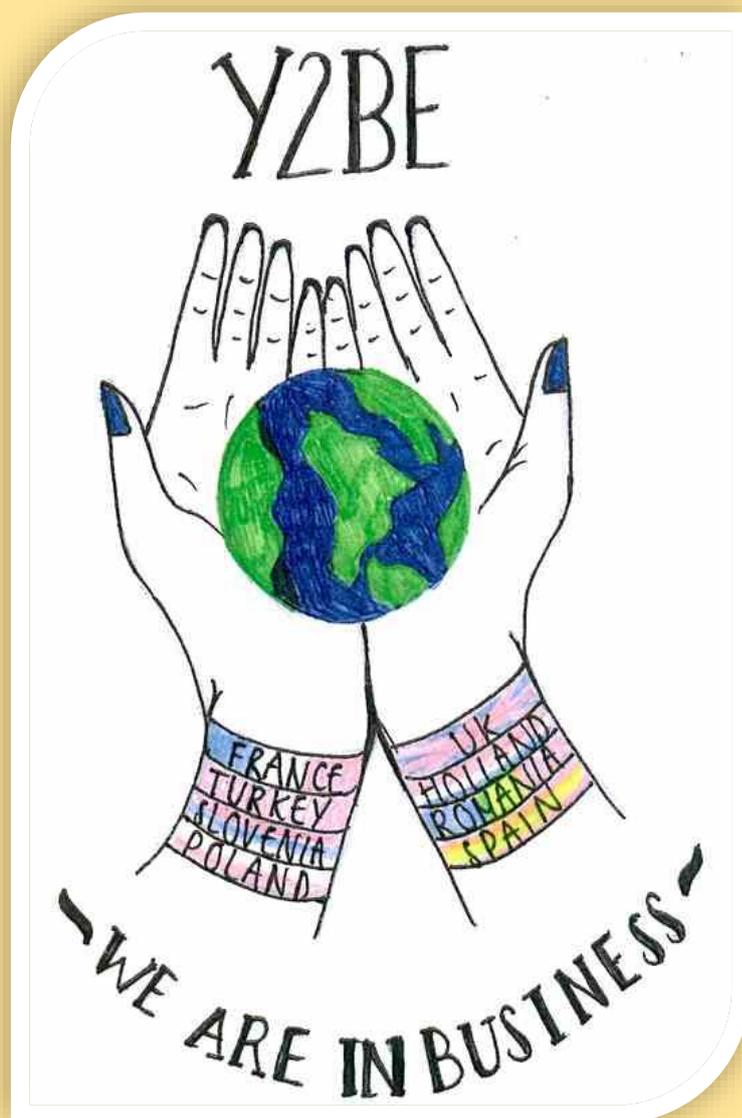


# Y2BE



Erasmus+

## Youth To Business Enterprise



e-magazine

issue 3

## Fifth mobility - Świącany, Poland - 5th to 9 June 2017

From 5<sup>th</sup> to 9<sup>th</sup> June 2017 Zespół Szkół Publicznych in Świącany hosted the fifth mobility within "Youth to Business Enterprise" Erasmus+ project. Its main topic was product finance. Each local partner school has already created their product or service that they intend to introduce to the market. This time the participants learned how to calculate the cost of their creation so that they could break-even and start making money. By participating in educational activities, they learned about various economic concepts and factors affecting the final price of the product. Some of these activities were prepared in cooperation with the Vocational High School (Wyższa Szkoła Zawodowa) in Nowy Sącz who organised workshops on product finance and negotiation. Thanks to the courtesy of the management of the following companies, the partners were able to visit the plants of Vortumnus, Nowy Styl and Balticwood. In Vortumnus we attended practical workshops on certain products fabrication. Nowy Styl showed us their modern facilities and the showroom, where we learned how the company creates new products and launches them to the market. Similarly, Balticwood showed the cycle of creating their floor panels.

The hosts also included some entertainment combined with gathering practical information. A visit to "Energylandia" allowed the partner school from Slovenia to learn about the methods of financing of the constantly growing Polish amusement park. The Slovenian partners intend to "virtually" create an amusement park in their country within the project.

At the end of the project activities partners could attend a facultative educational trip to the former German Nazi Concentration Camp Auschwitz-Birkenau.



## Students testimonies from fifth mobility - Świącany, Poland

### Experience Poland

The trip started at Schiphol. All packed we left our family and started the journey. I figured out that I really don't like travelling by airplane. It made me sick and I was a little bit scared but I survived. After the two flights, we went to the small town by car.

When we arrived in the small town I thought it looked a little bit like Holland. When we drove a little deeper in town, it was the opposite. There were hills, bad roads and everyone was driving a car instead of a bike. My host, Ola, picked me up at the carpark and brought me home.

A little later I stepped into my host's house. I was introduced to the parents, who didn't speak English at all, and to the dog. The minute I got there I got a welcoming feeling. They were so nice and wanted to do everything to satisfy me. The first dinner was something like we have in Holland. Meat, potatoes and vegetables.



The next day we had to present our plans and listen to some other presentations. It wasn't very interesting because we couldn't follow what he was saying because he was talking fast.

In the days after Monday I met some new people. The boy next door became my 2<sup>nd</sup> host because my host had to work when I was doing things with Erasmus. The boy next door, named Konrad, was one of the nicest persons I have met in Poland. He was asking all day if I was alright or needed anything and he was really funny and happy with us being around.

He liked Carlijn so we did some things together after the program with Erasmus. In the evenings we mostly met other people from the project and ate some pizza or drank something. I liked that part of the day because you didn't have to pay attention to something and just have fun.

On Wednesday we went to visit the amusement park Energylandia. For all the other people it was very special but for us, not really. There were some interesting attractions but not better than we have here in Holland. It was some people's first time in a rollercoaster. It was really funny to hear them scream and have fun.



The next day we went to visit some companies. This was interesting because we could really see what is in factory's. But sometimes we had to wait a really long time before we could do something so that was a little bit boring. Between two companies the Polish teacher decided to get an ice cream in a small town. It was really nice and I liked the small town. There were a lot of old and beautiful buildings around the square we were sitting at. A few hours later we were all invited to a school dance. The whole school from the project was there and it was really nice. There was a lot of dancing and meeting other people. For example all of Ola's and Konrad's friends who visited the dance for a while. I really liked the evening.

Friday was the official last day of the project. We did some work on our finances of our product and presented it to the rest of the students. After that we got a certificate and a lot of photos of each other. Konrad and Ola planned something for me in the afternoon. We went to this climbing park with some friends of them. Unfortunately, I couldn't go into the trees because of my knee but I really enjoyed looking at the other people being scared and struggling to reach the other side. When everybody was finished we went back to Ola's home. Her parents had prepared a really nice BBQ with all of our friends and their hosts. There was a French girl, a French boy, a Turkish boy and there was me. It was really nice and I really had one of the greatest nights in my life with them. They were al so welcoming and nice. We were staying up till late and had a lot of fun.

The last day in Poland was impressive. First, I had to say goodbye to Ola and her family. She couldn't come with us to Auschwitz because she had to work but Konrad did. Her family said that they loved me and they really want me to visit them again. Ola was even crying the whole time I was saying goodbye.

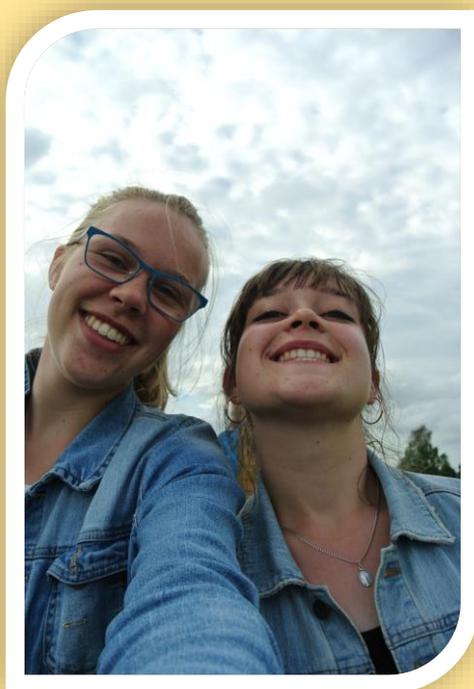
When we arrived at Auschwitz the mood was instantly serious. It was a little bit rainy and the light was grey so the atmosphere was really how it should be. Serious and sad. The first trip was very heavy. You could see all kind of things and we heard all kind of story's. The most touching piece was for me the room with all the hair. It was a really big room filled with real hair what was shaved in the time of the second world war. I got tears in my eyes when I saw it and it really did something to my stomach. I can't describe the feeling that you get in there. It is unreal.

The second part was less heavy. It was mostly in the open air and it was harder to imagine there what happened in that part of the camp. I am glad that we visited Auschwitz.

And then it was time to say goodbye to everyone and head to the hotel we were sleeping in that night.

It was a really great experience and I learned a lot about Poland. I had a great time and made a lot of new friends, who I still have contact with.

I didn't want to leave, but when I saw my parents and friends again at the airport, I was happy that I was home.



On Sunday we arrived at the school in Święcany. It was around 2:30 PM and my host, Ania Jasiczek was waiting for me at the school. She is really nice and er parents were too.

On Monday we went to the school. First we had the presentations from the different countrys. From the presentations we learned what for products each country has and how they are going to put it on the market. After the marketing presentations we were split into 4 groups. We had to go to a computer lab in the school and there we had to think about what the costs are for a Nike shoe. After that we had to chearch the costs on the internet. When we had the costs we went back to the aula to presentate our results. Almost all the results were different because it was so difficult to find the costs on the internet. After the lunch we went home and a hour later we went to a Horse Stud. I didn't know what a Horse Stud was and I still don't know because we were too late so the guided tour was already finished. After we ate something we had a disco.

On Tuesday we had to be at the school first and from there we went to a bigger school. At the bigger school we had a presentation/workshop from a professor. It was really fun because the class was split in 2 and then you had to find someone from the other side of the class to discuss what the price would be for bread, bread rolls and for doughnuts but the left side of the classrooms were bakers and the right side were the sellers. The bakers and the sellers both had to make as much profit as they could so they had to discuss a letter without knowing what the price was on the other's paper. For the bakers A was the best but for the sellers U was the best so they had to find a letter they both wanted. On the end you had to calculate your profit and then we had to look who had the most profit. I hadn't the best profit but I learned how I can discuss with people in the smartest way so I make more profit. After the professor's speech we had workshops. In the workshop you learned to calculate something with costs, profit and the money that you made.

On Thursday we visited 3 factories; a factory where they make office furniture, a factory where they make wooden floors and a food factory where they make things like jam and candy. It was really interesting because we saw all the machines and I had never seen that before. I think the food factory was the most interesting because you could see the foods being transformed to things in bottles. When we came home again we had 3 or 4 hours to make us ready for the disco we had at 6.

On Friday we had a lesson about the break-even point in the school. After the lesson we had to go in national teams and think about what all the loss would be to put our product on the market and think when we will achieve our break-even point. After we calculated it, Sophie and Lotte presented it because every country had to give a presentation about it. What I learned from this is how to calculate the break-even point when you only have a product and how to make a presentation from it in a really short time. After that we made pictures because it was the last day all together. In the evening we went to a campfire with some people, but mostly I talked with my new friends from Slovenia.

On Saturday we went to Auschwitz. We didn't learned so much about it what had to do something with the Erasmus + project but we learned so much about what happened there in the second world war and it was super impressive. After Auschwitz we ate something with the English and then dropped them off at the airport. Then we drove from the airport to the hotel and we been to a restaurant to drink something together. After that we bought some food for Sunday morning and then we went to bed.



On Sunday we had to wake up early because we had to be in the lobby at 4:15 AM. At 9:35 AM we arrived at Schiphol airport.

