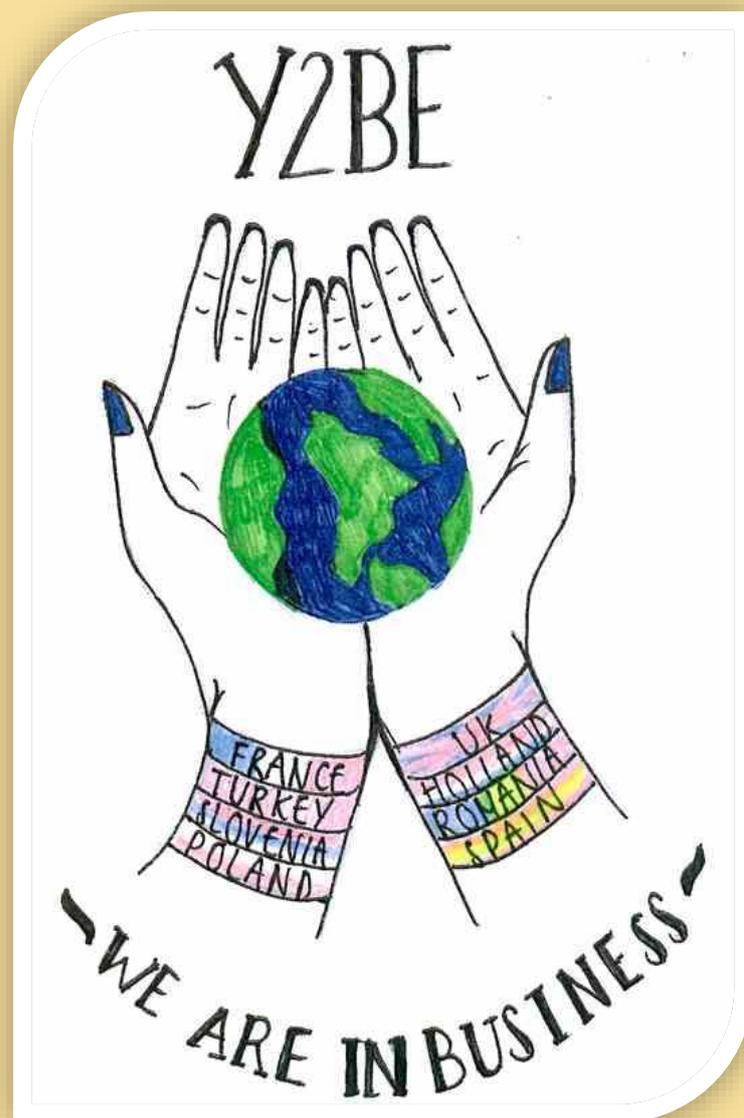


# Y2BE



Erasmus+

## Youth To Business Enterprise



e-magazine

issue 1

## Partner schools in the project:



**Coordinating school**

**Nightingale Academy, London, United Kingdom**



**Pallas Athene College, Ede, The Netherlands**



**Colegiul National de Informatica Spiru Haret, Suceava, Romania**



**Instituto de Education Secundaria Playa San Juan, Alicante, Spain**



**Ecole de metiers de l'hotellerie Jean Drouant, Paris, France**



**Zespół Szkół Publicznych w Świącanach, Świącany,**



**Karaman Lisesi, Karaman, Turkey**



**Osnovna šola Benedikt, Benedikt, Slovenia**

**We all agree that young people today will need all the help that they can get to grow up and face the job market. Thus the main aim of this project is to help our young people to discover, explore and enhance their entrepreneurial knowledge and skills and to develop a sound understanding of the world of work, the intricacies of the business world and develop the skills, knowledge and the necessary know-how of devising, creating and running a viable business enterprise.**

**Students will develop these skills in subject as: Business Studies, Business Communications, English, Economics, IT, Media Studies, Law, Art and Modern Languages in their respective schools, as well as in partner schools during mobilities and visits.**

**Through this project we aim to:**

- provide opportunities for learners to think and act in enterprising ways,**
- provide a clear focus on core and employability skills, and the ability to transfer these to different contexts, in particular to the world of work,**
- provide opportunities for work-related experiences, both in and out of the classroom environment,**
- adopt an enterprising approach to learning and teaching,**
- promote positive attitudes,**
- provide opportunities for learners to develop skills such as problem solving, decision making and evaluating risks,**
- provide entrepreneurial experiences,**
- explore and develop global citizenship aspects such as active citizenship, understanding of global trade, equal opportunities, understanding and embracing cultural, racial, gender related, religious, and regional differences.**

Our **First Transnational Meeting** for the project took place in Alicante, Spain, between 18th and 20th November, 2015. It was for school coordinators and for school's representatives only. It was a great experience for all of us. We met each other, some for the first time in person, and we agreed on many things considering our common project and signed our project's rulebook.



## **First mobility - Ede, the Netherlands - 13th to 19th March 2016**

The first mobility took place in Ede at Pallas Athene College. All the participant schools were there with their students. The theme was Student leadership and the focus was to get to know the project, to feel it and to learn how to be a successful leader of the company. During this process we experienced some Dutch businesses and companies which helped us to understand that anybody can become successful if he has a good idea, a great team to work with and a motivation to go through with it. Students had some workshops and their final product was their own company which they presented on Friday at the final ceremony. They were all very resourceful and full of ideas.

We also felt like Dutch people during the week, especially the students who lived with their hosts and biked to/from school every day. We also saw some interesting sights, the beautiful Kroller-Muller Museum and the city Nijmegen.



## Some photo memories from Ede:



# Students testimonials from 1st Mobility Ede, The Netherlands

France:

**Y2BE at The Jean Drouant high school, hospitality and catering school of Paris.**



The French team has been really enthusiastic about the Y2BE Erasmus + project. Students have already learned a lot about Entrepreneurship. They started in Ede, Netherlands in March 2016.

Our six leaders, Fatoumata, Tristan, Alexandre, Margot, Sébastien and Mohammed were trained for a week on leadership and on how to start a company. Here are their testimonies:

*“One word to describe this trip: awesome We discovered a new country, a new culture, we visited several companies and met business leaders. It was a great opportunity for us. I've learnt a lot from true professionals. It was also a human experience. I learnt to live in a new family where I was welcome by wonderful people. Thanks to my teachers for letting me do this project, thanks to the Dutch companies for letting us in, thanks to my host family for being so kind , thanks to Ede ! I will remember this trip for ever.”*

*Fatoumata*

*“It was really an interesting experience. We saw a lot of local companies and went to several museums. The fact that there were students from seven other countries was fantastic and helped me to improve my English”*

*Tristan*

*“This journey to Holland was a great opportunity and a beautiful experience. We met a CEO who gave us a very interesting class about entrepreneurship. And my host family was extraordinary!”*

*Margot*

*"This trip to Ede was fantastic !I loved the CEO 's speech, it was very helpful. And I really enjoyed the blind museum in Nijmegen, The training about leadership was very interesting. Thanks to the teachers for believing in us, and to the Dutch team for organising this amazing week, I will never forget it!"*

*Mohammed*

*“This trip was an unbelievable experience. We learnt a lot of things. What I liked the most was the CEO's speech. He gave us a lot of really helpful advice. It was both interesting and entertaining ! My host family was so great that I have the feeling I found a new family. I also loved meeting students from other countries. I will stay in touch with some of them!”*

*Alexandre*

*“I loved this trip to Ede so much ! I learnt a lot and met so many new people!”*

*Sébastien*

*“Thanks to the Dutch team and the host families!”*

*The French team*

## **The United Kingdom, Nightingale Academy, London:**

### ***Ariola Malat 13***

*Going to Holland was an amazing experience that I will never forget. I learnt so much and met some magnificent people. Being the youngest one on the trip, I was worried that I would be shy and distant from everyone however this was not the case at all. I was extremely active and had an extraordinary time.*

*First of all, my host family could not have been better; they were so sweet and welcoming. I learnt a lot from them and also had a nice staying at their wonderful house. Secondly, I learnt loads about starting a business; we as a group took the time to explore all the aspects of starting and maintaining a business.*

*On the first day, we split up into group ad were instructed to fill a document that was prepared for us. We had to write down our strengths and weaknesses and select who was the best at what. Then after this we had to switch our brains on and figure out what business we wanted to start and what our company was going to be called.*

*To help with our companies, we visited large businesses around the Netherlands such as; the flower auction. This helped a lot because then we had a visual idea of what a business looks like. After visiting these businesses we became more aware of how exactly things need to run in a business and what it takes.*

*Overall, visiting the Netherlands was Great! I made new friends, not only Dutch but from different countries as well. I definitely would like to visit more countries and learn more about businesses in the future. And also, I would like to start my own business.*

### ***Kinga Morus 14***

*Going to that week long international trip to Holland was a very interesting experience. Thanks to this trip many different people from different countries managed to easily socialize, adults and children. Staying with a different family for a week gave me a taste of how life is in other places and families. The trip was not only fun but also educational. With the help of our competent instructors and helpful teachers we learned how to start our own companies, which is very useful for future company owners. In addition, we visited many work places and companies. Overall, it was really worth it.*

### ***Amira Abdullahi 14***

*During the span of one week, varies other students and I got to spend some time in Ede, The Netherlands. Whilst on this trip we visited a range of different businesses, allowing us to ask real entrepreneurs questions*

on how to start our own businesses. The assignment designated to us was to create our own product/ business and explain how we go about starting a company successfully. The aim was to ensure that we understand the legal terms and what is required in a starting up a new business. One of the most important thing I have learnt is that you need an **A** team even with a **B** idea.

