



“The Mini-Enterprise in the classroom”

Entrepreneurs are made, not born



THE MINI-ENTERPRISE ?

- an enterprise which really works
- founded and managed by young volunteer pupils
- 2 to 3 hours a week
- for a school year's time (26 weeks)
- guided by **Volunteer Business Consultants**
- in which they play all the parts:

shareholder

board member

director

liquidator

worker

employee

Salesperson



□ **The team from the La Fraternité
College, Brussels (Belgium)**



Knowledge

Lessons

OBJECTIVES

▣ **Economics**

- Cash/bank management
- Calculation of cost price and profitability
- Income statement

▣ **Organization**

- Organization chart
- Stock management
- Marketing

▣ **Word processing**

- Data keyboarding
- Layout of mail and reports

▣ **French**

- Communication
- Informal lecture
- Written reports



SOME ATTITUDES AND EXAMPLES OF PUTTING THINGS INTO PRACTICE

Acceptation

Respect of deadlines and instructions



Attending seminars
Sales on market
Sales of shares

Relations

Listening to other people



Seminar on sales techniques
General assembly

Communications et Initiative

Fighting spirit

Autonomy



Seminar « how to acquire a winner's spirit »



To arouse the entrepreneurial initiative !

Brainstorming

Market study

Elections

General assembly

Production

Stock control

Sales/marketing

Choice of a product

Study of feasibility

Team work

Voting

Leading of meetings

Wrapping

Sales

Advertising

Sales techniques



*Evaluation périodique
du projet CLEN*

Période: TOUSSAINT

EVALUATION

REPORT

	OUI	NON
<u>1. ROLE</u>		
L'élève		
• Accomplit ses tâches		
• Prend et respecte des engagements		
• Respecte les échéances fixées		
• Est solidaire du groupe		
• Travaille efficacement en équipe		
• A un esprit positif		
• Est débrouillard et autonome		
• A un esprit combatif		
<u>2. COMMUNICATION</u>		
L'élève		
• Ecoute		
• Comprend		
• Transmet		
• Respecte et applique les consignes		



Advantages

- S** ✓ The students are more open towards the external world
- T** ✓ Exchanges with other people taking part in the same project
- U** ✓ Source of motivation and creativity
- D** ✓ The knowledge acquired at school is put into practice
- E** ✓ Enterprise-form = source of learning
- N** ✓ Better ability to present themselves and greater flexibility for the training period in the 6th form
- T** ✓ Teachers discover their students differently
- A** ✓ They have enriching contacts with Jeunes Entreprises
- C** ✓ Dynamism, motivation, mutual aid within the team
- H**
- E**
- R**
- S**

Disadvantages

- Sometimes they find some difficulty
- to work as a team
 - to be ordered by another students
 - to put a lot of work into the project
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- Tey can experience some difficulty
- in evaluating objectively
 - in managing, controlling and following a group of more than 18 students
 - in working together in a team
 - in investing a lot of time in the project



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