Lise Zijp

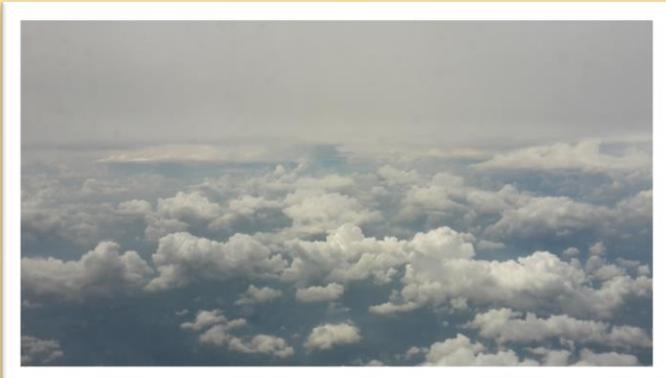
Sunday 4 June

We had to get up really early and head to the airport. At 08:16 I arrived at the Schiphol airport. We checked in our luggage, got our boarding passes and walked to the gate. At 09:50 we got on the plane and flew to Warsaw. In Warsaw we needed to wait for our plane to Krakow.

When we landed, we drove for over two hours to the school in Swiecany. Our host was there waiting for us. My counterpart's name was Paulina. She was glad to see us and then we drove to her house.

But it was a short drive because it was only 300 meters away. Wow! I already learned that Polish people drive everywhere – even if it's only a couple of meters down the road!

The rest of the day we spent with Paulina's friends walking around her neighbourhood and the local environment. But at some point we needed to go back because there was a storm coming up.



**A memorial for a plane crash (top politicians and advisors to Kaczyński were killed 2010 )**

Monday 5 June

We had to be at school at 09:00

In school we had a welcome presentation. After the presentation Paulina and her friends guided us through the school. Their school is so different than ours in The Netherlands. It is way smaller and the classes are divided differently. Their High School and junior high are combined. Polish children go to school when they are six years old and graduate when they are fifteen.

In the afternoon we went to visit some stables where they have a horse breeding programme. There were some problems so the bus stopped for over an hour because some people from different countries forgot to change Euros into Zlotys (Polish money). Because of that we arrived an hour later than they had planned to and we missed the guided tour. There was no possibility to give us an extra tour. I learned that sometimes being disorganised can have a big impact on a wider group of people. We went inside for dinner. After that we went outside to the playground. It was hilarious. My friends came up with the strangest ideas for posing for photos. But not all of their ideas were worth sharing... We also made a group photo. But not everyone is on it.

After that we had a barbeque.

The definition of barbeque in Poland is very different than the definition of a bbq in The Netherlands. In The Netherlands a barbeque is with bread, a salad and lots of meat. Sometimes four or five different kinds.

When you barbeque in Poland, you cook a sausage (*kielbasa*) above the fire on a long stick or skewer and eat it with some bread. There is no grill.



Then we all went inside for the disco.

At 22:17 we arrived back at school. Paulina's dad picked us up and we headed back to Paulina's house (which was 300 meters away). It's so funny. In Poland they even go to school with the car while it's only 300 meters away. Here in The Netherlands I have to cycle to school for over 9 km.

Tuesday 6 June

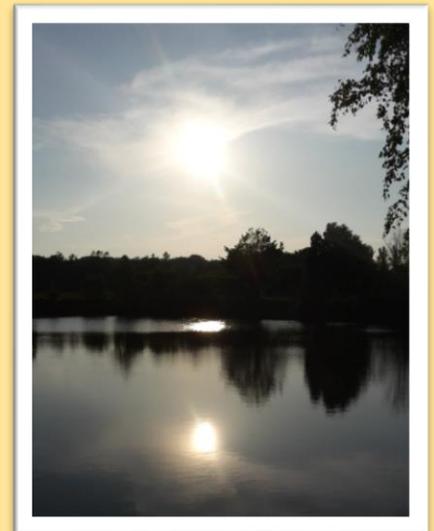
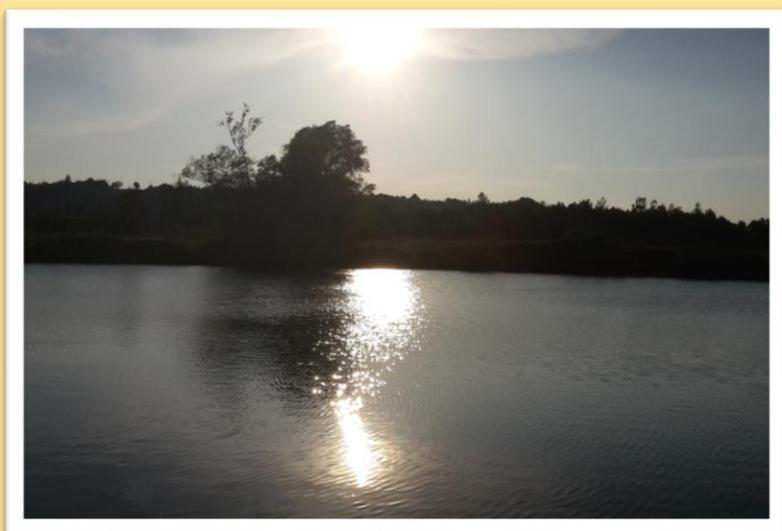
We went to an university. At the university we had two workshops. One about negotiating. And one about economics. After the two workshop we made another group photo.

Then we went to a shopping mall. In the shopping mall we could walk everywhere where we wanted to. We just had to be back at the entrance at 16:00.

Back at school we went to Paulina's. We drove with the car to a restaurant. Her dad dropped us there and went back home. We went for a little hike with some other hosts and their exchange student guests. We walked to some really awesome mini lakes.

When we were back at the restaurant we ate pizza. They made way too much pizza, so every minute they walked by and they litterally shoved it on our plates.

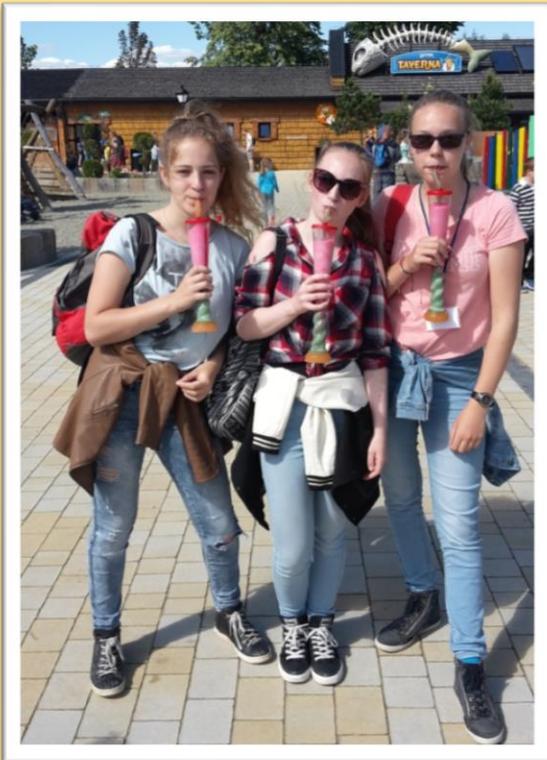
Then we went back to Paulina's.



Wednesday 7 June

Today we went to a theme park. We were free to do whatever we wanted to and we could walk around as we liked. We just had to be back at the entrance at 16:00. We had so much fun. My friend didn't really like theme parks or roller coasters so she just waited the whole day while we were in the roller coasters. We thought that it was so sad that she was hanging around doing nothing so we decided to drag her in to the wild water attraction. It was the only attraction she did that day and she got all wet.

Back at the entrance, a girl got stung on her ankle by some kind of insect. She had to go to the first aid department and that took a while. Back on the bus on our way to school, we needed to stop at the hospital for her ankle. We waited there for an hour before we continued our trip. A while later we needed to stop again because they had to get medicine at the pharmacy.



The trip from the theme park to school was planned for three and a half hours. Instead it took six hours.

I learned that despite the fact you may have planned the time so well, you can still be late for something or have things terribly delayed because of surprises.

Thursday 8 June

Today we went to some companies and local businesses.

At 09:04 we arrived at the first company. It was a company where they made office supplies. I didn't really like this company. The guide walked too fast, so when he paused to explain something, not everybody was ready. He especially didn't give enough explanation about how the different machines worked. After that we had some time left, so we went for an ice cream at 11:20 in the morning. The next business was a company where they made flooring. This company was really interesting. We could see the different steps in the production process and we got a good explanation of the various machines and how they worked.

Then we went to a restaurant for dinner. When everyone was finished we went to a food factory. We got a guided tour and after the guided tour you could make your own sweets. Those sweets were way too sweet for me. Polish people are used to different kinds of flavours and what Dutch people might find too sweet, they just consider average.

Back at school, we went back to our host families and at 18:00 you had be back at school for the disco.

My friend and I were confused because everyone was sent outside and we wondered what was going on. Well apparently someone broke a window.



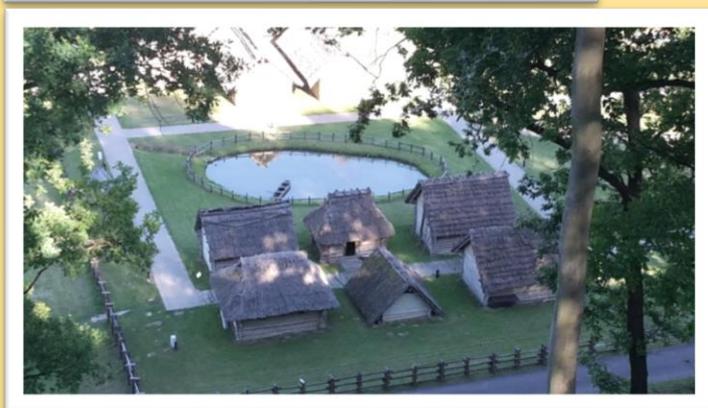
Friday 9 June



At school we had a presentation about a break-even point. This is a concept in economics. Then we needed to calculate our own break-even point and give a presentation about our calculation.

After the presentations, we had a closing ceremony and we had to fill in a survey.

At Paulina's we ate lunch and we went to a history museum.



After the museum we went to a friend of Paulina's. We had a barbeque and sat around the campfire playing the guitar.

The Polish people are so kind and generous.

I learned that the symbol of hospitality is food. The Polish host/ hostess will never leave you to sit there with an empty plate. They will fill it again, even if you already said for over five times you don't have to eat anymore.

Saturday 10 June

Today we went to Auschwitz. A Nazi camp designed to exterminate the Jews and others.

This place made me think a lot. It made me realise what kind of awful things a human can do to another living creature. We had to drive for four hours to Auschwitz. It was really interesting but also really sad.

We were divided in different groups. We walked through the camp and some people started crying. I was one of them. One person walked around the camp as a zombie. He was shaking on his legs and it seemed like he could fall through his legs at any second.



Entrance gate back then



Entrance gate now (First tree on the right has been there all these years)

In the bunkers the rooms were made to look just like they did during the war. There were beds, tables and even suitcases from the soldiers who lived there.

There was a room filled with hair of the people who were exterminated. The room was filled from the floor to the ceiling with hair and that was the only thing in the room.

There was also a room with shoes. Just like the room with the hair. It was filled from the floor to the ceiling. There were thousands of them.



After the first part of Auschwitz we went to a second camp. Some people couldn't handle the first camp, so they stayed in the bus. The second camp was so big. The bunkers were really small. Smaller than a normal house. In those bunkers were 180 beds, with 5 to 6 people in one bed. That is 900 to 1200 people in one small little bunker. My whole school (1100 students) could fit in there.



It felt really strange to walk around in this camp because all those other people walked here 75 years ago. Our guide told us about the selection process dividing the prisoners between life and death. It took place only 30 meters behind us. It was really easy.

Thumb to the left: You have to work in the camp

Thumb to the right: You're going straight to the gas chambers; straight to your death.

Without any respect they lead these people to into their death.

It felt so real when I heard what our guide said about this. It felt like all those souls of these people were floating around this camp; around us.