I believe that this trip has given us the opportunity to develop varies bonds with not only one another, but also with teachers and even students from all around Europe. Not only did we learn a range of new things during our trip, we also had a really fun time visiting different places within Ede. We got to experience what it is like to be blind. For example, we were given the chance to visit a museum, named '**muZIEum**'. MuZIEum is the only museum which is made for the blind. It gives the opportunity, for people without disabilities to experience what it is like to see the world in a different lens. It also gives the opportunity to people who are visually impaired to find a job, suitable for them. This visit made me realise that joking around about illnesses such as blindness, diabetes or brain injuries is not something to take lightly. Our tour guide, Marco (48) was one person that I have met who really made me think more about people with disabilities. Marco gave us more insight by explaining a bit more about himself. He told us that he was not always blind and he even gained a driving license at the age of 18. However, at the age of 28 he started losing his eyesight. He now only sees about 5%.

**MuZIEum** was not the only place we visited, we also went on a trip to Nijmegen where we went on a 'Pannenkoeken Boot' (a Pancake Boat) which was a real treat. Not only did they have pancakes on this boat but they also had a lower deck filled with colourful hollow balls, creating a ball pit. I used this opportunity to wage war against my fellow students and new friends.

Overall, I had a great time in Ede. I had the chance to experience many firsts; like being on a plane, eating pancakes on a boat and even seeing some of Van Gogh's original works. This was great chance presented to us and hopefully more students take part of the Erasmus project.

### **Maggie Gazey 13**

My experience to Ede, Holland was a once in a lifetime trip. It has helped me learn about how businesses are started and how they work. It was also an amazing bonding experience for my peers and I. It not only teaches you about business enterprise, but responsibility, life skills and teamwork. I learnt about the culture in Holland which without this trip I would have never known about.

### **Amanda Dos Santos 14**

On our trip to Holland, we didn't know what to expect, the families, the school, how we would adapt to a totally different atmosphere.

Our trip was what you could call a successful entrepreneur trip. When we arrived there was a huge range of diversity, people from all over the world, and we were all together as one group, and we had the chance to make new friends during this trip.

*We had to visit various business involved companies and museums which inspired us. Throughout this week course we came to be quite affectionate towards our new friends and host families. We had created memories to be unforgettable and experiences that only this trip could have offered us.*

*When approaching the end we had a chance to overlook what we had learned and put it to practise. We all had the chance to create our own entrepreneur company with the friends we created. We learned how to work as a team to make everyone happy and how to make a successful product appear from a couple of simple steps we were taught.*

*We discovered things in the world of business that we didn't even know existed, but the best part was that we had the chance to see all these different people, from different backgrounds and different cultures all come together for the purpose of one project.*

*The hardest part is always the 'goodbye'. When we saw all our families and friends reunited at the train station just like the first day to say goodbye, we all reflected on how lucky we were to be chosen to take a part of this project and how many things we learned throughout it and right now I have the chance to say thank you. Not only for the trip but for the knowledge that we gained that'll take us a lifetime further.*

*With lots of gratitude*

### **Abdi Mohamed 14**

*The trip to the Netherlands was both interesting and fun. We learned a variety of things, ranging from cultural to historical as well as the trip's reason for being there; business. We learned how to start our own business, how to brand it and how to brainstorm ideas for a product we would sell to how to keep the business running and forming a plan for our actions, among other things. It was an extremely invigorating and fun experience. Ede is an amazing place - the Netherlands in general is an amazing place actually and I would love to go there again, or on any other of the planned trips.*

### **Esther Longe 15**

*On our trip to rye Netherlands, we learnt how to begin our own business, what ot would take and what skills were needed. Although we didn't know what to expect , we were all pleasantly surprised by our loving, caring and supportive host families who helped us to adapt to the new atmosphere.*

*During our stay we learnt about their culture and most importantly how to begin our own business. We were privileged to meet a real entrepreneur who lectured us about what it takes to start your own business and how to work successfully with a team. He told us that investors would rather invest in a great team with a not so great idea than a mediocre team with a great idea.*

*In this spirit we began to create a power point presentation about starting our own business. We had to speak about how we start up said business and what type of organisation it would be. We also had to speak about how we would finance our business for example a loan, investors etc.*

*All these questions were answered when we visited local businesses. First we visited a company that supplied flowers all over Europe which helped us understand how to make our business International.*

*Next we went to a food distribution company that distributed food to hotels, restaurants and even supermarkets.*

*Overall this trip to Holland helped us all to understand the world of work and business most importantly it taught us how paramount team work is.*

### ***Robel Asmelash 15***

*On the 13<sup>th</sup> March 2016 – 19<sup>th</sup> March 2016, me and the group we represented as the United Kingdom, travelled to Ede in the Netherlands as part of the Y2BE Foundation, to fathom the world of business and the part that leadership specifically has to play in the starting of our very own hopeful, successful business. Arriving at Schiphol Airport, Netherlands during the rush hour, my team and I immersed ourselves to the outer world, nevertheless the opportunity to experience an international expedition into business. From the airport, to the train station, and from there to our host families, we arrived in the town of Ede at 9pm, settling ourselves into our temporary homes. I myself was fortunate enough to stay with a gentlemen named Mark, a Dutch born teenager who grew up in the neighbourhood of Bennekom, but a student of Ede. My host mother, Ellen Vermin, was very proud to invite me into her home, introducing me to the daily routine in the Netherlands. Analysing our daily schedule, the very next day, I slept comfortably, anticipating school the very next day.*

#### ***Day 1***

*Pallas Athene College it was called, the school in Ede which invited us to the first chunk of our enterprise, called for a welcome ceremony which was a clarification into the whole week and the visits we were scheduled to attend as part of our exploration into the business enterprise of Ede. In advance to the visit to the Netherlands, myself and a colleague of mine did our own movie presentation into the business opportunities available in our home, Edmonton, Enfield. Not only the two of us, but each country alone were assigned to present a movie presentation that would soon be presented in the ceremony on the first day of our visit to the Netherlands. And so it was then that myself and my colleagues who attended the trip, took a taste of what kind of business was present across Europe. After the presentations, each country was assigned a task that was to from scratch, create, pitch and lead a business, understanding in depth, the role and perspectives seen when starting a business. This was an assignment due for the oncoming Friday, where we were set to pitch our idea. We were informed about our forthcoming visits to local businesses to broaden our business view when looking at what to think about when proposing a business plan.*

#### ***Day 2***

*The next day was again another visit to the college, again continuing on our business assignment, however it was soon after this that we visited our first local business. During our time, we toured Ede's finest flower industry, in fact one of the biggest production and service provider for the Dutch's flowers and plants. A tour guide guided us around the factory, delineating the features and departments involved in the factory. It was really intriguing to me to see the steps and the movement of these plants from the plantation to the auction centre and the technological method that the customers used in purchasing these products was quite fascinating. This tour guide explained about the method of how the company auctions its products. Depending on the quantity and type of quality that the factory served towards its customers, its price varied. This gave us the idea that being able to serve something through quantity and quality could effectively show us the supply required to meet the preference of the demand across the public. We then moved on to another*

*industry, a paper factory that in Ede had great history to it, dating back to roughly two centuries. Its paper production is today still used although refurbished from the past. We were also toured around the paper factory, learning about the production methods and rotation of the recycled paper and biomass heated in the formation of paper. The talk given to us shortly after our tour consisted of the CEO of the paper factory expressing his personal insights on the ability to start a business and the role you should take as a potential leader of this role.*

