

The background image shows a wide-angle view of a city square in Craiova, Romania. In the center is a large, ornate clock tower with a dark roof and multiple windows. To the left, there are several fountains with water spraying upwards. The square is paved with light-colored tiles and has green lawns. In the foreground, there are modern street lamps and some people walking. The entire image has a reddish-pink tint.

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NETWORK
OF ENTREPRENEURIAL
SCHOOLS

ENTREPRENEURSHIP EDUCATION

Craiova - Romania

Project “Network of Entrepreneurial Schools”

is cofunded by the Erasmus + program under KA2 - Cooperation for Innovation and the Exchange of Good Practices - Strategic Partnerships for school education

Partner organizations of the project:

Agência DNA Cascais - Cascais Um Concelho Empreendedor
Directorate of Secondary Education of Karditsa
DYPALL Network
Scoala Gimnaziala Traian Craiova
Maltas Vidusskola

Network of Entrepreneurial Schools is developed under the framework of the project “Network of Entrepreneurial Schools” is the result of a research of best practices and policies related to Entrepreneurship Education in 4 different countries and that will serve as a basis to develop innovative action experiments for entrepreneurship education approaches.

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CASCAIS



DYPALL
DEVELOPING YOUTH PARTICIPATION
AT LOCAL LEVEL



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ENTREPRENEURSHIP EDUCATION

Craiova - Romania

ENTREPRENEURSHIP IN ROMANIA

The promotion and development of entrepreneurship has been one of the central objectives of Romania for job creation, competitiveness growth and sustainable economic development.

In Romania, entrepreneurship is not an unknown concept. However, excessive bureaucracy, lack of benefits and tax incentives and lack of entrepreneurial culture tend to create some barriers to entrepreneurial activity. Sustaining entrepreneurship is a solution to consider when considering youth unemployment. The contribution of young entrepreneurs is an essential factor for the economic growth of the country, because as more companies are founded, the unemployment rate among young people decreases.

The political, economic, and social changes that marked the last decade have had a major impact on the business environment and how entrepreneurship is perceived. For

a more competitive, intelligent, inclusive and sustainable economy, exploring the creative potential and promoting entrepreneurship in each country is fundamental. Entrepreneurship involves identifying economic opportunities and using them by starting a new business or by taking over and developing existing businesses.

Romania is one of the countries with the highest rate of entrepreneurial intentions. This positive attitude towards entrepreneurship influences the probability of becoming an entrepreneur, but it's important to continue investing on the development of entrepreneurial education and improving the degree of survival of existing enterprises. Although about 50 percent of Romanians want to start on a new business, more than half of those states that they do not have the financial resources needed to do this.

As far as the entrepreneurial culture is concerned, it plays an important role in the development of a country's entrepreneurial and economic activity. Romania is currently developing a social capital and a very positive attitude towards entrepreneurship. In a recent study, about one-third of young students,

reported participating in at least one business education program. However there is still a long way to go and issues such as the lack of a connection between school and business is one of the main problems regarding to entrepreneurship education.

Romania is currently experiencing a period of economic growth above the EU average. Since 2010, the number of Romanian companies has been growing, contributing individual entrepreneurs to this development.

For the development of dynamic and innovative enterprises it is essential to improve entrepreneurship education, both at the compulsory level and at university level. In Romania, entrepreneurship education courses are optional and free for young people since middle school and mandatory for high school students.

Supporting entrepreneurship is a solution, considering the problem of youth unemployment. Because of the lack of experience and a limited number of skills compared to adults already in the labor market, young people often find it difficult to find a job. Many of these high qualified young people, that speaks more than one language and with an advanced knowledge in technology, find in entrepreneurship and the creation of their own job a solution for unemployment situation.

The Directorate of Entrepreneurship and Programs for SME's (DAPIMM), under the responsibility of the Ministry for Business Environment, Commerce and Entrepreneurship has as main objective to support the development of small and medium enterprises at national and local level. Based on the government strategy, administers, manages, implements, monitors and carries out programs to stimulate the establishment and development of small and medium-sized enterprises, as well as to increase their competitiveness and efficiency in the conditions of competitive environment and market economy phenomena.

The Directorate of Entrepreneurship and Programs for SMEs is responsible for the follow programs: Start-Up Nation Romania; Brand registration certificate Start-Up Nation; Program for the development of entrepreneurial culture among female managers; Program for the development and modernization of the marketing activities of the market products and services; National Program for Craft and Handicraft Support; National Program for Microindustrialisation; Program for the organization of the Fair of Small and Medium Enterprises

In addition to these programs, the Ministry's also implements: The Romanian-Swiss SME Program (PREIMM) or Romania Hub - an integrated training program offering information, support, technical assistance and counseling to students, entrepreneurs and potential entrepreneurs.

