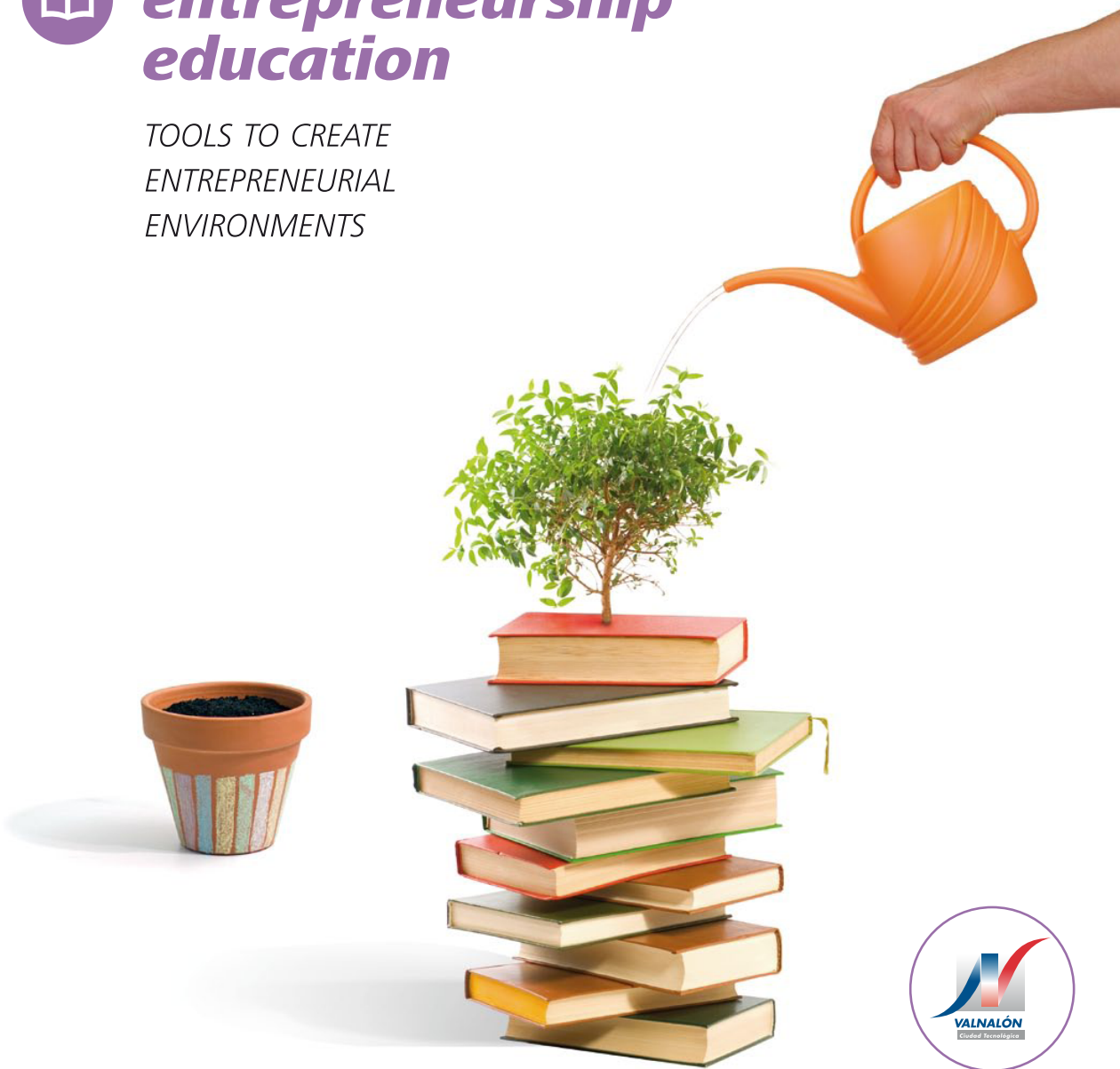




entrepreneurship education

*TOOLS TO CREATE
ENTREPRENEURIAL
ENVIRONMENTS*



how do we do it from Valnalon?

1 *Developing "The entrepreneurial training chain"*

This scheme is made up of several different educational programmes which are structured as a chain throughout the education system. The first link in the chain is made up of the Primary Education Entrepreneurial Programme (because it is essential to start from primary school) and the last links are the programs at Baccalaureate and Vocational Training levels.

2 *Working on methodological content "Learning by doing"*

Using a dynamic methodology based on:

- Experimentation.
- Cooperative work.
- Teacher-student interaction.
- Links with the local and business communities.

3 *Training and supporting teachers*

We offer teachers specific training, follow-up and support based on active teaching and learning methodologies for the development of educational schemes.

Entrepreneurial Abilities

1. innovating
2. initiating
3. working as a team
4. creating
5. planning
6. talking risks
7. negotiating
8. communicating



why entrepreneurship education?

When we say **Entrepreneurship Education** we are talking about the development of entrepreneurial profiles that contribute to social change. This is achieved through the personal development of entrepreneurial competence, referring to the ability to **TURN IDEAS INTO ACTION**.

Aim of Entrepreneurial Education

To foster the knowledge, abilities and attitudes which make up the basis of entrepreneurial spirit in children and young people:

- Target-based organization
- Initiative
- Innovation
- Risk-taking
- Teamwork
- Negotiation
- Planning
- Building support networks
- Creativity



4 *Publishing educational materials*

We create and publish materials for students and teachers specifically based on:

- Project-based work.
- Basic principles of management of a company or association.
- Techniques for establishing links with the community.
- Assessment tools.