### **Day 3**

*By Wednesday, we were again asked to pedal our way to school (a form of travelling which comes to the Dutch as a life skill), panting for oxygen on our arrival, ready for an intriguing presentation by a well-known Dutch CEO. Learning of what a business meant in the eyes of a leader, we left acquiring key features of becoming a successful leader including: confidence in your team and idea, belief in your goal, ability to take a calculated risk and to be a forward thinker. From then on, it was a little exploration into the habitat of Ede and the venues within the town that inhabited unique concepts of business. We ventured for the Kroller-Muller Museum which centred itself in the Park de Hoge Veluwe, a widespread park which could only be fully explored by bicycle. My team and I viewed many fantastically crafted works of art; sculptures, paintings and statues. We even understood many famous artists to place their original creation in the hands of the Dutch such as Vincent Van Gogh and Leonardo Da Vinci. After the visit to the Kroller-Muller Museum, we cycled to another museum further down the Park de Hoge Veluwe and it was there where we were given a little treasure chest like workshop which consisted on finding out information around the museum that our questions related to. Completing this task finally, we headed off into quite an unusual but intriguing environment; a blind museum. In this blind museum, our group were more than privileged to experience the life of a blind person and how a visually impaired person sensed life around themselves. Our tour guide was a man who had been visually impaired since birth, and could not see at all. He showed us around the pitch black environment, allowing our group to walk around the recreation of a normal person's daily environment, realistically. He taught us to analyse our environment through our other senses; feeling and hearing. Our group were quite afraid but mostly shocked to go through this experience. We asked him many questions about his life; I myself specifically asked him about his conception of 'colour' and what he made of that word in his everyday life. By the end of fathoming our tour guides world, we were handed the opportunity to type up our own names in the language of a blind person, by fax. Cheekily of myself, I typed up the phrase 'Robel Is the Best', and when I gave the message for the blind person to check, after a few seconds of feeling the card, she laughed in happiness along with myself. My group on the other had were left clueless as myself and the host laughed joyfully. Our group surely got the reason for our laughter when I explained it to them later. It was nice knowing that you could communicate with a blind person in a form of communication that was between you and them. I felt touched to see the happiness on her face; just reading my message, and it came to me that your downfalls, imperfections or features that class you differently to others, are not an overview of you. That moment is one of many moments that I will surely never forget. Rejoicing that final exploration of the day, we headed home tirelessly.*

### **Day 4**

*The fourth day of our expedition into the Netherlands was a visit to Nijmegen, the oldest city in the Netherlands which locates itself on the shores of the Waal River. The business outlet laid out in Nijmegen*

*was an interesting type of business plan. We were told that the city of Nijmegen was inhabited by small businesses that rented offices and production sites in areas within the city, until they were big enough to work in a bigger environment. We toured around these businesses and understood them to be very local between each other. From clothing production to spacious indoor beach volleyball activity centres, the town filled itself with business ideas that started from successful entrepreneurs. Again, this triggered to our group to realise that every successful business starts from scratch and that many procedures must take place to get to the top of the ranks of business. The guide explained to us how some businesses would work with other businesses within their compound as either a partnered business or would just help each other out with necessary essentials. The environment seemed pretty effective in terms of its business purpose and its home to many entrepreneurs starting business.*

*As a reception of our hard-work; of having to prepare our countries presentation based on our business idea created from scratch, our group and all the other citizens of the project were treated with a long trip to one of Hollands most iconic ferry boats, the Pancake Boat of Nijmegen. It was there that we most likely were to have fun the most and engage with people from other countries the most. I was fortunate enough to now have had a very strong bond with the Dutch, and a few others and spent my time on the ferry munching on such succulent pancakes in customised flavours and toppings. Many others ran happily in the basement ball-play area whilst I let my stomach digest the very beauty of a Dutch pancake. The ferry sailed from its harbour to the other end of the Waal River and back. Up and back down, the last four active hours of our day ended with the majority of us gruellingly tired. We set home accomplishing a relishing day; especially those scrumptious pancakes, and me myself settled back home in Bennekom, desperate for another day in Ede.*

## **Day 5**

*Finally came our last formal day in the Netherlands and so we had only one final thing to accomplish and that was our presentations. Practise during our time in the school and with very little time on the day, we (Team United Kingdom) organised and set up our presentation based on our proposed product which was a health –tracking earphone piece, we, for the first time, presented our idea and our pitch to the rest of those involved in the project. It was a conference and pitch that allowed us to officially say that we presented to over 200 people in an international conference. Proud and happy of our successful presentation, all that was left to do was to finish of our day in style, watching a movie together as a unity, a film that left us all emotional and touched. Henceforth this also let us to become emotional over the leaving day, as it was also our final moments with the whole group – together.*

*All that was left was for each country to divide off, back into their homes spread out across Europe. And to many who attended, it was not only a business trip, but also a trip that formed a collaboration between cultures and lives of many willing entrepreneurs.*

## Slovenia, Osnovna šola Benedikt, Benedikt:

*We travelled to Amsterdam by plane which has been a great experience for me. We took a fast train to Ede where we met our host families. When I came to a family where I lived for one week, we first presented each other and then they asked me a few things about Slovenia.*



*The Netherlands is famous for cycling, I also rode a bike to school and twice to the supermarket. I really liked pancake boat and Madame Tussands which I visited at the weekend with the host family. Through the whole week you connect with that person where lived and become great friends. So if you have an opportunity, grab it, do your best and be ready to do something for this project, because at the end you will never be sorry.*

*Vanesa Tomberger*

*I went to Netherlands with four other students from our school and we had amazing time and I'm very happy that I could be the part of this project. Everything started a couple of months before the exchange. We had a chance to visit several different countries and we chose Netherlands. So we had to make a video to present our school in Ede. We worked hard and with the help of our teachers we made it right on time. Then we just had to pack up and start this amazing journey. We went by car to the airport in Zagreb and then by plane to Amsterdam. Then we went to Ede by train. When we arrived host families took care of us. First day of the exchange we spent the whole day with our hosts. We talked a lot. Then I went shopping with them. It was really interesting. We spent most of the day shopping and then we had dinner and the food was amazing. After dinner I went straight up to bed because I was really tired. Next day we had presentation that we'd done before the exchange. Through the whole week we visited a lot of different types of factories and companies so they gave us some ideas, how to start our own business. We also worked on our own business project while we were there. We have presented it on the end of this week. Teachers and organizers really did a great job there but also host families. They were really helpful and nice. I was a bit sad when I had to leave. I am glad that I had the opportunity to be part of this project. It really helped me with my English but also taught me how to make my own business.*



*Gregor Krepek*

*So me and my friends were in Netherlands for one week. We lived there with our host families . Our journey to there was quite exhausting, fun and entertaining. First we drove to the airport with a car and we arrived in Zagreb. Then we continued our journey with a plane. It was my first time on a plane and I*



*was a little bit scared. We arrived in Ede at 12PM. I was really excited to meet my host family. I lived there with the funniest family ever. I enjoyed living with them even though the food was not so nice. The food is really healthy and they eat really small amounts of food. They have just a sandwich for lunch. Every day we had to ride a bike to school. It was really exhausting and tiring but you get used to it. I liked the school a lot. It was bigger than our school in Slovenia. I really liked the school rules. During breaks the students can go outside and they can play something. I met a lot of people there and they were all really nice and friendly. I still talk to some of them. I think that I will always remember the pancake boat. The pancakes were so delicious. I never*



*ate beekon pancakes in my life. I was really surprised. But sadly every journey comes to an end and we had to leave the beautiful place called Ede.*

*Larisa Marajh*

*Our trip to Ede was really a lot of fun. The only thing I didn't like was that I was on a plane with complete different people but it couldn't be helped. What I liked the most was the family I spent this week with. They were nice and polite. I learned a lot about their culture and how they spend their day so it was a nice experience.*

*Alen Šaruga*

*We went to Netherlands on the 13th of March, 2016 from our school in Benedikt and we drove to Zagreb. From Zagreb we flew to Amsterdam and then we travelled by train to Ede. In Ede our hosts waited us and drove us to our »new home«. On Monday we went to school and present our videos. On Tuesday we went to local company with flowers. On Wednesday we went with bus to Kroller Muller museum and*

*park. On Thursday we went to Nijmegen and there we visited some companies and a museum for blind people. In the evening we had dinner on boat and we ate pancakes. On Saturday we were free on Sunday the 20th of March, 2016 we left Ede, Netherlands. We came back home and everything is again as it used to be.*

*Filip Repić*



## **Romania,**

### **Colegiul National de Informatica Spiru Haret, Suceava:**

*I enjoy travelling and meeting new people. The Erasmus+ project Youth to Business Enterprise come true so I was excited when I could be a part of it. Before going, I did not have a clear idea of the culture of the Netherlands. Ede is a beautiful city for what it is, for its friendly and generous people. And amazing surroundings. The family that received me was the best I could have ever had, and from the first moment I was very*