The whole day we stayed in Auschwitz.

After Auschwitz we made another group photo and said goodbye to each other. This was the last time we could see our host families. One bus went to school and the other bus with the Dutch and the English people went to the airport. On our way to the airport we decided to eat somewhere. So we went to a restaurant nearby the airport. We dropped the English people at the airport and went to a hotel. We unpacked our bags and went to a café to drink something with the whole Dutch team. At 00:15 we went to bed.

Sunday 11 June

At 03:10 the alarm clock went. We only had three hours of sleep. We weren't even tired. At 04:12 we went to the airport. At 05:20, we checked in and went on the plane. At 09:31 we landed at Schiphol.

The first thing I noticed was my mother yelling my name. Of course everyone stared at me. I was no longer anonymous. I spoke the language and understood everything around me on the signs. On my way home I realised that the Netherlands is way more luxurious than Poland. We all drive expensive cars, whereas in Poland they drive in cars which could be 15 years old or older.

Our cities and villages are more crowded than in Poland. In the Netherlands there is no space between the houses. Holland is small. Poland is big. In Poland there is so much space between the houses that you can build an extra garage in between.

We were back in The Netherlands after a trip of six and a half hours! The only thing I had to do was drive home for another one and a half hours. It was a long day.

## The evaluation of the exchange project in Poland by Vera Bos

### Sunday, 4 June 2017

It was a long journey to Święcany. The flight and the change of flight went very well and while we had the two hours bus tour to the school I enjoyed the view. We had a lovely welcome from the Polish girls and boys. Dagmara, the girl who was my host and Carlijn's host, was very sweet. She showed us a town nearby and told us things about herself and the surroundings.



### Monday, 5 June

We went to the school and we, and the other countries, showed our presentations. It was interesting, but it took a bit long. Then we had a long bus ride to visit a horse stud. I was very disappointed when I heard that the tour on the horse stud was cancelled, because we had so much delay. We had much fun on the playground and the barbeque was delicious. The disco was very fun as well.



### Tuesday, 6 June

We went to a professional High School in Nowy Sacz. It was very interesting and fun to bargain with each other and learn how to get the highest profit. The shopping centre was very nice. When we got back, we went for a walk through the hills with other people from the exchange project and ate pizza. After that we had an improvised disco, it was very fun!

### Wednesday, 7 June

This day was amazing. We had a three hours bus tour to Energylandia. It was a very long distance, but I thought it was worth it. I thought the time we had in the park was too short, but maybe that was because we had so much fun.

### Thursday, 8 June

We visited different companies. One company was more interesting than the other. I thought the food processing company was the most interesting, because of the bites we've made and the tour in de fabric was very cool. The tours took not too long, but the English from the guides was not too well. The restaurant where we had dinner that day was very beautiful. The disco was very fun. It was nice that the people outside the exchange project were also allowed to come.



### Friday, 9 June

We made and held a presentation about our product and the finances. I thought it was hard, a bit boring and we hadn't a lot of time, so the answers weren't quite right. After the presentations we had a typically Polish dish at Dagmara's house. It was delicious. Then we went to a town nearby, climbed a tower and visited a local museum. That was very nice. In the evening we went to a barbeque with some other people from the exchange project, it was very fun and the view was amazing.

## Saturday, 10 June and Sunday, 11 June

We went to Auschwitz. It was very impressive and I will never forget what I have seen. The tour took long, but not too long. After that we said goodbye to everyone, we went with a bus to a hotel nearby the airport. The next morning we flew back to the Netherlands and while we did the most of us slept or took a rest from the amazing days we had.

### Conclusion

I thought it was a memorable week. I have met amazing new people and I have made friends. The distances we had to make were very long so that was something to get used to. I have seen beautiful places in Poland and I have learned many things, like Polish words, food and history. Dagmara was very kind and spoke English very well. We had enough food and I have enjoyed the trips.

Thank you for this amazing week!!



## Y2BE and The Jean Drouant high school, hospitality and catering school of Paris

### Poland, June 2017

The French team has been really enthusiastic about the Y2BE Erasmus + project.

Students have already learned a lot about Entrepreneurship.

In Poland they have learnt about FINANCE.

The team was composed of 5 students : Safi, Salomé, Benoît, Juan and Stefan, and two teachers : Mrs Brena and Mrs Cormier.

Here are the students's testimonials:

In Poland we visited factories and we had finance courses in a University. We had maths classes. We talk about the break-even point. One of the funniest activities was Energylandia, an amusement park, it was really great and fun. Also the "disco" was fun as well. My favorite activities was the amusement park. I really enjoyed going on the rides with all my new European friends.

The family was very welcoming and my host was really friendly. I had no problems with the family ; I felt at home with them. The only differences were that they drink more sparkling water than still water and in the restaurant you have to ask for bread. I would recommend to everyone Erasmus trips because there are a lot of good points: You upgrade your English, you meet so many amazing people! , **Stefan**.

“ In Poland we have studied on the finances to be able to finance our product. We visited companies of furniture, another one that produces processed food made of fruit, and an amusement park (Energy landia). I liked the food factory because we could see the manufacture of what we eat in our everyday life. What I preferred was the workshop: we made many cookies and sweets, it was fun and very good ! The family that welcomed me are very friendly, they always think about doing anything possible to be nice, they were great ! What surprised me the most was the food and the landscapes ; they are so beautiful ! Also that in Poland students spend more time with their family and friends than in Paris, they play outside whereas in Paris it is necessary to work all the time and sometimes we do not have time to go out with friends or family My general impression is that we have learned new things, new places, new friends . The Poles are very open and friendly, all they like to share with people from abroad, we have enjoyed everything, I would encourage my friends to travel with Erasmus in order for them to know new places, new families, new friends because one can't lose occasions like these. You learn so much in a week! It is an incredible experience.” **Juan**

«In Poland we had some finances and marketing lessons ( around 3 hours ) and we did some business exercise with someone who's the seller and the other who's the buyer .We went to a mall, but we didn't have a lot of time, so I did not spend too much money. We also went to Energylandia which is an amusement park and it was really fun because of their high and fast ride and it was really sunny so we spent a really good time. We did some barbecue parties with all the people and I really enjoyed them because I never did this before and we can't really do that in Paris because we don't have gardens so it's a little bit complicated. We danced and sang which was were pretty cool. We had a little walk next to a Lake where we had a beautiful view and took some pictures.I liked speaking English, meeting people, and making new friends. My Polish family was so welcoming, nice, and fun ! They told me a little about the history of Poland, they were laughing with me, we learned and taught each other some words in our own languages. I really miss my host family a lot !! Actually, Polish people eat every 2 hours but in France we just eat 3 times per day so that was really surprising. So I really enjoyed my stay, I had a really lovely family, the weather was great , we did a lot of different things which were really great and fun.I really recommend Erasmus trips to my schoolmates because it's a chance to meet new people , to travel , and to discover another country and its history. »

**Salomé**



**The students during visit to a wooden floor company**

### **A UNIQUE POLISH EXPERIENCE**

The beginning of my experience in the Erasmus project was very exciting. Together with my colleagues, I stepped into the land of a country called Poland. When I entered the country the first impression was full of new things and visions. The meeting with partners who were looking forward to welcoming us went through how it could not do better.

On the first day of school we all met and made the week we spend to be as beautiful as possible. In the following days I visited various places like Energy Landia, Auschwitz, a university, factories and others that I was pleasantly impressed with. I have learned many interesting things about finance, how to cover the costs of business and how to share interesting ideas. I took part I many workshops and I found these very interesting.

On the last day, when the return time, each one of us had tears in our eyes and we were very sad because we became friends and we did not want to return home.

The ERASMUS project is a unique experience where you can test your limits, redefine your horizons and rediscover, make new friends in all corners of the world and travel.

Numitan Mihaela, Romania

### Erasmus+ Y2BE, Poland 2017

How should I start?

Is there, anywhere, a perfect beginning? Hm... I don't think so. So I will start chronologically with the journey to Poland which was long but enchanting. I was amazed by the view. Just green nature, silence and for a few and fast minutes "city" noise. Then green again.

I was very excited about the week that I would spend it in Świącany and it wasn't because I was going to another country, it was just about one beautiful human that I met a year ago at the meeting from my own country. Then I was the host and she was the new member of my family for a week. After that week we were in touch. It wasn't two days without a little "How are you?" or "Today everything was boring." She became one of my best friends and I couldn't wait to see her again so when I arrived at her school I just jumped from the minibus, I hugged her for a while and then I met her wonderful family that made me feel like home for my entire stay in Poland.

It was a perfect week for me and for my colleagues. We met a lot of people, we saw beautiful places and we learned important things about our business, like **prices, negotiation and the breakeven-point**. We laughed, we enjoyed the sun, we delighted ourselves with history, we danced, we took a lot of photos, we made new true friends from the countries that were involved in the project, we cried a little at the end and we said to each other "Till I see you again!" not "Goodbye."



It was a very unexpected week for me because I never thought that I was going to enjoy it that much. It's true, I didn't know what to expect and I didn't hope for something special but in the end I was impressed. There are no words through I could describe my thoughts and feelings about the meeting from Poland. I was charmed by everything and I will repeat this experience anytime, all over again.

-Diana Rebenciuc, Romania-

- 1- the trip was weary long and tiring but it was fun Because we were traveling abroad with my friends
- 2- first day of school we present our project I think it's was good but talking on front of to many people it's a little hard in horse farm we touched them and fondle them and they quite lovely and for business we sawed different idea and we learned to many things about horse after we had a party in party we had a chance to know each other that way in the future we are more sincere

3-in university we took a lesson and after that we made a deal with people as an education in this way we learned negotiations in lessons they teach us how much a product cost and how it's calculated end of the lesson we back to school and my host family took me a some place for the view on the road we talked with each other and knew each other better

4-and best day of week we went to Energylandia we had a wonderful time and we eat something from Spain  
5-and end of the week I was sad because in a short time everyone will go to home and this great weekend will end and afternoon in the climb I had a wonderful time we try to reach end of the park it was a different experience

6-in Auschwitz I learn to many things about Nazi and their crimes when I was walked inside of the buildings I felt too bad because maybe we are just walked but to many people suffered over there and some nazi doctors made terrible experiments on baby's and when I heard that I feel very bad How a person can do something like that

7-At the end of the week the separation was a bit difficult and sad, but it was nice to be back home

**Enes, Turkey**

It was very tiring trip and when we arrived there. I hadn't been tired anymore.

DAY 1

After all the presentation, we listened to other presentations and made our own presentation. We went to horse stable and i had a disco with other nationalities and it was exciting disco. After then we went back home and fell asleep.

DAY 2

We went to the university and we learned some subjects about economics. We learned how to calculate finance percentage and we had lesson there three hours. We had a workout about economics and after the university we went to the shopping center and had got free time there. We traveled a lot and we ate our lunch there. After that we went back to school and from there we went back home. I went asleep.

DAY 3

We had breakfast with my host family and we went to school and waited the bus to go to Energylandia. We had a long trip to Energylandia and it was a very long trip to Energylandia. It was one of my best days in Poland. It took close to 4 hours to spend time in Energylandia . After that we went back home and i conversated with my friends and i fell asleep.

DAY 4

I had a breakfast. After my breakfast i went to school and we waited the bus to go to factories. We went to the bus. First we went to the food factory and learned how food there was made. We made dessert for our own and we had an open bufee at Vortumnus factory. After that we went to Furniture company and learned information about furniture there. And wer went to woodcutting factory and learned a lot about wood materials and furnitures. Then we went back to school and had a party there at school.It was a crazy party and very amazing.

DAY 5

We woke up early and went to school. We made our last presentation and made our survey . After the survey we made a closing up ceremony and went back home. We had free and after some free time. We had a barbeque and we were by a host family's home. Then we went back home and went asleep.

DAY 6

We went to Auswitze and we had a long trip to the camp i got impressed and i was very anxious about that place and it was very sad to see that place. Then after a long trip we i went back home and had a shower and went asleep.

