



REPORT ON THE STUDENT COMPANY Province of Treviso

Introduction

Italian law does not allow establishing Student Companies. The main restriction is the fact that young people under 18 years of age are not allowed to own or be shareholders in companies, without specific authorisation from the Court further to advice from the magistrates.

Selection of school/ teachers trainers

The Province of Treviso decided to test this project in one of its schools: CFP Vocational School, in Lancenigo.

The project was presented during a Teaching Staff Meeting and during the meeting the suggestion was made to “experiment” the project with the third year classes of the school, given the students’ ages and the skills they had acquired.

The teachers involved in the Student Company were selected according to their personal curriculum and availability.

Project activities presentation Sc to the selected school-teachers

During September 2010, at the beginning of the school year, the third year students were invited to a meeting to present the project (after sending written notification to their parents).

The meeting was held in October with the selected teachers and the third year students. The project was explained to them and the students who were interested were asked to think of any innovative business ideas and to present them to their reference teachers.

Design of Innovation camp & Entrepreneurship camp- smes involvement

The Province adopted the Common model of Innovation Camp (C.I.C.) approved during the 3rd meeting in Norway from all Partners.

The model contemplated the involvement of at least two teachers and a duration of at least 8 h. (in 1 day or 2 half days): the province has involved two teachers and has held the Innovation Camp in the afternoon of two days for a total of 8 h.

As provided in C.I.C. the activities carried out were: introduction to the children to business plan tools, entrepreneurial experiences, reading of business challenge (participation of four local businessmen and representatives of social partners), brainstorming activity, idea development and idea competition. As required in C.I.C. we have made

available to students a room to work with the equipment and teaching materials they needed. Since almost all students were under age parental consent was required for achieving the above.

Training of Trainers in order to implement a Student Company

During two afternoons on 28th and 29th June 2010, the teachers from the province and the partner countries attended the lessons held by Anne Karine Sveinall, Director of the Adolf Oien School in Trondheim (NO) - an expert in student companies. Ms Sveinall explained the Norwegian model to the teachers, interacting with them all.

Dissemination of the S.C. project in the local area

On 29th June 2010, at 09:00, a press conference was held in the Auditorium of the Treviso Provincial Council offices with all the project partners, the Councillor for Social, Labour and Professional Training Policies for the Province of Treviso, representatives from the Chambers of Commerce, the Inland Revenue Office and Category Associations present.

Student Company Idea Selection

At the end of October, fifteen students divided in four groups presented their 4 ideas for innovative business.

The ideas were: designing a single plate to hold both the croissant and the coffee cup, a watch with an alarm and GPS in the case of an assault, an automatic sun product dispenser in seaside resorts and an umbrella with a double extension for singles or couples.

To develop the ideas, the students had contacted the various companies in an attempt to understand the feasibility of their ideas for the project.

A market survey was held in the school about the effective usefulness of their ideas, through a questionnaire filled in by people who attended the adult courses.

Innovation & entrepreneurship camp implementation: entrepreneurship case studies Innovation camp report (workshop/case studies)

The Innovation Camp was held over two afternoons in November with fifteen students and a committee of experts from various fields (four entrepreneurs and a social representative).

The students were divided in four groups; they introduced themselves and their ideas to the committee. A debate was then held on the business matters: Business and economic organisation, motivation, how to start a new business, etc.

On 23rd December 2010 a mixed committee chose the best idea based on the following criteria:

The level of innovation, its economic and financial feasibility, the quality of the business plan, the availability for spending in the area.

The selected idea was for the production of a croissant and coffee cup plate.

Student company description: business plan, setting up Student Company, operation and management, closing of company

The Student Company was denominated “IntelligentDish GDG”. It was formed as a cultural no-profit association. The legal standing was that of a registered association that is not recognised but is a legal body, with autonomy with respect to the single partners (the CFP director, who is the legal representative, and eight students), it would have its own equity (eventually) which would be in the form of a cash pool.

GDG was established on the basis of a private deed not subject to stamp duty, in two copies which were signed and dated by all the founding partners, and it comprised:

- A deed of partnership (of the company) expressing the wish of the partners to establish an association.
- Bylaws with the rules for its management and organisation.

After the private deed had been drawn up, it was presented to the local Inland Revenue office for a tax code to be assigned, after which the Deed of Partnership was registered with the Inland Revenue.

For registration, the following were presented:

- The deed of partnership in two original copies, subject to affixing 6 duty stamps.
- Two copies of Form 69 and a copy of the payment receipt for the registration which was made using form F23.

Once GDG had been registered with the Inland Revenue, it was registered with the Chamber of Commerce, and with the Economic Administrative Register which is purely for statistics purposes. This registration was done online (Form R).

To be able to conduct its business, the association had to obtain a VAT number. The request was sent to the Inland Revenue on Form AA7/10, which was filled in and signed by the legal representative. Within 90 days from registration, the association’s data were transmitted to the tax office on the EAS Form.

The administrative costs for opening the Student Company were approx. 500 Euros.

The managerial structure of GDG “Intelligent Plate” was: Chairman (Director of CFP), General Manager (Student partner), Administration Office (three student partners, one office manager), Marketing Management (one student partner and three student partners without work).

There was also an executive committee formed of a Chairman and five student partners.

To draw up the Business Plan the students used a basic model provided by the Chamber of Commerce, which was adapted to their business.

Closing of company

The Student Company was closed on 27th July 2011. The students notified the Inland Revenue of the termination of the tax code and vat code on 28th July.

The 500 plates were produced with the support of Tognana SpA, and were given to the CFP School in Lancenigo to test them on the market.

