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Strategic Partnership for Schools

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Colegiul Tehnic Mihail Sturdza, Iasi, **RO**

"Acad. Prof. Dr. Asen Zlatarov",
Secondary School, Botevgrad, **BG**



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The European Erasmus+ Project
2016-1-CZ01-KA219-023874-1
Strategic Partnership for Schools

Topic: Volunteering As A Benefit Entrepreneurship

Magazine No.1

Partner Schools:



Czech Republic –
School of
International and
Public Relations,
Prague



Bulgaria – Acad.
Prof. Dr. Asen
Zlatarov, Botevgrad



Romania – Colegiul
Tehnic Mihail Sturdza
Iasi



Italy - ITSTL “Leone
Acciaiuoli” Ortona

Thanks to all those who contributed to this magazine

Year: 2016-2017

Compiled by: Haseeb Khan

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1. SCHOOL TEAMS

The Czech team profile:





My name is **Haseeb Khan**. I have been teaching at ŠMVV Praha for more than 20 years. During these years I have always enjoyed working with my students on various International projects and activities, where I also had the opportunity to travel and meet people with different cultures and traditions - hence a greater openness to social and cultural diversity. I am actively participating in the project "**Volunteering as a benefit Entrepreneurship**" and I think after the completion of this project and getting the knowledge and know-how of communication and presentation skills, students will have the opportunity of presenting themselves better at job interviews; at forums for entrepreneurship ideas; at "start-up" conferences and competitions; at meetings with "business angels" and the ability to adapt faster to the real working environment. Finally, the project experience will be precious both as regards traveling, culture, observation, understanding, improving language skills, contacts and for the students' personal and social maturation.

My name is **Vladimíra Michalíková** and I am the principal of ŠMVV Praha. Together with my colleagues I coordinate our project. I live in Prague and have been working as a teacher all my life. I teach Czech language & literature and social sciences. I enjoy reading, going to cinemas and theaters, doing sports and spend my free time with my family and friends.

My name is **Dagmar Bartáčková**. I am an English teacher at School of International and Public Relations and I participate in Erasmus+ project. I got an opportunity to go to the Ortona meeting in Italy in March 2017. It was a great experience and perfect example of international students' cooperation. I am sure our students will benefit from all they do in this project.

My name is **Eva Kučerová**. I teach English at School of International and Public Relations and I participate in Erasmus+ project. I mainly help my students to prepare their presentations and solve various tasks for students' meetings. It is a pleasure to see how eager they are to cooperate with other students and share their experience.

Hi, my name is **Kryštof Karkoška**. I'm 16 y.o. and I've been participating in the project Erasmus+. Two months ago I was in Italy and I had a presentation about "Personality" and "Career Prerequisites". I truly enjoyed this experience; I've learned how to communicate with people from different countries and how to do a proper presentation.

My name is **Jakub Pham**. I am 16 years old and I have been studying at the School of International and Public relations in Prague, Czech republic. I participated in the Erasmus+ project meeting in Romania. My objective there was to present our presentations and film about entrepreneurship alongside with my colleagues. I think the Erasmus+ project brought me a lot of experiences. We were able to greatly practice and improve our soft skills and English. We managed to learn about different cultures of other countries.

Hello, my name is **Matěj Takáč**. I am 16 years old and I live in Karlovy Vary. My hobbies are football, music and street wear. Erasmus gave me a lot such as better use of soft skills.

Hi, my name is **Lukáš Pospíšil** and I am 17 years old. I am from Újezd u Průhonic, which is a small village in Prague. I am working on a project called Erasmus +, that we are involved in. The most important thing I have learned in Romania is how to represent Czech Republic and I also extended my English vocabulary and practiced English speaking in public. Thanks to this project I have also met new people and visited a beautiful country.

Hello, my name is **Radek Urban**, I am sixteen years old, I'm from Czech Republic and I am in the Erasmus+ project team. I was chosen for the meeting in Romania from 5. - 9. June. When I was in Romania, my opinion on the country got completely changed. The town where we were is called Iasi and it's in the east of the country. We had a great time and we really enjoyed the time we spent together.

My name is **Anastasiya Popudrenko**, I'm 16 years old, and I'm from Ukraine. I have been studying in Prague for one year and I got a lot of experience. Few months ago we took part in Erasmus+ project, which is focused on mobility and co-operation in higher education in Europe. Some students went to Italy and Romania and others stayed at school and attended lectures about entrepreneurship. I was the lucky one, and I visited Romania. It is a very different country than the Czech Republic but similar to my state so I felt like I was at home. We learned the basics of business in different countries and shared our knowledge about business in the Czech Republic. We had a great opportunity to improve our soft skills and our language because we spent a lot of time with the rest of the students, and even now we stay in touch. We were happy to share new knowledge and impressions with our families and friends on arrival.

My name is **Zbyněk Petržilka**. I'm seventeen years old. My hobbies are reading, playing computer games and listening to music. I'm a student at the School of International and Public Relations in Prague. I'm part of the Erasmus+ project. I'm one of few, who got chosen to participate with this project in Romania. I think it gave me a lot of experience. I got to meet new people, see beautiful sights and travel the country. We've learned a lot about Entrepreneurship and Business and some of us got the chance to improve themselves in English. All and all, I enjoyed our trip and I would go again, if I was given the chance.

Hello, my name is **Andrew**. I am 16 years old and this school year I got a wonderful and interesting opportunity to participate in the project Erasmus +. This project was very interesting for me and brought me many advantages. The most important thing I would call is practice in the field of English and work on presentations. For many of my classmates who had the opportunity to travel with this project to countries such as Italy and Romania, this project was even more interesting, as for me it was a wonderful project which undoubtedly brought to each of its participants an interesting life practice. I believe that each school year should be endowed with such projects to develop the versatility of students and their language practice in foreign languages, dating with other people and travelling. I want to thank my school for such an extraordinary opportunity!

My name is **Kateřina Štěpánková**. I am from a small town near Prague, called Ohrobec. I was born almost 19 years ago and ever since then I've loved my life. I applied for Erasmus+ to gain new experiences and to practise my English skills. I'm going to participate in the project meeting in Bulgaria

My name is **Tereza Mandáková**. I am 18 years old and I have been studying at the School of International and Public Relations in Prague, Czech Republic. I participated in the Erasmus+ meeting in Italy, Ortona, and I am going to participate in the next meeting in Bulgaria. Thanks to this project, I have met many interesting people abroad, got new experiences and learnt lots of new things, especially about business and entrepreneurship. I enjoy this project, cooperating with my classmates or other colleagues, learning new skills and improving my English language.

Hey, my name is **Filip Husein**. I am an eighteen years old student of International Relations and Diplomacy, and I am currently in the third grade. In my free time I like to study foreign languages and cooking. I got an amazing chance to participate in the project Erasmus+ which is focused on entrepreneurship and improvement of both presentation and language skills. I am really grateful that I got this opportunity and to be a part of this project, because many don't. Thanks to that, I have learned how to make a proper presentation, got some courage and I improved my spoken English. I even got to be amongst the lucky ones who went to Italy, where I was given the opportunity to make a presentation on how to resolve conflicts in front of the other students.

My name is **Blerta Sejdija** and I am a student at the School of International and Public Relations.. My field is International affairs and diplomacy. I chose this field because I am interested in politics and I aspire to become one. I was born and raised in the Czech Republic but my background is Albanian. Even though I don't live there, I am really passionate about my country and its history. In my free time, I like to enlarge my knowledge on Albania's history. What I also like doing is blogging. I started blogging when I was 13 and I fell in love with it, simply because I can share my own thoughts, opinions. I tackle social topics mostly! I am also really passionate about women's rights. I got into women's rights because I have seen so many women put through so many horrible things. There is so much that women go through that most men don't have to worry about. It got to the point when I decided to create my own movement. I named it "Beat Sexism". The point of this movement is to show people that sexism is a huge problem. That it's faced by women every day and it is a valid problem to discuss. With this movement, I aim to take a step towards gender equality.

Hello my name is **Marek Chudoba**. I am 18 years old student of International Relations and Diplomacy. I would like to study Law or Psychology at Charles University in Prague.

My name is **Mikuláš Vochozka** and I study International Relations. My hobbies include Czech and International politics. I also like to write short stories, poems and sometimes novels. I think Project Erasmus is really good for the future of the EU, because people from other nations will get to know each other and work together better than they do now.

The Bulgarian team profile:



Asen Zlatarov Secondary School

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Our team



Iveta Ivanova, 17



Savo Tsvetkov, 17



Silviya Ikovska, 17



Yordan Berov, 17



Toni Nikolov, 16

Hello, we have been studying at Asen Zlatarov, Secondary School, Bulgaria. We participated in the Erasmus+ project meeting in Italy. Our objective there was to present Soft skills, Team work and a film about entrepreneurship .

We think the Erasmus+ project brought us a lot of experience. We were able to greatly practice and improve our soft skills and speaking in English. We managed to learn about different cultures of other countries.





I'm a teacher of English in Asen Zlatarov Secondary School. I participated in the Erasmus+ project meeting in Italy. This project gives me the chance to learn entrepreneur skills and meet new friends.



Mrs Diyana Ganeva

Hi, I'm from Botevgrad and I'm a teacher of History in Asen Zlatarov Secondary School. I participated in the Erasmus+ project meeting in Italy. I think I got a lot of new communicative skills during the project meeting.



Mrs Tsanka Markova



Our team



Galya Marinova, 16

Hi, we have been studying at Asen Zlatarov, Secondary School, Bulgaria. We participated in the Erasmus+ project meeting in Romania. Our objective there was to present our volunteering, Business in Bulgaria and Business incubator and a film about entrepreneurship, together with my colleagues. We think the Erasmus+ project gave us a lot of experience like communicative skills, how to cope with others to be great team. We were able to greatly practice and improve our soft skills. We are happy we learnt so much info about the cultures of our project partners' countries.



Angel Kemanov, 16



Tsvetan Bedrinov, 16



Vanesa Eneva, 16





Mrs Milena Andonova
project coordinator

Hi, I'm from Botevgrad and I'm a teacher of English. I participated in the Erasmus+ project meeting in Romania. To be with different people in different ages, learning new things and meeting new cultures is a great opportunity for me, my everyday dream!



Petya Tetevska, 16



Stefan Stefanov, 17



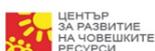
Vladimir Stamenov, 17

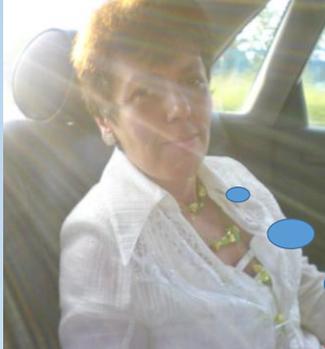


Hi, we have been studying at Asen Zlatarov, Secondary School, Bulgaria. We always help our partners in the project activities and support them all the time. We are impatient to participate in the next project meetings to share our knowledge and skills with others. To meet new friends.



Petya Petkova, 17





Mrs Daniela Koleva,
the Headmaster of Asen
Zlatarov Secondary
School.

