

3. learning mobility WIN²

Date: 27.- 31. March 2017
 Organisator: Varna Free University
 Chayka Resort, Varna, 9007
 Bulgaria

Weekend, 25. /26. of march 2017	
Saturday	Arrival, check-in: <ul style="list-style-type: none"> Schools: VFU hostel - http://vfu.bg/en/ Other persons: Hotel Kabakum, area Alen Mak, 9007 Golden Sands, Bulgarien - http://www.hotelkabakum.com/index.php/home <p>At the bus stop VSU-2 you will be welcomed by assoc. prof. Iva Moneva, Ph.D. and Ms. Kiki Tsochou who will be waiting for you to accomodate you in your rooms and show you the University.</p>
	<ul style="list-style-type: none"> 18:30-19:30 - dinner for students and teachers in the VFU restaurant
Sunday	<ul style="list-style-type: none"> 08:00-09:00 - breakfast for students and teachers in the VFU restaurant
	<ul style="list-style-type: none"> 18:30-19:30 - dinner for students and teachers in the VFU restaurant

Monday, the 27th of march 2017 Meeting point: 8.50 in front of the Education And Sports Complex		
7:30-8:30	Breakfast for students and teachers in the VFU restaurant	
9:00 -9:15	Welcome <i>program and the two main topics in this week (sustainability and professional orientation)</i>	VFU/SiS / IÖB Room: Education And Sports Complex No. 2
9:15 -10:15	Spaghetti Game	SiS / Room: Education And Sports Complex No. 3
10:15-10:30	<i>Coffee break</i>	
10:30-11:30	<ul style="list-style-type: none"> • Berlin-Review: 8. International fair for school companies <i>What experiences have we gathered? How was it to meet other companies in the fair? Tree schools present their posters (Homework) and report on the fair. Keywords with the game: shared experience, common language, challenge, new "environment"</i> • Pupils from PTS present local company 	Moderation: VFU /assist. prof. Zhelyazkova Room Education And Sports Complex No. 2
11:30-12:00	Lecture I: Sustainable development of business organizations and strategies for conflict resolution <i>Achieving economic, social and ecological sustainability of business organizations is related to resolving many conflicts. They arise both from the interactions of the three dimensions of sustainable development as well as from the need for organizational changes for its implementation. To resolve these conflicts, there should be used strategy, the result of the application of which is profitable for all parties.</i> <i>What have we learned? What questions about sustainability you can ask the local company?</i>	VFU / assist. prof. Zhelyazkova Room Education And Sports Complex No. 2
12:00 - 13:00	<ul style="list-style-type: none"> • Lunch in the VFU restaurant 	

	<ul style="list-style-type: none">• <i>Drive to the PTS</i>	
13:00 - 16:00	<ul style="list-style-type: none">• Visit in the PTS and the school company "Event Management"• Workshop I (40 Min.)• Workshop II (60 Min.)	PTS / VFU
18:30-19:30	Dinner for students and teachers in the VFU restaurant	
<i>Free time</i>		

Tuesday, the 28th march 2017		
Venue: Education and Sports Complex		
7:30-8:30	Breakfast for students and teachers in the VFU restaurant	
9:00 - 09:30	Lecture II: Sustainability of the business environment and marketing	VFU /assoc. prof. Tankova Room Education And Sports Complex No. 2 & Education And Sports Complex No. 3
9:30 - 10:30	<p>Workshop I. Sustainability of the market - Shoes production game</p> <p><i>This workshop focuses on Economic dimension - financial stability and the interaction between economic and social dimensions of sustainable development.</i></p> <p><i>What have we learned? The VFU summarizes the game and make connection with school and local company: What questions about sustainability you can ask the local company?</i></p>	
10:30 - 10:45	<i>Coffee break</i>	
10:45 - 12:30	<p>How to develop sustainable relationships with our customers, so they will come back and by from us again and again?</p> <ul style="list-style-type: none"> • <i>What are sustainable customer relationships and why they are important? Where do you begin from when building strong customer relationship? What tools you can use to track customer satisfaction?</i> • <i>How to use customer relationships to improve your business? What questions to ask? What should your approach be?</i> • <i>What are the best practices in customer relations? What are some successful examples of companies?</i> • Fast working session with the teams to figure out what else they can use to understand deeply their customer needs. <p><i>What have we learned? What we can learn from local company about this?</i></p>	SiS Room Education And Sports Complex No. 2
12:30 - 13:15	<i>Lunch in the VFU restaurant</i>	
13:30 - ...	Varna: Excursion	
18:30-19:30	Dinner for students and teachers in the VFU restaurant	
<i>Free time</i>		