*happy. I loved visiting the nearby areas, it was the first time in my life and everything was amazing. The school was very nice and I was all the time surrounded by the Dutch boys and girls who wanted to be my friends. The family prepared me meals and I was surprised when they decided to take me to have lunch with other friends. I discovered that the realities were different from Romania. During the meetings I got in touch with a lot of wonderful friends. I learned about new a new culture and I visited many interesting places about which I was taught at school. I also remember the good times we had together, missing Romania, the first time I got on in a plane and the moment I stepped off the plane. It was a great experience. I will remember these moments for ever.*

*Ana Bujorean*

*Holland was my biggest dream. I have always wanted to visit this country. One day, this dream came true. When one of my teachers asked me if I want to join them in the Erasmus+ team, I accepted immediately. I think our trip to the Netherlands has been very useful for our lives. I remember the day when I left, I was so excited. We visited many places, we attended many school activities. It was very tiring, but it worthed it. Not only did we learn more English, but we saw how people from another country, from another culture, and with other traditions, live. It was an opportunity to make friends that, in another way, we couldn't have made. I stayed with a native family and enjoyed its different cooking, its sense of humour. During the week I spent there I learned how they live, how they behave, what they eat. It was the most beautiful experience in my life that I will never forget and if I had the chance to take part from another project I would do it without any regret.*

*Carina Ungureanu*

*In my opinion, the Erasmus+ programme is not just a school procedure to be followed, it is an experience won for my whole life! Throughout it, I have made a lot of friends and we still keep in touch. I have improved my English but the most important, I have learnt how to live with other people, strangers to me, how to communicate, how to make the others happy and feel comfortable with me within just a small period of time. We all gained skills bound to come in handy in the future but we also gained loads of memories as well as friendships. We learned many useful things about how to start a business and how to find a good idea and turn it into a successful business. Erasmus+ is not just a programme for me, it has become a part of my life that I will always remember.*

*Diana Florea*



*The trip to the Netherlands within the Erasmus+ project in which I took part appealed to me for many reasons. I have always wanted to take part in this kind of project and to be part of this kind of teams. I am also interested in learning new things about business enterprise and to start my own business in the future. I have great memories about the project meeting from the Netherlands. The kind of the accommodation I received allowed me to observe the local daily life from the inside, from a natural*

*point of view, helped me to gain interesting knowledge, exchange everyday life experience, school, interests, and many other fields. To sum up, I really enjoyed to take part in this project meeting. It was certainly the best experience in my life!*

*Țăranu Sabina*

*I had the chance to be involved in the Erasmus+ project Youth to Business Enterprise and the experience in the Netherlands was very nice. At the beginning I was afraid because I thought that I wouldn't be able to understand them. After we had met our families I was surprised because they were speaking English very well. They were very nice and hospitable people. The team that went to the Netherlands was very nice because we could understand each other very well and we spoke about our new families. The experience in the Netherlands was very nice and I have learnt many things about the Dutch culture and civilisation. No matter how different people and their beliefs are according to their religion, tradition or concerning, I understood that friendship is the most important and the common interest for common issues.*

*Madalina Ignat*

## **Poland, Zespół Szkół Publicznych w Świącanach, Świącany:**



*During my stay in Holland, I had a great time. My experience in Ede was one I'll never forget. We went on many different trips to show us around the Netherlands and Holland's companies. On the first day in Pallas Athene College we had a welcome ceremony at which we watched an amazing, professional movies from other countries and we had classes about „how to start your company". In the next day*

*we visited a local businesses. In Wednesday we had a very interested presentation by CEO. At 11 o'clock we went by bus to Kröller-Müller Museum and Park De Hoge Veluwe. In museum of art we saw a very beautiful (and expensive :D ) paintings of Vincent van Gogh. In this museum I saw a paintings of polish painter. It was a surprise for me. Next, we took a white bicycles and we rode through the park about seven kilometres. On Thursday we went to Nijmegen. We toured the city and nearby businesses. Later we went to a pancakes-ship and we ate a pancakes! We could eat pancakes as much we wanted. In Nijmegen I ate the best pancakes on my life. In last day in Pallas Athene College we had a classes,, how to start your company". We made a presentation and then we presented our project. At the end we had a sport competitions. I shoot with a bow first time in my life. We played a kinball, I think it's great game. This trip was the best of my life. I met an amazing, crazy people, I visited new places , I learned about businesses, I got to know a new culture and those memories I will always hold close to my heart.*



*Anna Dydą*

*I have already been to the Netherlands. It was great time for me! I knew a lot amazing people from another countries, and I could know some Holland's culture and „typical Dutch" things. It was for me new experiences which I will never forget.*

*On first day we met our guest families. We met them and we spend all day together. Next day we went to the Pallas Athene Collage. We had a welcome ceremony at which we saw films from every country. Every film was great! Next we started make presentations about business we did exercises.*

*On the next days we visited a lot of surrounding companies. It was really interesting for me and I learnt a lot. We were in a museum Koller moller. I love this place! “Do you think is it art?” This sentence I will remember all my life!*

*On Thursday we were in a beautiful city – Nijmegen. We explored the town and we visited a museum. We were at a bout trip where we ate delicious pancakes!*

*On Friday, at our last day together we finished our presentations “How to start your own business?” Then we showed projects from everybody. At the end of the day we went to a cinema.*

*On Saturday people from Poland with our guest families went to the Amsterdam! We spent last time together and we went to an Airport. We said goodbye, but it wasn't easy. Next we came luckily to Poland.*

*I am so excited and happy, that I could be there. It was amazing time in which I learnt a lot and I improve my English! Netherlands is very beautiful country.*

*Anna Jasiczek*



*On 13th march at 2 a.m. we – six students and two teachers – left Świącany. 8 hours later we were in Ede waiting for our host families.*

*On Sunday I was in the park where I saw a lot of things about Holland (windmills was everywhere). I knew few things about this country, e.g. the most rare word in Dutch is “lekker”, it means nice, good, tasty and people from Netherlands use it really often.*

*First day, when we arrived to the Pallas Athene College (by bikes - of course), we saw presentations prepared by every country which showed their schools, cities and business around their areas. On Tuesday we visited local business. I was in paper factory Parenco. Next day we saw presentation by CEO. After that we went to the Kroller-Muller museum and Park de Hodge Veluwe. On Thursday we had trip Nijmegen. There we were in museum for blind people and in local companies. In the evening we ate pancakes on a ship (delicious :D). On our last day In Pallas Athene College we made presentations “how to start your company” and showed it to everyone in this project. After lunch we had got activities like shooting sport. On Sunday I went with my host family to the Amsterdam-capital of Netherlands. After tour we said “Good bye, Holland!” and came back to Poland.*

*Lidia Dylağ*

On March 13<sup>th</sup> I took part in student exchange in Holland. Me, five other students and two teachers came to Ede on Sunday morning. I met my host family and after that they took me to a trip to windmill and park. I explored part of Ede and I really liked it. I live in a small village so Ede seems to be quite big for me.

During the official opening ceremony I have met some Dutch students. We have watched movie presentations and had lunch after that. First thing I thought after I saw the school was that the Pallas Athene College is much bigger than my school. I was also quite surprised that such many students go to school by bikes. There were hundreds of them.

On the second day of classes we had assignments about how to start a company and visited local businesses. On Wednesday after CEO presentation we went by bus to Kroller-Muller Museum. We also cycled around Park de Hoge Veluwe and visited art gallery. I saw some paintings by great artists like Picasso and Van Gogh.



On Thursday all students went to city called Nijmegen. We visited two complexes of companies placed in the city and saw some interesting places. But the biggest attraction of the day was a cruise on pancake-ship. On the deck of ship we could eat as many pancakes as we wanted to. They were really delicious.

Friday was the last day of classes. Each country prepared a presentation about starting own

business. We also had lunch at school and watched some pictures taken during the whole trip. After that the students took part in classes where we learned how to use bow and arrows and played a game called kin-ball. After farewell I came back home and started packing my things.

On the last day I spent in Holland my host family took me to a trip to Amsterdam – the city I always wanted to see. We had a canal tour, walked around city, visited souvenir shops and saw the most popular and most beautiful places of Amsterdam. I also have a picture with 'I AMSTERDAM' letters. I really loved the trip. In the afternoon all of the Polish students came to Amsterdam airport and said goodbye to their host families. There were a lot of tears and promises about seeing again in the future.

The week I spent in Holland was the greatest adventure of my life and I'm sure I won't forget it. I also hope to see all of my new friends in Poland.