Hi, I'm from Botevgrad
and I'm a teacher of
English in Asen Zlatarov
Secondary School.
New skills, new
opportunities to be
successful and the most
important- new friends.

Hi, I'm from Botevgrad and
I'm a teacher of Maths.
This project learns me so
many things as a leader,
gives me the opportunity to
know more about my
students and teachers and
and the main thing to
succeed- **the team work.**



Mrs Radka Ivachovich



Mrs Temenuzhka Hristova

Hi, I'm from Botevgrad
and I'm a teacher of
physical sciences in Asen
Zlatarov Secondary
School.
The most unforgettable
for me are the moments I
share with my students
doing project activities
and improving my
entrepreneur knowledge.

Hi, I'm from Botevgrad and
I'm a teacher of science My
students are my force and I
am happy that we work on
this project and are involved
in volunteering and
entrepreneur activities



Mr Todor Vasilev





Erasmus+

Erasmus+ Group from Italy!



*Hi, my name is **Ludovica Gialloredo**, I am 17 years old and I'm from **Abruzzo, Italy**. In my free time I like going out with my friend but especially listening to music and singing even I'm not good at all. Physically I'm medium height. I have long, straight and blond hair and I'm a easy going-person but also a little bit lazy.*

My name is **Alessandro**, 17, I'm from Italy and I'm living in a small town not far from Ortona; I'm attending the second-to-last high school year in L.Einaudi ITC of Ortona. After the high school I will study and work abroad.

In my free time I love watching American/English tv series in original language and that's why I'm in love with the English language.

I love travelling around the world: I've been in Dublin, London and Edinburgh for studying English at school, I joined in a cruise to Barcelona with my class; than thanks to the Erasmus+ project I can visit more places and discover new cultures than meet different lifestyles.



A LITTLE BIT
ABOUT
me...



My name is **Noemi Di Nenno** and I'm 18 years old. I am currently in the last high school year ITC L.Einaudi in Ortona. I was born on 28 September 1999 in Ortona.

My family is composed by 5 people: my father Luca, my mother Simona, my sister Serena, my brother Tommaso and me! Serena is bigger than me, but Tommaso is smaller than me.

I love all my friends and I'm very thankful to have them in my life.

My biggest interest is volleyball, but I like watching others sports such as football, dancing and basketball.

In my free time I like drawing, I have this passion since I was a child.

I'm a funny girl, generous and very moody. **THIS IS ME!**

HELLO, IT'S ME



Hi my name is Silvia I'm 17 years old and I'm from Italy, I love doing sports at any times and going out with my friends for a walk and eating ice cream. I'm a very extrovert person, then I'm a bit short and have light eyes and long hair and I love sleeping.

- My name is Denis Berisha.
- I am 19 years old, i was born on 25 august 1998.
- I am Albanian but I live in Italy.
- I am a football player.



**Hi! I'm Giulia Di Deo.
I'm 17 and I'm from
Ortona, Italy. In my
free time I like going to
the gym. Drawing and
hanging out with my
friends.**



*Hi guys, my name is Sara
i'm 17 years old and I live in
Ortona. I'm a solar girl but
at the same time I'm a
little bit shy. In my free
time I like going to the
gym, going out with my
friends, reading books and
going to parties.*



1. My name is Giuliano Subashi.
2. I am 18 years old, I was born on 21 April 1999.
3. My parents are from Albania but I was born in Italy, but I prefer to be called Albanian...so I am an Albanian boy.
4. I am a mixed martial arts (mma) fighter and a karate fighter, but I also like football game.
5. My nickname is "el toro loco" for my madneses and power.

The Romanian team profile:

Teachers- Anamaria Boboc – Romanian language teacher

Mihaela Ivanescu – History teacher

Doina Enea – Geography teacher

Anca Stoleriu – Mathematics teacher

Cristina Carabus – French language teacher

Dragos Rusu – English teacher



My name is **Anamaria Boboc** and I am the Romanian coordinator of the Erasmus project "Volunteering as a Benefit – Entrepreneurship". I am really content of the coordination of this project which is really useful for our students. They are really motivated and willing to meet students from other countries and exchange ideas about different cultures and mentalities. Of course, they improve their English language skills and become more and more interested in communication.

Doina Enea – „As a Geography teacher I am happy that our students have the opportunity to know other places of Europe. If they hadn't been implicated in this Erasmus project, they wouldn't have had the happy opportunity to visit different countries`.

Students – BEJENARU Ion
Herghelegiu Gheorghe
Toma George
Barlescu Adrian
Calin Alexandru
Ursu Georgiana
Andries Andreea

Toma George - `My name is George, I am 18 years old and I am happy to participate in this project. I love meeting new people and getting contact with new information from different countries`.

Andries Andreea - `I am Andreea and I participate in the Erasmus project. I like being active, travelling and knowing new people. This project offers me all these opportunities`.

2. VOLUNTEERING AS A BENEFIT - ENTREPRENEURSHIP

A short summary of our project

The project aims at developing the entrepreneurship skills of students by means of the method learning through working, as well as at raising the level of financial competence, communication and presentation skills, and the ability to work in a team or the so-called “soft skills”. We have put entrepreneurship in the centre of our project in order to be in unison with European tendencies. The project will present its activities and products mainly in 2017, which is declared a European year of Entrepreneurship. We want to give our students the best possibilities for developing their entrepreneurship skills but also to make them face the social realities motivating them for doing voluntary work. We will put efforts in cultivating self-awareness towards different people, empathy towards the ones that suffer and a desire to share the value to help each other. That is why “volunteering” is the second important topic that will be presented in our project.

The main aim of the project, which consist of **4 schools from The Czech Republic, Bulgaria, Italy and Romania**, all members of the EU, is to establish criteria for successful implementation of a given entrepreneurship idea on the European market. The goal of the project is to develop entrepreneurship skills in students from the partner schools, which will help the young people to adapt faster to the real working environment, to full fill better on the labour market and to have the opportunity to develop their own business, both in their home country, and in the project partner countries, too. Having raised the level of communication and presentation skills, the students will have the chance of presenting themselves better at job interviews; at forums for entrepreneurship ideas; at “start-up” conferences and competitions; at meetings with “business angels”. Volunteering is part of the social entrepreneurship and it has its important place in the process of accomplishing the project's tasks. It is important that students organize and implement voluntary initiatives.

As stated above, we are four schools from different countries and we have planned to organize 4 training activities. At these meetings/conferences the teachers and students participating will discuss the criteria and features to which every entrepreneurial idea should cope to; they will work together in order to improve the way they communicate and give presentations. They will also make and share films to achieve our goals. Programs for education will likewise be presented that will help young people to adapt easier, faster and better to a real working environment and will give them the courage to start their own business; improved processes for recognition and validation of competences and last but not least, we will look for greater efficiency of the activities in favour of local communities. In addition, we will take care of the needs of the disadvantaged groups of people. During the training workshops voluntary initiatives will also be organized, aimed at solving both social and ecological issues.

To achieve the goals of the project, our first product will be “**Soft skills**” - interpersonal skills such as the ability to communicate well with other people and to work in a team, followed by “**Business incubator**” - a film presenting the entrepreneurial ideas of students from each partner country. The film will give the users a chance to be introduced not only to the special features of the conditions for development of entrepreneurship, but also to the specifics of social entrepreneurship of each participating country. Students, who have developed an entrepreneurial idea, will present it at “**Entrepreneurial market**”. A jury, consisting of mentors, business representatives and NGOs will add even more significance to our project. The final product “**Successful steps in Entrepreneurship**” will present all mandatory stages that every entrepreneurial idea goes through from its origin to its fulfilment. Students are the basic moving force in the implementation of the project objectives and tasks. All the project activities will be organized and held by them under the guidance of their teachers.

3. OUR ACTIVITIES

1st Transnational meeting within the Erasmus+ project at ŠMVV Praha, November 21-23, 2016

The first transnational “know each other meeting” of the project took place at ŠMVV Praha to discuss the project schedule planning, project activities and project assessment. Two teachers each from Bulgaria, Italy and Romania as well as four teachers from the Czech Republic participated in the meeting. The programme can be summarized in the following:

DAY 1: Presentations, Lecture, Discussion, Formal Dinner

- At 9:00 formal inauguration of the meeting by the School Principal, Mrs. Michalíková V., welcome drink and mutual introduction.
- Presentation on: “The Education System in the CR” by the Czech students.
- Presentations on: “Our Schools” from partners countries – IT, BG, RO, CZ.
- A very practical and useful lecture on “Soft Skills” by Anthony A. Achmet, who is a respected professional on Training and Management Coaching. It was a nice and welcome experience for all of us.
- In the afternoon, after lunch, we had a workshop to determine the outputs and schedule of performance as well as to discuss the main points of our project and what have we done so far. It was confirmed that in each school project teams have been created, Erasmus + corners have also been set up; posters, brochures and leaflets containing general information have been prepared and distributed to local authorities and schools in the region. The projected will be presented to the beneficiaries and mini-conferences for interested parties will also be organized. The active participation of all participants is ensured through searching, presentation and preparation of the entrepreneurial ideas, consistent with the assessment criteria. A travelling handbook about Prague has been prepared by the Czech students and other schools will do the same.
- The first day meeting ended at 15:00. In the evening all foreign guests and Czech teachers were invited to a formal dinner hosted by the School Principal at a nice restaurant near our school in Prague.

A few pictures from Day 1:





DAY 2: Presentations, Round table talk, Activities, Discussion, Etc.

- In the morning we had a round table talk on IT tools that we intend to use in our project, such as, Google drive, eTwinning, Facebook, Skype, What's up, etc. These will help us to be in close connection with each other and keep a continuous and intensive communication. It is a great tool of spreading information about the project and its results as well as sharing of pictures, video clips, questionnaires, evaluation forms and other project elements. Already the above mentioned sites platforms have been set up by the main coordinator team from the Czech Republic.

- AIESEC (Association for the International Exchange of Students in Economics and Commerce) is the world's leading youth leadership development organization. Developing the potential of young people across 127 countries it is an international non-governmental not-for-profit-organization that provides cross-cultural global internship and volunteer exchange experiences across the globe, with a focus to empower young people so they can make a positive impact on society. Students from AIESEC gave detailed presentation and information about their association as well as how they can help our students to be a part of them.

- Presentation on “Doing Business in the CR“ was a good opportunity for the Czech students to present their presentation skills in English in front of foreign teachers and others.
- Teambuilding game – In the afternoon, students of ŠMVV Praha did an exercise to test their knowledge of expectations in the work environment.

A few pictures from Day 2:



DAY 3: Round table talk, What next? Ceremonial closing and photography

- The last day of the meeting started with a workshop on outputs and implementation time table, where we discussed the main point of our project and the time schedule. Mr. H. Khan gave a talk and described the main points of Business Soft Skills, its techniques and what we intend to do on this topic, how to prepare students, etc. Further we debated on the topics of Business incubator, Entrepreneurial market, Handbook about successful steps in Entrepreneurship, The two Magazines that we plan to publish, and about the Tourist handbook from each country.
- In the end, we summarized our first meeting, analyzed our project budget and talked about the preparation and the timetable for the next meeting in Italy. The meeting was finally closed with an exchange of gifts, granting certificates of participations to all guest partners and photography.