DAY 7

I woke up in the morning and had breakfast. I prepared my suitcase and then we drank some coffe with my host family and conversated together. Then we ate our lunch as chicken after then we went to school and our trip began back to Turkey.

**Esma, Turkey**

Our mobility to Poland was very exciting and beautiful. We had a very exhausting trip . we went 4 hour with shuttle to Antalya airport. Then we switched planes from İstanbul to Slovakia and at night close to 23.00 o'clock we arrived to Swiecany with shuttle. When we arrived to Swiecany the host families met us warm hearted and went to their home.

#### DAY ONE

I had my first breakfast by my host family. We had a presentation at school and all other nationalities had different subjects for their presentation. It was interesting to listen to different subjects from different nationalities. After school we went to Horse stable and we had a barbeque and a party there. Then we went back.

#### DAY TWO

We went to the University in Krakow and we learned how to calculate financial percentage and how to sell your product with a period of price and with that we learned how to sell your product by interesting your customer with a period of price. Then we went to shopping center with everybody and had free time together. We ate there our lunch and then we went back home and after a little nap we gathered by a cafe and we had a party there too. I left early and with my host we had a barbeque by her neighbour. Then at night i went back home and had a shower. After shower i gave my host family my present. They got very happy and After then i went asleep.

#### DAY THREE

We wake up in the morning and we went to Energylandia. We had a very long trip by bus to Energylandia. We had a good conversation in the bus with other Project mates and it was very fun and exciting. It was one of the best days we had in Poland. We entered lot of attractions and we had our lunch as fries with drink and after Energylandia we had a long trip back to school and our host families picked us up and went back home.

#### DAY FOUR

We went to school and after school we went to Vortumnus Food factory and we learned how cake marmelat and how food was produced in factories. We had a open bufee in the factory and we could eat freely what we wanted and it was quiet delicious and fun. After the vortumnus factory we went to a restaurant and we had all together lunch there , as menu we had soup and rice with chicken meat as lunch. after the lunch, we went to the furniture company and we went to woodcutting factory, we learned how the product were made and with which countries they sell their product . It was a interesting education for us. After the factories we had at night party at school and we ate pizza at school. It was the best day ever. After the party we went back home and we rest.

#### DAY FIVE

Everybody made their last presentation. We learned how to equate the cost with revenue to break even. After the presentation we made our survey and we made a closing ceremony and we received our certificates for entering Poland mobility at school. After then we went to the tower in swiecany . we at there ice cream and had a view on the tower. After we had some spare time with our hosts. We went to tree climbing and we had there lot of fun and we became very tired after the tree climbing we came back home and i had a shower and went asleep.

#### DAY SIX

We waked up ealy in the morning and went to Auswitz camp and learned a lot about second world war history and it was very sad to see that museum and camp how people died there i became very unhappy that day. It was a long tiring day and we had a long day back to school. When we were under way at school we ate at Mcdonalds and continued our way back to school and host family picked us up and went back home. After i went home i prepared my suitcase and i became impressed and began to cry. I liked the mobility so much that don't wanted to leave Poland. After i finished preparing my suitcase i went asleep.

#### DAY SEVEN

We had free time at home. I was with my host first at home, i said goodbye to my host family and we went with my host outside and he took me into car and traveled a bit with car in Swiecany . After that we picked

up One of my team member and his host. After we picked them up we went to city center together and we ate ice cream all together. After we had free time we went back home and i cleaned my host room family and i got present from my host family and began to say farewell to them and went to school to enter our shuttle to Kosice airport. We cried all together and left Swiecany with a very sad shape.

After we had a very long trip to Turkey. I was very tired and sad because i shall never forget this mobility to Poland. It was exciting and the best mobility ever. I thank the whole Polish members and the host families for watching over us. Thank you very much. I miss you all...

Sertaç



The trip was very tiring but it was very exciting.

#### DAY 1

Meeting new people was for me exciting. We listened to other presentations and made our own presentation. We went to horse stable and i had a disco with other nationalities and it was exciting disco. After then we went back home and fell asleep.

#### DAY 2

We went to the university and we learned some subjects about economics. We learned how to calculate finance percentage and we had lesson there three hours. We had a workout about economics and after the university we went to the shopping center and had got free time there. We traveled a lot and we ate our lunch there. After that we went back to school and from there we went back home. Because of getting tired i had a shower and went asleep.

#### DAY 3

We had breakfast with my host family and we went to school and waited the bus to go to Energylandia. We had a long trip to Energylandia and it was a very long trip to Energylandia. It was one of my best days in Poland. It took close to 4 hours to spend time in Energylandia . After that we went back home and i conversated with my friends and i fell asleep.

#### DAY 4

I had a breakfast. After my breakfast i went to school and we waited the bus to go to factories. We went to the bus. First we went to the food factory and learned how food there was made. We made dessert for our own and we had an open bufee at Vortumnus factory. After that we went to Furniture company and learned information about furniture there. And wer went to woodcutting factory and learned a lot about wood materials and furnitures. Then we went back to school and had a party there at school. This party was the best party and had all fun together.

#### DAY 5

We woke up early and went to school. We made our last presentation and made our survey . After the survey we made a closing up ceremony and went back home. We had good time with our host families it was nice to converseate with different people.

#### DAY 6

We went to Auswitze and we had a long trip to the camp i got impressed and i was very anxious about that place and it was very sad to see that place. Then after a long trip we i went back home and had a shower and went asleep.

#### DAY 7

Waking up in the morning was very difficult because it was our last day. We ate our lunch with my family after then i prepared my suitcase then we went to school and when i said goodbye to my host family i didn't felt myself so good. Everybody cried a lot and it was a very hard time for us and we didn't want to leave that place. It was a very beautiful week for us. I love you all , thanks for everything and i miss you all...

Firdevs, Turkey

It was a tiring and long trip. When we went to Swiecany we met the host family warm hearted and then i went home, had a shower made a conversation and went asleep.

#### DAY 1

I was very anxious to meet new people at school. When i went to school i wasn't anymore shy , we listened to other presentations and made our own presentation. We went to horse stable and i had a disco with other nationalities and it was exciting disco. After then we went back home and fell asleep.

#### DAY 2

We went to the university and we learned some subjects about economics. We learned how to calculate finance precentage and we had lesson there three hours. We had a workout about economics and after the university we went to the shopping center and had got free time there. We traveled a lot and we ate our lunch there. After that we went back to school and from there we went back home. I had a shower and i fell asleep.

#### DAY 3

We had breakfast with my host family and we went to school and waited the bus to go to Energylandia. We had a long trip to Energylandia and it was a very long trip to Energylandia. It was one of my best days in Poland. It took close to 4 hours to spend time in Energylandia . After that we went back home and i conversated with my friends and i fell asleep.

#### DAY 4

I had a breakfast. After my breakfast i went to school and we waited the bus to go to factories. We went to the bus. First we went to the food factory and learned how food there was made. We made dessert for our own and we had an open bufee at Vortumnus factory. After that we went to Furniture company and learned information about furniture there. And wer went to woodcutting factory and learned a lot about wood materials and furnitures. Then we went back to school and had a party there at school. It was a crazy party and very amazing.

## DAY 5

We woke up early and went to school. We made our last presentation and made our survey . After the survey we made a closing up ceremony and went back home. We had free and after some free time the brother of my host came and brought us to the city center and we went to the museum. After the museum we went to the tower and after the tower we went tree climbing. It was exciting and fun. Then we went back home.

## DAY 6

We went to Auswitze and we had a long trip to the camp i got impressed and i was very anxious about that place and it was very sad to see that place. Then after a long trip we i went back home and had a shower and went asleep.

## DAY 7

I woke up in the morning and i made my breakfast with my host family. I talked a bit with my host. I traveled with her Whole Swiecany and we went to other host. We went to one of our team member's host and went back home. After that we gathered with other hosts and traveled to the city center. In the city center we ate ice cream and spend our last time there and went back to our village. We ate our lunch with the whole Host family then i prepared my suitcase and went to school. We cried a lot and we didn't want to leave the village. We had a tiring trip back to Turkey and it was the best week i ever had, Thank you.

Furkan, Turkey

## Erasmus+ Y2BE Finance teams visit Poland

Y2BE Finance teams visited their Polish partner school in Swiecany, a small town in a picturesque region of southern Poland. This was mobility no. 5, after previous visits to Netherlands, Romania, Spain and France. After being trained on aspects of marketing in Paris last March, the Y2BE Marketing teams had prepared a Marketing Plan for their their business plans. This was presented to all partners on the first day, before than launching into intense training about financial matters of the business. The activities included a day of workshops at Nowy Sacz Economics University, visits to a number of local businesses, talks by professionals, training sessions in school etc. Throughout the week, Y2BE teams of students approached every activity with high levels of enthusiasm, dedication and maturity. This enabled them to tackle some academically challenging tasks, in an area of business that requires a great deal of understanding of micro-economic concepts. On the last day they managed to prepare detailed finance plans for their products or services, which they presented with confidence to the rest of the teams.

On the way back, we visited Auschwitz concentration camp. As one of our students put it, this was 'a really good horrible experience'! In spite of some very upsetting stories and scenes which caused a lot of emotional upheavals and outbursts of crying, the students persevered on visiting every part of the camp.

This is what some of the students had to say about the visit:

Avni Aliaj

Y2BE Project Coordinator

Kevin Akassou Yr10

In May I was lucky enough to be selected to be a part of the Y2BE NTA Finance Team travelling to Poland to represent Nightingale Academy.

On our first day in Poland we had to present the marketing plan for our product *HeatGale* to a large audience with students and teachers from 7 other countries: France, Poland, Romania, Slovenia, Holland, Spain and Turkey.



During the visit to a university and learned various techniques and ways to do business. During one activity we were divided into two teams Sellers and Bakers and were given a task to do. Our task was to make the most profit as possible as a baker or a seller by doing business with someone of the opposite team and getting them to agree to buy our products at a price which would benefit us more. I personally did quite well and made some of the highest profits, during which I learned more about the importance of communication skills during business deals.

After our first exercise we were taught about finance and how to work out costs of products or services. This exercise mostly consisted of simple maths such as division and multiplication but was also a great experience for us as it taught us more about calculating costs of productions in a business.

During our trip we also visited a number companies and was told a bit about their businesses and how they produce their products and things like who they sell most of their stock to, or where most of their materials come from and things related to their business such as: the businesses founders, the history of the business and the businesses annual income. In all the businesses we visited most of the work was done by machines and a small percentage of the work put into the production was of the worked there. The workers were mostly there to supervise the machinery as it does its job which shows us how advanced technology has become in the past few years.

On the last day we had to use the knowledge gained during the week to prepare a finance plan for our business, *HeatGale*, which we then presented to the rest of our partner teams. We had to work out the breakeven point, which turned out to be more complicated than initially thought, although we managed to work well as a team on a tight schedule and prepare the presentation which I presented with Bailey.



Ilhan Mohamed Yr9

The aim of this trip was to present *HeatGale's* marketing plan and then learn about the financial aspects of the business. Through a number of activities and visits to local businesses we learned what it takes to run a business and all the costs we have to consider and plan for.

During the visits to some local businesses we were told inspiring real success stories about how modest business startups ended up running big companies worth millions, how the products are actually made and how the companies originally started off with a small amount of money.

On Friday we had the chance to show what we had learned and come up with the correct amount of prices to for our product to reach the break-even point, which is when there is no loss or profit made and the total revenue adds up to the total costs. Establishing a break-even point helps a business make a plan of the level of production where you can gain profit.

One of the most memorable experiences for me was the Saturday visit to the former Nazi concentration camp, Auschwitz. We were told horrible stories about how Jews, gypsies, people with disabilities etc from



all over Europe were made to gather in one place and were put through horrible torture before being gassed and then burnt. There were specific camps established according to the physical condition of the prisoner. In some camps women were experimented on which would result to trauma, permanent disability or death. The people with good physical conditions (mostly men) were made to work whilst women and children were sent straight to death. We visited Birkenau, the biggest part of Auschwitz, which was shown to be attempted to be destroyed by Nazis to clear evidence before the liberation.

