



**ENTREPRENEURSHIP. PRACTICAL, INNOVATIVE, CREATIVE**  
**2018-1-PL01-KA229-050938\_2**

# **The flow of activities in the exercise firm - the platform ROCT - Romanian Coordination of Training-firms**

**13.-17.05.2019 - Pucioasa, Romania**

**Technological High School Pucioasa**

The project is financed by The European Union

**Exercise company (EC)- an interactive learning method for development of entrepreneurship, a modern concept of interdisciplinary integration and application of knowledge, a teaching-learning approach that provides conditions for practical exploration and deepening of skills acquired by students in vocational training .**

## **Objectives of learning through the EC:**

- familiarizing students with the activities of a real company**
- simulation of business operations and business processes specific to the real business environment**
- improving business language**
- developing the skills and attitudes needed by a dynamic entrepreneur**

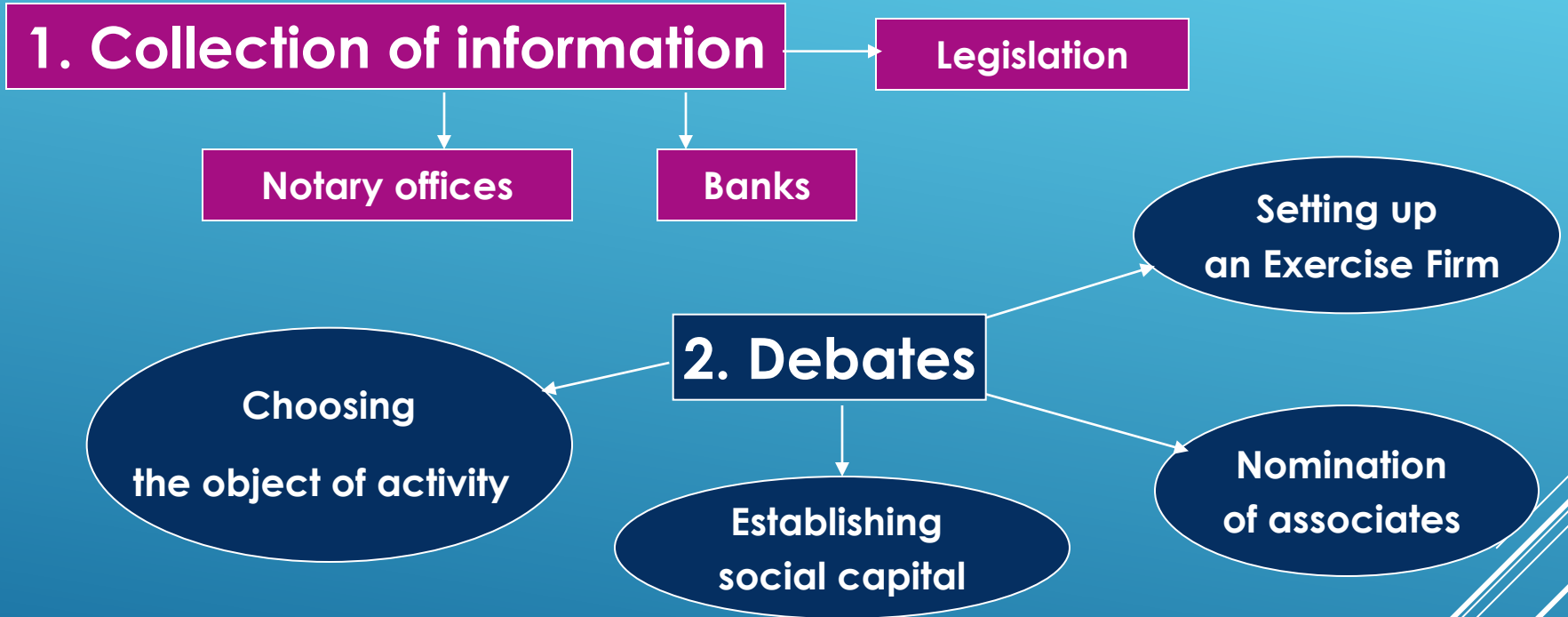
*„ Success in business requires training, discipline and a lot of work. If you're not scared of these things, the opportunities are great „*

