with teamwork;
- ❖ Distribution of the work and duties in the mini enterprise;
- ❖ Creation of the product;
- ❖ Presentation of the product and selling;
- ❖ The closing up of the company (mini enterprise);
- ❖ Discussion and evaluation of mini enterprise results.

The students made 6 mini enterprises in 2013-2014 school year and 10 mini enterprises in 2014-2015 school year. The primary classes have joined our project.





We had an Entrepreneurship Day (St. Casimir's day) in 2013 May and an Entrepreneurship Fair in 2015 May 5th.





The students had a chance to present their products at on these days.



Business Plan 8 form



1. Entertainment mini-enterprise “Xbox club”
2. Service type – Interactive sport games + minibar (ice-tea and popcorn). While playing sport games we train reaction, stimulate the interest of active, free pastime.
3. This idea is very up-to-date, interesting and absorbing the young people and not only them.
4. We will need such means for the service: Xbox game computer, sound system, electricity, some initial capital for minibar food and ads.
5. The rate of sale is not possible to foresee. But we hope it will work well among children, young people and grown-ups. And it will be payable (profitable).

Costs:

Xbox club game 1min. – 0.10 Euro cents.

Minibar costs:

A glass of ice tea – 0.05 Euro cents.

A packet of popcorn 100gr. – 0.20 Euro cents.

6. “Xbox club” provider should know how to use Xbox computer, to demonstrate the game, be communicative.

7. Team members:

Vilmantas, Tomas, Giedrius, Marius, Jonas, (they all are responsible for the “Xbox club” activity).

Sigita, Kristina, Simona, Simona, Deimante (they are responsible for the minibar activity).

Business Plan 6 form



1. The 6th formers create educational mini-enterprise “Four corners”.

The logo of the enterprise is diamond-shaped with a quadrangle and letters “kk” in the middle.

2. The 6th formers will make occasion cards using program “pizap” (photo editor on the Internet) and print them on photo paper. The students will do the job themselves: make cards, choose frames for them and text. You will be able to book cards for your special day, occasion, in advance together with your text, for example: for the birthday, name day, Mothers day and etc.

3. A consumer will get a piece card, a card which is only his, not a mass production. We hope this will help us to be popular, unique.

4. The clients of our mini-enterprise will be teachers, other students. We will have an album with card examples and our school staffs will dissimilate them individually offering them. This mini-enterprise will be advertised in the 6th formers’ class room with the names of managers.

5. We will have a mini-enterprise staff, divide the work up and have some initial capital. Also we will need ink for printer and photo paper.

6. We plan to sell about 80 – 100 cards. The price of a card should be 0.30 euro. Expenses should exceed about 50euro: ink for printer about 7euro and photo paper about 6-8euro.

7. A group of students will be responsible for the work with program “pizap” and will create card examples (those who know how to work with a computer program), the others will be in charge of selling and taking orders (managers who are communicative, can easily associate with people).

8. There will be 8 members in the mini-company. They are all very initiative, energetic, smart, full of interesting ideas.





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This presentation was made by equal contribution of 5 schools and it was assembled by the Lithuanian Comenius team. The five partner schools:

- ❖ *IES La Granja – Jerez de la Fontera, Andalucia, Spain*
- ❖ *DARICA ÖĞRETMEN FÜSUN ERDEMİR MTAL – Kocaeli- Darica, Dogu Marmara, Turkey*
- ❖ *Colegiul Tehnic „ Traian Vuia”, Oradea, Bihor, Romania*
- ❖ *Birzu Rajano Pabirzes Pagrindine Mokykla, Pabirze, Lietuva, Lithuania*
- ❖ *Private High School in Tourism and Entrepreneurship „ Rayko Tsonchev”, Dobrich, Bulgaria*

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