INVESTROMANIA

Invest Romania is the Government's leading body in promoting and facilitating foreign investment in Romania. Invest Romania is a "one-stop-shop" for foreign investors, assisting and advising international companies for project implementation in the country.

● www.investromania.gov.ro

ONE STOP SHOP

One Stop Shop is a portal that provides small and medium enterprises in Romania with information, guidance and modern means of interaction with the government. The portal was launched under the project simplification of administrative procedures for SMEs through the introduction of "One Stop Shops", financed by European Social Fund Operational Programme for Administrative Capacity Development.

● www.immoss.ro

START-UP NATION

Start-up Nation is a program to encourage and stimulate the creation and development of small and medium enterprises, implemented by the Ministry of Business, Commerce and Entrepreneurship. The main objective of the Program is to stimulate the establishment and development of small and medium-sized enterprises and improve their economic performance, create new jobs, increase investment in new innovative technologies.

● www.start-upnation.ro

ANTREPRENOR 2020

EUROPROJECT Association implements the Entrepreneur 2020 project in partnership with the Ministry of Business, Commerce and Entrepreneurship (MMACA) and the Blocul Național Sindical (NBS). The project is funded under the Human Capital Operational Program 2014-2020, the Romania Start Up Plus call. The project aims at encouraging entrepreneurship and self-employment by supporting the establishment of non-agricultural enterprises in the urban area of the South West region of Romania. The implementation of the project will lead to the support of 75 newly established firms and the creation of at least 150 jobs.

● www.antreprenor2020.ro

ANTREPRENORIUM

EUROPROJECT Association implements the #Antreprenorium project in partnership with the Ministry of Business, Commerce and Entrepreneurship (MMACA). The project is funded under the Human Capital Operational Program 2014-2020, Romania Start Up Plus call. The project aims to encourage entrepreneurship and self-employment by supporting the establishment of non-agricultural enterprises in the urban area of the South-Muntenia region. The implementation of the project will lead to the support of 55 newly established firms and the creation of at least 110 jobs.

● www.antreprenorium.ro

TECHANGELS ROMÂNIA

TechAngelss the first association of business angels in Romania. TechAngels is actively contributing to the development of tech businesses from Romania and South-Eastern Europe through investment, expertise and connections since 2013.

The group has two main directives: to educate and support young entrepreneurs through investments, access to acceleration programs and a sum of various other resources needed to grow their business, and to encourage potential business angels to take their first steps in this area of expertise.

● www.techangels.ro

TALENT GARDEN BUCHAREST

Launched in November 2016, Talent Garden Bucharest is a coworking campus of the Talent Garden international network. It is dedicated exclusively to the creative industries with the support of Telekom Romania.

The Hub organizes monthly workshops and seminars for freelancers or entrepreneurs, and its partners can provide integrated marketing and communication services. At the same time, every member of Talent Garden has access to international freelancers and entrepreneurs thanks to the partnership with the Freelance Association and the international network of Talent Garden hubs.

● www.talentgarden.org

CLUJ INNOVATION PARK

The business incubator created by Cluj Innovation Park is part of the Creative Industries Excellence Regional Center - CREIC, a regional business structure dedicated to companies active in creative industries. The Incubator and the Creative Industries Excellence Regional Center - CREIC are part of Cluj Innovation Park, a company created by the City Hall of Cluj-Napoca.

The structure is addressed to newly established firms or to a maximum of two years in the creative industries sector. An event can be hosted for up to 3 years.

In addition to offices and maintenance services, entrepreneurs receive within the incubator specialized consulting in areas such as: legal, financial, marketing, sales, investment, management, and promotion on the creic.ro portal.

● www.clujinnovationpark.ro

ROMANIA HUB

The Romania Hub is one of the actions envisaged in the Governmental Strategy for Small and Medium Enterprises Development and the improvement of the Romanian business environment. The program aims to encourage and stimulate the establishment and development of small and medium-sized enterprises, being implemented by the Ministry of Business, Commerce and Entrepreneurship.

Romania Hub is an integrated training program that provides information, support, technical assistance and advice to students, entrepreneurs and potential entrepreneurs, as well as an institutional framework for the development of entrepreneurial capacities and increasing the competitiveness of small and medium-sized enterprises on the local and international market.