Dorota Brudnik

## Second mobility in Suceava, Romania

29th of May to 4th of June 2016.

We also completed with the second mobility where we mostly talked about Market research. Students learned what exactly is market research, how to do it and why it is so important. They had two workshops related to this topic, the first was held by the British team and the second at the Chamber of commerce and industry in Suceava. Both were very informative and helpful. There was also a logo competition - the winner was the British one. We also had a chance to see some Romanian factories and some sights nearby. Students and teachers enjoyed the Romanian experience and learned a great deal about their culture.

*National entries in the logo competition. The winning one in the middle.*



France



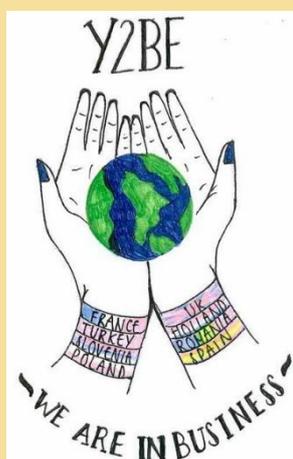
Turkey



Spain



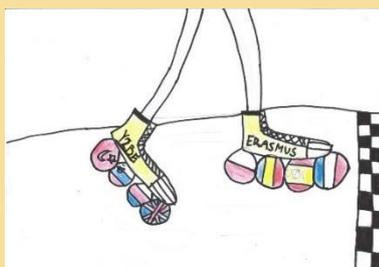
The Netherlands



The United Kingdom



Poland

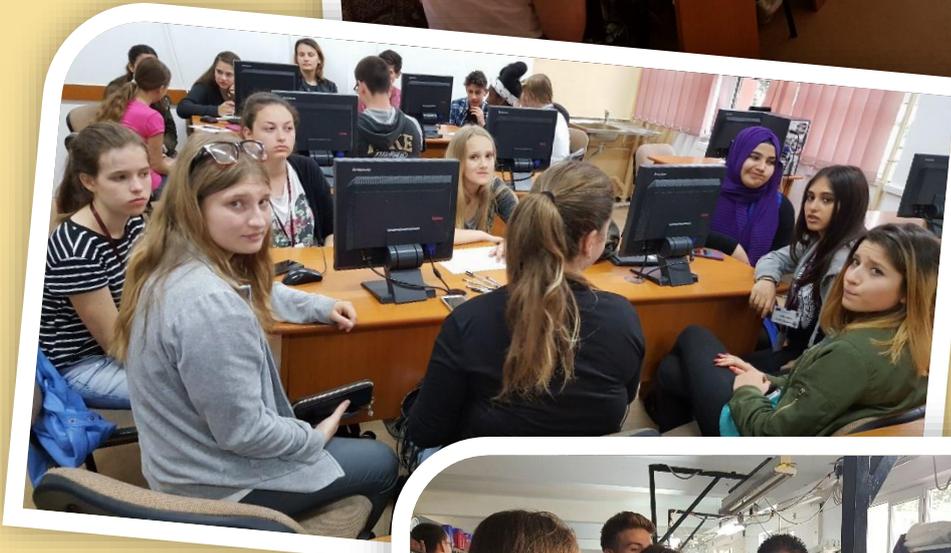


Slovenia



Romania

## Some photo memories from Suceava



# Students testimonials from 2nd Mobility Suceava, Romania

## France:

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



At the beginning of June 2016, we went to Suceava, Romania, for a week of training about market research.

We discovered a beautiful country and very welcoming people.

Five students participated to this trip : Zackari, Alexandre, Fatoumata, Sameh et Thomas. Here are their testimonies :

*It was a really good experience , Romanian people are exceptional! I really loved this trip with my school friends to Suceava, and I hope I can I go back there one day. The host family was very thoughtful with me and Thomas. We enjoyed the visits and the trainings and the atmosphere which was GREAT! If I could I would have stayed over there, I miss this city!*

*Alexandre*

*Experience, discovery, adventure, meeting and culture exchange. This is what the Y2BE PROJECT means. An emotionally strong adventure. This trip is unforgettable thanks to a lot of visits of companies, like Betty Ice ... The workshop were so interesting ! Now I can teach my schoolmates what the market research is , and it's important to know it to start a company.*

*Our team discovered a new culture and it was really lovely. I am surprised and moved by the kindness of the host families. I would like to thank the coordinator, for her hard work for us, and to thank my perfect host family for being so kind to me ! Thanks to my teachers again for letting me doing this trip ... thanks Suceava I will never forget you.*

*Fatoumata*

*After this trip to Romania , I have beautiful pictures in mind : the magnificent landscapes, the people in my host family who were extraordinary and immediately put me at ease to make me feel at home into their family, they were so generous ! I learned so much about market research which was the subject of study of this trip I learned to make a PowerPoint. I really liked the people there, they are very warm and welcoming , I think nobody will forget this trip ! Thank you!*

*Zack*

*The goal of our trip to Romania was to learn keywords and skills about market research. I loved the presentations we had to make at the end of the week to explain what we had learned. It was such a rewarding experience on a learning level as well as on a cultural and social point of view.*

*Thomas*

*This trip to Romania was my first experience in an Erasmus project. I loved every part of it. It was so rewarding that leaving Suceava was really tough for me. I did not expect so much kindness and love from my host family. This journey was wonderful and I would love to participate to other Erasmus programmes.*

*Sameh*



## The United Kingdom, Nightingale Academy, London:



**Robel Asmelash**

**Monday 6<sup>th</sup> June 2016**

### **Business Enterprise in Suceava, Romania**

*On the 28<sup>th</sup> May 2016 – 3<sup>rd</sup> June 2016, the second part of the Y2BE's expedition into the heart of what starting a new business meant commenced. Representing the United Kingdom for the second time, I was fortunate enough to lead the next selection of our team to the plain prairie of Romania. Home to native Romanians, we set foot on to Suceava, a small town in Romania home to over 100,000 citizens, many living on the financial efforts of the states but also some surviving on their private estates and family built industries. Arriving at Iasi International Airport, Romania we took a first glance at the evergreen trees and wildlife that surrounded the airport intriguingly. From the airport to the city of Suceava, we sought two full hours by coach to the school where we would endeavour a multi-corporative learning curve into the Market Research aspect of business. By 10pm we had already met our hosts and had come to understand their cultural routine before we settled to bed. The next day was a day of relaxation and getting to know our host families a little bit more. I lived in a house with my grandmother and my host partner Alex who was more than happy to take us in for the week. He explained to us the life in Romania and how an average Romanian would spend his days. Asking him about the business opportunities in the town, he told us of the lack of businesses opened and that only a few businesses would successfully open yearly. Financially, we were told that the majority lived under the government and that many would sometimes find it hard to create a saving per annum. He told us he was more than glad to have hear of this project and that maybe the ERASUMS Project would instil a turnover for the economy within the town. Sunday, a day which coincidentally turned out pretty sunny was our day to socialise and so we headed for the mall and the first ever 'Bubble Parade' which was held as a festive celebration for the oncoming season. Shopping and having fun with a game of pool and bowling, home must have been the last thing on our mind. But as*

everyday works, the end was reached and whilst we did enjoy a presumably sunny Sunday, the main course of our journey began the very next day with a welcoming business presentation in Romania.

### **Day 1 - Colegiul National de Informatica Spiru Haret**

Monday welcomed my team and I to a welcoming ceremony held by the Romanian students that studied in the Colegiul National de Informatica Spiru Haret. We as our nation produced a presentation again presenting a PowerPoint Presentation regarding our business opportunities in our home towns. This was a short presentation that allowed all countries to learn of each other and understand the responsibilities that each other had in contribution to their country. Nevertheless the personality and confidence each representative resembled in relation to the business enterprise sector. Each country presented their own towns from Alicante, Ede, Suceava, Karaman, Skohyszyn, Benedikt, Paris and ourselves as London. The business trends became well known throughout the ceremony and so from here we were told of how the week would work out in terms of our business exploration. This excitingly led onto lunch. Filled and glorified with the meal served, we entered a workshop which consisted of each country working on their own business idea and plan. As the United Kingdom, we noticed the growth rates of obesity and how this is affecting the society we live in. Understanding this weakness in the market, we wanted to create and conceptualise a product which could encourage exercise and entertain the consumer at the same time. A heart-rate sensing technology was the concluded option and we expanded on this idea, figuring out within the Market Research workshop, the depth that we needed to reach into, in terms of fully understanding our target market and how our product would aim for those who necessarily need it. This workshop carried onto most of our time during the day, concluding our day with our market research focus clarified clearly for the day. The rest of the hard working day was spent with our hosts. I was fortunate enough to stay a boy who knew quite a decent amount of economic and financial affairs in the country and so was shared his understanding of the economy of Romania as a hot topic to end the day.