5 *Promoting entrepreneurship culture in curricula*

Through the integration of subjects and modules related to Entrepreneurial Culture within the Official Secondary Education and Vocational Training Curriculum.

6 *Sharing innovative initiatives and experience*

Since 2001, drawing on the experiences acquired in the Asturian Education System, we have transferred our educational programs to several Spanish regions as well as other European and American countries where we have introduced our projects.

7 *Taking part in economic, social, cultural and innovation projects*

All of these projects constitute an important factor in the strategy in order to stimulate entrepreneurial abilities, knowledge and attitudes.

who recognises our work?



The European Commission quotes us in its BEST Procedure Project as an example of good practice in the Educational System in its final reports "Making progress in promoting entrepreneurial attitudes and skills through Primary and Secondary education" and "Mini-companies in secondary education" published in 2004 and 2005.

The Foundation for Technological Innovation (COTEC) highlights the work of through the education technology, innovation and labour (PETIT) project, 2011-2012.

The Foundation Corresponsables award the initiative more innovative and sustainable in the field of Corporate Social Responsibility by the education project "A company in my Centre(EMC)" 2010.

The Ministry of Industry, through the Directory General of Small and Medium-sized Enterprises recognizes our work in the 2010 report "Promoting entrepreneurship initiative in the Spanish Education System".

The Government of the Principality of Asturias and the Social Partners included our Plan "Entrepreneurship Training Chain" in the Training Programme for Entrepreneurship as one of the axes of the agreements ADECE (2004-2007) and ACEBA (2008-2011).

The Spanish Business Circle highlights us as an example of action in the Education sector in the 2009 document "Entrepreneurial Spirit: Crucial for Tackling the Economic Crisis in Spain"

The Council of Chambers of Commerce and the Ministry of Education recommend several of our projects in the "Report on the Promotion of Entrepreneurial Spirit in Schools" published in 2006.

The National School Council highlights Valnalón's work in its magazine n. 9 "Educational Participation" (Entrepreneurial Initiative in the classroom, 2008)

In 2009 **the Barcelona Provincial Council** chose our plan "Entrepreneurship Training Chain" as an example of good practice in the document "Local Good Practice for Fostering Entrepreneurial Spirit and Business Creation"



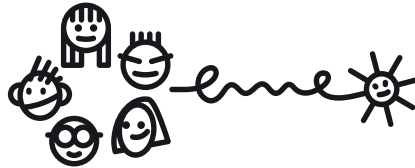
tools to create



entrepreneurial environments

PRIMARY EDUCATION

"A Company in my School" (EME)



Description

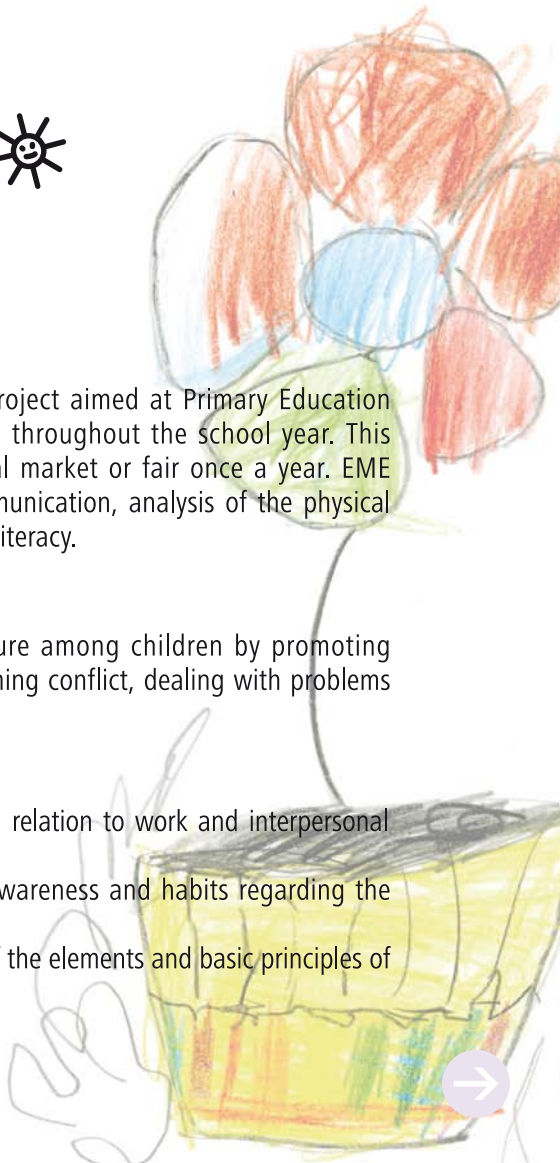
Entrepreneurship at My School (EME) is an educational project aimed at Primary Education Students in which they create and manage a cooperative throughout the school year. This cooperative manufactures products that are sold in a local market or fair once a year. EME encourages the development of skills associated with communication, analysis of the physical environment, creation, coexistence and citizenship or digital literacy.

General Objective

EME's overall objective is to spread entrepreneurial culture among children by promoting collaborative behaviour and attitudes, coordination, overcoming conflict, dealing with problems and assuming responsibilities.