The main objective of the Program is to support students in acquiring the theoretical knowledge and practical applicability needed to start and develop a business as well as entrepreneurs and potential entrepreneurs in order to develop entrepreneurial capacity and increase the competitiveness of SMEs in the local market internationally, by facilitating access to information, technical assistance and advice on non-reimbursable programs and on projects with external financing.

The program is structured on three pillars:

Developing the entrepreneurial skills of young people.

Training workshops aimed at high school students and students from Romania in order to raise the interest for entrepreneurship among young Romanians. The workshops aim to acquire the theoretical knowledge and practical applicability needed by the participants to start and develop a business.

Promoting funding for SMEs

Information sessions on programs financed by the state budget, as well as to the projects with external financing that MMACA is conducting in order to support the establishment and development of SMEs in Romania.

Public-Private Partnership for SMEs and new jobs

Informative meetings of the governmental institutions involved in the activity of SMEs with representatives of the business environment and internships for students, along with Bucharest councilors and OTEMMC Territorial Offices for SMEs and Cooperatives.

● www.aippimm.ro

IMPACT HUB BUCHAREST

Impact Hub Bucharest is the first organization in Romania to introduce the collaborative space concept for entrepreneurs and freelancers. Founded in 2012. Impact Hub Bucharest is committed to supporting entrepreneurial initiatives with a positive impact on society, developing a platform for communication and collaboration between different sectors. Since 2016, Impact Hub is also present in Cluj-Napoca.

In addition to the collaborative workspace that hosted over 800 members and special events dedicated to them, the organization has initiated

and developed a series of incubation and acceleration programs for startups, mentoring sessions and Business Clinics events on various topics of interest.

● www.impacthub.ro

STARTARIUM

In 2016, Impact Hub initiated, with the support of ING Bank Romania, the educational platform and access to finance for Romanian Entrepreneurial Initiatives, Startarium.ro.

Starting from the three pillars of the project - Learning, Testing and Financing - the platform provides users with a whole list of facilities, among the most important being: a video library, where entrepreneurs can learn from experts about how to build sustainable businesses, inspirational interviews with a series of successful entrepreneurs, a personal lab in the form of a working environment and collaboration where entrepreneurs can work on their business model along with other partners, crowdfunding articles and news from the business area, events in the business area.

One of the most impactful events organized by Startarium.ro is the Startarium Pitch Day competition, which rewards Romanian startups with potential with prizes totaling over 100,000 euros.

● www.startarium.ro

ENTREPRENEURSHIP EDUCATION IN ROMANIA

Romania uses European Key Competence definition of entrepreneurship education:

Entrepreneurship education is about learners developing the skills and mind-set to be able to turn creative ideas into entrepreneurial action. This is a key competence for all learners, supporting personal development, active citizenship, social inclusion and employability. It is relevant across the lifelong learning process, in all disciplines of learning and to all forms of education and training (formal, non-formal and informal) which contribute to an entrepreneurial spirit or behaviour, with or without a commercial objective.

In Romania, the level of entrepreneurship and more specifically, of self-employment, is lower, compared to other parts of the world such as the United States of America.

A large majority of Romanian people agreed that 'entrepreneurs are job creators' (81% totally agreed) and 'create new products and services that benefit us all' (75 % totally agreed).

On the other hand, most of them have a negative perception of entrepreneurs they agreeing that they 'take advantage of other people's work' (66 % totally agreed) and 'only think about their own pockets' (64% totally agreed).

Experts say that the training in creating or managing SMEs is about 50% incorporate within the education and training system at primary and secondary levels in Romania.

The special Eurobarometer on Entrepreneurship in the EU and beyond, published in 2012.

Romania has not specific strategies for entrepreneurship education. Romania is one of the countries with broader strategies related to entrepreneurship education.

The strategies in Romania have been identified as closely linked to an economic development strategy.

The Romanian national approach links entrepreneurship education to economic development through the 'Strategy for the Development of the Small and Medium Enterprises Sector' and for the 'Improvement of the Romanian Business Environment Horizon 2020'.

Entrepreneurship education is outlined in less detail in this strategy, but with actions to support practice firms, teacher education and web platforms to promote learning opportunities including entrepreneurship education.