### **Day 2 – Visit To Museum**

Romania is home to many religious artefacts and historical items that centre the character of Romania to be a quite ancient country historically. With royalty dated for many centuries from today, we fathomed the many objects apparent in the museum we visited to be of real history. Paintings were also held which intrigued my interpretation of the countries historical and knowledgeable wealth. Those involved in the project visited a large habitat of one of Romania's most endeavoured historical morals. From wars that dated back to the 1800's, to royal dining tables and bedrooms that would send a time machine far back in time, we all shared a remarkable glance at the past. Visiting this museum meant a glance of extra general knowledge to myself, and so our next stop of the day was the ever so glamorous mall that welcomed a large amount of retail stores and businesses into a shelter of a girl's favourite place to shop. Most of our time at the mall was buying and shopping generically, in addition to the fun that we had with many of our new European friends. Fun like no other that I will never forget having.

### **Day 3 - The Marginea Black Pottery**

The third day of our European exploration invited us to Suceava finest hand-made pottery factories. Pottery can be seen as a ceramic formed through the art of clay and in Romania a significant trend in creating not only pottery but also artefacts and souvenirs which when viewed by myself, was only a sight of stunning way of forging material. Mesmerised by the many versions and patterns available to forge, shelves

*after shelves of excellently carved and shaped objects were unique to each other; projecting their culture into pottery in ways that definitely captured a talent of art by the Romanians. The Marginea Black Pottery regional business worked on batch production sales, selling whatever types of pottery was asked for by the demand and sufficiently supplying so to many consumers and stores across Suceava.*

#### **Day 4 – Betty Ice**

*Another day in the life of Romania and we ventured to an Ice Cream Factory, popular to many Romanians that buy it; Betty Ice. Betty Ice is Romania's most popular ice cream producers and with over 60 tastes and fantastically delicious flavours, we walked through the manufacturing process of Romania's leading dessert producers. Leaving at 7:45am, we arrived at the Betty Ice Factory at 9:30am. We walked down the visitor isle, viewing left and right the labour intensive work required in this area of production hence the process of how ice cream was made and the intriguingly complicated technology involved. This explanation was followed by a long talk about the history of Betty Ice and its contribution to the food industry of Suceava, never mind Romania. Dropping ourselves from business to local, regional business locally, we dropped ourselves at a shoe factory that was home to a labour intensive workshop of men and women working collaboratively in the making the finest, polished and presumably 'new' editions of shoes. Old and young, we were fortunate to circle these workers whilst they worked, glancing at their life inherited skills in effectively, perfectly and quickly stitched up and sewed up components of shoes. Heating and reconfiguring the shape of features that created these shoes, we learnt that young and old, male and female, your work was inevitably the same in terms of effort and that businesses have to hire every type of employees in order to nurture an effective and sustainable production of their products. With over 900 shoes produced daily, these shoes came out beautifully and relatively priced for all ranges of those in different financial states.*

*To end our fantastically enjoyed trip and learning curve for business, our project as a whole were rewarded with a nice ending to the day; a dinner out in a local restaurant booked for our community only. Enjoying the meal of steak, fries and succulent salad, we were able to spend the last nights with our new fellow friends, friends that we were able to socialise around for that week. My Dutch friend and I were able to break that language barrier between our new colleagues from across Europe with the confidence and willingness that we expressed. We even set out to goal between myself and my fellow Dutch born companion Batti, which was to confidently be able to learn everybody's name, nationality and even be able to greet them in their own nation's language. Fortunately enough, I was able to leave the country knowing I can greet in 7 languages situated in Europe alone. Many friends that I made within only week are people that have helped me experience a great opportunity overall in both Holland and in Romania. These were also people who I was able to create a business presentation with, unlocking that knowledge of understanding how to lead and contribute to a group. Our last official eventful moments were spent having a great time with every nation, socialising with them about how they were, the time they had, how they lived their everyday lives and also exchanging contact details to talk with them for the future. The day ended with everyone full and tired, preparing to what would supposing turn out to be a hopeful, successful presentation the next day.*

#### **Day 5 – The Final Day**

*The final day of our business enterprise trip to Suceava was hosted to us by a Market Research conference, which highlighted most of the important aspects in Market Research. Two females were presenting to us, one of which who worked in the top positions of Market Research in the whole of Suceava. We took a*

*good hour or two to listen to what they had to say about Market Research and how it influenced the business we were focusing on specifically. Later on that day we continued preparing our presentations set for the last part of our trip, organising who would say what and how we shall say it (in terms of our actions in front of the audience). Nevertheless the key words and messages we had to underline in our presentation about Market Research. Once everybody had finished and prepared the research they had all prepared under myself and my fellow colleagues leadership, we got chosen first to present to the whole of the ERASMUS project. Within three worked minutes a group that consisted of nationalities from 7 different countries were able to present together, the importance of Market Research in the business world and the economic, and financial influence it had in terms of what the public demanded for in their wanted product. Thankfully, we didn't slip up, and so left the stage with high standards set for the next group to carry out.*

*That day was the last of many trips that I will never forget and the experience that I had over the past week never mind the linked trip to the Netherlands, were two trips that I more than appreciate for taking part in. Being orientated around the enterprise of business, I have become fully aware of how to start, lead and control a business as an entrepreneur, and also how to fathom the market in terms of what type of business you will bring to what hopefully, could be you filling in a gap in the market. Visiting many local businesses and being talked to about what it takes to enter the world of business, the team that I was previously in and the current team in Romania were fortunate enough to go through this priceless experience. I thank the staff both previously in Holland and recently in Romania for guiding myself through the very best of what the project had to offer. I must also thank the director of the whole project, Mr Aliaj, on the opportunity that he has given me in pursuing this event. As much as I may sadly not see the majority of the new people that I have met, it was an occasion offered to me that I have never, and I don't think will never be given; and so I give my full appreciation to the person that allowed my on such a mind-blowing occasion. Thank You.*

### ***Romania Evaluation by Alia Milligan***

*I loved the time that I spent in Romania. We learnt a lot about market research and why it's so important in running a business. Even though we were learning lots of new things we were also having fun and meeting new people.*

*We learnt how to deal with people who may not understand English very well.*

*Overall, if I was going to score the entire week marks out of 10, I would give it a 9/10.*

## ***My Experience in Romania, by Julia Nycz 9C***

*Going to another country was a really great experience, finding out about their culture and how religious they are. There are about 200 monasteries in Romania, we also visited two and honestly I could say that some parts of it were really interesting. We also visited the place of culture and another palace that belonged to royalty, In my opinion they were quite boring because there wasn't really much to look at, but for others it might have been really intriguing. After visiting the palaces in Iasi (the city we went to, we had three hours of free time to go around a three floor mall and honestly I think that was the best part! Monique, Susan and I bought matching shorts and we went to a restaurant and later we joined Arnas and Robel in bowling because we didn't have anything to do. Later the boys played 8 ball pool with the Romanian boys so we decided to watch,*

*it was really funny watching them loose. Furthermore, I really enjoyed staying at the Romanian house, I got to see how they lived and the kind of food they eat. My foster mum prepared a soup with meat balls and it was really tasty, I have to admit on the other days we mostly had pizza. The house that Susan and I stayed in was very quiet, everybody minded their own business and no one disturbed us. Sometimes Susan and I were the ones making all the noise. Meeting new people from different countries was also a great opportunity, the kids were amazing! We became close in one day; I also learnt a few words in other languages like Spanish, Dutch French and Romanian. I think making new friends is great because if you need them in the future they will be there. It is good knowing you have someone to count on when you go to a certain country.*

*Except from making new friends and sightseeing in Romania, I also found out new stuff,*

*I learnt about the difference in market researching, how to start up your own business and a load of other stuff.*

*Overall, I think that the experience I had was great and if I had a chance to go again I surely will.*

## ***Y2BE Trip to Suceava, by Susan Arsu***

*During my one week stay in Rumania I managed to learn many things within the topic of market research. I learnt more about the product that my classmates had designed and worked on the target market and the usefulness of our product for the public use. Working with people from other countries made my communication skills better and helped me improve on teamwork. As a team we evaluated the use of our product and how we will present it to the public in order for it to be sold.*

*Staying with my host family was a part which I really enjoyed. Even though I was staying with a friend, away from home for a week, our host family helped us feel like we're home. Giving us the motherly care we got back at home and taking us out to see places during the day and after school made the week go a lot quicker than we had imagined as we were loving the experience. Also, as we visited different companies that were close by, we got the opportunity to see the different industries building up and gaining money, expanding their workspace. I really enjoyed visiting the ice cream factory, Betty Ice, as it is a famous company that makes tonnes of ice cream per day, all to be sold around the country. We also saw the religious side of Rumania while we visited the monasteries and listened to the history behind each wall and what each painting represented. I liked listening to the different stories behind each painting as every one*