Conclusions

POSITIVE ELEMENTS

The positive elements from the experience are:

- The curiosity, motivation and dedication of the students involved. During the period the Student Company was operative, they were very committed to achieving the company targets, working very hard outside school hours as well.
- The students demonstrated very strong orientation towards the results and a very keen ability in establishing profitable relationships with both customers and suppliers.
- Improved school results by the students in the various skills they put into play in managing the company, especially in terms of communications and English language.
- Increased awareness of the role of an entrepreneur, to the extent that the students seriously consider the possibility of a future where they will have their own business.

CRITICAL ELEMENTS

The critical elements are:

- Legislation and lack of specific channels for developing businesses within the school system.
- The amount of time spent in researching the possibility of opening a student company which, in our system, is not foreseen and,

therefore, if no basic alterations are made within the various boards involved, it will be very difficult to implement.

- For the experiment given in the project, an association was established in February 2011 and was then closed in July 2011: far too short a time to be able to cover all the aspects involved with company management, especially if we consider that a good three months were needed just to prepare everything that was needed to open the association.

STUDENT COMPANY REPORT

Dieffe Soc. Cooperativa

Introduction

The Italian law does not permit the establishment of students enterprises. The main limitation is given by the impossibility for students under 18 to be owners or shareholders of companies except with the permission of the Court on the advice of the magistrate.

Selection of school /teachers trainers

Coop. Soc. Dieffe of Spinea decided to promote this project after a long and deep dialogue with the students: the idea was focused on realizing a laboratory and creativity experimentation typical of craft activities. The Project's presentation was expressed with details during a College of Teachers: the suggestion to involve students of the first and second classes came from our history teacher, who had experimented a search essay on history and gastronomy, from which the basis for the project spread out. Students were particularly motivated because of the integration of the idea with the specialization of our school: a self business project concerning the gastronomic field. The other teachers involved were selected on the basis of their experiences of teaching.

Project activities presentation S.C. to the selected school- teachers

In October 2010, pupils attending the first and second years were invited to the Project Meeting Presentation: the object was the explanation of "The Best Student Company Idea" with its goals. The students involved were eleven: three female students and eight male students; three teachers were the Project coordinators and supervisors: the history teacher, the barman laboratory teacher, the enological teacher.

Design of Innovation camp & Entrepreneurship camp -smes involment

Dieffe adopted the Common model of Innovation Camp (C.I.C.) approved during the 3rd meeting in Norway from all Partners.

The model contemplated the involvement of at least two teachers and a duration of at least 8 h. (in 1 day or 2 half days): Dieffe has involved two teachers and has held the Innovation Camp in one day for a total of 8 h.

As provided in C.I.C. the activities carried out were: introduction to the children to business plan tools, entrepreneurial experiences, reading of business challenge (participation of four local businessmen

and representatives of social partners), brainstorming activity, idea development and idea competition. As required in C.I.C. we have made available to students a room to work with the equipment and teaching materials they needed.

Training of Trainers in order to implement a Student Company

In the afternoons of 28th and 29th of June 2010 the teachers of the Province, with the teachers of the partner countries, have participated in classes taught by Anne Karine Sveinall, director of the Adolf Oiens School - Trondheim (NO) -, expert in youth entrepreneurship. She forwarded the Norwegian model to all teachers, interacting with them.

Dissemination of the S.C. project in the local Partnership

The main local partnerships involved in the project are:

Cockney London Pub 1997 s.n.c., via San Francesco, 13 - Correzzola (PD) of Agostini Amerigo; Hotelturist S.p.A. - via Forcellini, 150 (PD) - whose legal representative is Oreste Romeo.

Moreover, during the Trade Meeting in May, 19th 2011 in Padua we had expanded the idea of our project with different kinds of craft beer producers, such as “32 Via Dei Birrai” and “Antico Birraio”.

Student Company Idea Selection

The selection of the idea of brewing beer was not such an obvious choice: in fact it was interesting to notice that the students focused on beer in relation to the search issue and to the interdisciplinarity of the Project. Not only the Idea concerns food and catering subjects, but even technical and commercial subjects.

The idea of beer production is easily implemented in an artisan production process, further facilitated by the presence of several solutions of even small machineries (small or “mini breweries”).

For the development of the idea, the students have made contacts with several companies in order to understand the feasibility of the project, that is if it was easily and rightly producible beer with results similar as if it was produced in an industrial process.

“Innovation & entrepreneurship camp” implementation: entrepreneurship case studies Innovation camp report (workshop/case studies)

The Innovation Camp was held on December, 20 at the School of Spinea at the presence of eleven students, two teachers Vittorio Beretta and Flavio Callegari, some representatives of Coop. Soc. Dieffe and a committee of

experts from various fields:

- “Tivigest Spa”, “Hotel Tourist” Tour Operator;
- “Mazzari”, pastry making in Padua;
- “Marican Sas”, manufacturer of equipment and technologies for food production;
- “32 Via dei Birrai”, craft beer producer

After the obligatory introduction, the Chairman of the meeting detailed the different aims of the project in progress:

- a) presentation of the model of a student company, according to the criteria proposed by the Norwegian partner;
- b) vision of the DVD, with interviews on video, which brought the case histories;
- c) sharing criteria and approaches used to involve the students in our schools:
 1. Policy Register - it has been observed that in the younger age groups there was a greater propensity for involvement in extracurricular activities widely and a greater propensity to self entrepreneurship;
 2. the size of social promotion in the long term, including post-qualification, which is involved in creating, managing, growing an action taken;
 3. the availability of land to accommodate, promote and take on similar initiatives, particularly for the connotation of craftsmanship and uniqueness of the merchandise;
- d) involvement of children in the creative process, conceptual and executive of a particular and specific undertaking, through the resumption of a discussion, begun in November, indicating the business idea. or rather the object;
- e) emerge from the vibrant debate, specifically, three specific business ideas:
 1. production and marketing of fresh pasta;
 2. production and marketing of bakery products;
 3. production and marketing of beer;
- f) through a decision-making process aimed at the maximum share of the business plan, a decision is made to produce and market the beer.
- g) starts a careful discussion on the shape of the object company, its rules, modeled on the structure, the philosophy of doing business.

