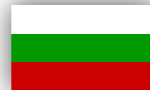




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ERASMUS + PROJECT KA 210 VET
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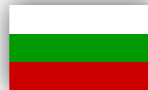
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TRAINING REPORT

Erasmus+ project "Virtuelco for All"

REPORT ON COMPLETED TWO-DAY TRAINING

Topic: Utilizing the "Virtualko" Online Platform for Business Simulations

- **Dates of Training:** June 9 – 10, 2026
- **Location:** OSU "Jovche Teslichkov" – Veles
- **Trainers:**
Radmila Andovska
Antonio Panovski
- **Participants:** 18 students from Veles (enrolled at the Faculty of Economics – Skopje)

1. General Information & Objectives

As part of the project activities, the second intensive training program for students on the "Virtualko" platform was successfully executed. The primary objective of this training was to prepare students for the labor market through realistic business simulations within virtual enterprises, focusing on the acquisition of practical, functional, and digital skills. The training was attended by 18 students residing in Veles who are currently pursuing their degrees at the Faculty of Economics in Skopje.

2. Training Overview & Day 1 Activities

The first day initiated with Session 1, dedicated to introductions and ice-breaking, placing a strong emphasis on career development, teamwork, and aligning digital tools with the students' future academic and managerial roles. The program continued with high intensity through practical modules:

- **Internal Operations & Domestic Procurement:** Students rapidly completed the initial steps on the platform, establishing their virtual companies and setting up corporate profiles. The preliminary operational and administrative workflow for domestic procurement was fully simulated.
- **Sales on the Domestic Market:** Following the break, during Sessions 3 and 4, the focus shifted to the sales department. Students independently generated commercial offers and invoices, mastering the cross-functional coordination between the warehouse and finance



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sectors. The day concluded with a structured group exercise on role allocation and reflection.

3. Day 2 Activities & Business Simulations

The second day began with a brief recap of the achievements from Day 1, immediately transitioning into advanced business simulations with role rotations (buyer, seller, warehouse manager). The most prominent milestone was achieved through the execution of **reverse transactions**, where teams simulated B2B market connectivity across two concrete models:

- **Example 1 (Commercial Enterprise - Sellers):** One segment of the student body acted as wholesalers, managing inventory levels, preparing product catalogs, and executing sales to their peers.
- **Example 2 (Manufacturing Enterprise - Buyers):** The remaining students managed manufacturing firms, strategically purchasing raw materials from the wholesalers to supply their own production lines.

Prior to the lunch break (Session 7), students explored the core differences between domestic and international business environments, culminating in a practical exercise using international trade documentation in English. The training concluded immediately after lunch with a comprehensive final evaluation, completion of feedback questionnaires, and the formal awarding of certificates of participation.

4. Participant Engagement & Insights

The level of engagement was exceptionally high across all 18 participants. Given that the attendees are current students at the Faculty of Economics, their theoretical baseline knowledge was fully utilized. They demonstrated excellent structural logic in managing commercial operations, linked distinct business variables rapidly, and exhibited advanced digital literacy. In the final debriefing session, the students emphasized that this platform serves as an ideal tool for practical education, effectively bridging the gap regarding the lack of direct exposure to real-world corporate environments during traditional academic studies.

5. Technical Suggestions for Future Improvement

Based on the operational dynamics observed during this intensive training, the trainers have formulated the following constructive recommendation for future software optimization to enhance platform flexibility:

Proposal for the Optimization of the Administrative Document Workflow:



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It is recommended that for the purposes of short, intensive training modules (such as this two-day workshop), **certain steps within the documentation chain be made optional:**

- **Outbound Logistics (Dispatching Goods):** The process currently follows a rigid sequence: *Purchase Order - Goods Dispatch Order - Delivery Note - Invoice*. It is proposed that the "**Goods Dispatch Order**" step be made optional.
- **Inbound Logistics (Receiving Goods):** Upon receiving a purchase order, the system strictly mandates a *Goods Receipt Order* before allowing the generation of the final *Receiving Report*. It is proposed that this "**Goods Receipt Order**" step can also be bypassed.

Rationale: This granular document chain serves as an outstanding methodological tool for long-term curriculum integration spanning an entire semester. However, during fast-paced, two-day training workshops, the mandatory completion of both intermediate orders creates unnecessary administrative overhead and diverts the students' focus away from the core strategic substance of the commercial transaction.

6. Conclusion

The training successfully met its strategic objectives, effectively bridging the gap between economic theory and digital practice. The students demonstrated complete competence in managing complex business simulations, and their structured feedback will serve as a valuable roadmap for the next phase of software optimization.

Training Reported By:

Radmila Andovska, Trainer

Antonio Panovski, Trainer

Date of Submission: June 12, 2026

Attachment photos:



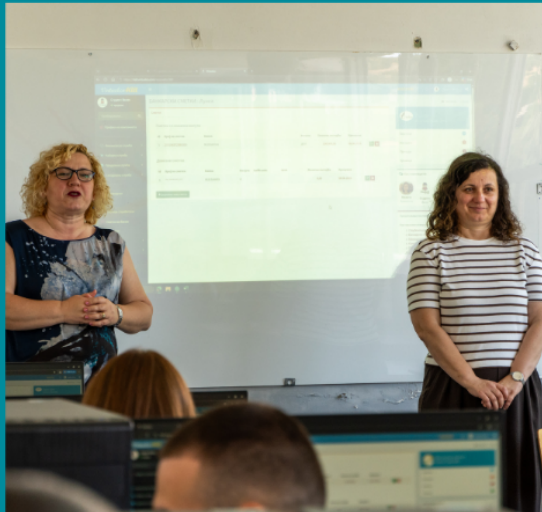
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