**DAVID ROCKEFELLER**

# What we're talking about!

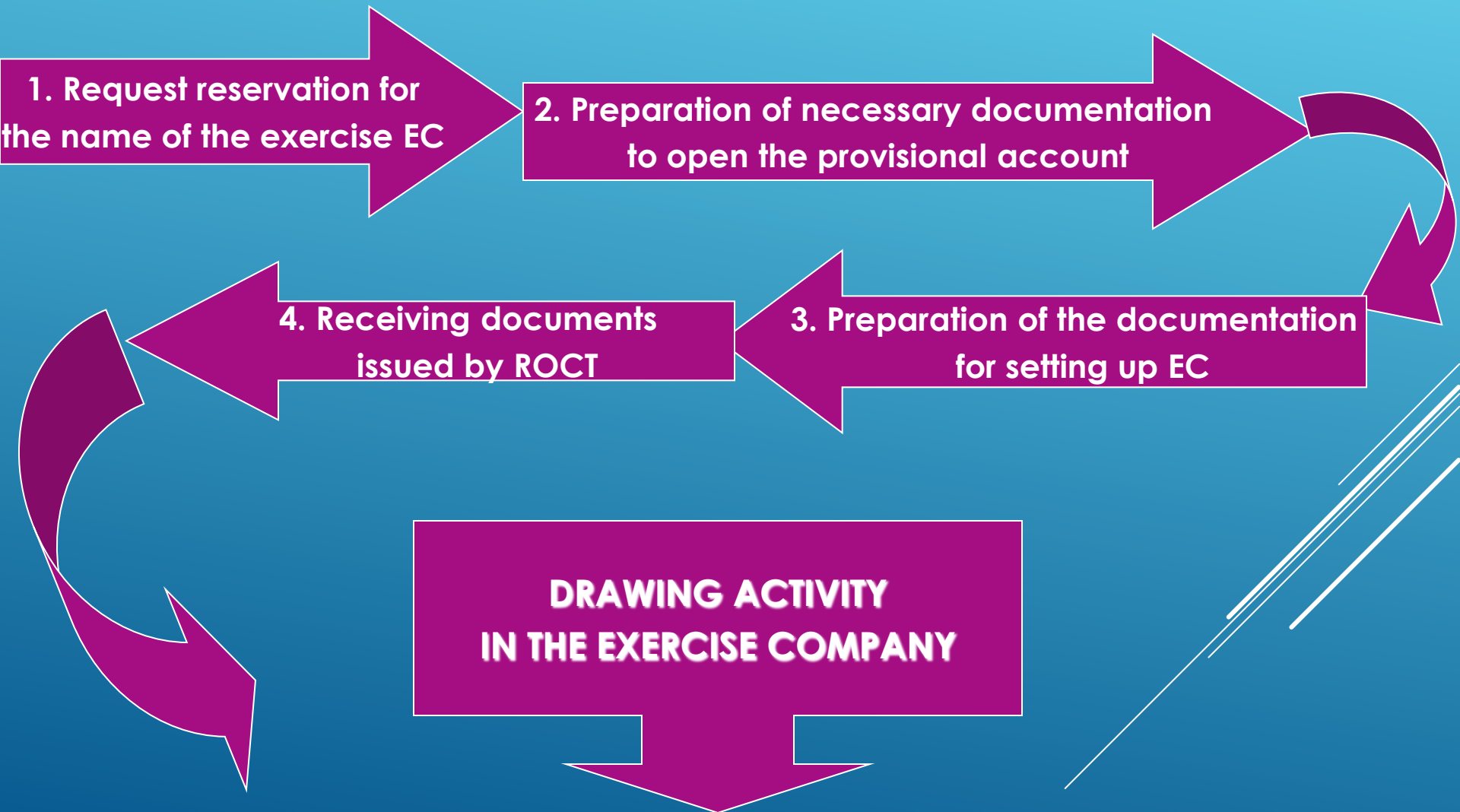
- ▶ **Establishment of the EC**
  - ▶ **Slideshow activities**
  - ▶ **Organization of the activity in the EC**
- 
- A decorative graphic consisting of several parallel white lines of varying lengths, slanted diagonally from the bottom right towards the top right, located in the lower right quadrant of the slide.