The Ministry of National Education supports all the activities in order to develop entrepreneurship at primary and secondary level of education. In our country, there are

three approaches to integrate entrepreneurship education into curricula:

Cross-curricular (entrepreneurship education objectives are expressed as being transversal and horizontal across different subjects)

Compulsory for **all** (as a separate subject or integrated in other subjects)

Optional (as a separate subject or integrated in other subjects)

Romania has different ways of providing funding for entrepreneurship education:

EU funding: direct or indirect. In the first case, financial support is provided directly by the European institutions to the final beneficiaries. In the second case, an intermediate authority between the EU institutions and the final beneficiaries is responsible for managing the allocation of funds.

Romania Government encourages entrepreneurship by allocating non-reimbursable funding (EU or national) to create and develop of small and medium-sized enterprises (companies) with both non-agricultural and agricultural profile through European or national programs, such as:

- The Human Capital Operational Program (POCU) 2014-2020 (Call: Romania Start Up Plus) - funded by the European Social Fund
- National Start-Up Nation Program Romania 2017-2020 - funded by government funds

- National Rural Development Program 2014 - 2020 (PNDR) - funded by the European Agricultural Fund for Rural Development (FEADR)
- Regional Operational Program (POR) 2014-2020
- Competitiveness Operational Program (POC) 2014-2020

Today, the most famous institution that provides young enterprise educations to children at all stages of education is Junior Achievement Romania (JAR), which has been a part of the JA Worldwide network since 1993.

The main aim of the organization is to provide young enterprise education to school children in various forms including young enterprise start-ups, business simulation games, shadow days etc.

There are currently over 1505 schools (145340 students and 3520 teachers) that have implemented the Junior Achievement programs in different ways.

These, however, are only taught outside of the curriculum and is completely voluntary to the children who are interested to take part in such activities.

With education that is provided in the curriculum being the main priority, young enterprise is not often perceived as an important subject for development of key competences and transferrable skills.

With a special focus on competences and skills and less on the attitudes that young entrepreneurs should have, entrepreneurship education is organized and regulated in the formal education system only at the secondary level of education, being a mandatory class for some secondary education specializations.

The Youth Strategy, a legal document adopted as a Government Decision, includes development of entrepreneurial skills and youth entrepreneurship among its main objectives. The youth strategy aims to increase self-employment among young people and to promote entrepreneurship at all youth education and training levels.

As part of the Government programme, the Ministry of Youth and Sports launched in 2017 a large project of entrepreneurship training, targeting 200 young people in 8 counties: Bihor, Covasna, Dâmbovița, Giurgiu, Iași, Satu Mare, Teleorman and Vrancea.

Organizations such as Junior Achievements Romania and Junior Chamber International Romania are some of the organizations that are implementing entrepreneurship learning programs.

In Romania, entrepreneurship education level is low, mainly due to poor ratio between research, knowledge, education and industry. The Ministry of Education adopted the necessary legal framework and introduced subjects related to entrepreneurship education in the National Curriculum.

PROGRAMS AND MANUALS FOR COMPULSORY SCHOOL SUBJECTS

LEVEL	SCHOOL SUBJECT	GENERAL SKILLS	CLASSES
PROGRAMS AND MANUALS FOR COMPULSORY SCHOOL SUBJECTS - ELEMENTARY SCHOOL			
Elementary school (CP - 2 nd Grade)	Personal Development	Developing the student's ability to self-knowledge and to express in a positive way his / her interests, skills, personal experiences, communication skills and relationships, learning reflections.	1-2 classes/ week (3 school years)
Elementary school (3 rd - 4 th Grade)	Civic Education	Manifestation of habits of moral-civic behavior in different life contexts; Working with others to solve simple tasks, showing availability	1 class/ week (2 school years)
PROGRAMS AND MANUALS FOR COMPULSORY SCHOOL SUBJECTS – MIDDLE SCHOOL			
Middle school (5 th - 8 th Grade)	Social Education 5th Grade: Critical thinking and human rights 6th Grade: Intercultural education 7th Grade: Democratic citizenship education 8th Grade: Economic-financial education	Responsible participation in decision-making through exercise of the spirit of initiative and entrepreneurship, respectively manifestation of social, civic and economically active behavior	1 class/ week (2 school years)
Middle school (5 th - 8 th Grade)	Counseling and personal development	Deciding on Continuing Studies and Career through capitalizing on self-information, education and occupations	1 class/ week (3 school years)
PROGRAMS AND MANUALS FOR COMPULSORY SCHOOL SUBJECTS – HIGH SCHOOL			
10 th Grade (Theoretical, Vocational, Technological)	Entrepreneurial education	Developing entrepreneurial and relational skills in the economic and social environment	1 class/ week (1 school year)
11 th Grade (Technology/ Vocational)	Economy	Developing the skills needed for an effective orientation in the economic environment; Developing motivation and willingness to respond positively to a constantly changing reality.	1 class/ week (1 school year)
12 th Grade (Technological)	Applied Economy	Practicing essential skills for conducting an efficient and responsible economic activity in the private and public space; Capitalizing on the potential and efficient management of your private life and business	1-2 classes/week (1 school year)