A few pictures from Day 3:



1st. Student Exchange meeting within the Erasmus+ project in Ortona, Italy: March 27-31st 2017

Participating schools – IT, BG, CZ, RO

• Our first student exchange meeting took place at ITSTL “LEONE ACCIAIUOLI”, in a city called Ortona – Italy, who were the hosts, from 27 – 31 March 2017 as agreed before in Prague. Before the start of the meeting all schools had already organized activities on: entrepreneurial skills, communication and presentation skills or the so called “**Business soft skills**”, skills for team work, which was the main theme of the conference. The students worked in teams of 4 and 5. Each team presented ppts and videos on the main theme and the sub-themes, worked in pairs and teams, exchanged ideas, participated in discussions and interactive games and did quizzes. All the teams presented their county, hometown and school.

Presentations, Lecture, Discussions, Quizzes and Other activities

• **Monday 27th March:** At first, all of us were greeted by the School Headmaster. Then we had a tour of the school and group photography. Considering that students and some teachers met in Ortona for the first time, students from the Czech Republic, again had the task of presenting a film about their school and also about the Education system in their country, which they had managed to prepare in the given time period earlier. It was a good experience for all students as they had to present all there skills in English in front of an audience of about forty or so unknown people. There was also a useful Lecture: “The Warrior of Capetrano”- Marianna La Caprara (Art Teacher)

• **Tuesday 28th March:** Presentations: Romanian and Bulgarian teams: introduction of their students, school, city, country, etc. Presentations by students on Business Soft Skills, Teamwork, Conflicts and “Manager for a day” with a video. Italian team: introduction of students, presentation of school on our blog.

• **Wednesday 29th March:** Italian team: presentation of Italian economy, An enterprise, Video: two interviews of local entrepreneurs, Forming a team and the four Personality types, etc. Quizzes: What’s an enterprise? How well do you know the CZ, Italy, etc? What’s your color personality? How Assertive Are You?

• **Thursday 30th March:** Updating the website/blog for electronic communication. Discussion on IT platforms and to check what material has already been up loaded on Google Drive and Facebook. The use of eTwinning, how does it work and those teachers and schools who/which are not registered there can do so.

• **Friday 31st March:** All teams worked on the building up of technical vocabulary about basic day to day expressions in English as well as in their native languages. Preparation work for the Romanian meeting.

Afternoon activities in Ortona:

WALKING TOUR OF ORTONA - Visiting the Aragonese Castle, Vittoria Theatre, “Orientale” Promenádě, Afternoon break at bar “Novecento”, Museum of the Battle of Krtina, St. Thomas Cathedral, Church of St. Domenico.

TRABOCCHI COAST (UNESCO heritage) - The ancient fishing machines: the “Trabocchi” – Fossacesia, San Vito Marina: ice cream parlour “Dora”, Canadian Cemetery, Panoramic tour of the coastline of Ortona.

TOUR OF CENTRAL PESCARA - Visit to “Nave di Cascella”, Walk to “Ponte del mare”, Shopping, Dinner at America Graffiti. **A Visit** – to the “Distilleria D’Auria” (winery) and farewell dinner at Agriverde Restaurant.

The mobility was useful and beneficial to the students. The activities helped them to enrich their knowledge and competence of the criteria and features which every entrepreneurial idea should conform to and to improve the way they communicate and give presentations. Each of us went to the place of meeting with different expectations, but in the end we said good bye as very good friends who were able to cooperate and work together regardless of where who comes from.

All the detailed information about the activities, presentations, videos and other materials are uploaded and available on our Face book, e Twinning and Websites.

Some nice pictures from the ORTONA meeting.



Even though we come from different countries and culture, our problems and joys are the same.



2nd. Short Term Student Exchange meeting within the Erasmus+ project in Iasi, Romania: June 5-9th 2017

Participating schools – IT, BG, CZ, RO

● The second student exchange meeting took place in the Romanian city of Iasi (Yahsh), which is an important political, economic and cultural centre of the province of Moldavia as well as one of the oldest cities in Romania from June 5-9th 2017 as agreed before in Italy. As usual, all schools before the start of the meeting organized various activities which they sent to the organisers of the Romanian meeting spelling out the activities. The themes of the conference were “Tourist map”, “Business in our country” and “Business incubator”. The students worked in teams of 4 and 5. Each team presented PPTs and videos on the themes, worked in pairs and teams, exchanged ideas, participated in discussions and interactive games and did quizzes. All the teams presented their country, hometown and school.

Presentations, Video interviews, Workshop, Trips, Etc.

● **Monday 5th June:** The meeting started at the Auditorium of Hotel Astoria at 9:00. After the introduction and welcome speeches, the Romanian students presented a slide show about Romania – A Picturesque country with a rich history, full of wonderful places with Monuments, Castles, Art, Monuments, etc. Then they had a nice and useful presentation on: Volunteering..? Is it worth being a volunteer? It was very well prepared and to the point topic related to our project. Later the Czech students presented video talks and interviews with well-known Czech Entrepreneurs, Businessmen and successful people. These were recorded at the Conference of Czech Economic Diplomacy. After the Coffee break there was an open discussion and then the Czech team played a short and simple game, known as ICEBREAKER, which was enjoyed by all.

Visiting the OLD CENTRE of IASI - In the afternoon we all walked, visited and took pictures of the St. Paraschiva Metropolitan Cathedral, the Trei Ierarhi Monastery Church, the National Theatre, the Gheorghe Asachi Technical University of Iasi and after a long walk through various nice parks, ended our day in The Botanical Garden high up on Copou hill.

● **Tuesday 6th June:** All of us were warmly greeted at Colegiul Tehnic Mihail Sturdza by the School Headmaster. He and the Deputy Headmistress gave speeches in which they told us about their school, priorities of the Romanian Education system, importance of Erasmus+ exchange programme, etc. It was good to hear how the school and the Education system are functioning there. Then we had a tour of the school and visited different classes, labs, met and talked with different teachers and so on. It was a nice and practical experience for all of us to see the school personally. In the project work activities, students from Italy showed us a short video film of an interview with an entrepreneur; then the Bulgarian students had nice presentations on: What is Volunteering? Business in Bulgaria and the problems related to business development, Interviews with the most successful entrepreneurs in Bulgaria – recording of the visit of the Bulgarian branch of an American company manufacturing sensors for cars, What is Business Incubator? and about the Geography, Interesting places, Cuisine of Bulgaria. In the afternoon we visited the **Moldova National Museum Complex in the Palace of Culture**. This remarkable construction (1906-1925), built in flamboyant neogothic style, stands partly on the ruins of a medieval royal court mentioned in documents dating from 1434. Today, the 365-room palace houses the Gheorghe Asachi Library and four of the city's museums. We also visited the **Golia Monastery**. The unusual name of the Monastery came from Moldavian Chancellor Ioan Golai who founded it in 1564. The church was rebuilt in 1650 during the reign of the ruler Vasile Lupu and of his son, Stefanita Voda.

● **Wednesday 6th June:** A full day trip in the Neamt region of Moldavia. The first stop over was at “Popa Museum”, north-east of Romania in Neamt, in the Tarpesti village. It was founded in the 60’s by the popular artist Necilai Popa and is one of the largest private museums in Romania. It was a nice experience for all of us to see over 3000 objects in a few rooms of an old house. Then we stopped to visit the **Agapia Monastery**. Located in a lovely setting at the foothills of the Capathian Mountains, this picturesque nuns’ monestary was built between 1642-1644. We were told that this Monastery is not only a charming Church and a great touristic attraction but also an important centre of promoting the traditional crafts. Our journey continued and after having a nice lunch at the Restaurant - Motel Casa Arcasului, we walked upwards to the amazing **Neamt Fortress**, which is one of the most important medieval fortresses in Romania, and was built around in the 14th century Moldavia during Petru I of Moldavia’s reign. Unfortunately the weather got worsened and it started to rain, so some of us went back to the bus stand. The others had a rare opportunity to see the castle rooms with mannequins where you get the feeling of the life which was lead there in the 1400s: the secret room, the jail, the princess room, the city hall, etc., and also the very nice view from the top of the fortress. Amazing! A nice well organized trip.

● **Thursday 8th June:** Today we visited an **Agricultural Farm** in the region of Trifesti, about 36 km from Isai. We were welcomed there by Ing. Vasile Lungu, owner of the farm. We then had a tour of the farm and winery with him and he told us about the Agricultural company ASTRA TRIFESTI which was founded in 2001, expanding over 3000 hectares and is active in the areas of: Livestock, Agriculture, Wine growing, Zoo techniques and Gardening. Our students had a live interview with him as well, where he was asked a few questions about: *sacrifices involve in entrepreneurial activities, key elements in opening a business in agriculture, the main issues in business management, relationship between a manager and his employees, essential recommendations for those who intend to develop an entrepreneurial carrier, etc.* After having a nice lunch there in the restaurant we came back to Iasi. In the evening we were invited to a farewell delicious dinner by the Romanian partners at Ristretto restaurant.

● **Friday 9th June:** There was a workshop at Mihail Sturdza School. All the students actively took part. The themes were: Presentation by the Italian students about Italy, Assessment and SWOT analysis of the presented ideas in “Business Incubator”, Entrepreneur-how to create a team, etc. While students were busy together in their activities, coordinators and teachers sat down to analyze the Romanian meeting and mutually discussed and finalized the tasks and programme for the Bulgarian meeting in November. All partner schools agreed to send their contributions to the “Erasmus+ First Magazine” by 15th September 2017 so that it could be published in time. As a volunteering activity Bulgarian students and teachers gathered together with their partners in front of the school to **plant a flower as a sign of cooperation** in accordance with the project idea of voluntary initiative with eco focus. The meeting was finally closed and we wished each other a save and sound journey back home.

Some nice pictures from the IASI meeting:







Topic No. 1– Essential Skills

Self reflection: It is a way of assessing yourself, your ways of working, careful thoughts about your own behaviour and beliefs.

Self-assessment: It is the first step of the career planning process. It is a way of gathering information about you in order to make an informed career decision. Self assessment should include these areas: Learning Styles, Qualifications, A review of your skills, abilities and interests, Online Career Assessments Knowing yourself better can be a useful tool to support you in your job search and career planning or if you just want to increase your self-awareness. Assessing your actions, attitudes and performance can help you identify your learning styles, qualifications, interests, strengths/weaknesses and skills.

Task 1: Self-Assessment (Students should be provided a step-by-step guide that enables them to take a personal inventory of their personality, attitudes and skills, achievements, values and interests, as well as learning styles and motivation. Career Orientation (Explore objectives and goals)

Task 2: Do/Prepare a skills checklist - A skill is anything you do well and that has a result. Each individual has between 500 - 800 skills. We are all born at a specific place and time, which will dictate our uniqueness in the skills that we each have. Use the following chart in order to build a selective skills list which includes: Mathematical/Scientific, Artistic, Computer, Communication, Literacy, Personal and Team Management.