In April the President of local craftsmen association ASCOM was involved in the project too and in July the Owner of Cockney London Pub Mr Amerigo Agostini. They acknowledged the validity of the project and are hoping for the continuity of interest and participation of students.

Student company description: business plan, setting up student company, producing and management, close of company

The way we have found after being in contact with different kind of associations, is the juridical form of a Temporary Purpose Association (TPA) between the lead institution Coop. Soc. Dieffe, each of the participating students and two, or more, teachers from the school.

This juridical form optimizes the financial independence characteristic of the company experience (own separate income statement), with appropriate management of the liability of the implementers, being minors and thus unable to assume their own legal obligations.

The name of the TPA is: Student Company Dieffe - First Class.

The organizational company structure concerning the students is as follows: Student Company Administrator, Marketing Management, Production Management, IT Management, Administrative Management, Production Staff, Marketing Staff, IT Staff.

The deed of establishment of the TPA will be registered at the registry office of the Chamber of Commerce.

The company will operate for profit and operations will be limited to the achievement of the intended purpose. The deed will have an official registration number.

This type of legal entity does not envisage a specific share capital, but avails itself of that of the lead institution.

This latter, however, may allocate, through the TPA, assets and/or liquidity to this specific business deal.

The person representing the TPA will be the legal representative of the lead institution (Prof. Luciano Gatti).

The legal unit responsible will be the lead institution of the TPA , i.e. Coop. Soc. Dieffe.

The board members are students younger than eighteen years of age.

However, their work will be governed by the rules relating to the activities of members of a cooperative and in this capacity they will qualify as emancipated minors, thus enabling them to assume limited roles of responsibility in the management of the TPA.

The TPA will be registered at the registry office of the Chamber of Commerce.

Students will be classified to all effects and purposes as workers, resulting in payment of contributions and taxes on remuneration received.

The TPA, which is financially independent, will be subject to income tax according to income generated.

The production of beer, which is the purpose of the TPA, will be subject

to excise duty in relation to the level of production, which is envisaged to amount to less than 2 hl per month.

Closing of company

The close of project was expected for the end of October but teachers and students are going to continue the experience. All the partners exhorted the students to go on in this commitment.

Conclusion

In order to describe the aim of the project we organized some conventions at school and some meetings with partners.

Last 23rd March there was a meeting at school in Spinea and Student Company's group explained the activities of the Student Company project in front of all colleagues and teachers. Some of them illustrated the purposes of the project and some others described the process of production of two kinds of beer, named "Scolastica" and "Prima".

On the 9 th of April, the students introduced the project to the President of local craftsmen association ASCOM.

In May, 19th teachers organized a visit to the Trade Meeting in Padua. In particular students visited the exhibition pavilions in which they could meet some agents of important breweries.

Students could learn all the secrets about production and tasting of artisan beer.

In July, the 21st students and teachers visited the Cookney London Pub. They could meet a great appraiser and expert on artisan beer. They described him the project and their production of "The Scolastica" and "The Prima" Beers to Mr. Agostini Amerigo. The owner of the Pub tasted the beer and gave some interesting suggestions.

In June there was an internal dissemination event following the first production of beer, involving students with their parents, teachers and commercial partners.

At the end of October 2011 there will be a final dissemination event at which Social Partners and enterprises involved in the project will be invited.

All the teachers have appreciated the aim of the project, most of all for the possibility to work together. The history teacher with the law teacher, the barman laboratory teacher with the enological teacher and the information technology feed teacher. All of them have followed the students in this experience giving them their help to gradually become more advanced, more expert and to develop the Student Company.

In the final valuation the teachers emphasized the students' care for the project and they gave them an other good valuation.

All the students have taken part in the project with a lot of interest and participation, they have showed other school friends how responsible and good they have been.

The students' families also recognized the importance of the project and they were grateful for the opportunity that the school has given their sons.

The teachers have decided to go on with this project and have revised their program so that the Student Company idea has become a model of teaching and learning. The partners have confirmed their interest to go on with their engagement in this experience.

STUDENT COMPANY REPORT

Junior Achievement - Young Enterprise Italy

Introduction

The Italian law does not permit the establishment of student enterprises. The main limitation is given by the impossibility for people under 18 to be owners or shareholders of companies except with the permission of the Court on the advice of the magistrate. However, the Italian law accept mini-companies as an educational tool with these features: limited commercial activities, a duration of a maximum 1 year, a limited amount of start-up capital (lire 1.000.000, i.e. about euro 500,00).

Selection of school/trainers

Following what asked in this project, Junior Achievement - Young Enterprise Italy (following: JA-YE Italy) decided to try this project with one of its technical partners in a depressed area of the South of Italy: CFP (Vocational School) Unisco based in Bari. Unisco and the choosen teachers has a great experience on entrepreneurship education, having taken part to various Junior Achievement trainings and events in the past years. Unisco is also the licensee for Junior Achievement's educational programmes in the schools in the whole Region (Apulia), with a special focus on the global "Company Programme". What is new for JA-YE Italy and Unisco is the application of the student company format to a drop-out group of students. The teachers choosen are Massimo Avantaggiato, who also coordinate the project in the school, Vincenzo Deruvo, who is also a partner of Unisco and a great experience in coordinating social-educational programmes, and Tiziana Scruci, a teacher of the school. Other trainers, with technical skills, were involved during the project through "web conferences".