In conclusion, this visit was an unforgettable experience for us for so many reasons. In addition we made new friends from different countries and had an amazing time.

Bailey Domin Yr10

I was part of the Nightingale Academy Erasmus trip to Poland, the trip was focused on business and more specifically starting up a business for a product designed by the previous team that went to Spain. The first business based thing we did was show our presentation to the other people taking part. The product we were advertising is a compressed top worn during exercise that has heat sensitive dye which changes colour in alignment with the amount of pressure being applied with every muscle used. The trip started off very fun and easy because everyone wanted to talk to each other and nobody was scared to socialise which made working together a lot easier and enjoyable. Having the party was a very good idea since it forced us all to be in a small space and inherently become friends with one-another. Next we went to a university and took part in workshops where we had to imitate bakers selling our product and we had to make a deal that both of us could agree on. In this I managed to have the best profit to deal ratio as I was very persuasive and well-spoken so people trusted my logic. Afterwards we sat in classes where a teacher described the idea of direct and indirect costs for companies and how much things should cost. This was followed by an exercise where as a team we had to work out how much it would cost to produce and sell a product using the methods they gave us.



I'm not very experienced with the technical side of business but what we focused on a lot was more logic and mathematical ideas where I am very useful in and played a big part in helping the group progress more easily. Finding out the production cost and profit for Nike's Air Max 1 was very helpful because it gave me a vague idea of what kind of profit we would need to be making and what is a good amount of profit. But the most useful part of the trip was learning about the idea of a breakeven point in which you needed to make losses to end up making gains and that just made all of what we did make so much sense and I can already tell that it will help me in the future because it is a very smart way of looking at deals and the long term money making.

Katie Frost Yr9

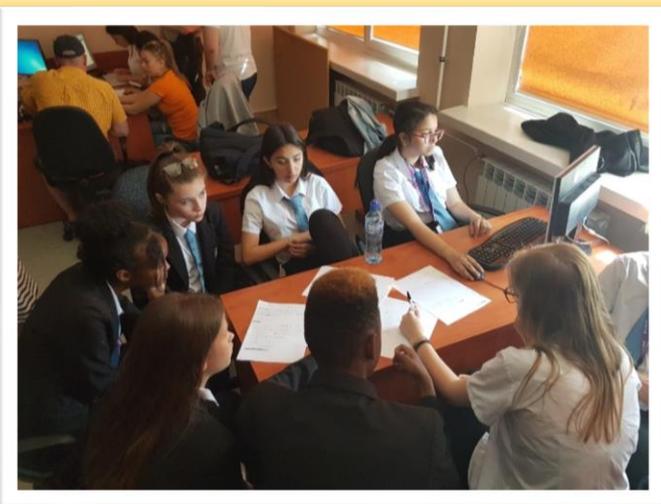
The Erasmus+ trip to Poland was an amazing learning experience, as we learnt to have a better understanding of the finance aspect of a business. I felt very proud to be part of the team representing both Nightingale Academy and England.

After presenting our plan on how to promote HeatGale, we started learning about how to calculate the costs involved in the production of the product in order to make a decision about its price. We went to an Economics university to do a workshop based on profits. It was interesting to have an insight to how people make money, and we even had to have a go at interacting with the other students on the trip to see if we could make 'profit' of each other, this was done by having half bakers and half sellers and you had to walk around and try to get the most profit possible by convincing people to buy it at your offered price (negotiation).

We visited a number of other businesses and had a chance to talk to business professionals.

On Friday, when we went to school we worked on finding out prices as our product also required a lot of research to have a rough understanding of the kind of costs we have to consider before deciding on the price.

I am very happy to have been part of this trip.



Claudia Vaduva Yr10

I have fortunate enough to be selected as part of the Erasmus trip to Poland, representing the United Kingdom team to market our product. What is different from the last trip to France is that this time, instead of living in a hotel for a whole week, we stayed with a host family. My host family was so welcoming and lovely, that I nearly thought I was still in my own home from the first day.

On Monday - first day of school, we all gave a quick presentation on our up-to-date product/service to the audience which were the other seven countries being a part of this project. Our product is a top worn during exercise to help workout specific muscle groups like

chest, biceps, triceps and the abdomen. Next, we visited a horse stud in *Regietow*, discussing how the horses are sold and how they were and still are used for filming movies. Later that day, we all had a disco party, which made it easier to "break the ice" with everyone from the other countries.

On Tuesday we visited a Professional High School in Nowy Sacz. One of the activities the lecturer gave us was by dividing us into two groups and we had to start negotiating. Afterwards, we were sent into different classrooms where some teachers would talk about the different costs of marketing. We also had some mathematical activities on the costs of different varieties of products/services.

Wednesday wasn't a business day, but a long day spent as a break. We went to a place called "Energylandia" which is a gigantic theme park.

On Thursday we visited three factories. First one was a wood factory where we got a lot of information about what kind of wood they use, why they use it more than other kind of woods and how much they use to create furniture. Second factory was also a wood factory. Last but not least, the third factory was a factory that made marmalade. They explained about what type of fruit they use and what machines they used to

create that marmalade. Also, they talked about what temperature they used to continue their processes as well as where they store it. Lastly, they gave each and one of us a jar full of marmalade.

Friday was the last day spent with our hosts, as well as all the other students from the other countries. We had our last meeting in the school's aula, where the Polish school's head teacher had his last lecture. We all got our certificates and some prizes from the school itself then took some pictures together. We ended the day by spending our time with our hosts and we decided that a trip to a park would be nice.

Last day in Poland was spent in Auschwitz. It was a really bad time going through there but also a great way of ending our trip. Straight after that we went to the airport.

Greta Burdaite Y9

I was part of the group that represented Nightingale Academy during the visit to Poland, from the 4<sup>th</sup> until 10<sup>th</sup> of June.

The aim of the trip was to first present our marketing plan for the *HeatGale* compressed top, NTA Y2BE's very own invention. This consisted of an upbeat video advert NTA students had prepared and a number of other promotional ideas. During the rest of the week we learned about how to calculate costs, how companies make profit and how they operate. To achieve this, we visited various companies and attended workshops to learn about finance, production and marketing.

My favourite part of the trip, was on Thursday, whilst visiting the various companies, because we got to learn in detail about the different stages of production and how much effort goes into making a single product, as this helped to put everything into context for our own product.

Julia Nycz Yr10



During my trip to Świącany in Poland, I had a lot of fun meeting new people and learning new languages. One of the most memorable events for me was when we went to a University in Nowy Sącz and we learnt about economics and I was given the really difficult task to translate from Polish to English on behalf of the professors. This was extremely hard since a lot of the words they were using I had difficulty understanding, although I did my best and managed to somehow translate well enough for everyone to understand.

The visits to a number of companies during the week made us understand a lot about the world of business and manufacturing.

Friday we spent at the school and worked there in our national teams. We learned about finances and the break-even point which is when the total revenue exactly matches the total costs and the business is not making a profit or a loss, each of the teams had to figure out the breakeven point for the product they have come up with and why. After finding out the breakeven and all the needed statistics for our products, we all went and presented it in front of the other groups.

Overall, I think that this trip not only has been a lot of fun whilst meeting people who you could stay friends with forever, but we also learnt some pretty amazing stuff: for example how to negotiate and how to make a breakeven chart. This experience has not only taught me a lot about the financial aspects of a business, it also taught me that in a span of 6 days, you can make really good, long lasting friendships.

## Sixth mobility - Karaman, Turkey - 9th to 13 October 2017

The main theme of the mobility was sales. First, all the teams presented their finance reports and then we continued with sales which is another important aspect of a business. We had some workshops and a university lecture about the topic. Students also implemented that into practice - they had to buy apples at the local market and had to bargain for the price. Then they also had to buy and sell local bagels called simit. The week has finished with presentations about what have they learned. During the week students and teachers had a chance to not only learn but to see Turkish business idea in reality. They took us to Ermenek lake where next to an old and mysterious town there's already a prototype of their boat built. Well done Turkey. ;-)

Some of the teams ended this amazing week visiting Cappadocia - a land of peace and beauty. It was breath-taking to see the nature, we felt like in a fairytale. Thanks to our hosts we had a great week and we saw the definition of hospitality.



## **Students testimonies from sixth mobility - Karaman, Turkey - 9th to 13 October 2017**

*October 9th - 13th*

Monday : Every land gave an presentation about there product and the benefits of it, that day we went to a market and we bought apples. we were separated in seven groups and the group which bought the cheapest but also most beautiful apples won. We went down the market and asked some prices but they were to expensive but the third man would give his apples much cheaper and we were able to bargain the price so we got them even cheaper. our group didn't win although we had one of the cheapest apples but we didn't win because the outside of the apples were really bad. so that day we learnt how to bargain a price and we learnt that the outside of the apples is important to.

Tuesday: we went to visit a factory in the morning a helva factory it was really delicious and it is made by machines. it was a tiny factory and next to the factory the shop of the factory was and it was also really tiny. they gave us to taste two boxes of helva which is kind of compared to a box of hay but only is helva delicious and edible, but that was a smart move because everybody tasted it and they found it so delicious that they bought a lot.

Wednesday: In the morning we went to a bagel shop and again we bargained the price and we got fifteen bagels for really cheap. Then we went to a private school and we tried to sell the bagels, our group tried really hard by screaming about our bagels and give our bagels for a lower price than the other group next to us still the other group was earlier sold out and made more money. because they didn't use the screaming but they gave by every bagel one hand of candy's and a plate for the bagels. so we learnt that if you want to sell a product it is smart to give something for free within. In the afternoon we went to visit a university where we learnt a lot about selling a product and presentate a product cause people don't care about of what the product is made or the history of the product no you have to tell the people how they become if they use your product. like the game mario where mario eats a flower and than become super mario that is what the people want to hear. The last thing we did that day before the big party was going to a cookie factory, the man gave us a tour around it and told us that we were allowed to eat everything and as much as we wanted to ofcourse nobody ate like 100 cookies because after ten cookies you feel like you had enough. we also were not allowed to make pictures because the competitor could see those pictures and could see how they make there cookies and copy it. it is good for the consumer if they copy it because that would mean cheaper cookies because this 'new' way could be better and maybe cheaper for the company so they can sell there product for less and when that happens the competitor maybe also lowers there price.

Thursday : we went on a really big ship in the morning and we had a lot of fun by the end of the day we went to a restaurant and had a delicious meal, for me this day was the best day because the ship tour around the beautiful sea was really nice.

Friday : on Friday which was our last day because our plane left that night we had to give a presentation about selling a product and buying a product, in the presentation we put from everyday the point of what we learnt. out of the other presentation I learnt that not only telling of how you become whit the product is important but also decoration is important and to put on your biggest smile and be really confident about your product and just sell it.

Eline van de Voort

### **Monday 09-10-2017**

We started the week with an opening ritual in front of the school. Everybody stood in line and sang the national anthem. After which the program for the week started. There was an opening ceremony and a tour through the school. In the afternoon there was a challenge to buy apples. On the local market we were given the assignment to buy two kilos of apples for the lowest price. The normal price of one kilo of apples was two liras so, we did well when we got our two kilos of apples for two liras. Later that afternoon we visited a typical Turkish house.

### **Tuesday 10-10-2017**

Today we went to Ermenek, a five hours drive by bus from Karaman. In Ermenek we visited a factory where they make helva. Helva is a typical Turkish sweet a bit like nougat. During a tour through the factory they showed us how they produce helva and we got to taste some of it. Ermenek is positioned at a lake where we did a boat tour in the afternoon.



