



KA2 STRATEGIC PARTNERSHIP

“Developing entrepreneurship at an European level”

Report of the 4th Learning/Teaching/Training activity – short term exchanges of groups of pupils

The fourth short term exchange of groups of pupils of our KA2 project “Developing entrepreneurship at an European level” project was held in Madrid from 7th to 11th May 2018. Asunción Cuestablanca School was the host of this meeting.

PARTICIPANTS

	NAME	ORGANIZATION	PARTNER
1.	MURAT SÜZGÜN	ORTAKOY 80.YIL MESLEKI VE TEKNİK ANADOLU LİSESİ	TURKEY
2.	TEVFIK KARAMANLIGIL	ORTAKOY 80.YIL MESLEKI VE TEKNİK ANADOLU LİSESİ	TURKEY
3.	STAN ELENA	COLEGIUL ECONOMIC ION GHICA TARGOVISTE	ROMANIA
4.	MARCELLA TURANO	ISTITUTO ISTRUZIONE SUPERIORE ORSO MARIO CORBINO	ITALY
5.	SARA DI DIA	ISTITUTO ISTRUZIONE SUPERIORE ORSO MARIO CORBINO	ITALY
6.	MARÍA ARINERO GARCÍA	COLEGIO ASUNCIÓN CUESTABLANCA	SPAIN
7.	SUNA BILER	HAYME ANA MESLEKI VE TEKNİK ANADOLU LİSESİ	TURKEY
8.	SEMA PERLI	HAYME ANA MESLEKI VE TEKNİK ANADOLU LİSESİ	TURKEY
9.	JANNA WIEME	DA VINCI CAMPUS RONSE	BELGIUM

COLEGIO ASUNCIÓN CUESTABLANCA

Calle de Asunción Cuestablanca, 11, 28050 Madrid
Tlf. 91 302 05 49

MEETING AGENDA

Day	Time	Activity
6 th May		Arrival
	08:00-09:00	Breakfast
	09:30	Welcome at school Asunción Cuestablanca
	11:00	Break
	12:00	Presentation of the school Guided visit by Asunción Cuestablanca students
	13:00	Lunch at Rampujo restaurant
	15:00	TPM Meeting LTT Students Activities (Operations of the Accounting Department)
	16:30	Coffee break
	17:00	LTT Students Activities (Operations of the Accounting Department)
	17:45	Guest speaker Ovidio Egidio Gil Senior Vicepresident Head of BBVA Global, International Markets, Mastercard Startup Activities with TF
7 th May (Monday)	18:30	Back to the hotel
	20:30	Dinner at El Almiraz
	07:30-08:30	Breakfast
	08:45	Chamber of Commerce of Madrid
	11:30	Tourist and cultural Guided visit to Madrid
	13:30	Lunch in Madrid. Fonda restaurant
	16:30	Town hall visit
	18:00	Free time in Madrid
	20:00	Back to the hotel
	08:00-09:00	Breakfast
8 th May (Tuesday)	09:00	Tourist and cultural guided Visit to Toledo
	14.00-15:30	Lunch in Toledo. Museo Productos de Castilla la Mancha restaurant
9 th May (Wednesday)		

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10 th May (Thursday)	16:30	Visit to the mother company in Yepes: Bodegas y viñedos Casa del Valle
	18:30	Back to the hotel. Free time and dinner
	08:00-09:15	Breakfast
	10:00	Guest speaker Luis Suárez de Lezo General Secretary Alcobendas Entrepreneurs' Association
	11:30	Visit to the mother company Protect Spain Alcobendas
	13:00	Lunch at Rampujo restaurant
	15:00	Sport activities at school (students)
	15:30	LTT Students Activities (Operations of the Accounting Department)
	18:00	Guest speaker Isabel Olavide Spanish flamenco dancer and coreographer
	20:00-21:30	Buffet at school
	21:30	Back to the hotel
11 th May (Friday)	07:45-08:45	Breakfast
	10:00	Dissemination conference: European labor market
	12:15	Guided visit to the Prado Museum
	14:00	Lunch and free time in Madrid
	18:30	Back to the hotel
	20:30	Farewell dinner at O Cachelo restaurant
	01:00	Back to the hotel
12th May		Departure

May 7th:

Welcoming is always a very important point in all meetings. Mrs. Ángela Estévez, Principal of our school and Mr. Vicente Campoy, Secondary Headmaster welcomed all the foreign participants with a group of Spanish Erasmus+ students. This activity was held in our school theatre, where both Principals addressed a warm and few words, inviting everyone to enjoy the meeting in Madrid and taking the opportunity of learning from others. After that, our students leaded everyone in our school to visit the different spaces and resources, from Nursery School to Bachillerato.

In the afternoon, students worked in the computer room with an accounting program. The main goals of this activity were to learn about the different documents needed in the financial department of a company, emphasizing balance sheets and profit and loss accounts.

After the explanation, the students created the account of their respective TF with the WAVE accounting software. This programme is free, easy to use, has a friendly interface and an becomes an excellent user guide that goes beyond the instructions because it allows everyone to focus on "how to master your own accounting and steer your business to success". Actually, it is very suitable because it captures the accounting data, records the different transactions and generates all kinds of documentation about our companies, such as invoices or payrolls.

The students introduced a purchase sale transaction and created the corresponding invoice of the management, also reflected these operations in the accounts created for each TF in the software obtaining the documents that must be officially performed in a company.