Mathematical/ Scientific	Artistic	Computer	Communication	Literacy	Personal & Team Management

Task 3: Know your Strengths, Weaknesses and Flexibility - ability to deal with people, positive flexible attitude, how do we gain or loose trust, etc.

Ask yourself:

- **Strengths** – What are my strengths? For example, am I well organized? Do I remember things?
- **Weaknesses** – What are my weaknesses? For example, am I distracted? Do I need more practice with a particular skill?
- **Skills** – What skills do I have and what am I good at?
- **Problems** – What problems are there at work/home that may affect me? For example, responsibilities or distractions that may impact on study or work.
- **Achievements** – What have I achieved?
- **Happiness** – Are there things that I am unhappy with or disappointed about? What makes me happy?



- **Solutions** – What could I do to improve in these areas?

Make a list of your weaknesses or any barriers that prevent you from doing your best. It is just as important to know what you can do well as it is to know what you cannot do well so that you are able to find a job at which you can succeed.

Flexibility at work is a necessity for employees and employers, alike. Streamlined workforces, shifts in technology and a changing market are just a few reasons why positive flexible attitude is the new norm for many organizations. While your company may not have a formal set of rules for a flexible workplace, there are many advantages to be gained by taking on a flexible attitude – and approach, when it comes to your job. Similarly, **Adaptability** is a very valuable asset to employers. Those who are flexible and can adapt to different situations are reliable no matter what’s thrown at them.

Advantages of Being Flexible – from the Employee’s Perspective

- Embracing change can expand your opportunities.
- Being flexible can help you strike/life balance.
- Being flexible will make you more responsive to change.

Advantages of Being Flexible – from the Employer’s Perspective

- Being flexible signals that you value diversity in the workplace.
- Flexibility is a good management decision.
- Being flexible is a win-win.

Topic No. 2 – Developing Interpersonal Skills

Interpersonal skills – The set of abilities enabling a person to interact positively and work effectively with others. Development of the interpersonal skills of employees is a key goal of training and development initiatives for many companies, and is considered a constructive manner in which to handle office disputes and other personnel issues. These skills include the areas of communication, listening, delegation of tasks and leadership.

Task 1: Alone or with a partner and with help of a mind map find out more characteristics you need to be successful at work.

- As it is very important to develop Interpersonal skills you should ask yourself:



- Can I complain about an unreasonable workload?
- Can I ask questions and make statements without fear of sounding stupid or incompetent?
- Can I stand up for my rights when a friend or a co-worker is rude or unreasonable?

Intercultural skills: The ability to understand different cultural contexts and viewpoints, demonstrating respect for others, adapting to and accepting different cultural settings, speaking foreign languages, and being open to new ideas and ways of thinking.

Task 2: In teams of three or four, discuss your answers to the following questions:

- Are intercultural skills important in the workplace today? Why?
- How would good intercultural skills help you and/or the organization that you work for?
- How would poor intercultural skills affect you and/or the organization that you work for?
- How do you think employers gauge your intercultural skills at a job interview?

Assertiveness: Being assertive means being able to stand up for your own or other people’s rights in a calm and positive way, without being either aggressive, or passively accepting ‘wrong’ When developing an assertive approach, first think of how you would like to be treated. Most people respect someone who is honest and direct, but you should be respectful of others rights and feelings as well as your own. By showing respect for your own feelings and those of others, you can achieve your desired goals. When assertiveness is practiced at work, everyone wins.

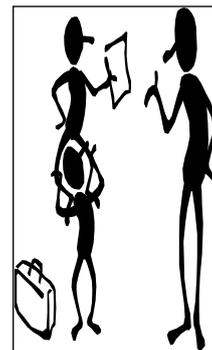
Task 3: Are you over or under assertive? To find out, complete the task in section 5.

Topic No. 3 – Resolving Conflicts

Conflict is serious disagreement and argument about something important. If two people or groups are in conflict, they have had a serious disagreement with opposing opinions or principles and have not yet reached agreement.

Reasons of Conflicts: Many causes of conflict arise due to miscommunication. In these situations, your assertiveness skills are of special need. For example, active listening will help you to hear the real message. Sometimes you hear the wrong message due to one or more of the following factors:

- Cultural differences
- Differences of opinion
- Unclear roles or expectations
- Emotional responses to an issue or person
- Unequal status
- Misunderstanding of the language



Conflict grid: There are five methods to handle conflict:

- Running away
- Being obliging to the other party
- Defeating the other party
- Winning a little/ losing a little
- Co-operating

Task 1: Which method do you typically follow? Use the following chart to list situations in which you use these methods.

Flee	Oblige	Defeat	Win/Lose	Co-operate

Teamwork and collaboration (Working in a Team)

Working effectively in a team environment is crucial for many small businesses. It requires **skills in effective communication, collaboration, time management, and business acumen**. On a team, members share the ownership of meeting the defined objective. Could you imagine the factors that influence how a team functions?

Task 2: Please list a few factors and try to find some general tips for helping teams work effectively!

Keep in mind that there could be tips referring to:

- the time before a meeting
- between meetings
- the meeting itself



For information about writing collaborative project reports, visit this site:

http://www.cs.unc.edu/~jbs/sm/Part3_collabdocs.html

This site provides basic information on brainstorming ideas in a team and dividing the work. It also describes the process of combining the information generated by the team in a solid document.

Developing an Awareness of Workplace Expectations

Task 3: Do the exercise to test your knowledge of expectations in the work environment. It consists of 25 true/false questions. You will find the exercise in section 5.

Topic No. 4 - Overview to Effective Business

Entrepreneurial, communication and presentation skills

Entrepreneurs need to have a wide variety of skills to run a successful business. There are, however, some skills that are especially important for entrepreneurs. These are: Problem-solving, Communication, Planning, Decision-making, and Leadership skills.

Communications skills are often on top of the “requirements list” on job descriptions. People with strong communication skills listen well, can build strong relationships and can vary their communication style to suit the circumstances. No matter how creative, talented, and confident you are, if you can’t communicate to others that your ideas are worth their consideration, you won’t be successful. Entrepreneurs have to be able to communicate clearly with customers, suppliers, banks, investors, and employees. Entrepreneurs must answer e-mail, write letters and reports, and supervise the design of brochures or Web sites. They must read and review information. And, perhaps most importantly, they must listen. After they have read, observed, talked, viewed, or listened, they must analyze the information and their reactions for material they can apply to their business. Even if busy entrepreneurs hire others to handle most of these tasks, they still must communicate with the people they hire to ensure the work is done properly.

How good are your communication skills? Are you able to explain your ideas in a way that people understand? Are you able to actively listen to someone else’s ideas, asking appropriate questions to make sure you really know what they mean?

Task 1: Check Your Understanding

Knowledge/Understanding

1. Create a checklist that briefly defines the skills of a successful entrepreneur
2. With a partner, brainstorm some of the situations you have been in where you displayed some of the entrepreneurial skills described in this chapter.

Thinking/Inquiry

3. Identify someone whom you think has strong leadership skills. What makes them a good leader?
4. In a small group, discuss the characteristics and skills that are common to all successful business people. What is different about the entrepreneur? Work together to reach a consensus on this question and then present your conclusion to the rest of the groups in your class

Communication

5. Let's test your communication and listening skills. Three students from your class will be seated in a triangular position so that they cannot see one another. Each student has an identical set of twenty pieces of coloured paper of various shapes and sizes. The team leader has to describe to the other two people how to build the structure that he or she is creating out of the pieces of paper. The two people who are building may not speak at all, nor can they turn and look at the speaker. They must listen to every instruction and interpret it as best as they can. The rest of the class observes and records what they are learning about listening and communication skills.

Application

6. Identify a short or long term goal that you would like to accomplish. It might be to enter into a career, excel at a competition, or find a specific part-time job. Write a brief report explaining how you can use each of the entrepreneurial skills to reach your goal.

Administrative management and functions

Administrative support professionals are the central nervous systems of an office. Their responsibilities are numerous and vital to the operation of their organization. Knowing the best ways to perform office functions will enable administrative support professional to complete their responsibilities efficiently and effectively:

- how to manage records
- how to make business travel arrangements
- how to organize conferences and meetings

Managing Records

- identify the benefits of using a records management system.
- match the appropriate stage of a records management life cycle to its description.
- use the alphabetic, numeric, and alphanumeric classification systems to sort given records.
- determine if all the basic steps for filing are followed, in a given scenario.

Business Travel Arrangements

- identify the benefits of knowing how to effectively plan the voyage to the company of your internship.

Conferences and Meetings

- identify the value of knowing how to plan and participate in business conferences and meetings.
- determine if an administrative assistant followed the proper steps for planning a meeting or conferences in a given scenario.
- identify the key techniques for recording meetings.
- use key techniques for participating effectively in a meeting, in a given scenario.

Topic No. 5 - Business rules, Organizations, Risks, Etiquette, Etc.

Business rules, Organizations

Business rules are statements that aim to influence or guide behaviour and information in the organization. They are the business policies, the business practices, and business definitions that should be well known and treated as a valuable asset to the organization. They are in essence how the actual business is run. Business rules can apply to people, processes, corporate behaviour and computing systems in an organization, and are put in place to help the organization achieve its goals.

While a business rule may be informal or even unwritten, documenting the rules clearly and making sure that they don't conflict is a valuable activity. When carefully managed, rules can be used to help the organization to better achieve goals, remove obstacles to market growth, reduce costly mistakes, improve communication, comply with legal requirements, and increase customer loyalty.

There are three main questions that a business man should ask when developing a framework that gives members clear guidelines on building organizational structure, and keeping the organization functional.

- What is organizational structure?
- Why should you develop a structure for your organization?
- When should you develop a structure for your organization?



Prevent risks, risk aversion

Successful business involves balancing risks and rewards. Although greater rewards often require greater risks, there are ways for companies to meet with success while taking a bare minimum of risk. Risk-averse businesses favour the method of playing it safe, preferring slow and steady gains to the possibility of company-wide failure. A few questions that an Entrepreneur has to consider are:

- What is good or bad about taking risks?
- How does it feel taking risks?
- How to overcome risk aversion?
- How to handle mistakes?
- How to reduce risk aversion in your team, your organization?

Business Etiquette



Business Etiquette:

It is simply about building relationships in the professional world. It provides you with guidelines for handling a variety of situations so you are able to act with grace and confidence. By understanding a few simple principles, you will develop the ability to put others at ease and let your personality shine through.

I. Work Etiquette: The following principles can be utilized by office employees to show proper etiquette; they include all aspects of the work environment.

- **Be timely.** Arrive to work and meetings on time. Complete work assignments on time.
- **Well-mannered.** Be polite, pleasant and courteous.
- **Learn office politics** - utilize effective listening skills to discover appropriate office behaviour. Pay attention to the way things are done.
- **Understand the unwritten rules of business.** 1. Make your supervisor look good. Promotion and opportunities will arise when you help to reach the organization's goals. 2. Keep your supervisor informed. Good or bad, you don't want the boss to hear information mentioned from an inappropriate source. 3. Never go over the head supervisors, without telling him/her first.
- **Appear as professional as possible.** Being well groomed and clean is essential. Dress for your next job/promotion.
- **Adopt a can-do attitude.** Those who accept challenges and display creativity are valuable.
- **Be flexible.** By remaining flexible and implementing change you gain a reputation as a cooperative employee.