Project activities presentation S.C. to the selected school- teachers

With the help of the Unisco CFP teacher, Massimo Avantaggiato, we choose a group of 14 students; they are drop-out students with social or familiar problems, that are now taking part to a vocational course to reach a professional qualification. On October 2010, Massimo Avantaggiato presented them the project, with the help of a group of former students and teachers of the JA "Company Programme" who took part to the past Italian Company of the Year Competition.

Design of Innovation camp & Entrepreneurship camp - smes involment

The school has adopted the Common model of Innovation Camp (C.I.C.)

approved during the 3rd meeting in Norway from all Partners. The model contemplated the involvement of at least two teachers and a duration of at least 8 h. (in 1 day or 2 half days).

As provided in C.I.C. the activities carried out were: introduction to the students to business plan tools, creative exercises, brainstorming activity, idea development and idea competition. As required in C.I.C. we have made available to students a room to work with the equipment and teaching materials they needed. The innovation camp took place in Unisco school and last 2 days.

Training of Trainers in order to implement a Student Company

JA-YE Italy organized a National Training of Trainers with all the Italian teachers taking part to its “Company Programme” (i.e. “Impresa in azione”). Unisco teachers, who had already gained experience on educational processes, were specially trained to facilitate a better understanding of the Italian law. For this reason, JA-YE Italy spent much time to organize meetings with Chamber of Commerce and Start-Up consultants to better understand the Italian law on this topic and to find a useful way to implement a real Student Company; the Skype conferences that JA-YE Italy representatives had with Unisco teachers were e-Learning trainings on this topic and discussions to how apply the Italian law to this kind of students with social and familiar problems.

Dissemination of the S.C. project in the local area

On June 10th 2010 in the Auditorium of Assolombarda in Milan, at the end of its national event “BIZ Factory” - the award the Italian excellence in entrepreneurship education, JA-YE Italy presented this project to its corporate partners, media, Italian students and teachers, institutions.

Locally, on the 1st October 2010, Unisco presented this project during a regional event named “Puglia Giovani: dal Gargano al Salento, formazione al 100%” to more than 1.000 young people, regional and local institutions, other CFP regional schools.

Other 2 occasions at the end of the school year 2010/2011 were the Regional Competition of “Company Programme” in Bari, and “BIZ Factory 2011”.

On 27th September 2011, JA-YE Italy organized a convention with all its local partners and Regional teachers and presented the best practice of the “Student Company” projects and all the lessons learned. This would be of a great importance to inspire the whole network engaged in Entrepreneurship Education in Italy.

Student Company Idea Selection

As foreseen, during the Innovation Camp students brainstormed some possible entrepreneurial ideas, under the guidance of their teachers. Their discussions focused on those semi-skilled “old” jobs, taking their roots from the traditions and that are now part of the “talent mismatch” and “female entrepreneurship” discussions about the actual job market. As known, the “made in Italy” market is losing its skilled artistry or, more precisely, its embroidery talent that long supported fashion and traditional dresses and linens. Under these premises, students decided to develop some original tools and presents from cross-stitch art. Girls and boys equally appreciated this idea and together they hard worked to prepare for sales.

“Innovation & entrepreneurship camp” implementation: entrepreneurship case studies Innovation camp report (workshop/case studies)

Following the 2010 Regional recognition of a new fashion district in Apulia, whose growth will be supported by governments, universities, and fashion/design/textile associations, teachers guided students to develop some creative ideas in order to support this job-market trend.

This policy has also been supported from the results of some national and international researches that show the importance and future growth of those manual and skilled occupations such those from arts and crafts.

It was also important that students had knowledge of their skills and capabilities, to start-up a student company really in line with them.

The Innovation Camp began with some “self-knowledge” and creativity exercises, that allowed to create a cooperative and funny environment.

After that session, teachers presented the above regional job-market scenario, in order to create students’ attention.

Then, all together students had a free brainstorming, trying to develop possible ideas in the field of fashion and tradition. That’s the embroidery sector final decision with the majority of students.

Student company description: business plan, setting up student company, producing and management, closing of company

For their student company, students choose the name “Remember JA”. Its legal form is a “mini-company” registered through JA-YE Italy with the IDnumber: 2010-0054. Students wrote and signed:

- A Charter
- A Statute

After many searches and meetings with legal and start-up experts, JA-YE Italy and Unisco agreed to maintain the legal status of “Remember JA” as

a “mini-company” and not a real company as the main aims of the project. This was mainly due to the characteristics of the participating students and the difficulties to involve families (with serious problems).

Anyway, each student acted as a real manager of the student company. They were both board members and shareholders. They organized as follows (each position/department is covered by 1 or 2 students):

- CEO
- Marketing dep.
- Financial dep.
- Human Resources dep.
- Sales dep.
- Production dep.
- Communication & IT dep.
- Secretary

Following the Italian law on “mini-companies” as an educational tool, they signed the agreement to keep their commercial capabilities low and liquidate “Remember JA” within June 2011; on May 27th 2011, the group participated in the regional final event and was then selected for the national final event held in Lecce from the 15th to the 17th of June. Their business activities were completed on June 2011.

Students produced and sold for a total amount of € 400,00. Their main channel was B-to-C, taking orders from their customers. The other channel, B-to-B, allowed them to create partnerships with the main haberdashery of the city.

They produced bibs, calendars, greeting cards. As the market asked, they created special lines of products for Easter, baby births, marriages.

Closing of company

As reported in the liquidation report of the company, sales activities were completed on the 8th of June 2011. During the liquidation students have paid all expenditures, wages and share certificates.