Finally, about 17:45 h. the hosting school invited a keynote speaker, Mr. Ovidio Gil, Headmaster of BBVA Global, International Market, which is a very important bank in Spain. He leaded a **Startup activity** considering the previous job of students and training firms. The main objective was to point at the importance of entrepreneurship and the need of setting a proper frame to develop the ideas and products. It was focused on the following questions and issues:

- a) Description, in a simple way of the product/service that they want to selling their TF.
- b) What is the high level business case?
- c) What type of customer are you targeting?
- d) What needs of the customer are your covering?
- e) What is the pricing structure of the product/service you are offering?
- f) How are you going to promote your product/service? Through which kind of channels?

The students introduced their TF and the speaker made specific questions about them and the prospect of them.

May 8th:

It was a very busy day. In the morning all delegations were expected at the **Chamber of Commerce** where we were welcomed by Mr. Jacobo Pérez-Soba, Area Headmaster and Responsible of Heads Formation. He spoke about possibilities, procedures and steps of entrepreneurship in Madrid and Spain, comparing figures and facts with European ones. He described employment and unemployment rates and labour market, both in Spain and Europe as well. We had the opportunity

of making some questions about the topic. It was remarkable for students to keep in touch with a real analysis of the market, but also for the Chamber of Commerce itself to acknowledge the work and interest of European teenagers in this field.

After that, we went to the city centre **to visit the historical Madrid on foot**. A guided tour drove us from the Royal Palace to the Opera Palace, Cathedral, Old Town Hall and the Main Square as we learnt about the origins of Madrid, since the first Arabian settlement to the Hapsburgs dynasty. We had lunch in the downtown taking chance typical dishes.

Then, at 16:30 h. we were received at the **Town Hall** (sited in the Old Communications Palace, in the Madrilenian square of Cibeles Goddess). It represented the opportunity of welcoming in an important metropolitan landmark in our city. We visited the assembly hall where the current mayoress and city councillors work and meet themselves. We also discovered the architectural way of building it in a modernism style.

May 9th:

On Wednesday, we went on a day-trip to Toledo. It is a really nearby historical city in Madrid. UNESCO declared it a World Heritage Site in 1986 for its extensive monumental and cultural heritage.

It is known as the "Imperial City" for having been the main venue of the court of Charles V, Holy Roman Emperor, and as the "City of the Three Cultures" for the cultural influences of Christians, Muslims and Jews reflected in its history. It was also the capital of the ancient Visigothic kingdom of Hispania, which followed the fall of the Roman Empire, and the location of historic events such as the Visigothic Councils of Toledo.

We walked through the narrow and steep streets to see the Zocodover Square, the Cathedral and the Greco's house.

Then, in the afternoon, we took the bus back to Madrid but we stopped for a while in Yepes, a 40 km-far village from Toledo where we could visit the wine cellar and vineyards **Casa del Valle**. The wine production is very important in many Mediterranean countries (not only, but mainly), and there are very good examples of it in Spain. Wine production is one of the largest businesses considering either its consume in Spain and the figures of exportation. We could learn the process and procedure of it. They offered us a wine tasting (teachers) and an oil tasting (students under 18 years old).

May 10th:

Thursday was a very important day to know entrepreneurship in Madrid. At 10:00 we attended to a **speech by Luis Suárez de Lezo**, General Secretary of Alcobendas Entrepreneurs' Association (AICA). He talked about the importance of public measurements in order to increase the development of economy. Alcobendas is an example of the rapid growth of entrepreneurship and facilitates the evolution of innovative projects in a StartUp phase.

Then, at 11:30 h. the whole group visited the mother company Protect. Unfortunately, the electrical system failed so they could not demonstrate the smoke screen they have developed to prevent from burglary.

The whole afternoon and evening of Thursday was hold in our hosting school, Asunción Cuestablanca. The activity began with a brief explanation about the different obligations required in the human resources department of a company (employment and management of the staff). Then, the students had to prepare a payroll in a spreadsheet where they filled the estimated data of a worker of their TF according to the profile of the job, thus being reflected the different salary supplements and social contributions. Some students included the data referring to the salary receipt in the accounting created in the previous work session.

The second part consisted of a talk show by Mrs. Isabel Olavide, Spanish flamenco dancer and choreographer. Every region in Spain has its own traditions, culture, dances..., but perhaps one of the best-known traditions is the flamenco dance, even it is only representative from Andalucía. She also carried out a workshop with students and teachers to enjoy the dance and the basic movements of it.

We finished the day with a warm cocktail at school.

May 11th:

Last day of our transnational meeting with students started with a dissemination conference at our school, where the students had to present information about the labour market in each country, employment and unemployment figures, focusing on the main economic activities. They also explained some important details about the educational system in their own countries. It was a remarkable scholar activity for Asunción Cuestablanca, so all the students from Secondary education who take subjects such as Economics attended to it.

Then, we visited the Prado Museum in the city centre. It is the main Spanish national art museum. It is widely considered to have one of the world's finest collections of European art, dating from the 12th century to the early 20th century, based on the former Spanish Royal Collection, and the single best collection of Spanish art. We followed a pedagogical guided tour through the works of Goya, El Greco and Velázquez, who are some of the masters in Spain. The objective was to learn, not only about art or techniques, but also about the history, politics or culture of Spain.