

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 EUROPEAN - 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.