### **Wednesday 11-10-2017**

Today we were given the assignment to buy bagels for the lowest price and after that sell them for the most so we have the highest margin. We had to perform this task with mixed groups having people from all participating countries in the group. First of all, at the bakery we had to negotiate the price of the bagels. The normal price was fifteen bagels for fifteen liras. After negotiating we got fifteen bagels for 9,70 liras. The next thing we had to do was to sell the bagels at a designated school. In our case this was the Karaman Lisesi, the school where we were the hole time. We sold the bagels in front of the school at breakfast time during the break. We sold all the bagels for forty-four liras. The margin was 34,30 liras. After we sold the bagels we went to the university for a presentation about how to sell your product. I personally learnt that it is important to prepare how to sell your product and also understood the importance of a good presentation of the product. In the afternoon we went to the Şimşek factory where they make pastries and chocolate. At first we got a presentation about the factory after which we got a tour through the factory. At the end we got the opportunity to taste all the chocolate and cake.



### **Thursday 12-10-2017**

Today we had the hole day a yacht tour at the sea. It was a very nice tour and we saw a lot of the beautiful nature and blue sea of Turkey. The boat tour itself had nothing to do with the subject of the week: buying and selling but was a very nice event to get to know each other better.



**Friday 13-10-2017**

Today we had to do our presentation of the Cycle Basics app. Most of the groups did this already on Monday but because we were not prepared we did the presentation on Friday. Besides the presentation about our Cycle Basics app we also had to present what we learnt during the week. The presentations about our learnings of the week were done with the groups as organized when buying and selling the bagels earlier in the week. In the afternoon we had free time and we went shopping with the Dutch girls and their hosts. Later in the afternoon we went to Go Kart with all the Dutch people, their hosts and some other Turkish people. In the evening we had to go back to The Netherlands. After an emotional goodbye we left by bus for the five-hour trip to the airport.

It was a very nice week and I enjoyed it very much!

Annick van Tilburg, The Netherlands, Pallas Athene College

**Monday 9-10-2017**

At 9am in the morning a welcome ceremony was held. The head of the school and the English teacher talked about how happy they were that we were joining them for this week. They continued with explaining about how the week would look like.

After the ceremony was done we and the other countries went to see the whole school. Our tour guide was called Sertac and he was almost fluent in English so we could understand it well. The classrooms and school looked a bit different than here in the Netherlands. After the school tour every country was going to present her project. This project was developed since the beginning of Erasmus.

After all of this was done we went to see the beautiful city a Karaman and a museum. Before we went to see the city we were divided into mixed groups with people from different countries. This was needed for the "sale workshop". We were sent to a bazaar where we had to buy the cheapest, sweetest and shiniest apple. Our group did not win.



**Tuesday 10-10-2017**

We left early with the bus to go to a city called Ermenek. We had to travel for a really long time because the bus had problems with the engine. We went to see how Helva is made, we also got to try how it tasted this was similar to peanut butter. Helva is traditional food in Turkey.

In the afternoon we went to a lake. We had lunch and were visited by political people from Ermenek. The original plan was that the mayor would visit us but he was sick. We had a boat trip from 30 minutes on the lake it was very beautiful and I enjoyed it a lot. At the end of this amazing day we went to a Turkish restaurant with really good food.



Wednesday 11-10-2017

In the morning we had another sales assignment with our group. We went to a bagel store and tried to get 15 bagels for a cheaper price. After all the groups bought bagels we were sent to different schools to actually sell them. My group was sent to a private school. It was really fun because my group screamed a lot of things in Turkish. We also earned a lot of money and actually won the competition.

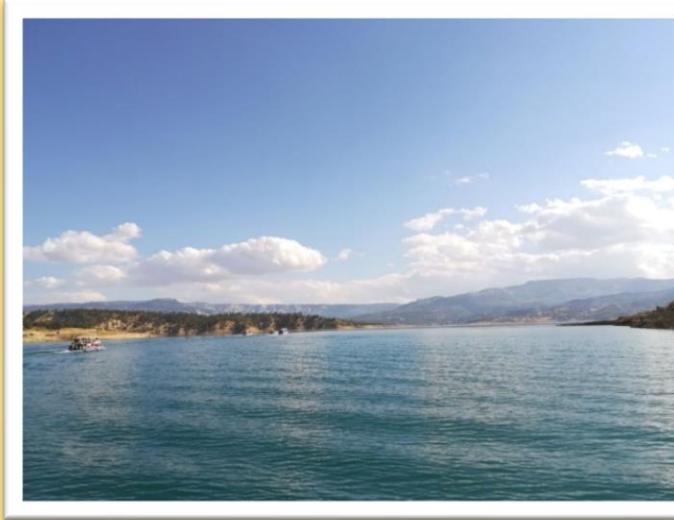
Around 11am we took the bus to the university because one of the teachers was going to give a college about sales. It was very interesting and I actually learned something more about sales. We had lunch at the school and then left for a visit to the cookie factory. The man who was giving us a introduction was really funny and kind, he also told us to eat as much as we wanted. A lot of people actually had pain in their belly from eating so much cookies and sweets.....

At night we had a huge party in a hotel. We could dance and sing a lot and it was so much fun, so it was really sad that it ended early because we needed to leave at 6am in the morning the next day.



Tuesday 12-10-2017

We left early so we could have breakfast on our trip to the boat. We stopped like 15 minutes away from the restaurant so we had to walk. The view was really beautiful and we had a nice breakfast. We arrived at the port and got inside the boat. We stayed on the boat for a really long time. We had 4 stops on the sea so we could swim. We also played some mini games on the boat and had a soap party. After our boat trip we went to a restaurant and ate Turkish pizzas.



Friday 13-10-2017

It was the last day so we made a presentation about what we did this week. We got together with our groups and had about 1 hour to make the presentation. All the groups told about their experiences and after every group was done we got closing ceremony. Everybody got a certificate and a little present. The two groups that had won the sales competitions got an extra present 😊. We said goodbye to all the friends we made and left to have fun in our free time.



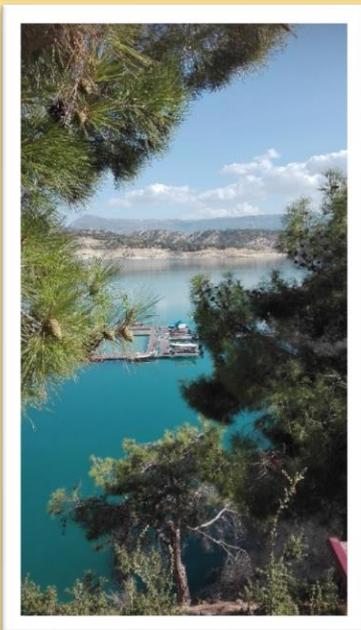
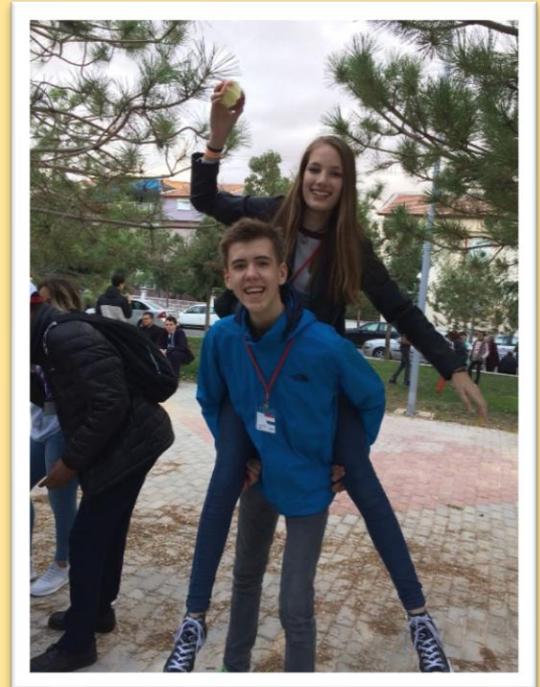
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It was a really amazing and good experience I made a lot of friends and had a lot of fun. Even though it was really scary in the beginning you get comfortable so easy. Thank you all for this great week.

Reneé van der Goes

Monday, October 9th

On Monday we were welcomed by Karaman Lisesi. We opened the week with presenting the business plans. The ideas of the other countries were very interesting. Then we were divided into groups with people from different countries. In the afternoon we did a beautiful tour through Karaman. Then we got the assignment to buy the most beautiful and cheapest apples on the market with the groups made earlier today. According to the jury, our group had the most beautiful and cheapest apples. So we had won the game!



Tuesday, October 10th

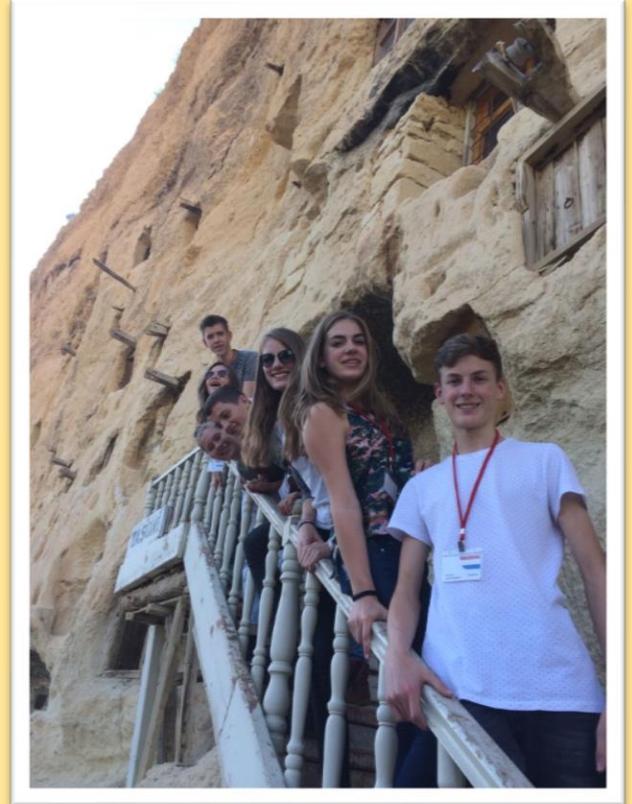
On Tuesday we went to the Helva factory. Helva, is one of the most unique Turkish products that reflects the Turkish taste that is known around the world. Helva is made from two main ingredients; tahini and sugar. Then we went to Ermenek. There we got a boat tour over the lake.

Wednesday, October 11th

Wednesday morning we went to the bakery to buy 'sikit' (Turkish Bagel). We had to sell those bagels at a primary school. We wanted to sell the bagels for two Turkish lira. The little boys at the primary school were very active and didn't have a lot of money. It was hard to sell the bagels. But

with a lot of patience we succeed selling the bagels. And I think patience is the most important thing when you want to sell something, especially with kids.

After selling the bagels we went to Karamanoğlu Mehmetbey University. There we got a presentation about sales. I have learned that it is very important to create value for your product. At 14 PM we went to the Şimşek factory. Şimşek produces biscuits and other food. After the factory visit we went to Taşkale. Taşkale is a small village in Karaman. In a huge rock wall at the beginning of the place were small openings. These openings were used as homes or storage. There was also a mosque in the wall.



Thursday, October 12th

Thursday we started very early. First of all we had breakfasts with the whole group and then we all went to the sea at Taşucu for a boat trip. We had a very nice day.

Friday, October 13th

Today was our last day at Karaman Lisesi. With the groups we had made earlier this week, we had to give a presentation about our experiences this week. Because we all spoke a different language and not everyone could speak English, it was very difficult to communicate. But we succeed and we did a really nice presentation. After that, we all got our certifications.

I had a very interesting and fun week. I learned a lot about sales and communication, but especially about the Turkish culture.

**Lucas Vandersteen**



### **Monday 9-10**

At 9am we had to be at school for the opening ceremony. The headmaster welcomed us at the school and that he hoped the students would have good time in Karaman. The headmaster spoke Turkish, but a teacher translated everything into English.

After that a boy guided us and showed us the entire school. The school looked very different from the schools in the Netherlands. After we saw the school, we had to present our projects. The project we're working on is about making a company. The Dutch company is an app, which helps people to learn cycling.