Specific objectives

- To develop and acquire habits of autonomous behaviour in relation to work and interpersonal relationships.
- To understand group rules and develop entrepreneurial awareness and habits regarding the company or other type of association.
- To initiate students in the identification and understanding of the elements and basic principles of project implementation.



Target Audience

a. IN FORMAL EDUCATION:

- Primary Education students (6-12 years old)
- Linguistic immersion students (up to 16 years old).

b. IN OUT OF SCHOOL EDUCATION:

- Groups such as charities and NGOs (up to 16 years old)

Contents

1. Birth of an entrepreneur
2. Birth of a company
3. Launch
4. This company is worth a lot
5. With the head and the hands
6. Sales and results

Resources

TEACHER TRAINING

Teacher training courses for Primary Education teachers. Attendance and distance modalities.

EDUCATION PORTAL

www.valnaloneuca.com/eme is a point of reference for teachers and cooperatives, as well as a presentation element for EME to anyone interested. It is a working tool that provides information about the participating coops, news about the project and document downloads.

Schedule

As an annual project, it is developed between September and June.



TEXTBOOK AND TEACHING GUIDE

Teaching materials aimed at Primary Education students with contents which use the creation, organization and management of a school cooperative that manufactures products as a common thread. Published in Spanish, Galician, Catalan, Asturian and English.

SECONDARY EDUCATION

"European Junior Enterprise" (EJE)



Description

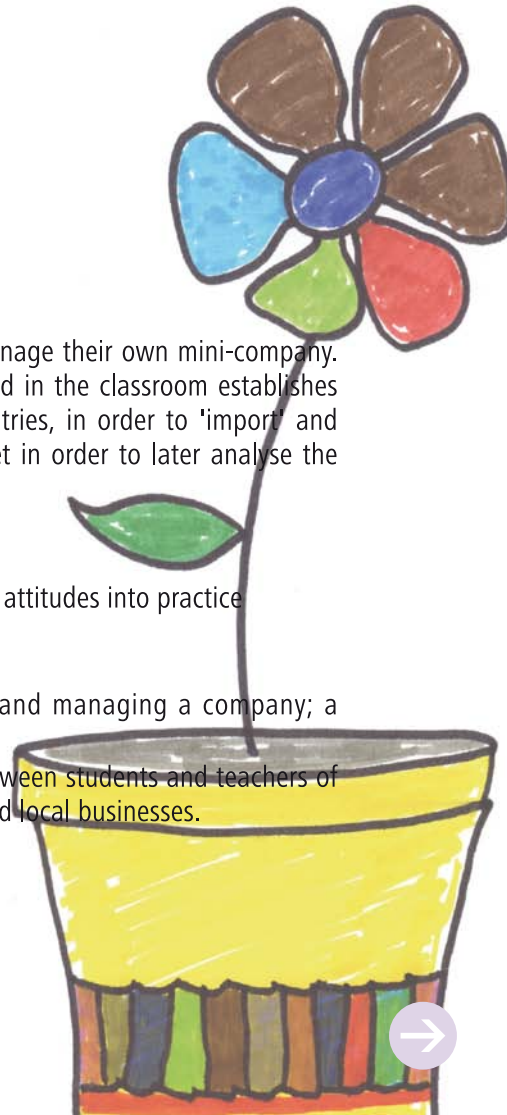
European Junior Enterprise (EJE) helps students to create and manage their own mini-company. The legal form chosen is the cooperative. The cooperative formed in the classroom establishes trade relations with mini-companies from other regions or countries, in order to 'import' and 'export' products. Imported products are sold in the local market in order to later analyse the results and divide the profits, as in any real business.

General Objective

To promote entrepreneurial spirit by putting knowledge, skills and attitudes into practice

Specific objectives

- To provide students with the basic knowledge for creating and managing a company; a cooperative learning experience that is realistic and practical.
- To give education a global dimension, fostering cooperation between students and teachers of different schools and encouraging contact with organizations and local businesses.



Target Audience

Students of the second cycle of Compulsory Secondary Education (14-16 years old)

Contents

- | | | |
|--------------------|----------------------|--------------------------------|
| 1. The project | 6. The market | 11. The sale |
| 2. The team | 7. The product | 12. Finances |
| 3. The cooperative | 8. The price | 13. Dissolving the cooperative |
| 4. The image | 9. The catalogue | |
| 5. Communication | 10. The distribution | |

Resources

TEACHER TRAINING

Teacher training courses for Compulsory Secondary Education teachers. Attendance and distance modalities.

EDUCATION PORTAL

www.valnaloneduca.com/eje is a point of reference for teachers and cooperatives, as well as a presentation element for EJE to anyone interested. It is a working tool that provides information about the participating cooperatives, news about the development of the project and document downloads.

Schedule

As an annual project, it is developed between September and June.



TEXTBOOK AND TEACHING GUIDE

Specific teaching materials aimed at 3rd and 4th year Compulsory Secondary Education students. The contents use the creation, organization and management of an import-export school cooperative as a common thread. Published in Spanish, Catalan, English, Dutch and Finnish.

