

## BULGARIA



GO "Education and culture"

Program  
"Lifelong learning"

### **Encouraging Entrepreneurship Among Young People**

*Dr Ivan Bogorov* Professional High School of Economics - Varna

### *From Leonardo and Socrates to Lifelong learning*



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**Extracurricular Activities**

### **Competitions**

#### **Enterprise and Entrepreneurship**

- The participants are students in 10 and 11 class;
- They are divided in 4 groups of 4 students;
- Participants develop a business idea based on premeditated criteria within 40 minutes;
- Presentation and defence in the presence of a committee.





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Extracurricular Activities

## Competitions



### The Best Business Idea

- National contest organized by the Ministry of Education, Youth and Science
- Individually developed innovative idea based on premeditated criteria
- Organizing school round
- Ranked first and second place to participate in the national round
- Selected 20 participants from the country in 5 teams develop new business idea
- Defence of the paper in the presence of a national committee



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Extracurricular Activities

## Competitions



### Scholarly Essay Contest

- Organizer: *Dr Ivan Bogorov* Professional School of Economics;
- Partners: *Finance and Credit* Department at Varna University of Economics, Business and Industry Association – Varna, Regional Inspectorate of Education;
- Participants: teams of students from professional schools in the country;
- Defence of the essays in the presence of a committee from Varna University and business



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## Extracurricular Activities

### Junior Achievement – Bulgaria



#### Week of the Entrepreneurship

- Innovation camp;
- Open class in a commercial bank;
- Open class in an insurance company;

#### • **Manager for One Day**

- Political leaders and established managers from all areas of business and society, giving up their place for one day, give rise to professional orientation of young people.



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## Extracurricular Activities

### Clubs Interest



#### Workshop for Ideas

- Conversations and discussions on issues related to entrepreneurship and small business;
- Visiting and learning about the business of successful entrepreneurs.

#### **Ideas Developed in the Club:**

- Logo of the club;
- Catalog *Legislation of SMEs in Bulgaria*
- Book *Rules for Successful Business*





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## Extracurricular Activities

### Clubs Interest



### Applied Arts

- Provoking students' creativity, skills and aesthetic sense;
- Knowledge of applied arts and traditional crafts typical for Varna region;
- Production of jewelry from leather, metal, stained glass, painted silk, panels from ceramic, leather and trims



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## Extracurricular Activities

### Clubs interest



### Architecture

- Introduction to the profession of an architect;
- Club activities developed in several stages and adapted to the age group of students;
- Learning on the run through examples and practical activities;
- Building a sense of harmony and combination of colors;
- Preparation of drawings;
- Mastering techniques for proper construction of objects.

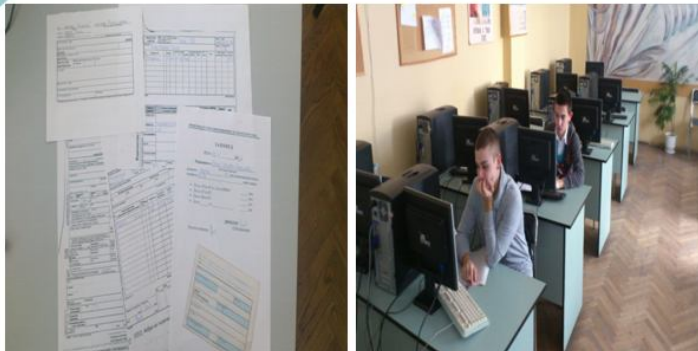


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Extracurricular Activities

## Clubs Interest



### Young Accountant

- Introduction to and discussion of the *Law of accounting and international accounting standards*;
- Ways of company accounting
- Processing and keeping of primary accounting documents
- Documents circulation in the company
- Company accounting policy
- Visits of accounting offices



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Extracurricular Activities

## Clubs Interest



### Solar collectors:

- Our students are part of the people who carry out little things in different points on the globe to save the world from climate change and global warming;
- The school has developed a photovoltaic system that is designed to explore the possibilities of producing electricity on a specific geographic location and the capacity of photovoltaic panels;
- Daily logging of electricity;
- Using the data in physics classes to solve physics problems.



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## Extracurricular Activities

### In Cooperation with the Business



- Students in 10 and 11 class carry out compulsory practice in real work places;
- Students' practice by their wish in companies against payment;
- Visits of representatives of the business as consultants in the classroom;
- Employers' participation in the evaluation committees of state qualification exams;
- Representatives of the business put out in committees of competitions and contests



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### Work in a Scholastic Venture



The scholastic training firm(STF) is a model of a real venture

Real money is not used in scholastic firms

The education aim is providing an opportunity to create practical skills and group working skills;

All activities are conformed with requirements of legislation;

Students learn through their own experience how to manage a business;

They make decisions and take responsibility;

The education lasts 2 hours a week.



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### Work in a Scholastic Venture

- The daily work of departments is realized in an equipped room like a business office room;
- The schedule is submitted to the subjects included in the curriculum and the activities done in each department
- The supervisor is a teacher, who has completed a course for supervisor of an STF;
- The supervisors do not only teach, they are collaborators, advisors and coordinators.

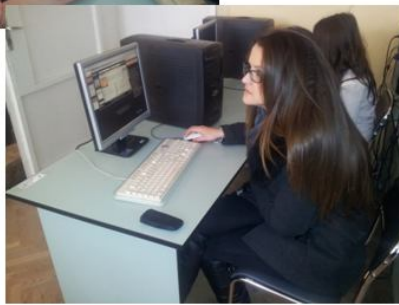
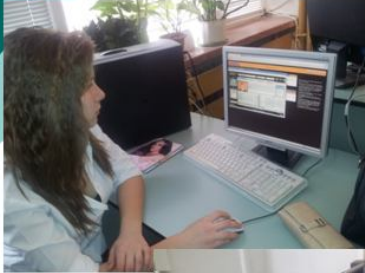




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### Work in a Scholastic Venture



- The class starts with a briefing and distribution of the tasks for the day by the teacher or the manager of the firm;
- Taking place of work seats;
- Work in departments;
- Ending the workday with a report of the finished tasks;
- Assessment of collaborators' day work by the teacher
- Putting down a mark to some collaborators based on previously made criteria



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### Work in a Scholastic Venture

- The first scholastic training firm in this school was founded in 1999 with a core business: trade of computers and computer configurations;

At the moment six scholastic training firms are working:

- A commercial bank;
- An insurance company;
- Two accounting offices;
- A tourist agency;
- A trade firm for bioproducts:



Adashite Bank



AGGRESSIVE BANK







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### Work in a Scholastic Venture



#### Publicity of the work of scholastic training firms

- School exhibition;
- International fair of scholastic training firms;
- Partnership with real firms



ГД Образование и культура

Програма  
„Учене през целия живот“

### Junior Achievement Program

*Junior Achievement* is the eldest and rapidly developing international organization with an ideal target, which works in the area of economic education

- *Scholastic Company Project*
- *Banks in Action Project*





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*Junior Achievement Program*



### **An insurance company**

Makes insurances for the students of the school;  
Makes insurances for their parents and friends;  
Additional activities – making and trading postcards, martenitza and office stationery;  
Giving an account for the profit in the end of the school year and distributing the dividends to the stockholders



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*Junior Achievement Program*

### **Banks in Action Computer Simulation**

- The management team of each virtual bank aims to reach the highest Bank Performance Index, which measures the bank success;
- Testing the management skills in banking jointly with *City Bank* consultants;
- Participation in the national competition





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**Thank you!**

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