Unsold merchandise is donated to a charity association of Bari.

After June 8th, the company took part as finalist in the national final event of ‘BIZ Factory’ (Lecce, 15-17 June 2011).

Conclusion

This experience has given us many satisfactions as it taught us that the “student company” format is a great educational tool also to prevent drop-out and involve “street children” in hands-on activities to approach the world of work.

We tested it in a very particular environment. These guys have been recovered from the street through the social services of the municipality of Bari. They are kids with severe social problems, bullying, prison, and/or lack of their native families.

We tried to address them a special challenge: to find a creative idea, easy to produce and sell, but that could offer them a concrete road to work. As Italy, but mainly, Apulia region is following a job strategy for “arts and crafts” to pursue and guarantee - in the next years - the excellence of the “made in Italy”.

We think we had success in this aim. “Remember JA” has been chosen as the best “student company” in Apulia region to participate to the next “National Competition, BIZ Factory”. Guys showed enthusiasm, a good knowledge of their market, and great selling results in so less time.

However, because of the problems inherent in this type of guys, it was not possible, according to Italian law, to start a real business. The case of minors, the law would require to involve families or courts to start his own business or just an association. Families are absent, or parents have a very low level of education to be able to understand the necessity and effectiveness of this project.

This obliged us to keep the model of “mini-companies” according to the standard of Junior Achievement. However, innovation has been proven right to go this specific audience.

STUDENT COMPANY REPORT

Latvia

Introduction

In Latvia is possible to establish Student Companies under the supervision of Junior Achievement - Young enterprise Latvija.

Junior Achievement - Young Enterprise Latvija or shortly JAL is an organisation of public interest and an expert of business education in all schools of Latvia. JAL is like a bridge between schools and professional businesses and take-off point for active and purposive lads.

JAL is one of 42 Junior Achievement - Young Enterprise Europe and one of 113 Junior Achievement Worldwide[®] network members. Since 1991 JAL provides wide range of business education services and practical experience every year for more than 16 000 students all over Latvia.

Selection of school /teachers trainers

Vocational School of Liepaja Branch of Riga Technical University (hereinafter - School) provides training in various vocational curricula. Those curricula are business and/or technical oriented. Students of all vocational curricula according to study programme must study business theoretically. Participation in this project will help them by establishing their student companies, to use theoretical knowledge in practice.

Teachers, selected as consultants and mentors for students, are teachers of business. All of them have good network with local companies.

Project activities presentation S.C. to the selected school- teachers

After the first international meeting in Trondheim (Norway) in March 2010, teachers and administration staff of School were introduced in the idea of the project and planned activities. Also Liepaja City Council and Liepaja Department of Chamber of Commerce and Industry were informed about forecasted activities in this project.

Due to unclear position of Vocational School of Liepaja Branch of Riga Technical University, activities within the project were postponed from August till October 2010.

Design of Innovation camp & Entrepreneurship camp -smes involment

School has adopted the Common model of Innovation Camp (C.I.C.) approved by other partners during the 3rd meeting in Norway. The model contemplated the involvement of at least two teachers and a duration of at least 8 h. (in 1 day or 2 half days): School involved two teachers and held

the Innovation Camp in the afternoon of two days for a total of 8 h. As provided in C.I.C. the activities carried out were: introduction to the children to business plan tools, entrepreneurial experiences, reading of business challenge, brainstorming activity, idea development and idea competition. As required in C.I.C. we have made available to students a room to work with the equipment and teaching materials they needed.

Training of Trainers in order to implement a Student Company

Selected teachers didn't need any particular training, because all of them are teachers of business and familiar with all topics related to establishing and running companies.

The only additional information teachers had to find were regulations regarding establishing SC in Latvia and the model of cooperation of School with JAL. Due to request of JAL, our School had to become a member of JAL and an agreement between these two parties had to be signed.

Dissemination of the S.C. project in the local area

In March-April 2010, representatives of Liepaja City Council and members of Liepaja Department of Chamber of Commerce and Industry of Latvia were introduced to the Student Company Project as well as to the aims and goals of the project. In October 2010, we had conversation with Junior Achievement of Latvia and we introduced to the Student Company Project. In February 2011, Vocational School of liepaja Branch of Riga Technical Univerity signed an agreement with Junior Achievement latvia regarding registration of Student Companies in our educational institution.

Student Company Idea Selection

During Innovation Camp (December 9 and 16, 2010) by using Brainstorm among 2nd and 3rd year students various interesting ideas of entrepreneurship were founded. Innovation Camp was conducted by our teachers of economy and entrepreneurship. Thus four, most realistic and interesting business ideas were selected - deas regarding production of goods and offering services. These ideas were realistic and seems to be of great vitality.

“Innovation & entrepreneurship camp” implementation: entrepreneurship case studies Innovation camp report (workshop/case studies)

December 9 and December 16, 2010

The generation of ideas was organized by using “brainstorm” method. At the beginning of Innovation Camp, students watched material about successful stories of Student Companies in Norway (provided by Norwegian

partner). Students were told about possibilities to establish Student Company. Students were told about the possibilities to find the source of ideas - hobbies, daily problems, which could encourage in finding new solutions to make daily life of everyone more comfortable.

During brainstorm session several good and interesting and perspective ideas were nominated. Students showed innovative approach in developing their business ideas and showed their readiness in completing them.

One of the selected ideas was how to use old things and transform them in new and fashionable goods, as well as to develop a web page to sell those creations.

Also there were ideas to establish a company at school to print and multiply different materials, to establish a centre of nurses, school radio system, services to organize events, etc.

Participants were working in groups to find out the potential of each member, distributed duties within each group for activities to establish Student Company.