II. Meeting People: When meeting people both your nonverbal and verbal behaviour helps to define your social skills.

- Greetings are formal.
- A quick, firm handshake is the traditional greeting. shake hands with everyone individually, including children.
- Titles are very important and denote respect. Use a person's title and their surname until invited to use their first name.
- Proper introductions help to establish rapport.
- Eye contact is another critical factor when meeting people.

The other important Etiquettes of Business behaviour are: **Telephone Etiquette; Dining Etiquette; and Etiquette for Correspondence.**

Types of business organizations

Business undertakings almost everywhere are organized under different kinds of ownership. The smallest type, but the greatest in number, is the one-man business called "**Sole trader**". This means that there is only one owner, though there may, of course, be many employees. Most such are formed to serve local markets by people who want to be their own bosses. The business is not recognized as a separate entity, i.e. it is not registered. The sole trader has unlimited liability, i.e. if he cannot pay his debts from business income, he must do so from his personal assets. Examples are market stalls, shopkeepers, and services occupation like hairdressers, doctors, accountants, etc.



Large undertakings, particularly in industry, requiring more capital, are made possible by the formation of companies which can be both private and public. They are recognized as separate legal entities, i.e. they are registered, can sue or be sued and they have continuity. They have limited liability, i.e. an owner's liability is limited to the investment made.

Private Limited Companies (must have "Ltd" after their names) are ideal for units requiring more capital than a partnership can provide, yet the business may not be sufficiently large to justify the costs of forming a public company. They have at least 2 but usually not more than 50 members, who provide capital which is divided into shares. A "Ltd" is controlled by a Board of Directors elected



3. Marketing Plan

- Executive summary
- Target market segments
- Marketing mix and business plan
- Identification of legal limits
- Distribution plan



4. The organizational and personnel development of the company

- Organizational structure of the company
- Description of labour law and other relations, including identification of potential risks, esp. signed working contracts work and others
- Method of selecting employees and their evaluation

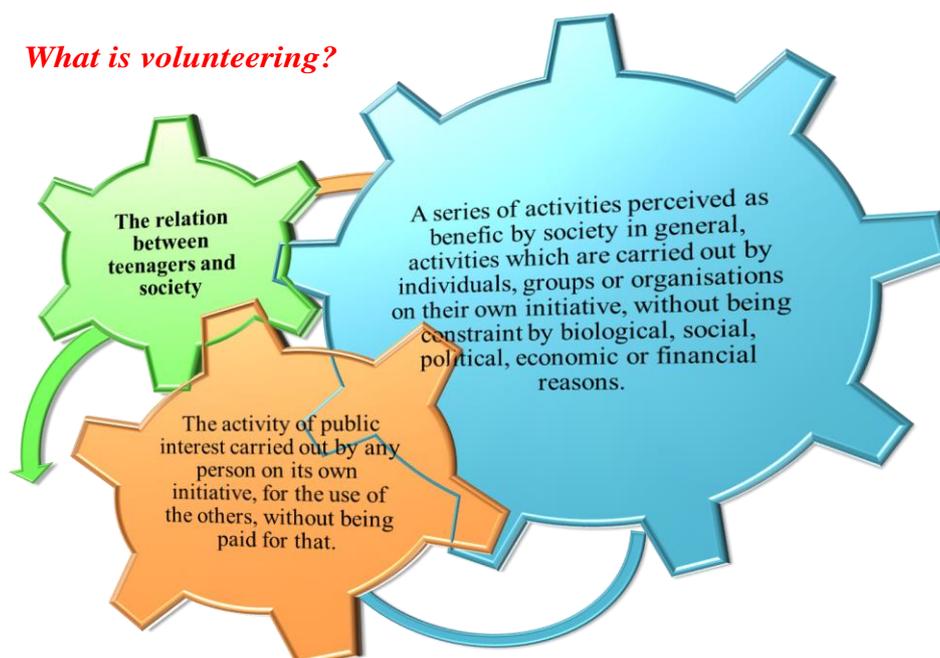
5. Operational aspects

- Analysis of supplier-customer relations
- Technologies and processes
- Distribution and ecology and related necessary investment with them
- Tax burden and other charges
- Tax registration and log in for public employees insurance, including the completed forms

6. Economic evaluation

- Financial statements in abbreviated form (balance sheet, P / L, Cash Flow)
- Disposable earnings and expanded analysis of breakeven point
- Processing of grant applications

4.3. Volunteering



Did you know...

Voluntary services spread throughout the world between the 1920s and 1930s, being regarded at the time as a "way to form friendships between young people from different countries."

After the Second World War and especially during the 1950s, the young volunteers were the ones who helped to reconstruct a part of Europe and established friendship relations that crossed the borders of the countries.

The emergence of non-governmental organizations was the effective way of preparing and carrying out various activities based on voluntary work, which contributed substantially to the development of volunteering.

Since the 1990s, in most countries, there has been a significant increase in the number of non-governmental organizations and volunteers, including in Romania.



Characteristics of volunteering:

First, the activity should not be undertaken primarily for financial reward, although the reimbursement of expenses and some token payment may be allowed.

Second, the activity should be undertaken voluntarily, according to an individual's own free-will, although there are grey areas here too, such as school community service schemes which encourage, and sometimes require, students to get involved in voluntary work and "Food for Work programmes", where there is an explicit exchange between community involvement and food assistance.

Third, the activity should be of benefit to someone other than the volunteer, or to society at large, although it is recognised that volunteering brings significant benefit to the volunteer as well.

Why volunteer?

To:

- ❖ **Gain respect, prestige, experience and acquire new knowledge;**
- ❖ **Practice certain skills and form new skills;**
- ❖ **Establish new friends and meet people who share the same values;**
- ❖ **Feel good about what you do and spend your spare time in a pleasant and helpful way;**
- ❖ **Understand and engage you actively in the life of your community;**
- ❖ **Give back some of what you received from others;**
- ❖ **Become responsible, helping to solve certain problems in society;**
- ❖ **Is part of a group / team where everyone is important, useful and appreciated.**

PRINCIPLES OF VOLUNTEERING

Active involvement of the volunteer in community life

Volunteering involves the existence of a contract

Volunteering is not a substitute for paid work

Volunteering will promote human rights and equality

Volunteer activities exclude any consideration from the beneficiary

Participation as a volunteer on the basis of freely expressed consent

The volunteer service only takes place in the nonprofit sector

The recruitment of volunteers will be done on the basis of equal opportunities, without any discrimination

To be a volunteer, you must...

- ➔ **BE CONVINCED**, so: test your feelings and make sure you want to help other people;
- ➔ **Be SURE**, therefore, do not offer your services until you are convinced of the importance and value of what you do;
- ➔ **Be LOYAL** and only then offer your suggestions but accept the rules;
- ➔ **Do not criticize** what you do not understand, there may be a good reason for that fact;
- ➔ **Say what you mean** - ask what you do not understand, do not let the questions and blurring you have to move you away from the organization;
- ➔ **BEING DISPOSED TO LEARNING** (through cooperation and by yourself) is essential to be able to carry out your work in good condition.
- ➔ **Accept Supervision** – you will be more effective and helpful if you talk about your work and accept guidance;

Is it worth being a volunteer?

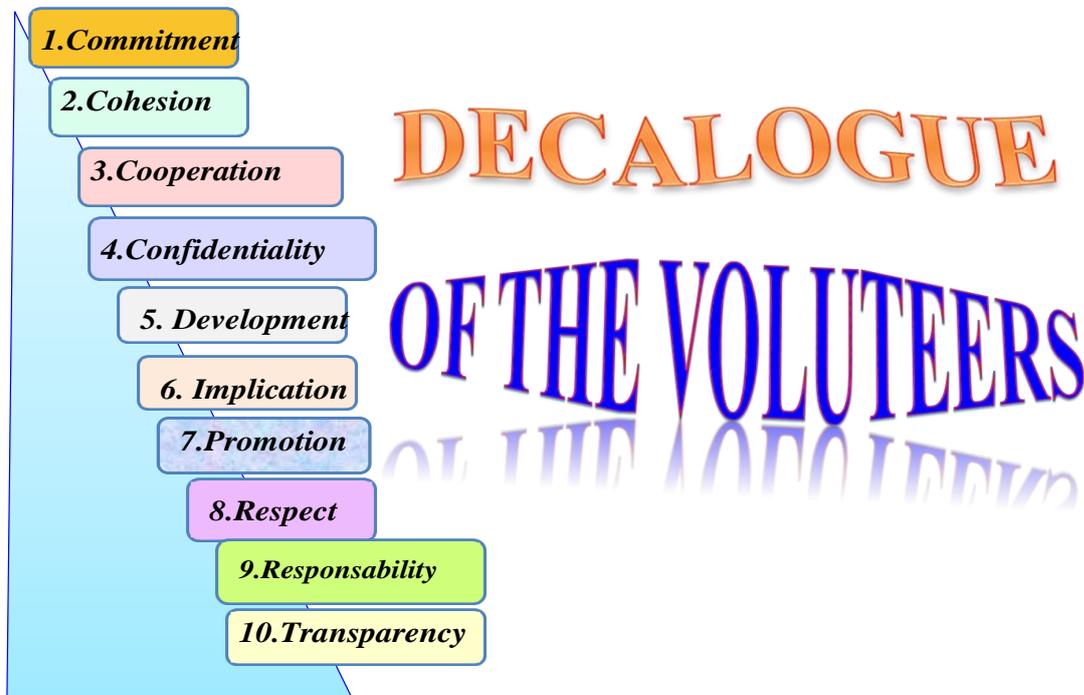
YES, because:

- It helps you develop professionally and personally.
- You learn how to work with deadlines, but especially with ... people!
- You can gain relevant experience for your future career!
- Do all your activities with friends!
- You have the chance to meet many of your fellow men, but with more complicated life problems than yours.
- Any little help given to your fellow man will return you as a reward in a moment of your life.

What volunteering can include:

- Helping provide a service as a volunteer within a voluntary or community organisation, or the public sector;
- Community activism, campaigning and action to change society or identify and tackle unmet needs;
- Befriending and mentoring;
- Organising sports and physical recreation;
- Taking part in running a voluntary or community organisation as a trustee or member of a board or committee;
- Serving as a non-executive member of a public body or participating in civic governance, for instance serving as a school governor or a community representative;

- Leading a voluntary initiative, usually as part of a voluntary organisation or community group, to improve the quality of life for people in a neighbourhood or community of interest;
- Group activity, within a neighbourhood or community of interest, providing a community service, or campaigning for a public cause;
- Helping develop public policy through involvement in consultation processes and campaigning;
- Volunteering overseas;
- Helping raise funds for an organisation.



**DON'T
FORGET!**

Fii voluntar !
Pentru ca faptele conteaza !



