



Material I03_4:

Checklist: Objectives of Cooperation with Student Companies Abroad

In the checklist below, you will find ideas for objectives upon which your student company cooperation with a student company abroad could be based. Go through the checklist and consider the type of cooperation your student company could best benefit from. Mark the ideas which you believe you could implement. Then discuss which idea you like best with the team.

Checklist. Possible Objectives for Cooperation with Student Companies Abroad

⇒ Exchange of experience

Are you implementing a similar business idea that a student company abroad is implementing and it interests you to know how another student company is doing it? Or do you think a different business idea, which other students are implementing, is particularly exciting? Perhaps you have also seen products which foreign student companies offer, but you don't know the production process the other student company is using.

Notes:

⇒ Implementation of a joint project

Perhaps you could implement a joint project with a foreign student company. For example, this could be the joint production of flyers, or a student company home page. It could be the production of advertising materials for both student companies in one or several different languages.

Notes:



⇒ Export your Products/Services

You have analysed a foreign student company's product range and could you imagine that they might be interested in your products. Perhaps your products/services could complement another student company's products.

Notes:

⇒ Import your Products/Services

Would your customers be interested in another student company's products? Are you interested in knowing the price of the products from other student companies?

Notes:

1. Research student companies abroad and see if you find a foreign student company that could be a potential partner.



Material IO3_5:

Our National and International Student Company

You have already dealt with the subject of international trade and you know the reasons and motives why businesses cooperate with other businesses abroad. Student companies are not only located in your country. They are also founded and operated in other countries.

Wouldn't it be exciting to find out which business ideas student companies in other countries are addressing? Or to think about cooperation between your student company and a student company from another country?

1. Do research on the internet (see tips on the following page) and collect information on what foreign student companies offer their customers and how they presented themselves on the internet. Enter the five most exciting foreign student companies' ideas in Table 1. Enter the name, the business idea and the student company contact address in the columns provided. Think about the extent to which initiating cooperation could be interesting for your student company.

Tip: While doing your research, remember to save the internet pages to the student companies that you are most interested in, so that you can find them later.

Have you thought about publishing your student company presentation on the internet in English or in another foreign language (e.g. on the project home page or in social networks)? This increases the likelihood that your student company will be found by foreign internet users / students who might be interested in contacting you.

2. Present the research results in your student company team. Then discuss which student companies have aroused your interest and why. Then consider your next steps together.

Tips for searching for student companies abroad

In addition to the usual internet search for existing student companies abroad, you can use the following:

1. The Win² Project homepage (<http://www.winwin-youngentrepreneur.eu/>), if you are interested in contacting a student company in Germany, Poland or Bulgaria. The schools listed on the homepage (see Figure IO3_5_1) already have student companies. The students present their business ideas in video clips. English is taught in all listed schools and there are English speaking teachers and contact persons available.

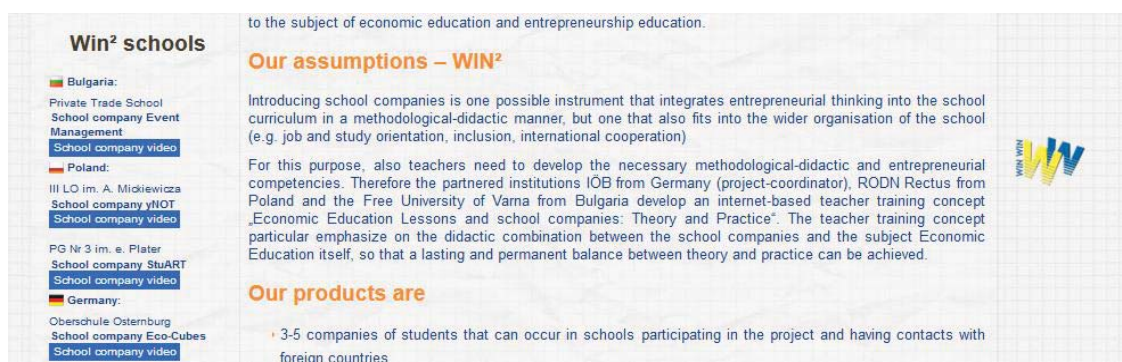


Figure IO3_5_1: A screenshot from the Win² project homepage

2. You can find student companies from Italy, Spain and Germany using the PACE project home page:



Figure IO3_5_2: Student companies in Italy, Spain and Germany (Erasmus+, project PACE, see <https://blogs.uni-bremen.de/pace/>)

3. Remember to use social networks such as Facebook. The student companies are very often found there.
4. The following key words will help you with your internet search for student companies abroad:
 - Germany: Student company
 - Poland: The uczniowska company
 - Bulgaria: Ученическата фирма
 - Russia: Школьная компания
 - England: Student Company or junior company
 - etc.



Table 1: Our Research Results for Student Companies Abroad

Student company/Name	Business idea	This would be interesting for our student company:	Contact information internet address, contact person
1.			
2.			
3.			
4.			
5.			