Student company description: business plan, setting up student company, producing and management, close of company

- **SMU “ Foršo lietu bode”, Ltd**

The idea of the company is related to hobbies of students involved in it - creating new accessories and goods from old things, photography, creating of WEB pages. Students made a research how to use INTERNET as the tool of communication to reach target group of their potential customers and to change exposition of selling goods. Many of their classmates have similar hobbies and create interesting things, but they don't have a place where to sell them. Thus by establishing such a company, founders will help their classmates to sell their creations and earning some commission.

- **SMU “Tutti”, Ltd**

This idea came out from daily necessity. Many of students have smaller brothers or sisters. Sometimes parents are too busy to take care of smaller children and older children often should take care of them - to look after them as well as to help in preparing their homeworks. But in many families there are no any older brothers or sisters. Founders of the company sometimes help other families and give such a service, but now they decided to establish a company which could offer such services for public.

- **SMU “IT Mezgls”, Ltd**

Both founders of the company are students of IT department and their business idea is close to their future profession. People, who have problems with their computers are not often ready to pay high prices at computer shops. And many students often help their friends in assembling and/or maintenance of their PC.

Closing of company

According to approach of JAL, student company should operate for one year. Thus, closure of all student companies will be not sooner as at the end of 2011.

Conclusion

Some conclusions given by members of Student Companies:

The main benefit what we gained is the experience to deal with clients. We were able to improve the document creation and composition skills in practice. Furthermore, we had a very important and positive lesson on team work and cooperation. We realize that setting up a business requires not only finances, but also a lot of time and energy. The contacts we made will be useful in the future.

The key recommendation is to organize fairs at the beginning of months, because we believe that then people are more financially active and responsive.

In the process of setting up our SC we faced several problems. It took really long time to receive an answer when all the needed documents were submitted. Moreover there was lack of information about submitted documents on the SC webpage.

During the time period from February, 2011 till June, 2011 there was only one SC organized fair in Liepaja. We believe that more fairs should be organized to motivate founders of SC to work actively to prepare production for the next fair. Very interesting was taking part in Craftsmen feast in Jelgava and also in Livu feast in Liepaja.

We got a great experience by participating in the project. We have developed our communication skills, learned how to prepare documents and reports after each fair. It was very important to create all the needed documents to start up a business, we think it is a great experience.

**ASOCIATIA
TIMOTEI
CIPARIU**

**STUDENT COMPANY REPORT
ROMANIA**

Introduction

In Romania the only student companies that function are the virtual ones. Our company is the first one of the Norwegian type. The main limitation encountered so far concerned the form of the propriety - the high school building is public property and therefore subject to renting from the Town Hall, with the consent of the Ministry of Education.

Selection of school/ teachers trainers

The Province of Treviso has collaborated with Asociatia Timotei Cipariu before and decided to try this project at the Greek-Catholic High School "Timotei Cipariu" in Bucharest.

Teachers involved in the S.C. were selected based on CV and availability.

Project activities presentation S.C. to the selected school-teachers

In April 2010, after the visit of the project manager to Trondheim, March 2010, teachers and pupils attending the IX-th and X-th grade were invited (with communication to their parents) to the Project meeting presentation. During that meeting the Project was explained and the students were asked if they were interested in taking part in it. In September 2010, at the beginning of the school year, the pupils who agreed to enlist were asked to think of innovative business ideas and to present them to the designated teachers. The initial number of people involved was 44.

Design of Innovation camp & Entrepreneurship camp-smes involvement

The Romanian partner has adopted the Common model of Innovation Camp (C.I.C.) approved during the 3rd meeting in Norway from all Partners. The model contemplated the involvement of at least two teachers and a duration of at least 8 h. (in 1 day or 2 half days): the Romanian partner has involved two teachers and has held the Innovation Camp in the afternoon of two days for a total of 8 h.

As provided in C.I.C. the activities carried out were: introduction to the children to business plan tools, entrepreneurial experiences, reading of business challenge (participation of four local businessmen and representatives of social partners), brainstorming activity, idea development and idea competition (all documented via photographs). As required in C.I.C. we have made available to students a room to work with the equipment and teaching materials they needed. Since almost all

students were under age parental consent was required for achieving the above.

Training of Trainers in order to implement a Student Company

In the afternoons of 28th and 29th of June 2010 the teachers of the Province, with the teachers of the partner countries, have participated in classes taught by Anne Karine Sveinall, director of the Adolf Oiens School - Trondheim (NO) - expert in youth entrepreneurship. She forwarded the Norwegian model to all teachers, interacting with them.

Dissemination of the S.C. project in the local area

On September 6th 2010, in an official meeting held at the High School “Timotei Cipariu”, representatives of the local authorities and the Ministry of Education were presented the project. A press release article appeared in December 2010 in the local magazine of the 1st District Town Hall.

Student Company Idea Selection

On 20th October 2010 twenty-one students, divided into six groups, presented six innovative business ideas. The ideas discussed were: 2 ideas of school cafeteria; home car wash; personalized pen; portable ruler; a social networking site for students.

For the development of the ideas the students have made contacts with several companies in attempt to understand the feasibility of the idea of the project.

“Innovation & entrepreneurship camp” implementation: entrepreneurship case studies Innovation camp report (workshop/case studies)

On 29th October a Joint Committee has chosen the best idea based on the following criteria: degree of innovation, its economic and financial sustainability, quality of business plan, target group and safety. The idea selected was that of a school cafeteria.

