**BUILD A SMALL ENTERPRISE AT SCHOOL-PROMOTE YOUR COUNTRY ABROAD**

**A DETAILED PLAN OF RUNNING THE WORKSHOPS**

**AIMS OF THE PROGRAMME**

* To discover the term “Children’s entrepreneurship”.
* To let the pupils know the subject of each workshop.
* To bring back knowledge of the past, to share experiences and form groups.
* To learn how an enterprise works and decide their position in the group which will manage the subject of the workshop.
* To collect data in order to promote local tradition and local products to the partner schools.
* To visit an archeological museum, a local enterprise, a sports union or enterprise, a gallery and others, related to the topic of the workshop, so that they may be informed of the way they work.
* To create in teams material aiming to promote the subject of the workshop to the partner schools. It may be a Powerpoint, a magazine, a small book, an object, a poster, a video, pictures e.t.c.
* To communicate with the pupils of the partner schools aiming to exchange ideas and opinions about the way an enterprise is organized, with intent to promote their country

**SUGGESTED PROCEDURE**

* During the first meeting of the workshop, after having informed the pupils of the Erasmus+ program, there will be a simple mention of the topic of the workshop and the participating students will be asked to fill in the questionnaire1 about the subject. Questionnaire 2 is going to be distributed in the end of the 3-months running of the workshop, so that it can be used as a tool of valuation. Each partner school has the ability to form the questionnaire, according to the local characteristics of each country. After that, there will be a more detailed mention on the topic of the workshop and discussion with the pupils.
* During the second meeting, there will be a presentation of how an enterprise works, so that the students can be able to be organized in teams and choose the subject they wish. They will select the leader of the team and will be given the working tools in consultation with the teacher. Some ideas can be suggested by the pupils in order to choose the way of work to be followed.
* During next meetings, local products, traditions and anything related to the subject of the workshop are going to be brought out. Videos and Powerpoint presentations will be shown, there will be a search on the web on ways of displaying relevant products abroad. Greek and English will be the languages to be used for making products, or there will be a translation by the teacher with the help of the English teacher.
* Students, accompanied by the teacher of the class or the responsible teacher of the workshop (in case it’s not the same person) are going to visit a place related to the topic of the workshop. The students are going to collect relevant photos, knowledge and experiences, so that they may be able to promote them through the production of their products.
* There is going to be a presentation of the final products at school, so that all students, teachers and parents can be aware of the products that will represent their school abroad.
* Some assistance may be asked from local and national organizations, like the Town Hall, a Tourism organization, a local enterprise of promotion or production of local goods, an athletic union etc.
* At the specific transnational meetings, the transportation of the teachers of the workshops and the students will be asked, according to the plan of the program, so that they can share their experiences with their colleagues of the partner schools and present in a special seminar their final products. All products of all workshops will be gathered in a volume, a magazine, a presentation, a video, a permanent exhibition in the school area which will also be able to be transferred out of school, so as to have a dissemination of the program results into local or general society.
* The workshops are going to be renewed every three months with a teacher and a class or a group of students with a different field of work and a differentiated subject, but always on the same topic.

**RUNNING A WORKSHOP**

The meaning of “children’s entrepreneurship” is related to the students’ ability to improvise, to create, to bring their ideas into reality, to take risks but also to check their working abilities, based on a virtual budget that is going to be formed. Let’s not forget that beyond an academic career there is a business career, too. The students will be given the ability to work on a team basis, having a business plan as a goal, bringing ideas and interests into action and prompting everybody to join and offer to their team.

In the beginning of the 3-months term the class or the group of pupils that will choose a specific workshop are going to have a verbal “contract” with the teaching person and the school, thus committing themselves to their activation in the specific workshop. The enterprising goal will be set (promotion of my country abroad) and the steps, which the specific goal will be achieved through, will be discussed. At that first meeting, the teacher is going to have a briefing on the theme of the workshop and the way of work that has to be followed. Then, he/ she will ask from the pupils to fill in the questionnaire, answering the questions without pressure. The teacher is going to collect the questionnaires and keep them to compare with those given at the end of the workshop, so that he may be able to evaluate the pupils’ work.

A report will be to history, mythology, literature, poetry, ancient monuments, food, oil, olive trees, clear beaches and generally to anything that can be promoted by pupils under cooperative forms of production.

A reference to big public or private companies engaged in promoting the country abroad (e.g. organization of Tourism, Embassies, private advertising companies) will be made. The pupils will be suggested the idea to organize an equivalent company in their workshop with a hierarchical form. Some of them, interested in Maths, can assume the economic area, some others who prefer surfing the net, can search forms of promoting products as well as kinds of products that could be promoted. Some others, appealing to crafts, could make posters (collage) or material related to the subject of the workshop. Also, some could assume to take interviews from local factors, such as museum or gallery directors or local products shop owners. Another team could also create a web page, where a reference will be made to the work progress of the workshop. There are lots of ideas that can be adopted to the specific conditions of each country. It’s important for the students to realize that the “enterprise”, the creation of which they will be directed to, will have a hierarchical structure.