PROGRAMS AND MANUALS FOR ADDITIONAL SCHOOL SUBJECTS

LEVEL	SCHOOL SUBJECT	CLASSES
PROGRAMS AND MANUALS FOR ADDITIONAL SCHOOL SUBJECTS - ELEMENTARY SCHOOL		
Elementary school (CP – 1 st and 2 nd Grade)	Education for Society	1 class/week (1 school year)
Elementary school (3 rd - 4 th Grade)	Financial Education	1 class/week (1-2 school years)
PROGRAMS AND MANUALS FOR ADDITIONAL SCHOOL SUBJECTS – MIDDLE SCHOOL		
Middle school (6 th - 7 th Grade)	Economical Education	1 class/week (2 school years)
Middle school (5 th - 7 th Grade)	Financial Education	1 class/week (1 school year)

There are a few platforms for promoting entrepreneurship education and for exchanging good practices.

VREAU SA FIU ANTREPRENOR

Vreau sa fiu Antreprenor is a project of transforming society towards entrepreneurial thinking that applies to all levels: both entrepreneurs and employees. VSFA believes in the fact that anyone can have an entrepreneurial mindset, whether he wants to be employed or an entrepreneur. Responsibility and initiative are the foundation of entrepreneurial thinking and bring added value, both professionally and personally.

● www.vsfa.ro

FUNDAȚIA ROMANIAN BUSINESS LEADERS

The Romanian Business Leaders Foundation is a community of Romanian entrepreneurs, managers and professionals in various fields.

The goal is to bring together business leaders (entrepreneurs and business executives) with common values (integrity, action, trust in Romania and altruism) to shape and express the entrepreneurs voice and Romanian business leaders in society.

● www.rbls.ro

JUNIOR ACHIEVEMENT ROMANIA

Junior Achievement Romania is a nonprofit organization founded in 1993 and is part of JA Worldwide®, USA and JA Europe.

JA is the largest international organization of economic and entrepreneurial education, with programs being followed in 40 countries across Europe and over 100 in the world.

In Romania, the "learning by doing" JA programs are attended annually by more than 250 000 students from over 1 800 educational institutions and are run locally in partnership with the Ministry of National Education, the educational institutions and the business community.

JA Romania implements entrepreneurial education programs in public-private partnership involving institutions education, companies, teachers, pupils and families in the educational process.

The JA Program for Entrepreneurial Education offers a complete learning process: from free trainings and webinars to students and teachers, to classroom classes and practical pilot company start-up projects, incubation periods supported by the business community, product fairs and local, regional or national services, continuing with the ability to test the acquired skills and obtain the European Skills Pass.

● www.jaromania.org

ROCT

Centrala Rețelei Firmelor de Exercițiu/Întreprinderilor Simulate din România (ROCT) is a compartment within the National Center for Development of Vocational and Technical Education.

- The objectives of the ROCT compartment are: Dissemination of the interactive exercise "Exercise Firm";
- Extending the network of firms / simulated enterprises in Romania;
- Increasing the quality of the activity within the Romanian Exercise Companies by registering for obtaining the "Quality Mark"

Exercise company

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

The introduction of the learning method through the exercise firm in the vocational and technical education in Romania started in 2001, through the ECO NET project initiated by the National Center for the Development of Vocational Education and Technical (CNDIPT) in Romania, in collaboration with Kulturkontakt in Austria.

● www.roct.ro

ENTREDU

ENTREDU recognizes that the fundamental barriers to employing entrepreneurship cross-curricular spectrum education are not technical or financial, but psychological, organizational and cultural. Powerful methods for scaling-up and transferring pilot implementations and for evolving the public's conceptions of learning and schooling are essential to take full advantage of the opportunities new technologies pose.

The ENTREDU goals are to enable networking between developers of entrepreneurship education, to create an online community of practitioners.

● www.entreduea.gr

YOUNG ENTREPRENEURS ASSOCIATION FROM ROMANIA

The Young Entrepreneurs Association from Romania (YEAR) is the only employer organization in Romania that represents at national level the interests of Romanian young entrepreneurs aged between 18 and 40.