We thought we had our presentation on Friday. That's why we didn't do it on Monday, like the other groups.

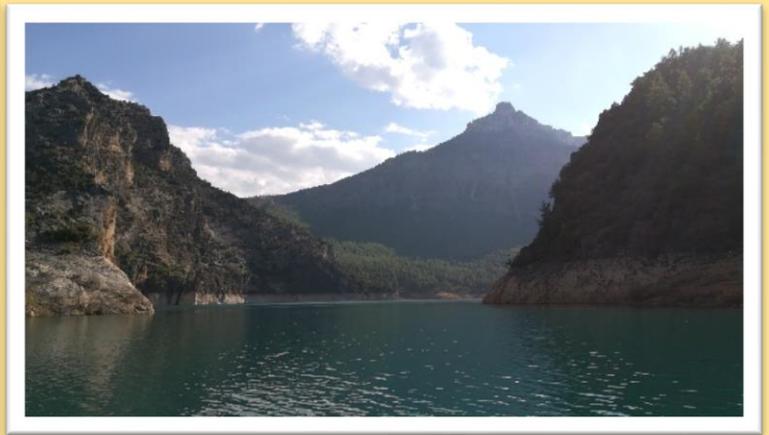
Everyone was divided into one of the seven groups. In every group there was someone from every country. In this group we did the two 'Sales workshops'. After the groups were made, we had a city tour. We went to the Karaman Castle, a mosque, a traditional house and a museum.

Then we went to the market for the first workshop. We had to buy 2 kilos of apples for the lowest price.

### **Tuesday 10-10**

By bus we went to a place called Ermenek. One bus had some technical problems, that's why we travelled for a few hours before reaching Ermenek. First we went a small company where they made Helva. We saw how it was made and we tasted it.

After the lunch, the mayor of Ermenek would come to visit us, because he was ill. Then we had a boat tour on the lake. The view was absolutely stunning. Then we had dinner at a Turkish restaurant.



### **Wednesday 11-10**

In the morning we had workshop 2. First we went to the bakery to buy bagels. We had to negotiate about the price, to get the cheapest bagels. After we bought 15 bagels, we went to another school to sell them. Our group tried to sell the bagels to the teachers first, because they had more money than the students. We bought the bagels for 0,65TL and sold them for over 2TL. We made a lot of profit, but didn't win.

We went to the university for a college about sales. It was about the best way to sell your product, I learned a lot from it and it was very interesting.

After lunch we visited a cookie factory. Someone told us about their company and they showed us the production lines. We could taste as much as we wanted. We also went to a place with a lot of caves where they used to store products because it's cold inside.

In the evening there was a party at the hotel. It was really fun. Everybody was dancing and singing but it was over too early, because we had to sleep.

### **Thursday 12-10**

We left at 6am and we had breakfast on the go. The plan was to go to an oil factory, but we went straight to the port to get on the boat. We stayed on the boat the entire day. We could swim, play games and dance. It was really nice. We ate Turkish pizza for dinner before going back to Karaman.

### **Friday 13-10**

We made presentations about the workshops and what we learned that week, we did this in the groups we were in the entire week. Every group presented their experiences. Then we, as the Dutch group had the presentation the others did on Monday.

After that there was an ceremony where everyone got a certificate and presents. We said goodbye to our friends. In the afternoon we had free time, which we spent with the Dutch people and their hosts.

## **Monday**

The headmaster said hello to us at the school and that he wished us a good week and a good time at the school. There was a teacher who translated everything he said because the headmaster didn't speak English. We were showed the entire school. The school was compared with the Netherlands very white and not decorated with posters. After that we had to do our presentation. Our company is a cycling app. Foreigners can learn how to ride a bike.

There were groups of 7 made. Every person was from another country. This was a very nice opportunity to talk English with other children. I spoke a lot with an English boy and also with a Romanian girl. The group was very nice. In the beginning it was quite hard to communicate but it became better. We did a city tour of the great city of Karaman. We went to the castle and to a museum.

We were given a challenge to buy two kilos of apples for the lowest price. It was a nice experience to walk there in the market and see all these sellers and buyers. We were not the best team but I learned a lot of this.

## **Tuesday**

We went to the lake of Ermenek. It took a while before we arrived because there were some problems with one of the busses. We went to a traditional factory. They did everything by hand and it was nice to see how it was made. After that we went to the lake for a boat trip.

After lunch we were given a few books of the surroundings of Ermenek. It was very blue water and a beautiful view in the mountains.

## **Wednesday**

We had to buy Simits in the bakery. We bought 15 simits for about 9 Lira. That is very cheap compared to the Netherlands. We sold them at another school. For more than 2 Lira each. The profit was very big. We learned how to sell and how to make your project special.

We went to the university of Karaman and we were given a presentation about sale. It would be much better if we had this presentation before we had to sell these simits but it was still a very valuable presentation. It was about ways to make your project easier to sell.

We went to a very delicious cookie factory. We were showed the production line and we could eat as much as we wanted. We learned that research is an important part of developing a product.

In the evening there was party. Everybody danced and the group became closer.

## **Thursday**

We went early in the morning at 6 am to the sea. We did an awesome trip on a pirate boat. We swam and danced and it was a nice atmosphere. In the evening we ate at traditional restaurant.

## **Friday**

We had presentations about the workshops we did and there was an emotional goodbye moment. After the school program was finished we went to a farm and there we were allowed to ride on a tractor that was really awesome. We went back to Karaman, we did some go-karting and other attractions. It was a nice evening. Later that evening we went home with an amazing experience.

Jonne Hanning

## Y2BE and The Jean Drouant high school, hospitality and catering school of Paris

### Turkey, October 2017

The French team has been really enthusiastic about the Y2BE Erasmus + project. Students have already learned a lot about Entrepreneurship.

Our team was composed of 5 students : Jean-Doumer, Mateo, Tristan, William and Adrien, and two teachers : Mrs Zamponi and Mrs Cormier.

### In Turkey we learnt about FINANCE

Here are some students' testimonials :

«The trip to Turkey was very long : we took two different planes, one from Paris to Istanbul and then another one from Istanbul to Konya, then we took a minivan to Karaman. It lasted 14 hours in total. We arrived at night, and on the following morning we discovered an amazing landscape all around us ! »

« Our host families were so friendly and welcoming. They cooked us very nice dinners made of turkish specialities. It was delicious. We would like to thank them all for taking such good care of us »

« We saw so many things ! We visited a big factory that makes biscuits and cookies, we were allowed to taste everything we wanted to ! I really loved it. The helva factory was also great because it was different ; small and traditional. Helva tastes really good, I brought some home for my family. »

« I really enjoyed the visit to Ermenek and the Turquoise lake, it was so beautiful. »

« I loved the workshop that was organised when we had to buy and sell simit ( turkish bread) in other schools. I had a lot of fun and loved negotiating with people »

« The conference at Karaman university was very interesting. I learnt a lot, I think it will help us for our project about our company. »

« The most amazing to me was our boat trip. This was the most transparent sea I had ever seen ! »

« The best part of the trip was Capadocia. The scenery was breathtaking. I will never forget that. »

« Thank you Turkish team for such a well organised week, it was an unforgettable experience. »



## A WEEK IN TURKEY:

So me and my friends went to Turkey. We lived there with our host families. Our journey there was really good, fun but at the same time really exhausting. First we went with the van to the airport Graz, then we flew to Istanbul. We continued our journey with a plane. It was my first time on the plane and I was scared. From Istanbul we went to Konya. We continued our trip with bus. We arrived at our host families and they were really nice to me. I liked the school a lot. We were selling apples and Turkish bagels, boys in the other school were very tough because we had a deal: we will sell the Turkish bagels for two Turkish liras but they want only one Turkish lira. The next day we went to the little boat and we had a lot of fun there. And on Wednesday we had seminar how to be a good seller. On Thursday we went on a beach and we were jumping to the sea from a boat. Weather was really fine and we had also visited a factory where they were making an apple juice. I also liked a museum. On Sunday we had to say goodbye and we will be happy to meet again.

Kaja Letonja

## Mobility in Turkey

### Monday

The first day after we arrived to our hosts, we went to the school where we had an opening ceremony. In the afternoon we went on the city tour.

The next day we went on the lake Ermenek and we had a boat tour on that lake. And then we went to the helva factory to see how they make this dessert.

On Wednesday we were selling Turkish rolls named simits. And we had to sell 15 simits for the most profit possible. Every team had to go to the different school and sell them to kids. Later that day we went to University. And we learnt how time of selling our product is important. After the lecture we went to the juice factory.

On Thursday we went on the yacht. We were there the entire day. We were swimming and having fun. We didn't do much that day. We went to dinner in Sevimli restaurant in Taşucu.

On Friday we were on school and we were had a closing ceremony. After closing ceremony, we had free time with our hosts. We went to the bazaar where we could buy souvenirs.

On Saturday we went on the trip to the Kapadokya. We saw the Kapadokya caves where the old Turkish people lived when they were hiding from their enemies. When we arrived in the Karaman we said goodbye to our hosts and we went to the Konya airport.

Rok Kocbek

### MONDAY:

On Monday, we first had an opening ceremony. Then we were divided into groups. In the afternoon we saw the castle of Karaman and some of the other attractions of the Karaman. After viewing the sights we went to the market and at the market we needed to buy the best apple at the lowest price.

### TUESDAY:

On Tuesday we went on an all-day trip to the lake Ermenek. There we had a boat trip and we visited a helva factory where we could taste it also.

### WEDNESDAY:

On Wednesday we were in groups since morning. First we went to the store for bread, where we had 15 Turkish lira. We bought 15 Turkish simits. Then we went to different schools, where we had to sell them. We

had to make as big profit as possible. I learned that if you are going to have some thing next for free that you're going to attract more buyers and you will consequently earn a lot more money.

#### THURSDAY:

On Thursday we went on an all-day trip to the Mediterranean sea. We were on a yacht where we had a lot of fun, we had a chance to swim and there was also a party on the boat.

#### FRIDAY:

On Friday we had the presentation in the groups. Each team had to present what it did this week and what has this week taught them. And finally there was the closing ceremony.

#### SATURDAY:

On Saturday we went to Cappadocia to see some Turkish sights.

Lovro Repič

Hi, I'm Karin, and this school year we went to Turkey with project called Erasmus+. For the first time I was traveling by plane, so it was even more exciting. I spent a week in Turkey with wonderful people which I will never forget, I miss them already. In the week that we spent in Turkey, a lot of things happened, for example, the sale of simits, buying apples at the marketplace, and we also saw many sights of Turkey. In Turkey the temperatures were so high, that one day we were even swimming in the sea. I met a lot of new friends and people but the best thing of all was food although I don't like to eat too much. I've learned many things for example Turkish people are content with what they have and generally they are very connected. I learned how to work in a group, how to sell things and how to buy things for lower price. KARIN

#### Day 1

First we went to school where each country had a presentation about their project. Then we split into groups. And then we went to visit the museum and castle in Karaman. After that we went to buy apples in groups and the group with the cheaper and best apples won. At the first day we learned that we need to communicate with the sellers to get lower price.

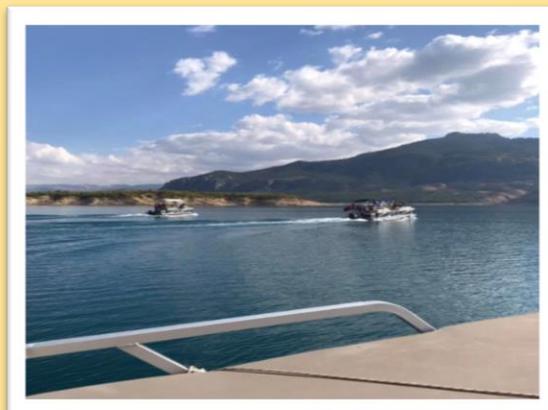
#### Day 2.