SECONDARY EDUCATION

"Young Social Entrepreneurs" (JES)



Description

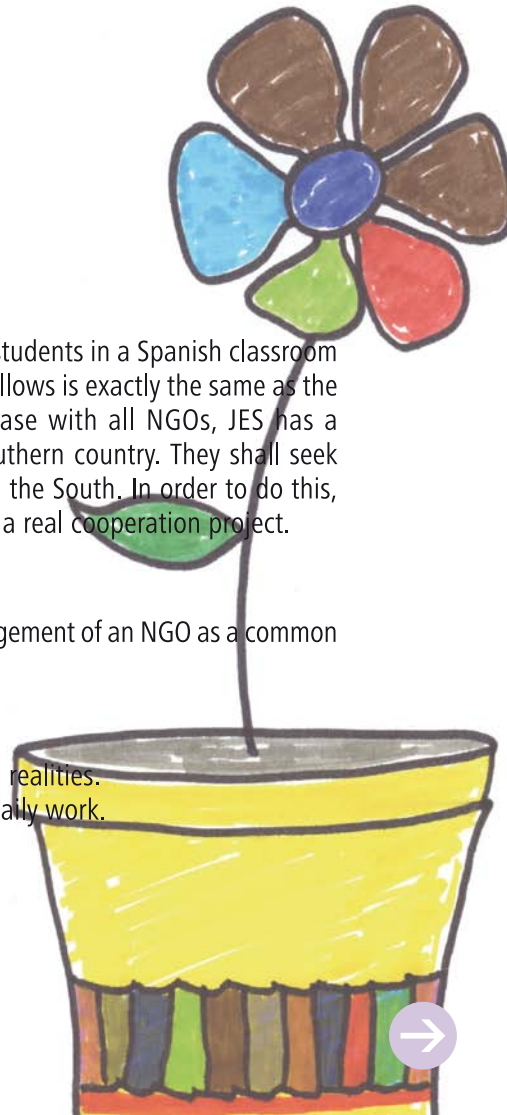
The Young Social Entrepreneurs (JES) educational project involves students in a Spanish classroom creating an NGO for development cooperation. The process that follows is exactly the same as the establishment and operation of a real association. As is the case with all NGOs, JES has a counterpart; an association of students of the same age in a Southern country. They shall seek funding jointly for a need which is identified by the association in the South. In order to do this, they will have to communicate and engage with the realization of a real cooperation project.

General Objective

To develop entrepreneurial attitudes by using the creation and management of an NGO as a common theme.

Specific objectives

- To stimulate understanding between different cultures and social realities.
- To develop critical thinking about events using ICT as a tool for daily work.
- To promote transnational cooperation between schools.



Target Audience

Students of the first and second cycle of Compulsory secondary Education in Spain (12-16 years old) and students aged 13-15 in the partner countries.

Contents

1. The historic conquest of Human Rights.
2. Human beings, social beings.
3. Democratic societies.
4. Rights and duties of citizenship.
5. Citizenship in a Globalized World.

Resources

TEACHER TRAINING

Teacher training courses for Compulsory Secondary Education teachers. Attendance and distance modalities.

EDUCATION PORTAL

www.valnaloneduca.com/jes is a point of reference for teachers and NGOs, as well as a presentation element for JES to anyone interested. It is a working tool that provides information about the participating NGOs, news about the project and document downloads.

Schedule

As an annual project, it is developed between September and June.



TEXTBOOK, NOTEBOOK AND TEACHING GUIDE

Specific teaching materials aimed at Compulsory Secondary Education students. The contents use the creation, organization and management of an NGO for development cooperation as a common thread. Published in Spanish.

SECONDARY EDUCATION:

“Educational Project for Technology, Innovation and Employment” (PETIT)



Description

PETIT encourages technological innovation, creativity and entrepreneurial spirit. It proposes that the students create an innovation team consisting of 3 to 4 students who (through guided learning) autonomously design and create an innovative product throughout an entire academic year, which is presented at the end of the course.

General Objective

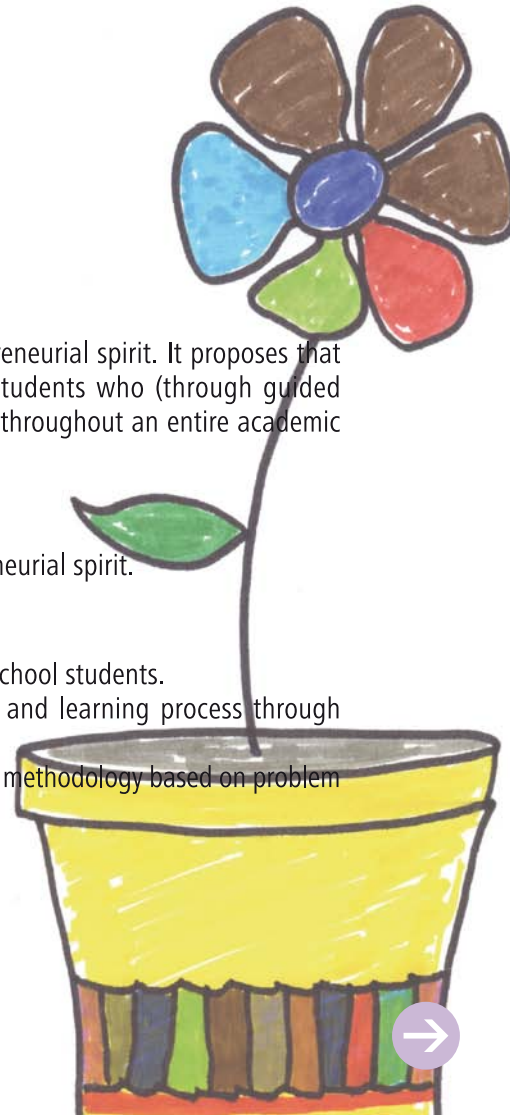
To develop young people's initiative, creative ability and entrepreneurial spirit.

