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ERASMUS + PROJECT KA 210 VET
2024-2-RS01-KA210-VET-000291571



VIRTUELCO4ALL



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TRAINING REPORT

Erasmus+ project “Virtuelco for All”,

Date / Time / Duration
1-3 April 2026
Training with teachers: Teachers by economic

Irena Dimitrovska- Andreeva – teacher and consultant of the project

Place: The Vocational School of Trade and Catering, Vratsa, Bulgaria

Purpose: Present platform

Purpose: teacher training to work on the Virtuelco platform, as part of project activities

1. General Information

Activity: Training on the Virtuelco for All Digital Platform

Participants: 19 educators from five districts in Bulgaria (Vidin, Vratsa, Lovech, Montana, and Targovishte)

Objective: To prepare teachers to work effectively with the Virtuelco for All platform by developing practical skills in creating and managing virtual training companies, carrying out domestic and international business operations, completing business documentation, and integrating simulation-based learning into vocational education.

2. Day 1. Establishing Business Operations

The first day focused on introducing participants to the Virtuelco for All platform and preparing them to work independently with virtual training companies. Following the introductory session, participants became familiar with the objectives of the training, shared their expectations, agreed on the working rules, and took part in an icebreaker activity focused on motivating students to use the platform.

The practical part of the day covered the establishment of production and trading companies on the Virtuelco platform. Participants created their own virtual companies, completed the required company information, and explored the basic organisational structure of the platform.

The next session focused on domestic procurement procedures. Participants learned how to create inquiries and purchase orders, generate procurement documentation, and complete practical procurement tasks involving raw materials and inventory. The afternoon session addressed domestic sales, where participants prepared quotations, invoices, product catalogues, and the documentation required for sales transactions while coordinating with warehouse and finance departments.

The final session was dedicated to staffing planning. Working in groups, participants prepared staffing plans for their virtual companies, discussed recruitment procedures, and completed a knowledge quiz on



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documentation. The day concluded with a review of the completed activities, discussion, and questions and answers.

3. Day 2. International Business Operations

The second day began with a brief review of the previous day's work before introducing international business procedures within the Virtuelco platform.

Participants created forwarding companies, completed import and export documentation, prepared dispositions, and practiced the documentation required for international transactions. During the following session they worked in groups on completing JCI documentation and discussed the role of customs procedures in international trade.

The afternoon focused on cooperation with freight forwarders. Participants selected forwarding companies, prepared freight forwarding documentation, completed invoices, and analysed the workflow between the different business partners.

The final training session addressed cooperation between companies from Bulgaria and North Macedonia. Participants compared domestic and international business procedures, completed international business documentation in English, and discussed the educational value of cross-border business simulations. The session also included a presentation on evaluating training impact and examples of implementation in vocational education.

4. Training Outcomes

The planned agenda was implemented in full. All scheduled presentations, practical exercises, group activities, discussions, quizzes, and review sessions were completed as outlined in the training programme. Participants actively engaged in every practical task and successfully completed the full workflow of establishing and operating virtual companies on the Virtuelco platform, including domestic and international business processes.

Reported by Irena Dimitrovska- Andreeva



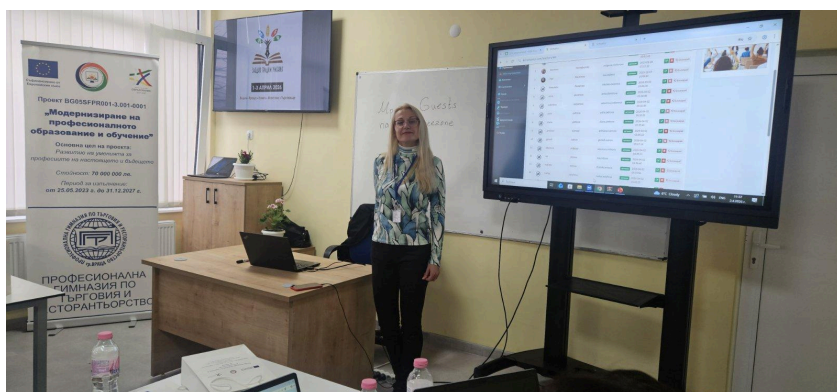
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Attachment photos:



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