Student company description: business plan, setting up Student Company, producing and management, close of company

The students chose the name of “S.C. JUNIOR LGRCAT S.R.L.”. It began as a limited liability company (a company which has only one associate and one administrator/ manager). It is a legal entity owned by one individual (the only associate in the business). It is self-governed by the owner who has full responsibility in taking decisions over the constituency and liquidation of the social fund and who receives the whole profit. This is because the SC had only one student who was 18 (the law requires that only people older than 18 be involved in financial transactions). This pupil becomes

the administrator/ the manager of the SC and has the right to sign legal documents and is the legal representative of “S.C. JUNIOR LGRCAT S.R.L.”. The other six students are called employees. (Voluntiers)

The setting up of our enterprise was preceded by the following actions:

- training and consulting sessions from Prof. Diaconu
- accessing the official site of the Chamber of Commerce
- training and consulting sessions in order to help the SC obtain official approval from the Public Health and Safety Institute
- reservation of the name S.C.JUNIOR LGRCAT S.R.L. at the Chamber of Commerce (ref.No.617048/15.12.2010);
- counselling meetings with representatives of the Chamber of Commerce
- filling in and registration of the documents required to obtain the agreement of renting a space in the school’s perimeter from the Ministry of Education (ref. No.76/21.01.2011; 273/28.01.2011; 26619/15.02.2011)
- signing a renting contract between the Town Hall, S.C. JUNIOR LGRCAT S.R.L. and Liceul Greco-Catolic “Timotei Cipariu” (ref. No.77/8.02.2011; we received the contract on 7.03.2011)
- registering/ enrolment of the documents necessary to prepare the legal form and constitute the firm at the Chamber of Commerce* (ref. No.362/11.03.2011)
- registering the file at the National Internal Revenue Agency (Tax Office) in order to obtain a certificate in which it is stated that the building designated as social building has not been sold or rented to another firm
- opening of the bank account after making a 200 RON** deposit as social capital
- sending the file for official registration/ enrolment at the Chamber of Commerce***
- signing and registering individual work contracts for the students at the Local Labor Office
- sending the file to the Public Health and Safety Institute in order to obtain official approval .Administrative costs for the opening of the Student Company are of about 307,76 euro.

On 23 March 2011 we received the official certificate. S.C.JUNIOR LGRCAT S.R.L. doesn’t pay V.A.T. S.C.JUNIOR LGRCAT S.R.L. signed contracts with:

- S.C. TIMES CONSULTING S.R.L.
- S.C. MACROMEX S.R.L.
- S.C. UNILEVER SOUTH CENTRAL EUROPE S.A.
- S.C. DINAMICA S.R.L.

On 4 April 2011 we opened the cafeteria. The students worked only 2 hours/day.

The organizational structure of S.C.JUNIOR LGRCAT S.R.L is as follows: MANAGER, FINANCIAL - ACCOUNTING DIRECTOR, HUMAN RESOURCES AND MARKETING DIRECTOR, PRODUCTION - SUPPLY - SALES DIRECTOR, SUPPLY MANAGER, PRODUCTION MANAGER, SALES MANAGER

Closing of company

S.C.JUNIOR LGRCAT S.R.L closed on 24 June 2011. The financial documents were sent to the accountancy.

The only associate issued an official order, based on which the closure of the firm was made. On 13 July 2011 the Ministry of Justice issued the Registration Certificate with closure notifications. On 28 July the official order of the only associate is published in Monitorul Oficial, the Romanian publication where every issued document is made public.

60 days after the publication, the firm can be erased from the data base of the Chamber of Commerce.

Conclusion

What SC meant?

For School: - a new experience

- valorization the creative potential of students

Students had a real experience in:

1. preparation and implementation of a business plan
2. contact with real business world
3. signing of contracts
4. primary accounting documents preparation
5. usefulness of their work
6. teamwork.

Time was short for the project because:

- the procedures for establishing a real company are cumbersome
- lack of confidence in such a project

Following:

- Experience of teachers and students it will ease some stages of the SC program.
- It will improve collaboration with the Mayor and Finance Administration, now known as SC model and the company's activity SCJUNIOR LGRCAT SRL

STUDENT COMPANY REPORT SLOVENIA

Introduction

Slovenia has a “special organization” called Slovene Centre for Training Companies (www.cups.si) that established an “official” system of practice firms (student companies), connects all practice firms in Slovenia and offers them professional support and services, which are necessary for continuous operation. The CUPS is managed by teachers. It started operating under superintendence of Ministry of Education and Sport on September 1st, 2003 at Secondary school of Economics in Celje. This organization is member of EUROPEN - PEN INTERNATIONAL (<http://cms.peninternational.info/>), the worldwide practice firms network with over 7500 practice firms in 42 countries.

A practice firm is a virtual company and a centre of vocational learning that runs practice firm does this like a “real” business silhouetting a “real” firm’s business procedures, products and services. Each practice firm trades with other practice firms, it doesn’t practise on real market.

Student Company “SC Cave Canum d.o.o.” was also established according to existing system in Slovenia, so documentary as a virtual one. This decision was agreed as Slovenia entered the LDV TOI STUDENT COMPANY project only in June 2010 and there was not enough time to develop new approaches, i.e. to implement the Norwegian type of Student Company. However, we did some new steps - we realized private-public-NGO cooperation between private company, secondary school, higher vocational school and NGO, our SC has a real (at court registered) client, the product (web application for e-commerce, studies) has good possibilities to become a “live” tool for marketing and trade of local agriculture (herbs for commencement) products.

Selection of school/ teachers trainers

After the presentation of project ambitions from the part of LP Province of Treviso, in May 2010 we contacted our “universal” partner in school sector, TŠC - Technical school centre Nova Gorica. The school administration was interested in cooperation as a sub-partner, selected teachers of practical courses qualified for entrepreneurship who would work on the project and at beginning of June 2010 signed the Letter of Intent.