Specific objectivess

- To generate positive attitudes towards innovation in secondary school students.
- To encourage active participation of students in the teaching and learning process through cooperative learning and teamwork.
- To introduce teachers of Sciences and Technology to an alternative methodology based on problem solving in real contexts.

Target Audience

Students of Compulsory Secondary Education (13-15 years old).



Contents

1. Getting to know PETIT.
2. Forming innovation teams.
3. Analysing context.
4. Generating ideas.
5. Defining the idea.
6. Making drafts and plans.
7. Planning for necessary Resources.
8. Analysing costs.
9. Studying the potential user.
10. Building the prototype.
11. Being visited by other entrepreneurs.
12. Testing and evaluating.
13. Preparing the launch.
14. Presenting the projects.
15. Evaluating the project and the teamwork.

Resources

TEACHER TRAINING

Teacher training courses for Secondary Education teachers.

EDUCATION PORTAL

www.valnaloneuca.com/petit is a point of reference for teachers and innovation teams, as well as a presentation element for PETIT to anyone interested. It is a working tool that provides information about the participating NGOs, news about the project and document downloads.

Schedule

As an annual project, it is developed between September and June.



WORKBOOK AND TEACHING GUIDE

Specific teaching materials aimed at Compulsory Secondary Education students. The contents use the creation, organization and management of innovation team as a common thread. Published in Spanish.

BACCALAUREATE AND VOCATIONAL TRAINING COURSES: "Entrepreneurship Workshop" (TMP)



Description

Entrepreneurship Workshop (TMP) is an educational project that aims to encourage a culture of entrepreneurship and business among final year students. This project, which started out in 1993 under the name "Business Workshop", aims to provide all school students with an accessible talk in which the speaker clearly explains about the world of entrepreneurship in general and business in particular. Students can later volunteer to participate in a training course for the generation of entrepreneurial initiatives.

General Objective

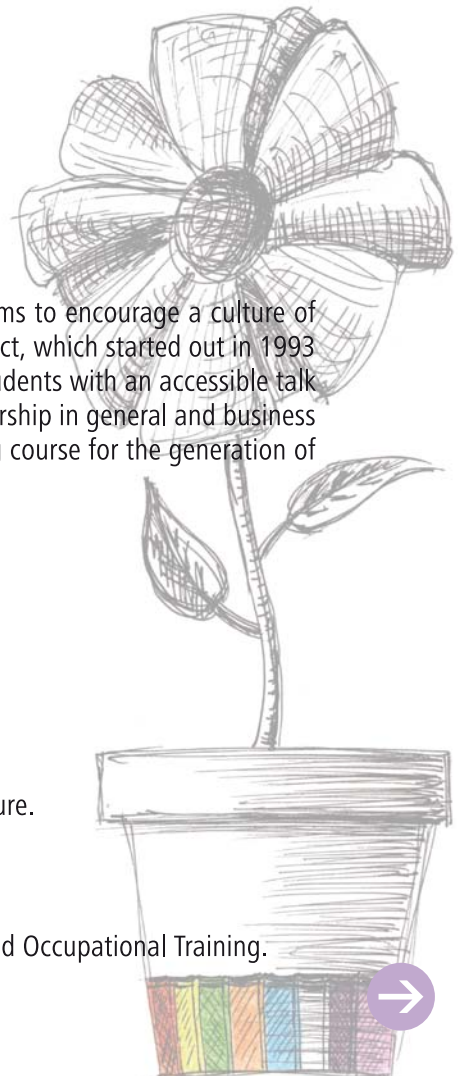
To help students discover and identify their entrepreneurial skills.

Specific objectives

- To encourage motivation and entrepreneurial orientation.
- To develop entrepreneurial skills.
- To dismantle misconceptions about what a company is.
- To consider self-employment as a good personal option for the future.

Target Audience

Students of Baccalaureate, Vocational Training, Lifelong Learning and Occupational Training.



Contents

MOTIVATIONAL AND AWARENESS TALK

1. The reality of the socioeconomic environment.
2. Entrepreneurial skills which are valued in the workplace.
3. Creating a company / association / NGO as a career option.

TRAINING COURSES

1. Initiative training.
2. The idea of creating a company / association / NGO.
3. Market research.
4. The human team.
5. Business cooperation.
6. The investment and financing plan.
7. Looking towards the future. 8. Sharing projects.

Resources

EDUCATION PORTAL

www.valnaloneduca.com/tmp is a point of reference for teachers and work teams, as well as a presentation element for TMP to anyone interested. It is a working tool that provides information about the participating teams, news about the project and document downloads.

COMPETITION

The projects developed during the training courses participate in an entrepreneurial initiatives competition.

Schedule

Motivational and awareness talks: 1 or 2 50-minute sessions within school hours.

Training courses for the generation of entrepreneurial initiatives: 16 hours outside school hours.

BACCALAUREATE AND VOCATIONAL TRAINING COURSES: *"Young Film Production Companies" (JPC)*



Description

JPC is an Entrepreneurship Education Project that takes advantage of the fact that students like the world of film in order to give them an experience that combines creativity, initiative, teamwork and entrepreneurial spirit. It seeks to generate and create school film production companies that develop documentaries through the exploration of young people's surroundings and their environment. The project ends with the selection, direction and screening of two documentaries at the Gijon International Film Festival.