Wednesday, the 29th of march 2017 Meeting point: 8.55 in front of the University		
7:30-8:30	Breakfast for students and teachers in the VFU restaurant	
9:00 - 12:00	Local company (Azalia Hotel: http://www.azaliahotel.com/de/) <ul style="list-style-type: none"> • Exploration and expert interview focused on the topic „sustainability“ 	VFU
<i>12:00 - 13:30</i>	<i>Lunch in local company and drive to the VFU</i>	
14:00- 14:30	Summary from the exploration: What have we learned for us and for our company too?	SiS / Room Technological Institute
14:30- 14:45	<i>Coffee break</i>	
14:45- 16:15	Workshop 2: Marketing in the social networks	VFU assist. prof. Ivanova Room: Technological Institute
18:30-19:30	Dinner for students and teachers in the VFU restaurant	
<i>Free time</i>		

Thursday, the 30th of march 2017		
Venue: Education and Sports Complex NO. and Technological Institute		
7:30-8:30	breakfast for students and teachers in the VFU restaurant	
9:00-10:30	<p>Workshop 3: Defining the mission, goals and strategies of their own school companies according the three dimensions of sustainable development.</p> <p>Pupils will prepare presentations on sustainable development of their school companies.</p> <p><i>* The pupils begin to work on the poster / conception, and developed it during next content steps / days</i></p>	<p>VFU assoc. prof. Nikolaeva, assist. prof. Zhelyazkova</p> <p>Room Education And Sports Complex No. 3</p>
10:30 - 10:45	<i>Coffee break</i>	
10:45 - 12:15	<p>Building and integrating culture in the company. And how we can use this, for our recruitment process when we are looking for new employees. How we will recruit people? - workshop interview with pupils</p> <ul style="list-style-type: none"> • <i>Quick recap on our vision, mission and values.</i> • <i>Quick recap on the main key roles in your school company.</i> • <i>Going in details into the topic of sustainable company team - We need to focus on two things - How do we keep the current team happy and fulfilled, and how we are finding the best employees.</i> • <i>We will focus on the second one - finding the right people.</i> <p><i>Workshop session - the student companies will have to organize (again) interview sessions with potential new employees - but before that they will have to prepare a list with questions - based on their company culture, and what roles & responsibilities they are looking for.</i></p>	<p>SIS</p> <p>Room Education And Sports Complex No. 3</p>
12:15-13:15	<i>Lunch</i> in the VFU restaurant	

13:15 - 15:00	My task in our company and my future? What have they to do with me? <ul style="list-style-type: none"> The pupils looking for their tasks in the working word (part I) 	Ca. 14:00 Press Room: Russian Centre	CvO Room Technological Institute
15:00 - 15:15	Coffee break		
15:15 - 16: 00	My task in our company and my future? What have they to do with me? <ul style="list-style-type: none"> The pupils looking for their tasks in the working word (part II) 		CvO Room Technological Institute
16:00	Free time		
18:00 -	Gala Dinner in the VFU restaurant		

Friday, the 31st of march 2017		
Venue: Education and Sports Complex		
7:30-8:30	breakfast for students and teachers in the VFU restaurant	
9:00 - 10:30	And if I don't know what I'm going to be...? <ul style="list-style-type: none"> Trade fairs and professional orientation Internet, EU - Programs, other options 	CvO Room Education And Sports Complex No. 2
10:30-10:45	<i>Coffee break</i>	
10:45 - 12:30	Workshop [conditional]: Internationalization in the business life and in Win ²	Rectus Room Education And Sports Complex No. 2
12:30 - 13:30	Lunch in the VFU restaurant	

13:30- 15:00	<ul style="list-style-type: none"> • Posters / sustainability: final work • Our next steps in the company / after the meeting in Varna 	Moderation: SiS Room Education And Sports Complex No. 2
15:00 - 16:00	<ul style="list-style-type: none"> • Feedback the 3. learn mobility • Review: Win²-project • Feedback project: What we learn? Mind - Map about Win² • Certificate, group photo 	Room Education And Sports Complex No. 2
Ca. 16:00	End of the meeting	
18:30-19:30	Dinner for students and teachers in the VFU restaurant	

Saturday, the 1st April 2017	
8:00-9:00	Breakfast for students and teachers in the VFU restaurant
approx. 11:00	Departure of the guests