First off all we got together in front of the school. And we went to the lake with bus. We were driving 4 hours till we got there. First we saw how they make turkish dessert at the city above the lake and then we went to the lake and had lunch. After that we went on boats. After that we went to have dinner and then we went home.

#### Day 3.

First we sold bagles in groups to studens in other school in Karaman. We learned that we need to be kind to the customers and somethines we even need to put lower price .

Then we went to the university where we listened to the presentation about how to have you own bussiness company and how to sell your product. After that we went to the apple factory where we learned their progress in company.



After that we went on a little trip to the known place near Karaman. And after that we went home to get ready for party. At 8pm we had party at the hotel in Karaman.

Day 4.

We got together in front of the school at 6am and then we went to the sea. But first we stopped to get breakfast. Then we went on a boat where we had lunch and a party.

After the boat trip we went to dinner at the restaurant. And then we went back to Karaman.

Day 5.

We had group presentations about all week what we did and what we learned. And after that we had some free time for shopping

Day 6

Last day. Trip day. First we went on a breakfast and after that we visited the Guzelyurt.. And after that we visited the Goreme National Park. And then we visited the underground city. On our way home we stopped for dinner. We arrived to Karaman at 00:00 and said goodbye to our hosts and then we went home.  
Diana Jančič



we go to the school and meet with our friends again at Monday everyone present their own project and I am no longer ashamed when presenting a project and afternoon at bazaar we bargained using the information we learned so far and it's was hard because they was professional after that we had a culture tour.

2- Tuesday we go to Ermenek in the road we had a breakfast with everyone and they tasted our local breakfast and after we go to helva factory in there machines were impressive and for me I tasted hot helva for a first time. in the dam we had boat tour and the view was amazing I want to go again and we show the our project area ana prototype

3- in the morning we buy the bagels and for that everyone used their own strategy my strategy was I give free candys and my team learn some Turkish words for the call people in the university we learned to import

knowledge like effect of feelings after the university we go to the factory and they showed us how they made biscuit, chocolate and cake and they give us to many gifts and then we had a culture trip and we look the view and evening we had a wonderful party

4-we go to the Mersin for the both tour and we had a wonderful breakfast on the road and then we played a lot of dance ethic games on our 8 hour journey into the boat and there was a very beautiful view of the stalls we stopped and there we swim on the boat meal was not to good and end of tour we go some restaurant and we eat etli ekmekek some local food

5-and last day on school we made some presentation about the weekends and what we learned and afternoon we was free we go to shopping and evening we seated at home and my grandparents come to us and we talked to together

6- we go to the Cappadocia And We took too many photo together and We have fun After the trip we go some open buffet and it was amazing and after the trip we come to Karaman and everyone got the suitcase and it's was sad because they leaving and like 4.30 they started to return home

Enes Barsbay

DAY 1 I picked my host. I brought my host home. We came back home then we had dinner. We drank tea then we slept.

DAY 2: We had breakfast then we went to school. We made a presentation. We travelled the city center then we went to the bazaar , we lost with small difference the selling. We travelled at night, it was exciting day.

DAY3 : We went to Ermenek, we had a boat tour. It was exciting.We had an excausting night.

DAY 4 : we had a breakfast then we went to school,We received 15 TL from the teacher. We bought it for 9.70 TL Our profit was 43 TL in total. We went to the factory then we went to the university. At night we had a party. It was wonderful.

DAY 5 : We went to Mut. We had a breakfast there and after that, We went to Mersin, We had a party in the boat. It was amazing. It took 8 hours then we went back home. Even if it was tiring, It was an awesome day.

DAY 6 : We had a presentation in the morning, We had lunch then we had free time. We had done shopping with my parents. We had dinner. After that we came home, prepared my host suitcase and we slept.

DAY 7 : We woke up early, We had a long trip to Capadokia. We had breakfast in Aksaray. We travelled historical places. We had a exciting and excausted day. We came to Karaman and it was time to seperate with our host. It was difficult. It was the best mobility. Thank you for everything

Firdevs Gülnar

DAY 1: I picked my host. I brought my host home, We had breakfast. At evening we went to shopping Then we went back home and slept.

DAY 2: We had breakfast then we went to school. We made a presentation. We travelled the city center then we went to the bazaar , we lost with small difference the selling. We travelled at night, it was exciting day.

DAY3 : We went to Ermenek, we had a boat tour. It was exciting. We had an exhausting night.

DAY 4 : we had a breakfast then we went to school, we received 15 TL we bought it for 9,50 but we lost it. In total we made 37 TL profit. We went to the factory then we went to the university. At night we had a party. It was wonderful.

DAY 5 : We went to Mut. We had a breakfast there and after that, We went to Mersin, We had a party in the boat. It was amazing. It took 8 hours then we went back home.

DAY 6 : We had a presentation in the morning, We had lunch then we had free time. We have done shopping then we went to our relatives to meet other hosts. Then we went home and had a nice rest.

DAY 7 : We woke up early, We had a long trip to Capadokia. We had breakfast in Aksaray. We travelled historical places. We had a exciting and exhausted day. We came to Karaman and it was time to separate with our host. It was difficult. It was the best mobility. Thank you for everything

Furkan Bozkurt

DAY 1 : The first day we came to school to take the host to our home and after we brought our host to our home, we had a nice rest. Next day we had an opening ceremony in our school and after that , I guided the school then we merged to the conference room. We were divided in 7 groups and we waited outside then , we had lunch. After the lunch, we went to the city center , I guided the historical places. After guiding the city center we went to the bazaar and in different groups we learned how to merchandise with the seller in the bazaar for lowering the price of the product. We bought 2 kilos of apples we compared the quality and price. Our price was 2 x 1.50 TL total 3.00 TL. we lowered to 2.00 TL and that makes %30 discount. The winner was group 7. The bazaar was a good experience Then we went to school and from there home. It was a wonderful and educational day.

DAY 2 : First , we went to the gym. We played volleyball then we had a long trip to Ermenek. We had a pause underway. Then , we continued our way. After we reached in Ermenek, we went to the helvah shop and we ate in a restaurant close to the lake. We had a photo and announcement with the Major of Ermenek. We had boat tour. It was exciting, last time dinner at sunset then we went home.

DAY 3 : We came to school then we discussed about how to persuade the seller to buy the bagles for cheap price. We bought them. Then, with different groups we went to different schools to sell bagles with different prices. We bought it for 9.75 TL and as selling profit, we made 32,50 TL profit with selling the bagles. We came back to school again we had lunch. Then, we went to the university , we learned the win-win method and sellers emotional feelings. After the university, We went to the factory, learned how a biscuit product was made of. We took plenty cakes and cookies. after the factory, we went to Taşkale. Showed the Stone depos on the walls then we came back to school, we had some free time at home. Close to night, we had a disco party in Kent Hotel. It was an amazing day.

DAY 4 : In the morning, We entered the bus, Then we went to Mut, We had breakfast in Mut, We continued our way to Mersin, i made the announcements in the bus. After we arrived. We had a boat tour , party , swimming , dinner and then boat tour finished. After the long trip back, we went home and we had an exhausted wonderful day.

DAY 5 : We went to school last time , we had different workshops and we made our last presentation, then we celebrated. After celebration , we got our certificates then we hugged each other and cried. At night we went to cafe and there we had free time withother national teams and in the morning , we brought my host to the hotel and said goodbye to our group , It was very pity to sent them back to their country because they were very nice people. I didn't come to Kapadokia because that day my host leaved to his country while the others were traveling to Kapadokia. This was one of the best mobilities in our Project. It was an exciting and excausting week for us all. Thank you very much.

Sertaç Senan Yeşildağlar

## Day 1

I woke up , i was very nervous. We have met many different people from different countries. It was very exciting. I came to school and we gathered in the conference room. Opening ceremony, we went to the bazaar everybody tried to merchandise with the sellers. 2 kilos of apples were 2.50 TL and we lowered to 1.50 TL. It was difficult but exciting.

## day 2

We woke up early in the morning. We stepped in the bus and underway we made our breakfast in the bus to Ermenek. When we were in Ermenek. We went to the Halvah factory then we had lunch by the dam then we had boat tour. It was very amazing and exciting day on Ermenek.

## Day 3

We went to school and bought bagels for selling to different schools. It was an difficult task but with that we gained experience and learned how to sell to students and teachers. After selling the bagels we went to the university. We had a presentation there about win-win method and it was impressive. Then we went to the ani factory it was so delicious and nice , we ate a lot of cakes and waffles. We learned there how a biscuit product was made. After the factory we went to Taskale and had a visit in historical places. It was perfect.

## Day 4

We woke up very early. We went to Mut , we had a breakfast in the degirmen restaurant. Then we continued our way to Mersin. Then we went into the boat and had a party and swimming It was so good. Then after the boat we had dinner and at night then we went home...

## Day 5

It was our last day at school in the school we present our workshop and then closing ceremony after that we got our certificates and presents, we were very sad because it was the last day of this mobility. It was an amazing mobility and also the best mobility.

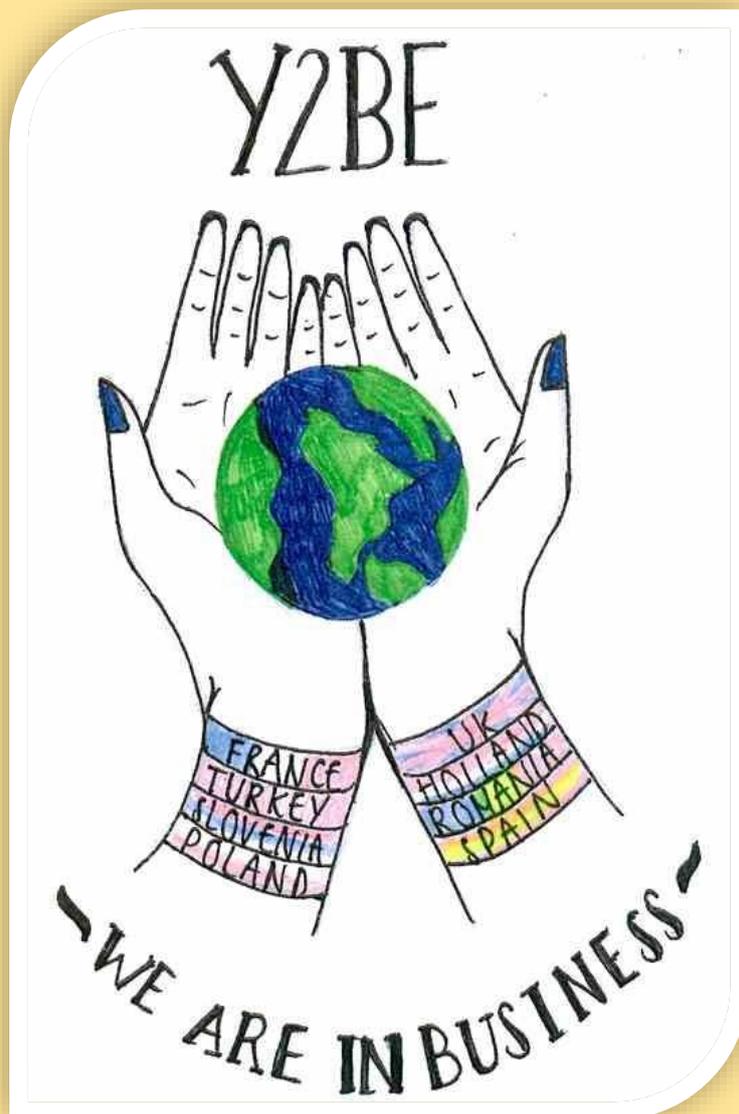
## Day 6

We Went to Capadokia. It was a long trip to Capadokia. There were beautiful landscapes then we went to the underground city. The old citizens that lived there was very impressive. Then we had a open buffee in Capadokia. We went to some souvenir shops there and we had dinner then we went back home. It was the best mobility ever. I will miss you all, thank you very much

Sevilay Cebe



# Erasmus+



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