General Objective

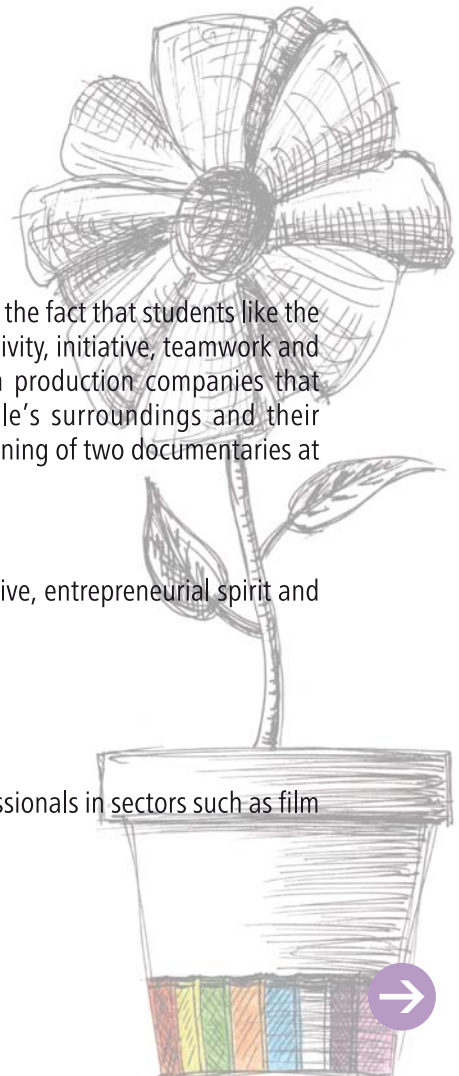
To promote and raise the visibility to young people's ability for initiative, entrepreneurial spirit and creativity in the area of film making.

Specific objectives

- To encourage research and audio-visual experiences.
- To promote youth participation and association.
- To value the role of young people as consumers and potential professionals in sectors such as film making and other creative industries.

Target Audience

Students of Baccalaureate and Vocational Training Courses.



Contents

1. Creating and managing a film production company.
2. Preproduction, production and postproduction of a documentary.

Resources

EDUCATION PORTAL

www.valnaleduca.com/jpc is a point of reference for those involved in the project, as well as a useful tool for the presentation of JPC to anyone interested. It is a working tool that provides information about the participating film production companies, news about the project and document downloads.

COURSES

Educational proposal for the creation of film projects.

Schedule

Motivational talks: 1 or 2 50-minute sessions within school hours.

Training courses for the creation of film projects: 16 hours outside school hours.



TEACHING GUIDE "YOUNG FILM PRODUCTION COMPANIES"

A tool for understanding the process of creating a film production company. Published in Spanish.

VOCATIONAL TRAINING COURSES:

"Educational Junior Enterprise" (EJE)



Description

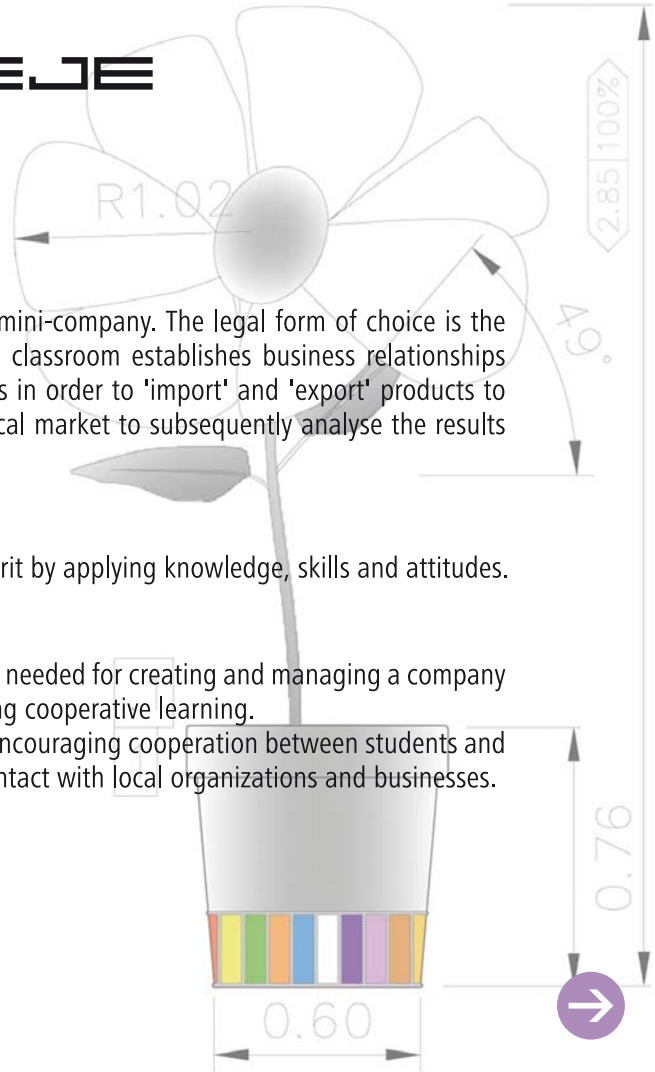
EJE helps students create and manage their own mini-company. The legal form of choice is the cooperative. Thus, the cooperative created in the classroom establishes business relationships with mini-companies from schools in other regions in order to 'import' and 'export' products to one another. Imported products are sold in the local market to subsequently analyse the results and divide the profits just like in any real business.