- Volunteering involves "dedicating a certain amount of time to serve the community without a material counterpart".
- Volunteering means:
 - "The impulse to move towards meeting the needs of others without thinking about financial rewards."
- December 5 - World Volunteer Day**, celebrated for the first time in 1985.
- In Romania, this date was first celebrated in 2000.
- Environmental volunteering, an indicator of eco values in society.
- In September 2010, the largest environmental campaign in Romania, **Let'S Do It Romania**, took place, which mobilized about 150,000 people to ecologize previously muddied areas and where there were considerable amounts of waste.



A Few International Volunteering Organizations:

Founded in 1997 by Richard Walton, [Global Vision International](#) is an award-winning organization that provides volunteer and internship opportunities in Africa, Asia, Australasia, Europe, Latin America, and North America. GVI has sent more than **25,000 volunteers** overseas on programs ranging from construction, to animal care, to education, and and beyond with **95% of past volunteers** stating they would want to travel again with them again.



Founded in 2007, [International Volunteer Headquarters](#) offers over 150 affordable volunteer trips to 35 destinations in Africa, Asia, Europe, and Latin America. IVHQ has placed more than 70,000 volunteers overseas on projects ranging from teaching, to healthcare, childcare, and more. Programs last one week to 24 weeks and start at \$180. Given the affordability of IVHQ's programs, volunteers could very well volunteer abroad for free by fund raising on "Volunteer Forever" and applying for our volunteer abroad scholarships!



Founded in 2010, [International TEFL Academy \(ITA\)](#) provides internationally accredited TEFL courses and certifications that open you up to English teaching jobs worldwide. They **certify over 5,000 people each year** through their online courses and in-person classes in 25 countries around the world to become qualified for teaching English jobs around the globe.



Founded in 2004, [Global Leadership Adventures](#) provides teen and high school programs abroad that combine community service with hands-on learning and adventure. With an emphasis on safety - outlined in Global Leadership Adventures' Five-point safety system - this organization sends thousands of travellers to nearly two dozen countries throughout Africa, Asia, Europe and Latin America every year.



Founded in 1984, [Raleigh International](#) offers volunteer programs for youth and young adults in Borneo, Nepal, Nicaragua, Costa Rica, and Tanzania. Programs focus on clean water and hygiene, sustainable use of natural resources, and community building. So far, 400,000 youth volunteers have travelled with Raleigh International, with another 800 expected to sign up this year.



Naturally Africa Volunteers (NAV) coordinates sustainable, community-centered projects throughout Kenya, South Africa, Malawi, Tanzania, Ghana , and Namibia. Their projects tend to run from two to twelve weeks and are perfect for volunteers who are seeking shorter term opportunities in Africa. Naturally Africa Volunteers seeks to solidify its change on two levels - by coordinating high-impact, well-researched volunteers programs and by supporting its international volunteers from the moment they join the project.



Global Volunteers

A pioneer of volunteer vacations organizations, Global Volunteers was founded in 1984 - that is, long before it was a trend. It has since been recruiting short-term volunteers for various projects overseas. The projects are for the benefit and welfare of children and youth all over the world.



HESTIA Czech Republic - (The Centre for Volunteering, z. ú.) is a non-profit organization with **more than 20 years of experience in volunteering**. HESTIA was founded in 1993. The mission is to promote and develop volunteering in Czech republic. Our target groups are: employees of non-profit organizations, social workers, youth and seniors interested in volunteering, students and scholars interested in research of volunteering in the Czech Republic. **HESTIA is a member of many international organizations and associations** like: Big Brothers, Big Sisters, International organization CEV or VOLONTEUROPE.



Bulgaria - National Alliance for Volunteer Action

foundation is an organization for public benefit. The mission of NAVA is to revive the tradition of volunteerism in Bulgaria and to improve the public's perception of volunteerism through organizing various initiatives, which include a large number of people from society, and promoting the values of volunteerism. Contact www.navabg.com to check the available opportunities for volunteering.



Caritas Italiana (Caritas Italy) was founded in 1971, answering the call of Paul VI to promote charity with a commitment to raising public awareness. It is a pastoral organisation of the Italian Bishop's Conference. It connects 220 diocesan Caritas, committed in their daily activities to support the most vulnerable people. Caritas Italiana is engaged in many areas including: peace, old and new forms of poverty, volunteering, civil service, immigration, mental health and homelessness. Caritas Italiana works as part of the Church to raise awareness on issues around charity, care for those in need and promote the importance of concrete actions for the poor.



Romania

International organizations: *Peace Corps, Voluntary Service Overseas, etc.,* place foreign volunteers in Romania.

International organizations with subsidiaries in Romania: *World Vision, Habitat for Humanity,* bring experience and expertise in the management of volunteering activities.

1997 – There appears the first volunteer centers with the support of the European Union are in the PHARE program, Pro Vobis department, the first independent volunteer center in Romania.

2001-International Year of Volunteering declared by the United Nations.

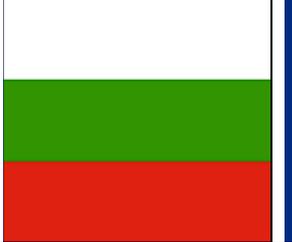
2002-New volunteer centers are set up in Constanta, Sighisoara, Zalau, Râmnicu Vâlcea, Turda, Iasi, Satu Mare, Jiu Valley, etc.

**And it was also decided that every year to be celebrated the
VOLUNTEER WEEK**

at a national level, through various activities in a variety of fields, among which can be mentioned:



4.4. Multilingual List of Basic Words and Expressions on “Soft Skills”.

 <u>ENGLISH</u>	 <u>CZECH</u>	 <u>ITALIAN</u>	 <u>BULGARIAN</u>	 <u>ROMANIAN</u>
Entrepreneur	Podnikatel	Imprenditore	Predpriemach	Antreprenor
Active listening	Aktivni poslech	Ascolto attivo	Aktivno slushane	Ascultare activa
Business knowledge	Podnikatelske know-how	Conoscenza del business	Biznes poznaniya	Cunostinte in afacere
Investment	Investice	Investimento sicuro	Pravilno investirane	Investitie
Leadership	Vedeni	Comando	Liderstvo	Lider
Take a risk	Riskovat	Rischiare	Poemane na risk	Asumarea riscurilor
Reserved attitude	Netecnost	Atteggiamento riservato	Premereno povedenie	Atitudine rezervata
To be on time	Dochvilnost	Essere in orario	Na vreme	Punctual
Responsibility	Zodpovednost	Responsabilità	Otgovornost	Responsabilitate
Respect	Respekt	Rispetto	Uvajenie	Respect
Personality	Osobnost	Personalità	Lichnost	Personalitate
Team work	Tymova prace	Gruppo di lavoro	Rabota v ekip	Lucru in echipa
Grooming	Pečovat o zevnějšek	Crescere	Vunshen vid	Aspect exterior
Adaptability	Přizpůsobivost	Adattabilità	Adaptivnost	Adaptare
Friendliness	Přátelskost	Amichevole	Uslujliv	Prietenos
Empathy	Empatie	Empatia	Empatiq	Empatic
Behavior	Chovani	Comportamento	Povedenie	Comportament
Decision making	Rozhodovani se	Prendere una decisione	Vzemanе na resheniya	A face o decisie
Confidence	Sebevedomost	Confidenza	uverenost	Confidentialitate
Negotiation	Vyjednavani	Negoziazione	pregovori	Negociere
United skills	Ucelene schopnosti	Requisiti	Obedineni umeniya	Abilitati unite
Solving problems	Reseni problemu	Risolvere problemi	Reshavane na problemi	Rezolvarea de probleme
Flexibility	Flexibilita	Flessibilità	Guvkavost	Flexibilitate
Enthusiasm	Entusiasmus	Entusiasmo	Entusiazum	Entusiasm
Learning by working	Uceni v praxi	Imparare lavorando	Nauchavane chrez rabota	A invata prin munca
Help people	Pomahani lidem	Aiutare le persone	Pomagane na horata	A ajuta oamenii
Politeness	Slusnost	Politica	Uctivost	Politete
Financial resources	Financni zdroje	Risorse finanziarie	Finansovi sredstva	Resurse financiare
Obstacles	Prekazky	Ostacoli	Prechki	Obstacole
Satisfaction	Uspokojeni	Soddisfazione	Udovletvorenje	Satisfactie
Listening	Poslouchani	Ascolto	Slushane	Ascultare

Organizing	Organizace	Organizzazione	Organizirane	Organizare
Discipline	Disciplina	Disciplina	Disciplina	Disciplina
Self control	Sebe kontrola	Autocontrollo	Samokontrol	Autocontrol
Team cooperation	Tymova kooperace	Collaborazione del team	Otborna pomosht	Cooperare in echipa
Innovational thinking	Inovacni mysleni	Idee innovative	Inovativno mislene	Gandire inovativa
Conflict control	Ovladani konfliktu	Controllo dei conflitti	Kontrolirane na konflikt	Controlul conflictelor
Punctuality	Dochvilnost	Puntualità	Tochnost	Punctualitate
Stress tolerance	Odolnost proti stresu	Tolleranza dello stress	Tolerirane na stres	Tolerant la stres
Sharing skills	Sdileni dovednosti	Condivisione delle qualità	Spodelqne na umeniq	A impartasi abilitatile
Communication	Komunikace	Comunicazione	obshtuvane	Comunicare
Ups and downs	Klady a zapory	Alti e bassi	Vuzhodi i spadove	Sus si jos
Self sacrifice	Sebeobetovani	Auto sacrificio	samojertva	Sacrificare
Manners	Chovani	Maniere	Obnoski	Maniere
Company statement	Vyjaadreni spolecnosti	Comando dell'azienda	Otchet	Declaratie de companie
Face to face communication	Z oci do oci	Comunicazione faccia a faccia	Obshtuvane lice v lice	Comunicare fata in fata
Limited liability company	Společnost s ručením omezeným	Compagnia a responsabilità limitata	EOD	Companie cu raspundere limitata
Limited partnership	Komanditni společnost	Partnership limitata	OOD	Parteneri limitati
Workbook	Pracovni prirucka	Lavoro	Uchebnik	Carte de munca
Self-improvement	Sebezlepsovani	Migliorarsi	Samousuvurshens tvane	Autoperfectionare
Planning in advance	Planovani na pred	Programmare in anticipo	Predvaritelno planuvane	A face planuri in avans
Commerce	Propagace	Commercio	Turgoviq	Comert
Sponsorship	Sponsorstvi	Sponsor	Sponsorstvo	Sponsor
Capital	Kapital	Capitale	Kapital	Capital
Co-worker	Spolupracovnik	Collaboratori	Kolegi	Colegi de munca
Workplace	Pracoviste	Posto di lavoro (ufficio)	Rabotno mqsto	Loc de munca
Hospitality	Pohostinnost	Ospitalità	Gostopriemnost	Ospitalitate
Meeting	Setkani	Incontro	Sreshta	Intalnire
Branch office	Pobočka	Filiale	Klon na firma	Filiala
Hard work	Tvrda prace	Lavoro duro	Usilena rabota	Munca grea
Persuasion	Presvedceni	Persuadere	Ubejdavane	Convingere
Compromise	Kompromis	Compromesso	Prave kompromis	Compromis
Resolving	Vyreseni	Risolvendo	Razreshavane	Rezolvare
Reason	Důvod	Ragione	Prichina	Sens
Loyalty	Lojalita	Lealtà	Loqlnost	Loialitate
Successful	Úspěšný	Successo	Uspeshen	Succes
Language matters	Jazykové záležitosti	Questione linguistica	Vuprosi na ezika	Probleme lingvistice
Eye contact	Oční kontakt	Contatto visivo	Ochen kontakt	Contact vizual