At national level YEAR is the member of The National Council of Small and Medium Size Enterprise (CNIPMMR) and at European level YEAR is the member of JEUNE – European Organization of Young Entrepreneurs.

YEAR has 6 regional structures: The Young Entrepreneurs Association from South West Oltenia region, The Young Entrepreneurs Association from West region, The Young Entrepreneurs Association from South-East, The Young Entrepreneurs Association from South-Muntenia, The Young Entrepreneurs Association from Centre Region and The Young Entrepreneurs Association from North – West region.

The main activities of The Young Entrepreneurs Association from Romania are:

- To represent the young entrepreneur's interests in relation with national authorities,
- To provide consultancy and assistance to young entrepreneurs from Romania,
- To elaborate and implement specific programs concerning young entrepreneurs from Romania,
- To develop working reports and set-up networks between young Romanian entrepreneurs,
- To organize entrepreneurial training programs.

● www.ptir.ro

YOUNG LEADERS CLUB

YLC is an organization of students and entrepreneurs dedicated to finding the most promising graduates and startups and help them achieve their potential by leveraging a global network of amazing people.

Currently YLC runs two programs: YLC Finance, dedicated to the best and brightest in finance & economics looking to jumpstart their international

career, and YLC Entrepreneurship, a program bridging startups in the CEE with world class accelerators. Meet our team and board of advisors.

● www.youngleadersclub.org

ENTREPRENEURSHIP ACADEMY

The Entrepreneurship Academy (EA) learning process is oriented towards students and towards achieving clear and real academic, professional, personal and financial objectives in a Bachelor's program of 4 years.

The faculty is accredited in the Netherlands by the NAVO Institution (the equivalent of ACRIS in Romania) and respects the Bologna credit system. All students (teampreneurs) receive a Bachelor's Degree in Business Administration, with an Entrepreneurship specialization, offered by Team Academy Netherlands. The diploma can be equated in Romania at CNRED, as stated by the Ministry of Education.

The educational nordic model, which is implemented by our The Entrepreneurship Academy (EA) professionals, holds some key concepts:

- No students, but a team of entrepreneurs
- No theory, but learning by doing
- No simulations, but real businesses
- No class rooms, but office spaces
- No control, but self-organization

Besides the individual learning objectives (academic goals), students within their teams and during team-coaching sessions, set their own financial and development objectives.

The learning line has two directors: the standard academic curriculum for a business administration program that will encompass courses of Economy, Finance, Accounting, Management, Strategy, Marketing, Sales taught by entrepreneurs, professionals and business people and the practical direction where theory is put into practice, by creating real businesses, which will be developed by The Entrepreneurship Academy (EA) students.

● www.entrepreneurship-academy.ro

YOUTH ENTREPRENEURSHIP IN CRAIOVA

Dolj is a county of Romania, in Oltenia, with the capital city at Craiova. Dolj has traditional industries (automotive, tractors, cars, airplanes, agricultural and heavy machinery, oil and gas extraction, chemical industry, clothing, textiles, furs, leather, food and drinks) and produces organic agriculture.

There are several higher education institutions located in the county that offer different profiles such as the University of Craiova, the University of Medicine and Pharmacy and Spiru Haret University.

The group for Technology and Innovation in Advanced Research of Composites, working at the University of Craiova is notable as it provides research for high-tech applications for fields such as aerospace, automotive, and biomedicine.

As a consequence of the increasing importance of supporting innovation in Romanian regional policies, it was approved the 2014-2020 Regional Development Strategy, which focuses on promoting the competitiveness of the regional economy in industry, agriculture and the digital economy sectors, and defines two main objectives: sustainable development and reduction of the economic disparities between the region and the rest of Romania.

Craiova is a strong educational center. Two state universities (the University of Craiova and the University of Medicine and Pharmacy), as well as a total of 32 general schools, 9 high schools, 6 national colleges, 11 technical/technology colleges and 50 kindergartens.

The Școala Gimnazială "Traian" Craiova is one of Craiova's traditional schools, being first certified in 1880 when it functioned in the St. Nicholas Church.

