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VIRTUELCO4ALL

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

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Edukacija za budućnost PRASKOZORIĆ Velika Plana

ЕКОНОМСКА ШКОЛА ПИРОТ

INTRA MENTIS
business training & consultancy

Junior Achievement Macedonia
from North Macedonia
Member of JA Worldwide

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TRAINING REPORT
Erasmus+ project "Virtuelco for All",

Date / Time / Duration
19th - 20th of August 2026, starting at 9.30 a.m. and ending at 4:00 p.m., 12 hours
Training with NEETs: Olivera Stošić, Coordinator of the Project, trainer Valentina Milanov, trainer **Place:** hotel Desaret, Ohrid, North Macedonia **Purpose:**Training of NEETs category to work on the Virtuelco platform, as part of project activities

1. General Information

- **Activity:** Training for young people NEETs category
- **Participants:** 10 people with different knowledge of economy
- **Duration:** Two-day intensive workshops
- **Objective:** The objective of the training is to prepare this young people for the labor market through the business simulation of virtual companies and the acquisition of functional knowledge.

2. Training overview and activities

The introductory phase of the training was focused on the demands of the labor market. Young people of the NEET category are familiar with the skills that employers are looking for and it is connected to the platform. The trainers introduced them to the key digital skills they acquire by working on the platform. Drawing on her career counseling experience, the project coordinator introduced participants to the concept of lifelong learning and the importance of career management. Following this, activities were carried out in accordance with Methodology for working with NEETs:

- **Internal Operations:** During the presentation, young people pointed out that they are interested in the economy and the IT sector. That is why they were highly motivated to master new skills. Participants established virtual companies, simulating the full documentation and operational flow between production and trading entities (Inquiries, Offers, Orders, Invoices, and Warehouse/Finance instructions). We adjusted the pace of the work to the different abilities and prior knowledge of the participants. We individually assisted the company creation process and monitored the progress of the participants. We asked for feedback on what they already know about buying and selling jobs and linked it to the documentation they create on the platform.
- **Financial Services Operations:** The roles of buyers and sellers were swapped, with integration into warehouse and finance operations. A case study was prepared for the finance component; participants simulated the processes of business travel and advance payments.

- **International Trade Simulation:** At the beginning of the second day of the training, we first summarized domestic business and then stated the differences between international and domestic trade. Filling out documentation in English was very interesting for the young people, as they had the opportunity to refine their professional terminology in economics. Future international business simulations will include trade between three countries, which will enhance the knowledge of the platform's users.

- **Review & Discussion:** Finally, in the discussion, the participants stated that this platform is very interesting for use. They believe that they can learn how the company works through the practical application of the platform in their work.

4. Participant Engagement & Suggestions: The participants highly rated the positive atmosphere and the active participation of everyone during the training. Although they did not know each other, they easily established a simulation of the business of buyer and seller.

- **Formal Analysis:** A detailed breakdown of participant feedback is documented in the accompanying **"Trainer's Post-Training Evaluation Analysis,"** which highlights the high satisfaction levels.

5. Conclusion

This training was very successful, especially because the participants were of similar age and education, active in their work, and highly motivated.

Training reported by
Olivera Stošić

Attachment photos:

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