

# Entreprendre au Lycée

Developing the spirit of undertaking for  
high-school pupils to facilitate their  
access to professional life

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Provence-Alpes-Côte d'Azur

# What ?

- n Developing the spirit of undertaking for high-school pupils by stimulating initiative and action
- n Accompanying the high-school pupils and the educational teams in the development and the organization of economic and citizen projects
- n Putting youngsters in situation of leading their projects (not the teachers')
- n Making them confront with economic reality and develop collective work

# How ?

- n The methodology is based on the steps of project control and quality assurance
- n The purpose is to go through all the steps of the idea to the realization of a first sales turnover to customers exterior to high school
- n The activity is carried out within the framework of an association in which the pupils have the operational and legal responsibilities
- n The role of the educational team and advisers is to accompany pupils and not doing the work in their place
- n The advisers are contractors, people in charge of companies and « engineers for school »
- n The device is financed by the Regional Council, controlled by the Vice-chancellorships of Academy, supervised by inspectors, designed and carried out by a private company

# Characteristics

- n The group consists in at least 20 young contractors resulting from classes of levels and specialties different from the “seconde générale” to the 2nd year after the final exam of high school
- n The educational team is made up of at least 3 people of different disciplines including not-teacher staffs
- n It is not a proper exam, on the contrary everything is organized to stimulate the collaborative emulation through coordinating meetings and a Forum facilitating exchanges and valorisation
- n The activity is evaluated from a “sorter organizer” and the evaluation of acquired knowledge is done with the teaching responsible people in charge of the high school and the “Academies”
- n The stress is laid on creativity, communication, partnership, collaboration, innovation, the commercial steps, autonomy, organization and perseverance

# Rules of the game

- n Unrolling over one school year
- n The respect of an organization : calendar, partnership, follow-up and the control of achievements
- n The commitment to take part in the reviews of projects in the high schools and coordinating meetings on the level of each academy
- n Installation of a traceability: using a « sorter-organizer »
- n Limitation in time and sales turnover
- n Presentation of work at the Forum « Undertaking at the high school »
- n Identification and valorisation of the acquired experience

# Contribution of the organization

- n A legal framework and an institutional support
- n Human, technical and financial means
- n A training for teachers
- n Meetings in the high schools to advise the participants and to evaluate work
- n A dynamic on a regional scale, a meeting and freedom space
- n One strong moment, in May, to present the work carried out : the Forum « Undertaking at the high school »
- n A preparation to the valorisation of the gained experience and the delivery of a certificate of participation

# The tools (examples)

- n Organizing a work meeting
- n Creativity
- n Needs analyse
- n Risks analyse
- n “Q Q O Q C P”
- n “The formula”
- n Achille, strategy for the action
- n Planning a project
- n Phone prospecting
- n Evaluating feasibility
- n The market survey
- n Economic and financial forecasting
- n The legal form
- n Commercial actions
- n Writing a press release
- n Evaluating the acquired skills
- n ...

# How to reproduce ?

- n In making, through action, through experimentation
- n In adapting to human, economic, legal, cultural and local specificities
- n In studying the specific needs
- n In creating collaboration between the groups of pupils of different countries
- n In sensitizing the future participants over the interest of developing the spirit of undertaking, essential factor of the economic competitiveness of Europe
- n In facilitating the exchanges of the best practices between various countries

# Criteria of success

- n Training and encouraging teachers to make this type of action
- n Giving the means to the chiefs of establishments to invent these projects and maintaining the motivation of their educational teams
- n Convincing the inspectors of the interest of this process and giving the possibility of integrating teaching reference frames
- n Recognizing and promoting the results of pupils and teachers
- n Asserting the will and the implication of the political, educational and economical decision-makers at the highest level

# Possible obstacles

- n Differences of ruling, economic culture, teaching practices, organization of the educational system, financial engineering
- n Differences in points of view
- n The rejection of something « which is not conceived here »
- n The absence of will and means
- n Lack of time
- n Ideological blocks

# To contact us

## **Groupe COPSI**

Robert ALLEMANDI - 33 06 03 54 61 01

Laurence CONSAVELA - 33 04 42 33 33 23 -

[entreprendre.lycee@free.fr](mailto:entreprendre.lycee@free.fr)

[www.entreprendre-au-lycee.org](http://www.entreprendre-au-lycee.org)