Honesty	Uprimnost	Onestà	Iskrenost	Onestitate
Impulsive	Impulzivni	Impulsivo	Impulsiven	Impulsiv
Helpful	Pomocny	Utile	Polezen	De ajutor
Equipment	Vybaveni	Equipaggio	Ekipirovka	Echipament
Health care	Zdravotnictvi	Cura di se stessi	Grija za zdraveto	Sanatate
Suggestion	Navrh	Suggerimenti	predlojeniç	Sugestii
Cultural expectations	Kulturni ocekavani	Culturali aspettative	Kulturni ochakvaniç	Experienta culturala
Market	Trh	Mercato	Pazar	Piata
Sector	Sektor	Settore	Oblast	Sector
Expertise	Specializovat se	Perizia	Ekspertiza	Expertiza
Superior	Nadrizeny	Superiore	Nachalnik	Superior
Culmination	Kulminace	Culmine	Kulminaciç	Culminant
First impression	První dojem	Prima impressione	Purvo vpechatlenie	Prima impresie
Ambitions	Ambice	Ambizione	ambiciya	Ambitie
Infrastructure	Infrastruktura	Infrastruttura	Infrastruktura	Infrastructura
Perfectionism	Perfekcionismus	Perfezionismo	Perfekcionizum	Perfetionism
Attention	Pozornost	Attenzione	Vnimanie	Atentie
Optimism	Optimismus	Ottimismo	Optimizum	Optimism
Persistence	Vytrvalost	Persistenza	Postoqnnost	Persistenta
Work for yourself	Pracovat pro sebe	Lavorare da soli	Rabota za sebe si	Sa lucrezi pentru tine
Posture	Postoj	Postura	Osanka	Postura
Mimics	Mimika	Copiare	Mimiki	Mimica
Handshake	Podání ruky	Stretta di mano	Zdravisvane	Strangere de mana
Gestures	Gesta	Gesto	Jestove	Gesturi
Haptics	Haptika	Del tatto	Obshtuvane chrez dokosvane	Haptice
Volunteering	Dobrovolnictví	Volontariato	Dobrovolstvane	Voluntariat
Analytic	Analytický	Analisi	Analitichnen	Analitic
Assertiveness	Asertivita	Sicuro di se	Otstoqvane	Asertivitate
Inquisitiveness	Zvědavý	Curiosità	Lyuboznatelnost	Curiozitate
Introvert	Introvert	Introverso	Introvert	Introvertit
Career	Kariéra	Carriera	Kariera	Cariera
Team skills	Týmové dovednosti	Requisiti del gruppo	Otborni umeniç	Abilitati de echipa
Safety	Bezpecnost	Sicurezza	Bezopasnost	Singuranta
Make it real	Zrealizovani	Rendendolo vero	Realizirane na neshto	Fa-l real
Using information	užívání informací	Uso di informazioni	Polzvine na danni	Afolosi informatia
Habit	Zvyk, návyk	Abitudini	Navici	Habitat
Members	Clenove	Membri	Chlenove	Membri
Nice atmosphere	Prijemna atmosfera	Area	Priçtna atmosfera	Atmosfera placuta
Areas	Oblasti	Bella atmosfera	Zoni	Spatiu
Propper speaking	Spravne vyjadrovani	Linguaggio corretto	Pravilno izkazvane	Vorbire corecta
Manager	Manazer	Manager	Menidjur	Meneger

5. QUIZZES, TESTS, GAMES, Etc.

5.1. How Assertive Are You?

Test yourself by Answering the statements using the following rating system:

1. Never 2. Rarely 3. Sometimes 4. Usually 5. Always

1. I can say no to high-pressure sales people _____
2. I can return defective merchandise to the store _____
3. I can speak out if someone butts in front of me in line _____
4. I can listen to someone point out a mistake I made without becoming defensive or upset _____
5. I can speak in front of a group without undue anxiety _____
6. I can complain about an unreasonable workload _____
7. I am able to negotiate salary increases, changes in job title or function _____
8. I can object when I feel I am being treated unfairly _____
9. I can stand up for my rights when someone in authority is rude or unreasonable _____
10. I can request the return of borrowed money or items without being apologetic _____
11. I can maintain my point of view in the face of a disagreement from an aggressive person _____
12. I can make my own decisions and feel good about them _____
13. When I need help or a favour from a friend, I can ask directly for what I want rather than using indirect means like hinting _____
14. I can make the first move towards beginning a friendship with someone I am getting to know _____
15. I can refuse to do something I don't feel like doing, without feeling guilty _____
16. I am able to openly express love and affection _____
17. I can ask my roommate/spouse to take on a fairer share of the household chores _____
18. I can say no to the demands of close friends and relatives that I do things their way _____
19. When someone does something that bothers me I am able to express my feelings _____
20. I can accept my own mistakes and imperfections _____

KEY - TOTAL SCORE (20 question)

Total your scores to assess how assertive you are in each area:

- 85 - 100 ... Assertive
- 70 - 85 ... Moderately Assertive
- 50 - 70 ... Inconsistently Assertive
- under 50 ... Need Practice



5.2. Quiz about: "Cultural Expectations in the Workplace"

(Circle T for True, F for False or Both in the column to the right)

1.	It is always preferable to maintain a serious facial expression when you work.	T/F
2.	When someone asks you if you want to go for coffee, it is wise to refuse because you want to continue to working through the break.	T/F
3.	If someone asks you "how's it going?", it is better to just reply "OK and continue with your work.	T/F
4.	It is quite acceptable to discuss family activities at work.	T/F
5.	You should never socialize with co-workers after work.	T/F
6.	If you are not of the same religious faith, you should never wish someone a happy religious festival e.g. "Merry Christmas."	T/F
7.	When introduced, shaking hands with your co-workers and superiors is a practiced workplace custom applicable to both men and women.	T/F
8.	It is perfectly acceptable to call the boss by his/her given name.	T/F
9.	You are not required to perform tasks that have not been specified in the job description.	T/F
10.	If a co-worker or superior asks you for your assistance, you should always try to be helpful as soon as possible.	T/F
11.	It is better to admit that you don't know how to do a particular task.	T/F
12.	Personal calls are acceptable at certain times of the day.	T/F
13.	It is understood in most workplaces that you don't openly gossip about co-workers.	T/F
14.	If you are working as part of a team, you should trust the other people on the team to do their share of the work.	T/F
15.	When the boss stops by your area, it is advisable to keep your head down and continue working until he/she leaves.	T/F
16.	You should always be willing to share your knowledge and expertise with co-workers.	T/F
17.	If someone corrects a mistake you made, you should thank him/her for it and not feel threatened.	T/F
18.	It is very important to be on time when attending meetings.	T/F
19.	You should always leave at quitting time whether or not your work is finished.	T/F
20.	If you are not sure about something at work, it is better to admit it and ask for clarification.	T/F
21.	It is better to be silent at meetings, even when you feel strongly about an issue.	T/F
22.	It is okay to offer suggestions to superiors.	T/F
23.	Before you complete any task, you should constantly ask your superior questions about procedures to be followed.	T/F
24.	You should never try to think of useful projects to do at work without being told to do so by your superior.	T/F
25.	It is better to schedule medical or dental appointments during work hours.	T/F

Answers to T/F Questions:

1. F, 2. T/F, 3. T/F, 4. T, 5. F, 6. F, 7. T, 8. T/F, 9. F, 10. T, 11. T, 12. T/F, 13. F, 14. T, 15. F, 16. T, 17. T, 18. T, 19. F, 20. T, 21. F, 22. T, 23. F, 24. F, 25. F

5.3. QUIZ - How well do you know the Czech Republic?



Choose the best option: a, b, or c

- 1. Which countries border the Czech Republic?**
 - a) Germany, Poland, Hungary, Austria
 - b) Austria, Slovakia, Poland, Germany
 - c) Slovakia, Poland, Ukraine, Germany

- 2. When did the country split to become the Czech Republic and Slovakia?**
 - a) 17th November 1989
 - b) 1st January 1993
 - c) 31st December 1990

- 3. Name the three colours of the Czech flag:**
 - a) blue, white, red
 - b) white, red, green
 - c) red, blue, green

- 4. How many inhabitants live in the CZ?**
 - a) 28 500 000
 - b) 10 550 000
 - c) 3 500 000

- 5. What is the currency of the Czech Republic?**
 - a) Czech koruna
 - b) Czech dollar
 - c) Czech pound

- 6. What's the name of the three parts of the CZ?**
 - a) Bavaria, Moravia, Silesia
 - b) Bohemia, Moravia, Slovenia
 - c) Bohemia, Moravia, Silesia

- 7. What is the highest mountain in the Czech Republic?**
 - a) Sněžka
 - b) Praděd
 - c) Říp

- 8. Who was the first president of the Czech Republic?**
 - a) Václav Havel
 - b) Eduard Beneš
 - c) Tomáš Garrigue Masaryk

- 9. Which “language family” does Czech belong to?**
 - a) Slavic
 - b) Germanic
 - c) Celtic

- 10. Who was the most famous and the most important king?**
 - a) Charles IV
 - b) Jan Hus
 - c) Rudolph II.

- 11. Jaromír Jagr is a World famous Czech sports hero. Which sport does he play?**
 - a) Football
 - b) Tennis
 - c) Ice hockey

- 12. Which type of cars are made in the Czech Republic?**
 - a) Škoda
 - b) Lada
 - c) Citroen

13. What is the best known Czech traditional meal?

- a) Hamburger and chips b) Chicken and rice c) Dumplings, pork, cabbage

14. What's the most popular drink in the CZ?

- a) Vodka b) Beer c) Red wine

15. Who is the most famous Czech composer?

- a) Bedřich Smetana
b) Ludwig van Bethowen
c) Pyotr Ilyich Tchaikovsky

16. Who painted The Slav Epic (Slovanská epopej)?

- a) Josef Mánes
b) Alfons Mucha
c) Mikoláš Aleš

17. Who invented the word „robot“?

- a) Karel Čapek
b) Josef Lada
c) Jan Neruda

18. Who won the Nobel Prize in Literature?

- a) Václav Havel b) Jaroslav Seifert c) Karel Hynek Mácha

19. Which of these crops is not grown in the Czech Republic?

- a) Potatoes b) Apples c) Rice

20. In which Czech city the film *JAMES BOND* was also filmed?

- a) Praha b) Brno c) Karlovy Vary



5.4. Questionnaire – Motivation of Volunteering and Volunteers



COLEGIUL TEHNIC "MIHAIL STURDZA",
IASI



Funded by the
Erasmus+ Programme
of the European Union

5-9. 06. 2017

Project title:

VOLUNTEERING AS A BENEFIT ENTREPRENEURSHIP

QUESTIONNAIRE ON MOTIVATION OF VOLUNTEERING AND VOLUNTEERS

Instructions

This questionnaire contains a list of statements that relate to your experiences as a volunteer. Please circle the number corresponding to the statement that is closest to you in response to each statement, using the scale below, 1 being "total disagreement" and 5 being "totally agreeable."