# How do we set up an EC ?



**3. Paperwork as required by ROCT**

# STEPS TO FOLLOW A EXERCISE COMPANY



# THE FOUNDATION AND ACTIVITY OF THE EXERCISE COMPANY

**Training**

**Market research**

**Choosing the product  
and the branch**

**Concept presentation**

**Name,  
legal form,  
motto**

# THE FOUNDATION AND ACTIVITY OF THE EXERCISE COMPANY

Creating actions  
business and training  
of documents  
company registration

Administrative structure  
and the technological process

Registration  
ROCT

Actual activity on sections

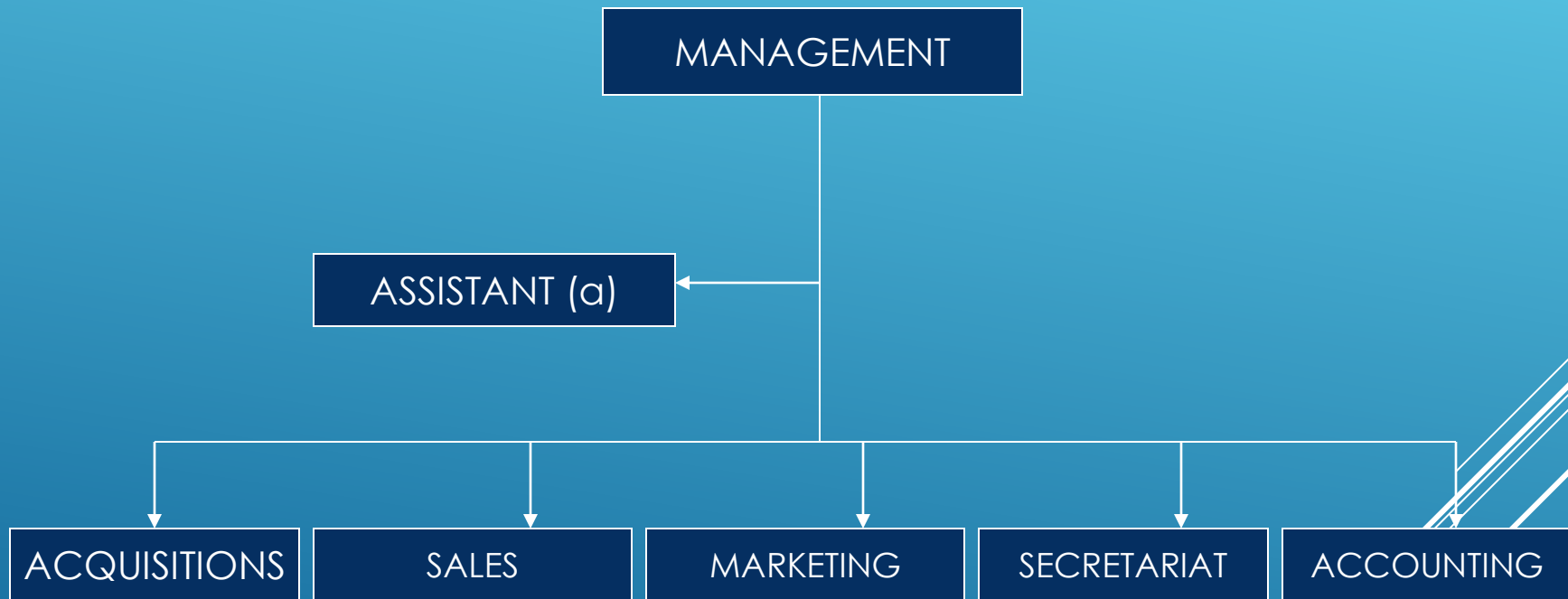
Market entry

Rotation of places  
for work

Participation in fairs


Promoting companies

# MAKING ORGANIGRAME

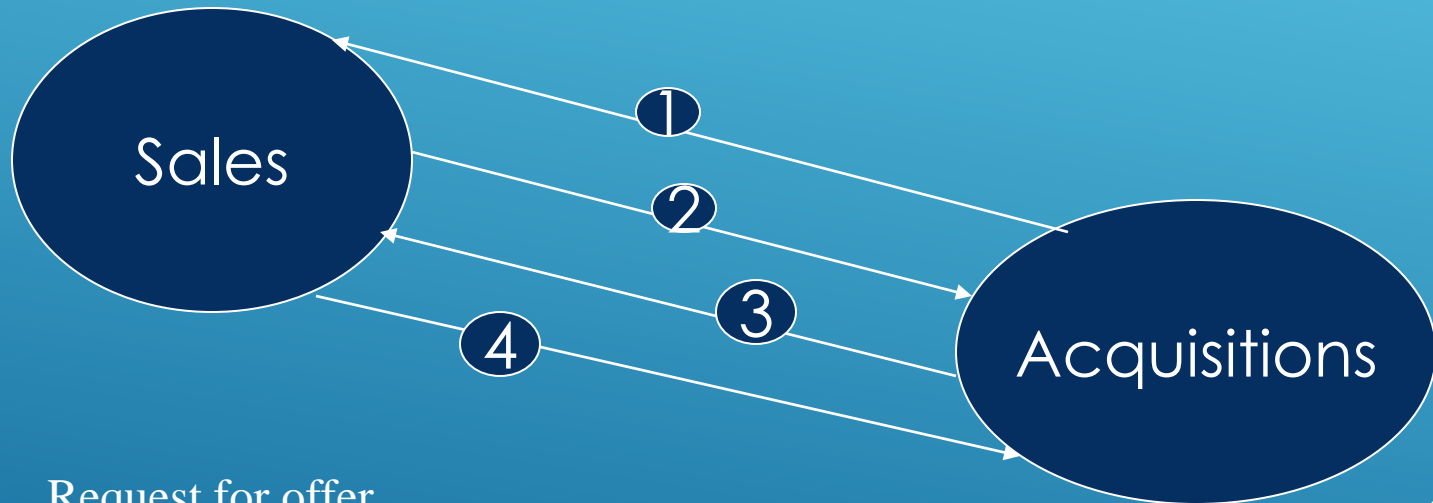




# ACTIVITY OF THE EXERCISE COMPANY

- PERSONNEL RECRUITMENT (PERSONNEL REQUIREMENT, INTERVIEWS)
  - SPECIFIC DOCUMENTS FOR COMPARTMENTS
  - WORKING PERFORMED BEFORE DEFINING THE FIELD OF THE EXERCISE COMPANY (PURCHASE, MARKETING, MARKETING)
  - TRANSACTION DERULATION
- 

# Processing of orders



1. Request for offer
2. Firm offer
3. Order
4. Notice of Shipping / Order



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FRĂȚILĂ CARMEN**