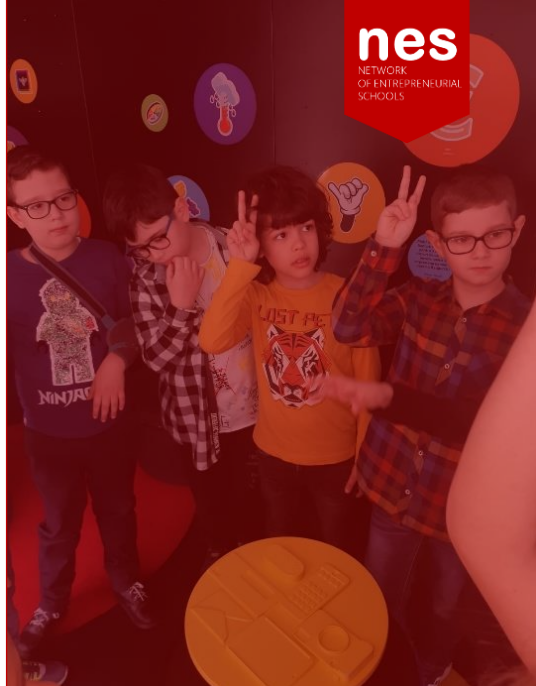
Every year, "Traian" High School offers high quality educational services for children from all over Craiova, but also from neighboring localities. The school is distinguished by the exceptional results that students obtain at

national exams, but also at school olympics and contests, which places it in the top of the best schools in the county and country. The graduates are admitted to the prestigious colleges in Craiova, continuing their training in the spirit of achieving school performance.

In the last two years, Traian" Secondary School implemented the project **"The Young Entrepreneurs"** in association with Traian Association, an association of parents and teachers from our school.

The aim of the project was to develop entrepreneurial skills of 500 students: team work, negotiation, communication, organization, taken decision. The students, parents and teachers organized a fair where they sold used toys and books. With the money collected, they bought a sound system for music during school breaks and arranged a playground for children.





17 ENTREPRENEURSHIP EDUCATION Craiova, Romania

This year, over 200 students participated in the project called **"Money School on Wheels"**, a component of the national financial education program of the Romanian Commercial Bank - "Money School", a program for children, adolescents and adults.

The Project "Money on Wheels School" aims to educate children aged 7 to 14 financially. The children participated in interactive financial education workshops in a specially adapted truck where they had the opportunity to go through different stages of understanding and awareness of how we use money in the economy.

The project has started from the idea that we need to teach children at an early age that money is gaining hard through work and can be spent very easily if we are not sufficiently aware of how we should manage them. Using experiential learning and special games created by specialists at the University of Vienna, children had accumulated knowledge that they can use all their lives.

In Romania, 47.7 % of teachers in lower secondary education express moderate or high needs of professional development in cross-curricular skills. Only 31.5 % say that continuing professional development (CPD) activities in which they participated have covered the topic of teaching cross-curricular skills.

In Romania, Casa Corpului Didactic (CCD) - Regional Center for Teachers Training is the main responsible institution for teachers training.

This year, for example, CCD Dolj has some specific training programs for entrepreneurial education: Entrepreneurship - Where to?, New Education - Development of Cross-Curricular Skills, Interdisciplinarity - A Bridge Between School Subjects, New education - Premise for Lifelong Learning Skills, Voluntary in Education - Dimension of Personal Development, Leadership and Communication.

There are many organizations that provide training programs for adults, including teachers or administrative personal from schools.

These training programs are authorized by the Ministry of Education through the National Qualification Agency. There are some specific training programs aiming the development of entrepreneurial skills of the adults. Some of them are/ were financed by European funds through European Programs, like POSDRU 2007-2014/POCU (2014-2020). Some of them are paid by the trainees/their companies.

PROJECTS DEVELOPED BY THE TRAIAN SECONDARY SCHOOL IN THE SCHOOL YEAR 2018/ 2019

Junior Achievement Programs

- 60 students from the primary level participated in the programme “Noi înșine”. With a duration of 12 to 24 hours, through interactive and active classroom activities, students learn what it means to work and how to become active in the community
- 90 students from the elementary school (3rd Grade) participated in the programme “Comunitatea noastră”. With a duration of 12 to 24 hours students learn about the community and about the links between people, organizations and the active resources within it.
- 30 students from the Middle school (6th Grade) participated in the programme “Financial Education”, where, during 16 to 34 hours, they learn how to initiate and run a business and acquire the entrepreneurial skills needed to complete a project and about responsible financial planning in all stages of life, saving, investing, credit, and efficacy of financial instruments.