There are no right or wrong answers, but please complete just one answer for each statement and please answer all positions.

If you need to modify a response, make an "X" over the wrong answer and circle the correct answer

1 - Total disagreement (D)

School of origin:

2 - I do not agree (N)

3 – Not decided (I)

4 - I agree (A)

5 - Total agreement (T)

WHY DID YOU CHOOSE TO PARTICIPATE IN VOLUNTEERING ACTIVITIES?

		D	N	I	A	T
1.	Because I care about the less fortunate than me.					
2.	The appreciation from the organization / school, where I am a volunteer / pupil, is important to me.					
3.	I chose volunteering, because the social events I get through such activity are of interest to me.					
4.	I work as a volunteer, because I believe in the principle of how much you get so much.					
5.	I like to help people, because I was also helped in difficult situations.					

6.	I work as a volunteer, because I feel that volunteering is an experience that gives me positive feelings.						
7.	I work as a volunteer, because my friends volunteer.						
8.	I am a volunteer because I can build important working relationships.						
9.	I work as a volunteer, because they can learn more about the cause I'm volunteering for.						
10	I work as a volunteer, because volunteering helps me to have a soul in my heart, to help my poor people.						
11	I work as a volunteer because I am really worried about the group I serve.						
12	The social opportunities offered by the organization are important to me.						
13	Volunteering gives me the chance to try to make sure people do not go through what I've been through, or some of my knowledge.						
14	I work as a volunteer, because volunteering makes me feel better.						
15	I work voluntarily because I feel that volunteering is a way to build social networks.						
16	I often connect volunteer experiences with my personal life.						
17	I'm volunteering, because volunteering makes me feel important.						
18	I'm volunteering because the people I know share an interest in community service.						
19	I'm volunteer because I feel that volunteering will help me find out about employment opportunities.						
20	I'm a volunteer, because volunteer activity allows me to learn through practical experiences.						
21	I am a volunteer, because volunteering is a good opportunity to spend my spare time and my personal experiences with my fellows in difficulty.						
22	I'm volunteering, because I feel, it's important to help others.						
23	Volunteering gives me the way to make new friends.						
24	Volunteering helps me deal with some of my problems.						
25	Volunteering makes me feel good.						

.						
26	I am a volunteer, because others with whom I am in close relationship, focus on community work.					
27	I am a volunteer because volunteering gives me the opportunity to form new skills.					
28	I am a volunteer because I can learn how to deal with a wide variety of people.					
29	I'm volunteering, because no matter how bad I feel, volunteering helps me forget about it.					
30	I'm a volunteer because I'm doing something for a cause that's important to me.					
31	I'm doing volunteering because I can explore my strengths.					
32	I'm a volunteer, because volunteering, I feel less lonely.					
33	I am a volunteer, because volunteering helps me to spend my free time.					
34	I am volunteering because volunteering is an important activity for the people I know best.					
35	I have the initiative when some changes are needed in the organization of activities.					
36	I get better results when organizing and conducting an activity.					
37	I like to work in a united and harmonious college, willing to offer and get experience.					
38	I am pleased to assume responsibility for the organization of activities.					
39	Do you think there is any link between volunteering and personal / professional development?					

1.	The appreciation from the organization / school, where I am a volunteer / pupil, is important to me.					
1.	I chose volunteering, because the social events I get through such activity are of interest to me.					
4.	I work as a volunteer, because I believe in the principle of how much you get so much.					
5.	I like to help people, because I was also helped in difficult situations.					

5.5. QUIZ - How well do you know Italy?



Choose the best option: a, b, or c
5 points for each correct answer

1. Italy is the largest worldwide producer of which product? *

- A. Ravioli B. Wine C. Frozen pizza

2. Which city is known as Italy's fashion capital? *

- A. Venice B. Florence C. Milan

3. In Venice the law requires all gondolas to be painted in what colour? *

- A. Black B. Brown C. Red

4. Tomatoes originated in Italy and weren't used on American pizzas until the 1600s. *

- TRUE FALSE

5. What is the oldest institution in Italy? *

- A. Textile factory B. University C. Primary school

6. A man can be arrested in Italy for wearing what type of clothing? *

- A. Open button-down shirt B. Lady's shoes C. Skirt

7. How many independent states are there inside of Italy? *

- A. 1 B. 2 C. 3

8. Italy is slightly larger than which American state? *

- A. Texas B. Wyoming C. Arizona

9. Which instruments were created in Italy? *

- A. Piano B. Harp C. Organ

10. The Italian flag was inspired by which country? *

- A. Switzerland B. France C. Denmark

11. Which famous children's story was written by an Italian? *

- A. Hansel and Gretel B. Pinocchio C. The Little Mermaid

12. How many regions are there in Italy? *

- A. 27 B. 20 C. 25

13. Which is the most practiced sport? *

- A. Tennis B. Soccer C. Golf

14. In which city is St. Peter's Basilica? *

- A. Rome B. Turin C. Milan

15. In Europe, where is Italy located? *

- A. In the north B. In the centre C. In the south

16. What colours form the Italian flag? *

- A. Green, red and white B. Red, white and green C. Green, white and red

17. In which Italian city can you find the famous "Uffizi Gallery"?

- A. Florence B. Venice C. Rome

18. What is the major religion in Italy? *

- A. Protestantism B. Roman Catholicism C. Judaism

19. What does "Ciao" mean? *

- A. Goodnight B. Hello C. I'm fine

20. What type of government does Italy have? *

- A. Republic B. Monarchy C. Anarchy



5.6 Entrepreneur - How to create a team

Questions

1. Draw a map of your country and point your home town.	2. Write your name ordered in alphabet.
3. Write a list with the first 3 digits of your phone numbers and sum them.	4. Draw the rain bow colours.
5. Draw a flower with as many blossoms as the number of the members of your team.	6. Write your favourite animals beginning with the smallest one.
7. Write your favourite place for holiday in your country.	8. Draw a pizza with a number of pieces as the number of your group and write your favourite sauce for it.



5.7 Drama Game: Toilet Paper Icebreaker

Social and business gatherings can be awkward at first, especially if participants don't know each other. Icebreaker games can help a host solve that problem and motivate guests to break through their initial social fears, leading to a productive meeting or event. Try this **toilet paper game** to grease the social wheels.

Type: Warm-up, Ensemble Building, Number of players unlimited.

Purpose: A fun, simple way to help a new group get familiar with each other. You will need little preparation. Just grab a full roll of soft toilet paper from the bathroom, and then:



Procedure:

1. Have the group sit or stand in a circle.
2. Take the roll of toilet paper. Tell the students/players you are going to pass it around the circle, and they can take off as many or as few sheets as they like.
3. After the roll has gone all the way around the circle the game starts. Each player counts the number of sheets that he/she has grabbed and then tells the group as many pieces of information about himself/herself as the number of toilet paper sheets they have in their hands.
4. EXAMPLE: If Jane took five sheets, then:
 - Hi, I am Jane. I am glad to be a part of the Erasmus+ project.
 - My favourite subject at school is Math and I adore my class teacher.
 - In my free time I like reading books and walking with my dog, named Sammy.
 - This summer I am going on holidays with my parents to Hawaii.
 - I'm really afraid of snakes.
5. Not only will the group learn from the information each participants' shares, but you will also learn personalities based on who took a lot of sheets and who tore off only a few.
6. OPTION: Afterwards, everyone throws their sheet into the centre. This represents all the new information we now know about each other.

6. STUDENTS PRESENTATIONS

Students participating in the Erasmus+ project are actively taking part in all the activities – preparing presentations about the school, city, country, educational system, topics related to entrepreneurship, interactive games, quizzes, updating the Erasmus corner at school, etc. They are also assisting their teachers at all stages of the project work.

All the materials including presentations, videos, interviews with entrepreneurs, quizzes, games, etc are uploaded on our Facebook, Google drive, and eTwinning platform. **In the following there is a list of some of them.**

- **Bulgarian students**

- **Soft skills**


What-are-soft-business-skills.pptx

- **Types of conflicts and how to solve them**


Conflicts_ENG.pptx

- **Manager for a day**


Manager- for a- day.pptx

- **Business incubator**


Business incubator.pptx

- **Volunteering activities**


Volunteering activities.pptx

- **Teamwork**


Teamwork.pptx

- **Business in Bulgaria**


Business-in-Bulgaria.pptx

- **To be successful in business**


Erasmus+ To be successful in Business.mp4

- **First year Erasmus+ project presentations**


First-year-Erasmus-project-ready.pptx

- **Czech students**

- Czech School presentation



Czech School Presentation About our School.pptx

- Development of Interpersonal Skills



Development of Interpersonal Skills.pptx

- Doing business in Czech Republic



Doing business in Czech Republic.pptx

- Erasmus+ activity



ERASMUS+activity.pptx

- Preparation for Business Incubator



Preparation for Business incubator.pptx

- Self reflection



Self reflection.pptx

- Entrepreneur



Entrepreneur.pptx

- Communication skills



Communication skills .pptx

- **Italian students**

- Travel Guide about Italy



Travel Guide - Italy.pptx

- Interview of an Entrepreneur



Interview - Italy.mp4

- Forming a team



FORMING A TEAM.pptx

- **Romanian students**

- Romania – A Pitoresque Country



PPT ROMANIA TRADUS (1).pptx

- Volunteering



7. ERASMUS+ OTHER ACTIVITIES BY OUR STUDENTS

a) Volunteering activities of Bulgarian students

- **Christmas Bazar**

The annual charity Christmas bazaar was held in The Specialized Secondary School of Maths and Science “Academic Professor Doctor Asen Zlatarov Botevgrad” at the end of December 2016. The students made delicious pastries, cakes and decorations, which they sold at the bazaar. The collected money was given for charity.



• Charity concert “A Song for the Good”

“A Song for the Good” was a continuation of the Christmas volunteering activities in our school. Present and ex-students showed their talents - they sang songs and danced. The collected money was also given for charity.



• Waste paper collection

The campaign to collect wasted paper was organized by the students for the 6th year.



- **Painting the walls in our school**

Another students' volunteering activity was painting and decorating the walls in our school.



- **Reading fairy tales in the kindergarten**

Volunteers from our school visited the local kindergartens where they took part in "Reading Marathon 2017". They read some interesting fairy tales to the little kids.



b) Volunteering activities of Romanian students

- **A volunteering activity for older people**



- **A volunteering activity for people with disabilities in March 2017 - Iasi**



c) Czech students activities

- **Interview with a businessman at our school**



- **Preparation for student exchange meeting**



- **Students presenting their Handbook at the College of International and Public Relations, Prague**



8. REFERENCES

Literature references:

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