

## Virtual enterprise as learning methods

### Proposed activities

Create an e-portfolio (folder) to record what you have learnt with this activity

Knowing myself

Who I am? And how am I?

Enthusiastic? creative? imaginative? Able to set my own goals?

Independent?..

Write them in order of importance, for you, the 10 characteristics that you consider most important of your personality.

Write down three weaknesses that you think you should improve

Do I have entrepreneurial skills?

Generally entrepreneurs take advantage of the opportunities to satisfy a need, to solve a problem or to undertake something new

Reflect on what you would like to be when you leave school/university  
Write it down and save it in the e-portfolio.

### Activity 1

- A) Visit a company and industrial estate to arrange the guided tour
- B) Perform previous work in relation to the company
- C) Make a presentation of the company (you can use the format you want)

### Activity 2

Using the program info.gr creates an infogram about the companies that are in the polygon of Sabón / Cerceda

### Activity 3

Design of a new product

In groups of 6 students (choose an object)

*Individual work*

Choose an object from your environment (a wallet, a box, a marker, a ball, a Blackboard, a cup, a telephone ...) and analyzes its main features and

Features.

From there you will have to define a new product that improves its characteristics, To make it more operational.

Once the new product is defined, you will have to identify who the users will be Potential of the new product and describe the main features of the new designed product

Using each student's padlet, a group member shares their ideas with others and writes Parts of the object?

What is it made of?

What do you use it for?

When is it used?

Who uses it?

Where is it used?

Why does it break or spoil?

What problems or inconveniences has its use?

From the work done they design in equipment an object that improves clearly to the one described previously.

What characteristics should it have?

What problems should it solve?

What utilities should it have?

Describe the new product

Potential users

characteristics

Using padlet you reach an agreement on the product / object and how to promote it in the market. Make an advertising campaign as a group.

Variante half of the groups work with objects and the other half with services

- Think of a need or problem you had during the last week
- Define in group a new service that allows to overcome the problem, unresolved needs

What should the new service offer? What is its sequencing?

- Identify who will be the users of the same and describe its main characteristics
- What do you need to make the new product successful?
- How can you reach the users?

The evaluation of activity 3 is done in a group. The teacher writes the evaluation criteria on the digital board and another group of the classes makes the comments and the evaluation.

In order to carry out the individual evaluation, each student must keep his / her individual work in the e-portfolio and write in his / her journal about: difficulties, strengths and needs to improve.

#### Activity 4

Taking steps to be an entrepreneur (read, reflect and comment)

"Pay attention to every moment, because the opportunities appear in every moment and you must know how to take advantage of them."

"Commitment begins in oneself, because you are what you do and not what you say."

"There is no achievement without persistence."

"Quality is the result of the effort to do things right."

"We must face risks and challenges, but always with a margin of safety."

"Planning anticipates decision-making."

"Information is a good of high value and your search is an investment."

"Imagination is the best ally when it comes to proposing goals, and realistic sense is the best ally to define those that will encircle your life."

"To persuade consists in both pleasing and persuading."

"Much of the security of people comes from the  
gradual gains gained throughout life. "

Remember: Some entrepreneurs are born and others are made. Yes

If you do a lot of work and you strive, you will achieve

Empower and consolidate your skills and you will be an entrepreneur

Study the behavior of successful entrepreneurs and learn that their success depends on their own efforts (Bill Gates, Amancio Ortega, Each group of three presents a character.

Make the following questionnaire

### **Activity 5**

My ideas for creating a business

Creative thinking and a great capacity for observation are effective allies in identifying business ideas.

These ideas can originate in different ways; Using natural resources, work experiences, needs, interests and hobbies. For example, a business idea arises:

If you detect an unmet need.

If you upgrade an existing product.

If you combine knowledge with experience.

If you recognize trends in fashion, technology, food, etc.

If you perceive the opportunities

Identifying Successful Business Ideas

Good business ideas are based on the needs of the clientele. If a business offers a good product but nobody needs it, it will be a failure.

You can get business ideas from everywhere, but these must agree with what the customers want and can pay.

Business ideas give rise to companies from:

Production: Those companies that use raw materials to create new products; For example: furniture

Trade: Consists of buying merchandise to sell. They can be wholesalers or retailers.

**Services: Created by people who sell a particular service: car repair, cleaning services, painting, etc.**

**Business in the right place**

**In each place there are always businesses that are successful, for example: the vegetable vendor in the market, the photocopier in front of the school, the store that takes home orders, cafeteria near the offices, mechanic workshop of the neighborhood.**

**Reflect on your personal experience, what you like to do and know that you do well. There are also business ideas**

**Complete I'm good doing the following:**

- 1.
- 2.
- 3.
- Four.
- 5.

**I want to do the following**

- 1.
- 2.
- 3.
- Four.
- 5.

## **6. My first business idea**

It was full of ideas. Write a list of words

Write a list of ideas and put a comment next to each one

Locate a nearby industrial estate and write a catalogue of companies and products they offer. In group, you reach an agreement about your company

## **Create your own company**

### **Virtual companies as a method of learning**

How does entrepreneurship teach?

The difficulty of the activity will be made according to the age of the students

What is all this?

- A role play in virtual companies
- Students learn how to establish business as a team (6-8)
- Students choose a leader and team leader among themselves
- All virtual companies have a tutor, which provides Basic information about products, marketing, approx. Prices etc.
- Students visit the tutor when they need help

What do we do in virtual companies?

- Business plans for companies
- Budget
- Book maintenance
- Purchase and sale of products, make offers
- Build websites, videos, ads and posters ...
- Hold meetings once a day (students make notes)

- Make Press Releases
- Make a visit to the company's guardian, bank, insurance company ...
- Organize open house events
- Organize Fairs

How long does the activity take and what do the students do?

- Time will be made according to the difficulty and the age of the students

Practical organization

- Teams of 6-8 students
- Some companies can include the whole class

The good things about the virtual company:

- This activity is very motivating for students

It differs from the normal work of the class

- Students have an idea of what they do in a company
- This method teaches teamwork, ICT and entrepreneurship, but also other subjects and skills
- Students love doing these kinds of activities and have the opportunity to learn new skills

Difficulties

The teacher must be creative

#### Activity 7

Collaborative work to do with the whole class or various classes.

Role play: Three students are representatives (counselors) of an international bank.

There are several new companies (represented by two entrepreneurs each), all of whom want a bank loan to establish their businesses. Nevertheless,

There is only money for a company. That means that students (entrepreneurs) have to prove that their company is the best. Entrepreneurs present their ideas and explain why they should be the ones who receive the money.

The three bankers are the ones who inform the businessmen about their decision.

The class discusses at the end if the decision was successful and why

#### Optional Activity

Each group presents their company to students from another center by video conference. (Only two groups participate in the same day. Students prepare the presentation and become familiar with the conference viewing tool.