*of them were unique in its own way. The trip and experience was useful as I can now use the things that I learnt and apply it on something in the future. The business outcome of the trip was great and helpful and I believe everyone could go home and back to school and say they've learnt something new within a week. The trip was an amazing experience as now we have made a lot of new friends that we will keep in touch with for as long as we can. Also as we have added something new to our knowledge and improved our skills on teamwork and communication while working with people we have met before.*

*Finally winning this affected me in a positive way and I'm sure others will be able to say so too, hoping to be able to stay and complete the project.*

### ***My time in Romania, by Hazal Ivecen***

*I'm writing to inform you on my experiences with the trip from the negative struggles we had to deal with in this learning opportunity in Romania.*

*The trip offered me various experiences more specifically it gave me a clear understanding of the world of business and the importance of market research. Now, with these new skills I obtained, only with the help of this trip, I can go to the world of work with more confidence and a better understanding of what I want to do with my future rather than my previous struggle. Furthermore with this trip I have seen the possibility of creating my own business in the future with the ideas we learned on the trip like the great role of market and marketing research have on your business.*

*The trip didn't only teach me what impact religion and culture can have on ideas and products produced by business in the country depending on its own beliefs. This was very clearly shown to me by the various businesses' we visited around Romania from the local to the country wide.*

*The trip had a big impact on me emotionally as I witnessed through my whole visit in*

*Romania people who were struggling to feed themselves and their families. My host talked to me quite painfully but at the same time openly on his situation and not his alone but his friends and the rest of the Romanians of their daily struggles from crime to addictions and most commonly starvation. As there were not enough jobs offered to the public and sometimes those jobs didn't pay enough to sustain them, for example, my host earned only 2 lei per hour compared to the minimal expectation of 6.*

*In conclusion, the trip offered me various experiences which are extremely beneficial to me because of the skills and ideas I obtained from this trip like marketing and research before you start your business. Some aspects were more interesting to me than others. For example, the visits to the local business were more interesting to me as I learned from the professionals rather than working as a team and discovering small pieces of the bigger picture so we improved for next time. However the museums could do with a bit more interactive activities, as many of us were losing interest.*

## Slovenia, Osnovna šola Benedikt, Benedikt:



*It was a very nice experience to travel to Romania. I have learned a lot about their culture. Romania is a very religious country, they have religious pictures in every room, popes and other religion figures. Romania is a big and beautiful country, it is much bigger than Slovenia. I liked ice cream factory the most. We had a chance to see how they make ice cream and we could taste it at the end too. We also visited two shoe factories.*

*I didn't like the rain and that the fact that people don't speak English well. People in Romania were very kind, generous and helpful. We drove a lot with the taxis because taxi is the fastest vehicle to travel. We had a lot of fun. Every day we went out to do something.*

*It was funny when we had to be in groups and do a power point presentation about market research but our computer wasn't working so we had to improvise. But unfortunately we weren't the only group that their computer wasn't working. At the end we all had to improvise and do it without the power point.*

*Domen Perko*

*On May 29th we arrived to Romania. We travelled for about 18 hours. My and Klara's host was Emanuela Contescu but we called her Ema. She and her family were all so nice and kind to us and so generous. I want to thank them all for everything. I miss them all. In Romania we visited many things like Betty ice cream factory, two shoes factory, two monasteries and more. In Romania I met some new friends which were so good and nice. I will never forget Sack because she is such a good person and such a great friend. I will miss her too.*

*I had a great time in Suceava in Romania. I will never forget it.*

*Nikita Ferko*



## Instituto de Education Secundaria Playa San Juan, Alicante, Spain

*Hi, I'm Laura Ferrer a Spanish student from Alicante, who participated in the last trip to Romania with the Erasmus+ programme. It has been my first experience with this program and I was pleasantly surprised.*

*The city is completely different from any I have known before and visit to monasteries, the old part of the city and different palaces were interesting to know the culture of some places we visited. As what the programme is concerned, it has taught us many things, for example how to take your idea forward and the various methods we can use to do it. I think that it has been rewarding to visit major industries close to Suceava, dealing mostly in shoes factories but also an ice-cream factory.*

*We carry out different works, one of them was the presentation of each team in which we exposed the main industries of our country, and another one to finish, how to defend a project and how it would be distributed and the publicity will give our product.*

*In addition to all this knowledge we have gained about the entrepreneurship and the market and marketing research, for me the most productive and also what I liked most was speaking in English all the time besides meeting people from all over Europe with whom we established friendship. Thanks to this programme, "young entrepreneurs", we have enjoyed and known a new city with its own culture and traditions, learned about entrepreneurship and met many people from different places.*

*It has been a wonderful experience and recommend it for anyone interested student.*

*Laura Ferrer*

*The effort of my work took me to participate in a European exchange project. When they told me that Romania was the country, I didn't know what I'm going to find, so my surprise was more to discover a welcoming and generous people who live in the village.*

*The city is an area surrounded of trees and mountains, full of culture, however with less developed than Spain.*

*It was a week full of presentations, visits to companies (Betty ice, Marelbo) and important cities like Iasi.*

*The opportunity to meet kids from other countries has been the best. The English level of the Dutch is amazing; the introverted character of Slovenes is different from Spanish people who are more friendly; Also the teenagers with burka in the classrooms attract my attention.*

*All the students from different countries want to come to Spain.*

*I feel fortunate to experience and I hope to participate again in another project, meanwhile I open the doors of my house to take in another student like me.*

*I thank my teachers for their attention to us.*

*Ana Llorca*

*The last week of may did the second travel of the Project ERASMUS +, that was in Rumania. The Project is about the meeting of students and teachers for different countries of the European Union. We, the Spanish team, out of Alicante the 29 of may for arrive this night to a Little city in the north of Rumania, Suceava. There, the families were waiting for pick us after the large travel.*

*The next day we met the students of the other countries and we exposed our project .*

*On the second day we made a trip to other town ,Iasi, where we visited a beautiful palace.*

*On Wednesday and Thursday we made another trip to visit the businesses near the town, as Betty Ice.*

*The last day we went to the university of Suceava for do workshops about the market research , and later, in the high school , we made a short presentation about the workshop.*

*Finally, on Saturday we took the plane back to Alicante.*

*The travel was amazing and i have a big experience that i hope repeat in the future, thanks.*

*Martin Candela Mira*

*For 6 days we went to Romania with the project Erasmus+. We learnt a lot of new things of the marketing, we visited few local factories and we made new friends of other countries.*

*The first day we presented the project we made in our countries about the types of factories or shops that succeed there.*

*We visited two shoes factories and one ice cream factory. We learnt how they manage and where they export.*

*The last day we had a meeting with two girls of the Chamber of Commerce and Industry, and we learnt how to make a good market research and things we need to do that.*

*We also did a project with people of other countries.*

*The thing I liked the most was to know other people and made new friend of other cultures and countries.*

*We improve our pronunciation and how to relation with other people. But it had a difficulty: begin to talk with them.*

*In general, it was an incredible and unforgettable experience.*

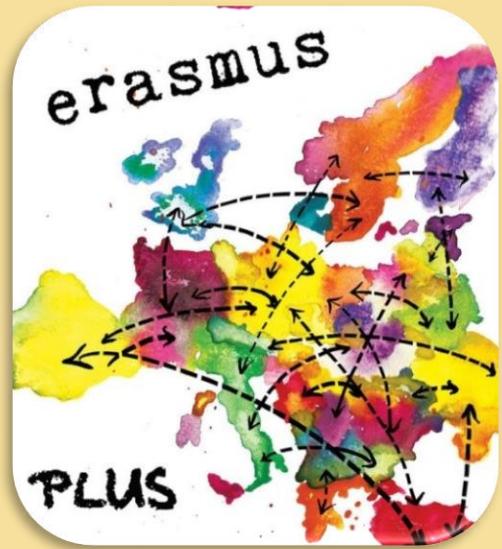
*Pablo*

*At the end of May, we did the second meeting of countries of the project Erasmus+. We went to Roumania, 5 students of 3º and 4º of ESO and 2 teachers. We stayed 5 days in a city in the north of Romania called Suceava. We went the 29<sup>th</sup> of May we stayed all the day traveling we had a break in Rome and we visited it. When we arrived to the city we went with the host families, the next day we went to the high school, on Monday and Wednesday we did a Workshop where we studied the Market Research. The second day we visited a city next to our city, Iasi, we stayed visiting the city all day. Between the third and fourth day we saw 4 business, two of shoes, one of ice cream and other one of pottery .We came back the 4 of June. For me this trip has been a very good experience because we've lived with people with others manners and we've practise a lot of English apart from advance the project. . This project is generally good for the union between countries in addition we could learn a lot of the business world with all the courses that we did.*