The Young Entrepreneurs

“The Young Entrepreneurs” was a Fair of used books and toys (2016-2018), developed in partnership with “Traian Association” with the aim of developing entrepreneurial skills of 500 students: team work, negotiation, communication, organization, taken decision



Education and Career Guidance: Let's help the students choose a right career

The Comenius Regio project "Education and Career Guidance - Let's help the students choose a right career!" (2013-2015) (www.studentscareer.ro) aimed to improve the services for students' education and career guidance (students' ECG) in schools, in order to facilitate students' transition to higher levels of education or the job market. The activities such as focus groups, job shadowing, conferences, training sessions and the results (a guide and materials for students' ECG, website-resource, training program etc.) helped to identify the importance, relevance and quality of students' counselling and career guidance services; identified the needs of all stakeholders involved directly and indirectly in this activity; the development of teacher competences for students' ECG; reducing the distance between school and the labor market; increasing students' access to information necessary for proper career guidance in both partner regions (Dolj - Romania, Mersin - Turkey).

HEROES - Educational partnership

Heroes was an educational partnership between “Partners from all over the world” Foundation and 10 schools from Craiova that had as main goal to develop self-confidence, empathy, decision-making, the ability to overcome challenges and a positive attitude in 1500 students from the 6th and 7th grade

ECDL - European Computer Driving Licence

“Traian” School is one of the examination centers for ECDL Exams since 2017 and aims to develop and certify students’ digital skills (5th – 12th grade) and teachers’ digital skills. The European Computer Driving License (ECDL) is the most widely recognized internationally recognized computer certification standard aiming to develop and certify students’ digital skills (5th – 12th grade) and teachers’ digital skills.

The ECDL license is used and recognized in over 100 countries by renowned companies, administrations or prestigious educational institutions. Outside Europe, the program is called International Computer Driving License (ICDL).



Cambridge Exams

“Traian” School is the first gymnasium school in Craiova accredited in 2012 as Cambridge Examination Center, partner of the British Council.

In addition to their role of motivating students in the learning process and of monitoring their progress, Cambridge KET/ PET exams, administered by the British Council, are taken into account for the recognition and equivalence of evidence of linguistic competence for admission to high school education bilingual and intensive program.



Școala după școală

The School-after-School program is a complementary program to the compulsory school curriculum that offers formal and non-formal learning opportunities for the students from primary school, for skills enhancement, remedial learning and acceleration of learning through educational, recreational and leisure activities.

OTHER EDUCATIONAL PROGRAMS IN CRAIOVA

Ford Resource and Engagement Centre

The Ford Resource and Engagement Centre (FREC) is a client-directed community center where people can learn new skills, obtain needed services, develop new talents and celebrate community.

Dedicated especially to students and graduates of the University of Craiova, the Centre will act as a social entrepreneurship hub, where young people in our community can create and develop innovative projects that lead to social and economic growth, following three socio-economic buckets:

Basic Needs (stabilize) – Services that stabilize and remove socioeconomic barriers including safety, food, and housing.

Economic Growth (accelerate) – Services which accelerate and create socioeconomic growth opportunities including education, workforce and entrepreneurship training.

Quality of Life (thrive) – Services which contribute to the greater good of humankind through a sense of community including arts and culture, mentoring/mentorship and service.

Romania Start Up Plus is a financing line dedicated to start a business in the urban environment, financed by the European Social Fund through the Operational Program Human Capital, implemented between 2017-2020. It is a program that aims to develop entrepreneurship, setting up new businesses and creating new jobs.

What does Romania Start Up Plus offer?

- entrepreneurial education courses
- specialized technical consultancy
- mentoring services
- financing of the business plan (40,000 euros / new business)

What does Romania Start Up Plus intend?

- over 10,000 people trained in the field of entrepreneurial education
- over 1500 SMEs set up and financed
- over 2000 newly created jobs

Through this program, 24 organizations from the South-West Oltenia region implement 27 projects with a value of over 500 million euros, two of them belonging to the University of Craiova, one of them is "Entrepreneurship for an active life" – **"Antreprenoriat pentru o viață activă"**.

This project aims to increase employment and economic development in the SV Oltenia Region by setting up and supporting micro-enterprises operating in urban areas in non-agricultural fields and entrepreneurial skills training.

Every person in the target group will be supported by business advisors to identify a viable business idea and to deliver a performance business plan.

Also, there are other organizations from Craiova that implement this type of projects, such as: Primaserv SRL, Fundatia Orizont, Uniunea Generala a Industriasilor din Romania UGIR 1903 Filiala Dolj, Federatia Patronatelor din Regiunea Oltenia.

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