A “president or a leading team” could be elected by the pupils. Departments to be reporting to them will be:

* Human Resources Department, responsible to choose the proper pupils in the proper position but also to evaluate the work progress of the workshop in collaboration with the teacher.
* Manufacturing Department (advertising, website construction, making a poster, a collage, a video etc) as well as theMarketing Department, responsible to promote the work through the net, creating a school newspaper, the video of an article in the local press, a poster that will be put in a prominent position at school. In addition to those, they will give a virtual budget of their work (paper, glue, paints etc.)
* Accounting Department, that will be responsible for the economic part of the enterprise. They will suggest the financing needs of the workshop, according to the work plans, that will be submitted to it. They will suggest the budget of each department to the “president” or the leading team, they will collect the receipts from shopping, they will calculate virtually the profits of the enterprise, etc.
* Commercial Department, responsible for the sales area of the enterprise, decide which countries the work of the Creative Department can be promoted to, what small changes could be done, depending on the particular circumstances of the partner countries. (e.g. Portugal is a country with sun and sea as well, what could Greeks propose so as to differ?). This department is responsible for managing the final product.

It will be the teacher who will initiate the pupils into all these processes and will help them to be organized into groups. For younger pupils, it is suggested to the teacher to take the bigger part of their division into groups that will have the above titles, upon himself. However, attention must be given on motivation to learn and in turn to create. The teacher will undertake the promotion of the final products of work, in any way he considers to be accessible for this age group.(e.g. hanging up on the walls of the school or posting on the internet by him).

During the last hour of the workshop, the same questionnaire will be given back to the students, so that the Human Resources Department may evaluate, with the teacher’s help, the work that has been done and if the pupils have a better comprehension of the way a small enterprise within school works. The results will be gathered and the appropriate tables will be posted on the web and on a school board at school, which will be dedicated to the running of the workshops.

A part of the final products can be presented on a day chosen by the school as “Day of School Enterpreneurship”, to the rest of the pupils, the parents and the local factors. Actually, part of the creations could be sold, with the profits going to the class fund or to a school fund for the pupils of the workshop to decide later on how they could spend it.(e.g. a calendar, a poster, painted stones, a wreath etc.). Even a short performance about a relevant topic could be presented with a symbolic ticket.

Again, the questionnaire 2 will help with evaluating our work and the results should be shown both on a school wall and on its website.

Days of entrepreneurship could be held at school, like a day of collection of clothing that the local society would like to offer to school and in turn the students with the teacher’s help, could organize “A Day of fashion”, tidying the clothes and helping, in cooperation with the Parents’ Association with selling them, for a symbolic fee. The collected sum can be managed either by the Parents’ Association or the school itself according to the pupils’ wish. The same idea could be applied as a Charity Day, offering the clothes to church or to any other relevant club.

**TRANSNATIONAL MEETINGS**

The experience taken from the workshops running will be carried together with the final products to the country where the members of all the workshops will meet. The teachers will accompany students of the workshops there, so as to disseminate their experiences. Under tailored seminars or two-day workshops, the host country will provide its experience from this specific workshop will highlight the national circumstances and will propose ways of workshop management. There will be a visit of all the participants to a place of relevant interest, if possible to a place where entrepreneurship emerges. (a museum, a gallery, a local products industry etc.)

**DURATION OF EACH WORKSHOPS – 12 HOURS IN A 3 MONTHS PERIOD**

**ALL 8 WORKSHOPS WILL TAKE PLACE AT THE SAME TIME IN ALL 8 PARTNER SCHOOLS**

**1ST WORKSHOP - SEPTEMBER – NOVEMBER 2015**

**2ND WORKSHOP – DECEMBER 2015 – FEBRUARY 2016**

**3RD WORKSHOP – MARCH – MAY 2016**

**4TH WORKSHOP – SEPTEMBER – NOVEMBER 2016**

**5TH WORKSHOP – DECEMBER 2016 – FEBRUARY 2017**

**6TH WORKSHOP – MARCH – MAY 2017**

**7TH WORKSHOP – SEPTEMBER – NOVEMBER 2017**

**8TH WORKSHOP – DECEMBER 2017 – FEBRUARY 2018**

**9TH WORKSHOP – MARCH – MAY 2018**

 **WORKSHOPS THEMES (taken from the Application Form)**

**1ST Workshop experience disseminated between teachers and students in the field of Tourism and local sites. Courses on The role of Cultural Diversity**

**2nd Workshop experience disseminated between teachers and students in the field of National and local History and Mythology**

**3rd Workshop experience disseminated between teachers and students in the field of Healthy Living and promotion of local products**

**4th Workshop experience disseminated between teachers and students in the field of National and local Art and music**

**5th Workshop experience disseminated between teachers and students in the field of National Literature and poetry**

**6th Workshop experience disseminated between teachers and students in the field of local environmental issues**

**7th Workshop experience disseminated between teachers and students in the field of Sports and Adventure**

**8th Workshop experience disseminated between teachers and students in the field of Accepting Diversity**