*Joelle Mayoral*

## Pallas Athene College, Ede, The Netherlands

*The day we arrived in Romania we go to the school and the we meet the host family. When we meet the host family we go to their house and we were totally tired. The next day we go to the school again and we meet the other countries we showed our presentation to the other countries. We make in groups with different countries a new project. We did research in market research and marketing research. The third day we went to Iasi and a palace before we went Iasi and in Iasi we went to another palace and when we finished it we go to a shopping mall. And then we go back to the host families. The fourth day we go to we went to a shoes factory and a to another shoes factory and when we finished it we went to two monasteries it was very nice. The fifth day we go again to the school we have worked again on the project we learn our information before we had the next day our presentations and when we finished it we go to Betty ice that is an ice factory.*



*What do I think of it?*

*I think it was a very nice time and I like to visit new countries and this was a very nice country. The people they are at the project are very nice and I have make a lot of new friends. Everything what we did was very interested. I thought that they lived in 1800 because they don't have the machines like in the Netherlands they are also late in the technology. But I chose for this country because I thought I go never to this country so it was a very nice country.*

*Batti Supusepa & Mark Vermin*





## ***My week in Romania***

*I had a wonderful week in Romania. The family was so grateful and Mihaela was so sweet. The palace and the monastery were beautiful, but the long skirts were a little bit hot ;). The slope at the shoe factory was so much fun! The Betty ice factory was cool to see, now I know how ice cream was made and not only how it taste. The shoe factory itself was also special to see. The malls were so big with so much shops, in The Netherlands you have a lot of shopping streets, but not a lot of malls. I also made a lot of friends. The school made also a lot of impression. The square in front of the school was nice and the canteen food was delicious. The houses in Romania are so different compared with the houses in The Netherlands. You have a lot of farmers land and a lot of green, but in The Netherlands you have a lot of industry and the houses are close to each other. The last day we went bowling with the our hosts, it was so much fun. After that Sietske and I went to the house from the sister of*

*Mihaela, that was one of the most beautiful houses I've ever seen. It was a very new experience to go to a land like Romania. I absolutely go back!*

*Roos Freriks*



*I was in Romania. I had a very great time there. The family was very nice. Suceava was a very nice and beautiful city. The school was in Suceava and the school was very big. The palace and the monastery were beautiful, but we had to wear big long skirts and there were are so warm. We also went to a shoe factory and that was very interesting and it smells of leather. We also went to Betty Ice it was cool to nice how to*

*make there ice. it's cool to see how big the malls in Romania compared to the Netherlands. The girl where we slept had an older sister who had a very big house. The house was in the middle of nowhere it was very beautiful and big. In Romania I became really attached to the people there. Michaela was a really nice cute child.*

*Sietske Hugenholtz*

*It's was really great to be in Romania. There are many differences between the Netherlands and Romania. The street was very different from ours. In the city you only see flat, flat and more flats. Between the flats hanging electric wire. Much people don't have a car. They transport them self by bus, taxi or they walk. And most people don't have a bike. Also the houses are very different. In the Netherlands most people live in detached houses. Their house was more little than our house. But it was very cozy. They make it*

*feel like home. Our host was very friendly and felt like our friend. It's was funny that she wants that we met all her friends. The food was very different but interesting to taste al the new tastes. Every day we have walked to school. The school was bigger than our school. It had 4 floors. And there was a boarding school at the school. On the way back to home with the airplane we had a transfer. We had a little bit panic but it were oke. When I think about it later we can laugh about it. At the end I think the whole journey was very beautiful, fun and cosy!*

*Celine van der Burgh*

*We went to the wonderful Suceava in Romania and it was so different, but so beautiful. It was so different because in the city there are only flats and so many people move with the bus or just walk. It's rare to see someone with a bike. The most adults don't speak English because in that time they didn't learn it at school. And they have another kind of money. At dinner they eat a lot of meat and almost no vegetables. We went to a lot of palaces and monasteries and things like that and I thinks that's a little bit boring. One palace or monastery is enough I think. Because Romania is so big, we had to drive a lot with the bus every day. So some days we were the half of the day in the bus. We went to different factories and we had a lot of workshops about market research. So the third one became boring... On the flight to Romania and the way back we had to transfer in Vienna. And it was the first time with plane for me so that was special for me. But on the way back it was raining and storming so much, so the last flight was canceled and we had an extra day in Vienna. First I really didn't like it because I was very tired. But we had a great day there. The girl where I and my friend stood was very nice and friendly for us. We had a lot of fun with her. Her mother didn't speak English so that was difficult. And they made me feel like home. But we have had a really, really great week with much fun and we have seen a lot of the culture.*



*Iris te Koppele*

## Poland, Zespół Szkół Publicznych w Świecanach, Świecany:



*Stay in Romania had big influence on our knowledge about market research. On workshop we enlarged our knowledge about business to start our activity in future. We visited a lot of interesting places, which helped us to understand what is marketing. The greatest joy was a visit in the Betty Ice, where we found out the secrets about ice cream production! We admired also the beautiful shoes, after watching their production. We met a lot of new people, and according to us, exchanges are a great idea which helping to form new contacts. We learned, had fun and enjoy at the same time!*

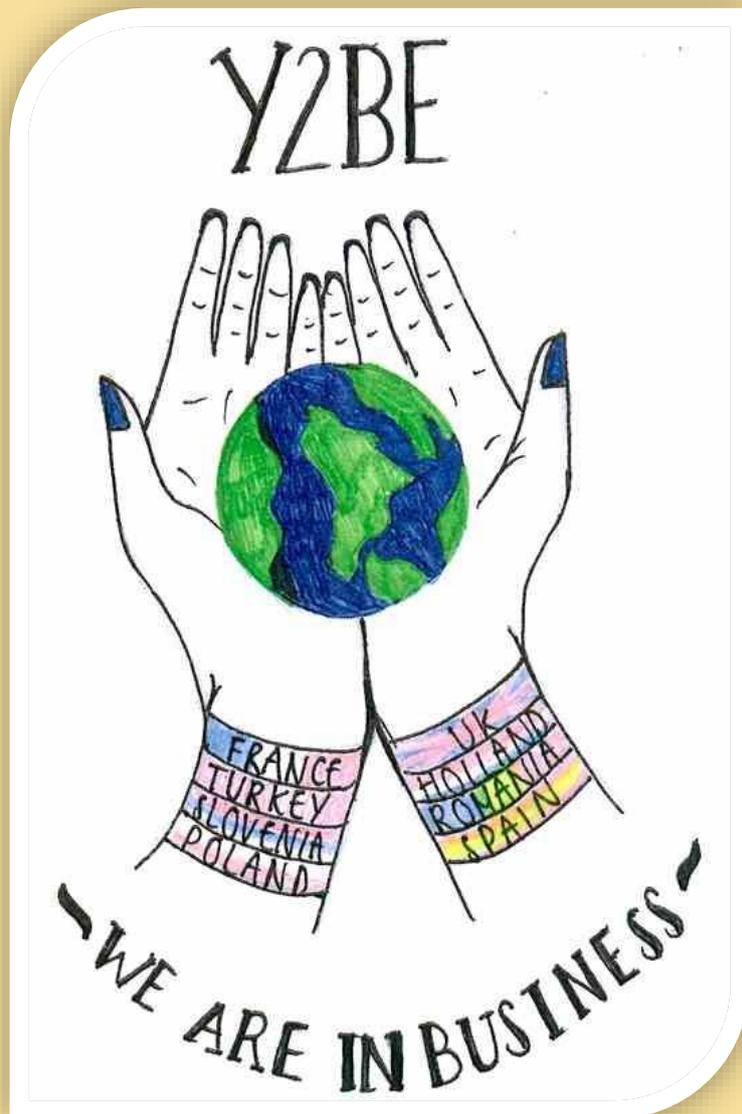
*Magdalena Kędzior*

*I love this trip to Roumania so much! I met a lot of people and I saw local companies e.g: Marelbo , Betty Ice and Nicolis. My host family was fantastic. They were very hospitable! I hope somebody to see you again. A visit to Roumania has allowed me to improve my English. To this day I have a contact with friends from other countries. I visited a lot of amazing museum. The visit was great in Suceava. I will never forget those moments.*

*Zuzanna Filipak*



# Erasmus+



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