General Objective

To promote the development of entrepreneurial spirit by applying knowledge, skills and attitudes.

Specific objectives

- To provide VET students with the basic knowledge needed for creating and managing a company through a real and practical experience, promoting cooperative learning.
- To endow education with a global dimension by encouraging cooperation between students and teachers of different schools and encouraging contact with local organizations and businesses.



Target Audience

VET students.

Contents

1. The project.
2. The team.
3. The company.
4. Corporate image.
5. The product and services.
6. The market.
7. Production.
8. Sales.
9. Distribution.
10. Sales.
11. Analysis of results.

Resources

TEACHER TRAINING

Teacher training courses for VET teachers. Attendance and distance modalities.

EDUCATION PORTAL

www.valnaloneduca.com/eje is a point of reference for teachers and cooperatives, as well as a presentation element for EJE to anyone interested. It is a working tool that provides information about the participating cooperatives, news about the project and document downloads.

Schedule

It takes place over two or three months, depending on the Vocational Training course.



TEXTBOOK AND TEACHING GUIDE

Specific teaching materials aimed at VET students. The contents use the creation, organization and management of a school import-export cooperative as a common thread. Published in Spanish and Basque.

VOCATIONAL TRAINING COURSES:

“Business and Entrepreneurial Initiative” (EIE)

EIE

Description

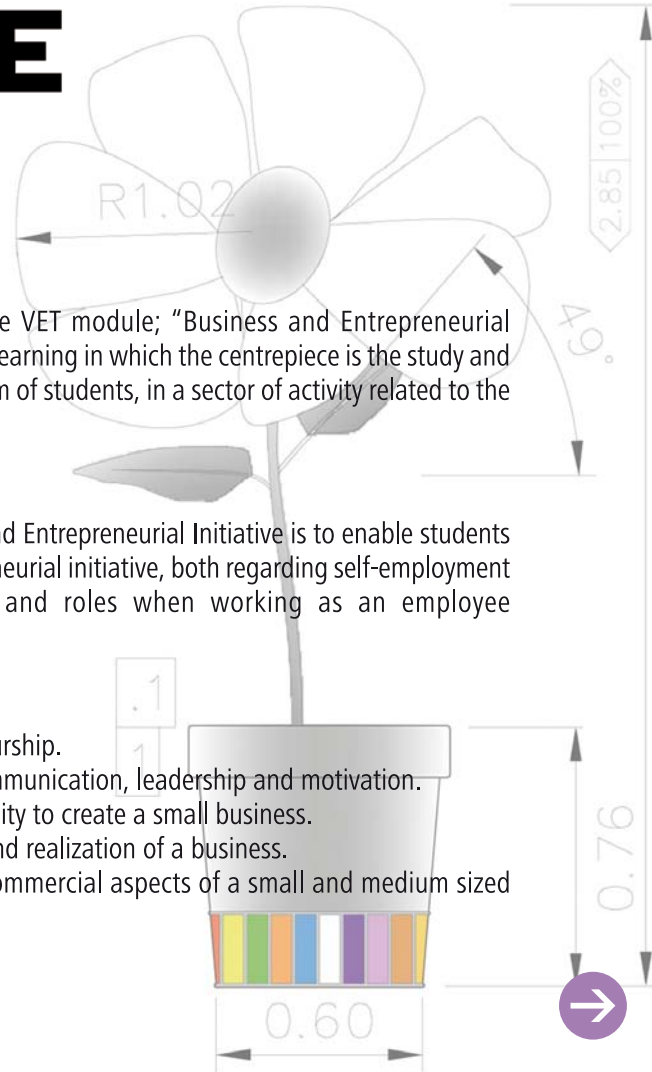
EIE is a teaching tool for the development of the VET module; “Business and Entrepreneurial Initiative”. We use a methodology for teaching and learning in which the centrepiece is the study and development of a business project of SMEs by a team of students, in a sector of activity related to the professional area of the training course.

General Objective

The overall objective of the professional Business and Entrepreneurial Initiative is to enable students in vocational training to develop their own entrepreneurial initiative, both regarding self-employment and attitudes towards taking responsibilities and roles when working as an employee (intrapreneurship)

Specific objectives

- To recognize the skills associated with entrepreneurship.
- To recognize and apply the workplace skills of communication, leadership and motivation.
- To identify business ideas and define the opportunity to create a small business.
- To carry out the steps necessary for the creation and realization of a business.
- To manage the basic administrative, fiscal and commercial aspects of a small and medium sized business.



Target Audience

VET students

Contents

1. Entrepreneurial Initiative.
2. The business and its environment.
3. Creation and implementation.

Resources

TEACHER TRAINING

Training courses for teachers of Vocational Training Cycles.

EDUCATION PORTAL

www.valnateduca.com/eie is a point of reference for teachers and teams, as well as a presentation element for EIE to anyone interested. It is a working tool that provides information about the participating projects, news about the development of EIE and document downloads.

Schedule

It takes place over two or three terms, depending on the VET course.



TEXTBOOK, NOTEBOOK AND TEACHING GUIDE

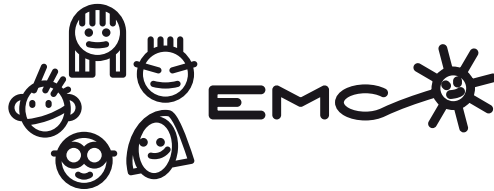
The textbook is designed for VET students who are studying the module "Business and Entrepreneurial Initiative". The textbook has the study and development of a business project for an SME as a common thread. Published in Spanish.