Project activities presentation Sc to the selected school-teachers

In June 2010 SPIN's project staff and TŠC's teachers of practical courses met, studied the Norwegian model of LDV TOI Student Company, did additional research on situation in Slovenia and prepared some proposals of implementation of LDV TOI Student Company as a kind of practical course in school year 2010/2011.

At the end of June 2010 some of our project team members (teachers, trainers) participated to meeting at Treviso and attended short classes by Norwegian tutor to get more familiar to transfer of innovation.

Due to summer holidays and students absence, we postponed introduction of project activities to students to next school year.

The decision students of which program would be invited to participate in transfer of innovation, was done in September 2010. Both Slovene partners agreed to address students of higher vocational schools and to look for an activity that would involved also school's MIC (entrepreneurship educational center).

TŠC's teachers of practical courses informed all students of higher vocational schools about the possibility to participate to international experience - to live their obligatory practical course as an entrepreneurial team working in Student Company on subject they study and they could verify transferability from school theory to practice. As students of higher vocational school are of full age, their parents needn't be informed. In October 2010 a group of five students with most some convincingness and determination was chosen.

Design of Innovation camp & Entrepreneurship camp- smes involvement

We adopted the Common model of Innovation Camp (C.I.C.) approved during the 3rd meeting in Norway from all partners. The model contemplated the involvement of at least two teachers and a duration of at least 8 hours (in 1 day or 2 half days): the Slovene partner involved six teachers and hold the Innovation Camp as an innovative approach - meeting + e-classroom for a total of 10 hours.

As provided in C.I.C. the activities carried out were: introduction to students of business plan tools, entrepreneurial experiences, reading of business challenge (participation of local businessmen and representatives of social partners), brainstorming activity, idea development and idea competition. As required in C.I.C. we made available to students an office to work with the equipment and teaching materials they needed.

Training of Trainers in order to implement a Student Company

In the afternoons of 28th and 29th of June 2010 teachers from partners

countries participated in classes taught by Ms. Anne Karine Sveinall, director of the Adolf Oiens School from Trondheim, Norway, expert in youth entrepreneurship. She forwarded the Norwegian model to all teachers, interacting with them.

Dissemination of the S.C. project in the local area

First public presentation of project LDV TOI SC was at the beginning of December 2010 at local fair of training companies organized by our second sub-partner, Srednja ekonomska in trgovska šola Nova Gorica. We involved second school in the role of sub-contractor of student company for bookkeeping.

In February 2011 our new SC called “UP Cave Canem d.o.o.” visited Celje and 6th international trade of training companies (http://www.cups.si/index.php?option=com_content&view=article&id=111&Itemid=73).

Main dissemination activity was realized in March 2011. Last day of partner’s meeting in Slovenia following activities were realized:

- one hour “live” program at local TV with interviews with partners, school authorities, private sector authorities and politicians (see DVD) and several repetitions of it;
- round table with partners, school authorities, private sector authorities and politicians and politicians(member or state parliament);
- visit to local technological park.

In June 2011 presentation of project and partnership was done at HERBITIUM, Herb Centre of partner’s school TŠC, to local politicians, public sector authorities and representatives of NGO - all in sector of rural development and entrepreneurship.

Student Company Idea Selection

The group of five students with most some convincingness and determination had three ideas for activity of Student Company, all connected to their school program. After the analysis pro and contra they decided to develop the idea of web-marketing agency.

Innovation & entrepreneurship camp implementation: entrepreneurship case studies Innovation camp report (workshop/case studies)

Later in October 2010 ideas were presented to group of local entrepreneurs from sectors of marketing, informatics, software and web pages/ applications developing, bookkeeping and consulting & engineering. They evaluated the best idea based on the following criteria: degree of

innovation, economic and financial sustainability, quality of business plan, target group and safety. They were informed that students preferred the idea of web-marketing agency and agreed to support this initiative.

Student company description: business plan, setting up Student Company, operation and management, closing of company.

- Students prepared and signed documents for registration of practice firm according to protocols of CUPS (http://www.cups.si/index.php?option=com_content&view=article&id=51&Itemid=2); according to protocols only school can “guarantee” for practice firm, so sub-partner TŠC Nova Gorica is responsible for our student company
- students decided for title “UP Cave Canem d.o.o.” as only Ltd (d.o.o.) - limited liability company can be registered at CUPS
- student company was registered on January 19th, 2011
- all founders are also employees, one of them is executive manager
- students (with help and supervision of teachers and trainers at TŠC and SPIN) developed business plan, monthly activities plan, organization of work, cooperation with client and sub-contractor
- one of students did a study on regulation of sale of herbs in cooperation with local farmers visiting them in evidencing real market situation (document is also product of project)
- in March one of five students decided not to work with team any more, but remain a co-founder
- students developed main activity - web based agency as also a product - web (e-) shop for herbs produced by local farmers

Closing of company

Training/student company closed its activities on June 30, 2011.

Document “Statement of founders of training company” about the cancellation of the UP Cave canem d.o.o. was sent to Slovene Centre for Training Companies.

Conclusion

Lessons learnt:

- new experience that reconfirmed that there is a piece of entrepreneur in everyone
- new experience that reconfirmed that entrepreneurship needs to be learnt whole life starting with childhood
- SC as a practical model is opportunity to make ideas become a reality
- reconfirmation of importance of team work, communication and cooperation

- more than transfer of innovation - also transfer of knowledge, experience, values, intercultural and intergenerational tolerance between all parts involved
- an experience that for some of us resulted in personal growth and change
- a reference to be used as basis for further work: learning company for different target groups, e-tool for establishment and management of learning company, improvement of school curricula and syllabus, law changes.