The notebook "Business Project" is a template for the presentation of the draft prepared by the students. Published in Spanish.

The Teaching Guide is a support tool for teachers outlining all the resources available (student's book, "business plan" notebook, workshops, consulting...) for the development and implementation of the curriculum of the professional module "Business and Entrepreneurial Initiative". Published in Spanish.

SPECIAL NEEDS EDUCATION:

"A Company in my Centre " (EMC)



Description

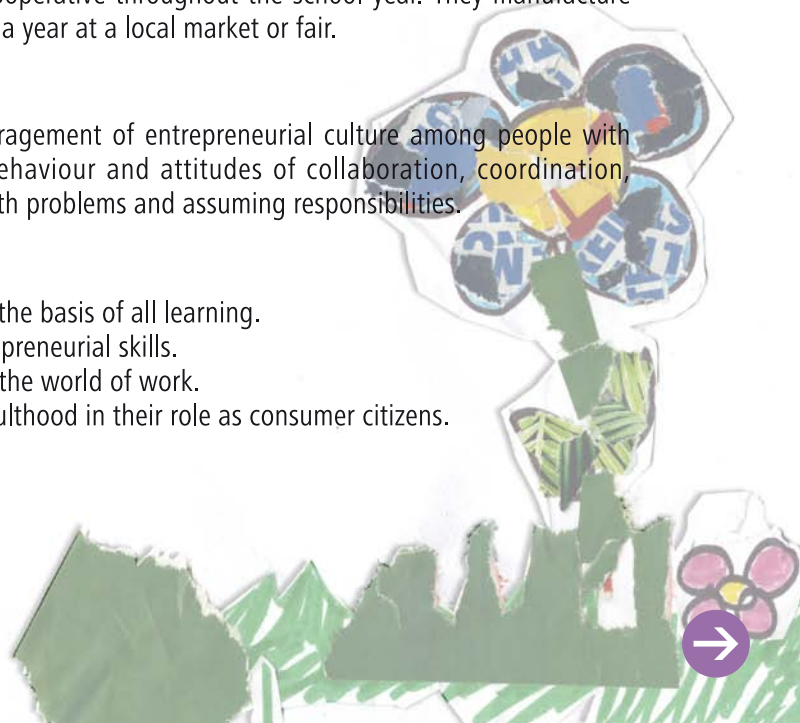
EMC is an educational project aimed at students of Special Needs and Integration Support Centres in which they create and manage a cooperative throughout the school year. They manufacture products which they will then sell once a year at a local market or fair.

General Objective

The overall goal of EMC is the encouragement of entrepreneurial culture among people with intellectual disabilities, promoting behaviour and attitudes of collaboration, coordination, overcoming conflict and the dealing with problems and assuming responsibilities.

Specific objectives

- To develop and use the skills that are the basis of all learning.
- To stimulate the development of entrepreneurial skills.
- To help students actively get to know the world of work.
- To facilitate students' transition to adulthood in their role as consumer citizens.



Target Audience

a. WITHIN THE FORMAL EDUCATION:

- Special Needs Students (up to 21 years old)

b. OUTSIDE THE FORMAL EDUCATION:

- Students in Integration Support Centres (16/18 to 50 years old)
- Associations and Foundations dedicated to working with people with intellectual disabilities (18 to 50 years old)

Contents

1. We do a lot of things
2. We create our company
3. We promote our cooperative
4. We manufacture our products
5. We manage the accounts
6. We prepare our sales

Resources

TEACHER TRAINING

Training courses for Special Needs Teachers. Attendance and distance modalities.

EDUCATION PORTAL

www.valnaloneduca.com/emc is a point of reference for teachers and cooperatives, as well as a presentation element for EMC to anyone interested. It is a working tool that provides information about the participating cooperatives, news about the development of the project and document downloads.

Schedule

As an annual project, it takes place between September and June.



TEXTBOOK

The textbook is designed for students of Special Needs and Integration Support Centres, with contents which use the creation, organization and management of a product manufacturing cooperative as a common thread. Published in Spanish and Galician.

FAMILIES:

“Enterprising Families” (EFE)



Description

Enterprising Families (EFE) seeks to support parents in nurturing the enterprising dispositions of their siblings.

On an equal footing with schools and teaching staff, families play a fundamental role in the development of enterprise education. Parents engagement is absolutely needed to support young people in their enterprising endeavours.

Enterprising Families is a space for reflection, a meeting point to exchange experience and equip families with some useful tools to spot, enhance and celebrate their kids’ enterprising behaviours and actions.

Objectives

- To engage parents in enterprise education
- To improve child-parent communication.
- To discuss and exchange opinions on the role of parents in the development of enterprising skills at home.
- To equip parents with some useful tools to spot, enhance and celebrate their kids’ enterprising behaviours and actions



Target Audience

Parents of pupils/students involved in Valnalon enterprise education projects.

Contents

1. Awareness.
2. Impact.
3. Meeting.

Resources

AWARENESS

Workshops and seminars to develop enterprising dispositions at home.

EDUCATION PORTAL

www.valnaloneduca.com/efe a specific resource for parents providing regular updates on events, workshops and related documents and articles.

Schedule

Enterprising Families workshops and seminars are held on a regular basis throughout the year.

OTHER PROGRAMS:



entrepreneurship promotion

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