



THE INTERNATIONAL PRACTICE ENTERPRISES FAIR
11th EDITION
ROMANIAN BUSINESS CHALLENGE
11th EDITION
INTERNATIONAL SYMPOSIUM
"PERFORMANCE THROUGH PARTNERSHIPS"
3rd EDITION
PLOIEȘTI, PRAHOVA
7th – 8th May 2020

ORGANIZER:

THE "VIRGIL MADGEARU" ECONOMIC COLLEGE, MUNICIPALITY OF PLOIEȘTI

Organizing committee:

Manager: Prof. Simona Lupu - project coordinator

Organization responsibility: Prof. Corina Lazar

Communication responsibility: Prof. Iulia Suditu and Prof. Iulia Dragomir

Members: Teachers, students, pupils.

PARTNERS:

The Prahova County Council

The Mayor's Office of the Ploiesti Municipality

ROCT (The Centre for Practice Enterprises and Simulated Companies in Romania)

School Inspectorate of Prahova County

Chamber of Commerce and Industry Prahova,

Body of Chartered Accountants and Certified Accountants Prahova

Petroleum Gas University of Ploiesti,

Students Cultural Centre of Ploiesti

The Cultural and Entrepreneurial Centre Association ACUM

OBJECTIVES

- promoting and developing local entrepreneurship for a global economy;
- developing the skills required for a dynamic and viable entrepreneur;
- career development for a dynamic and flexible labor market;
- quality assurance and development in vocational and technical education establishments;
- development of analysis and synthesis skills, of creativity and interpersonal relationships among young people;
- familiarizing students with the activities of a real company.

TIME PERIOD

- **THE INTERNATIONAL PRACTICE ENTERPRISES FAIR**

The 8th of May 2020

- **ROMANIAN BUSINESS CHALLENGE**

The 7th of May 2020

REGISTRATION: registration is done during the period **November 20th 2019 – May 4th**. The registration form is sent to the e-mail address: targinternationalfeploiesti@gmail.com, or by post to the Economic College Virgil Madgearu, City of Ploiești, str. Rudului, nr 24, Ploiești, Prahova. (24 Rudului St., Ploiesti, Prahova County).

THE ORGANIZING COMMITTEE

THE INTERNATIONAL PRACTICE ENTERPRISES FAIR

ROMANIAN BUSINESS CHALLENGE

11TH EDITION PLOIEȘTI, PRAHOVA
7th – 8th May 2020

SCHEDULE

THURSDAY, the 7th of May 2020	
10:00 – 11:00	Official opening SKYPE ROMANIAN BUSINESS CHALLENGE THE INTERNATIONAL PRACTICE ENTERPRISES FAIR
11:00 – 14:00	ROMANIAN BUSINESS CHALLENGE Carrying out the competition
FRIDAY, the 8th of May 2020	
09:00 – 16:00	THE INTERNATIONAL PRACTICE ENTERPRISES FAIR Competition Evaluation
MONDAY, the 11th of May 2020	
12:00	Award Ceremony

HIGH-SCHOOL
PLACE.....
STREET.....*No.*
COUNTY.....
COUNTRY.....
PHONE No...... **FAX**.....
E-MAIL

THE INTERNATIONAL PRACTICE ENTERPRISES FAIR
11TH EDITION

THE “VIRGIL MADGEARU” ECONOMIC COLLEGE, MUNICIPALITY OF PLOIEȘTI
May 7th-8th 2020

ENROLLMENT FORM

NAME OF THE PRACTICE ENTERPRISE
COMPANY BUSINESS
MANAGER OF THE PRACTICE ENTERPRISE
NUMBER OF PARTICIPANTS
COORDINATING TEACHER
COORDINATING TEACHER’S E-MAIL ADDRESS
COORDINATING TEACHER’S PHONE NUMBER
INDIRECT PARTICIPATION

COMPETITIONS TO TAKE PART IN

Best Catalogue

Best Advertising Spot

Best Promotional Materials

Best Web Page

PRINCIPAL,

COORDINATING TEACHER,

MANAGER OF THE PRACTICE ENTERPRISE,

NOTES

FAIR

- The enrolment takes place between **November 20th 2019 – May 4th 2020** for **online indirect participation**. The latest day to send the digital materials **online** is **May 4th 2020** including.
- Practice enterprises / simulated enterprises registered with the ROCT or similar centrals in every country can enrol in the International Fair of Practice Enterprises of Ploiesti.
- Digital materials for the following competitions: ***Best Advertising Spot (60 seconds maximum), Best Web Page, Best Promotional Materials and Best Catalogue*** can be sent to the fair's email address until **May 4th 2020** including, in **Romanian/English**.
- The Exercise Enterprise Fair aims at the **development of creativity, originality and communication capacity of students through promotional materials**.
- Evaluation will be conducted according to national (ROCT) and international standards; The Jury will be made up of: teachers, company representatives, banking institutions representatives etc.
- Participation certificates will be awarded to all companies, and award diplomas for winners.
- No contestation is accepted.
- The organizers reserve the right to refuse in subsequent editions the enrolment of students / companies which, through students' / coordinating teachers' actions, affect the image of events and organizations involved in conducting competitions.

THE ORGANIZING COMMITTEE

HIGH-SCHOOL
PLACE.....
STREET.....**No.**
COUNTY.....
COUNTRY.....
PHONE No...... **FAX**.....
E-MAIL

**SKYPE ROMANIAN BUSINESS CHALLENGE
11th EDITION**

PLOIEȘTI, PRAHOVA

THE "VIRGIL MADGEARU" ECONOMIC COLLEGE, MUNICIPALITY OF PLOIEȘTI

THURSDAY, MAY 7th 2020

COMPETITION ENROLMENT FORM

NAME OF THE PRACTICE ENTERPRISE
COMPANY BUSINESS
MANAGER OF THE PRACTICE ENTERPRISE
NUMBER OF PARTICIPANTS
COORDINATING TEACHER
COORDINATING TEACHER'S EMAIL ADDRESS
COORDINATING TEACHER'S PHONE NUMBER
**SURNAME AND NAME OF PARTICIPATING STUDENTS, EMAIL ADDRESS AND
PHONE NUMBER**

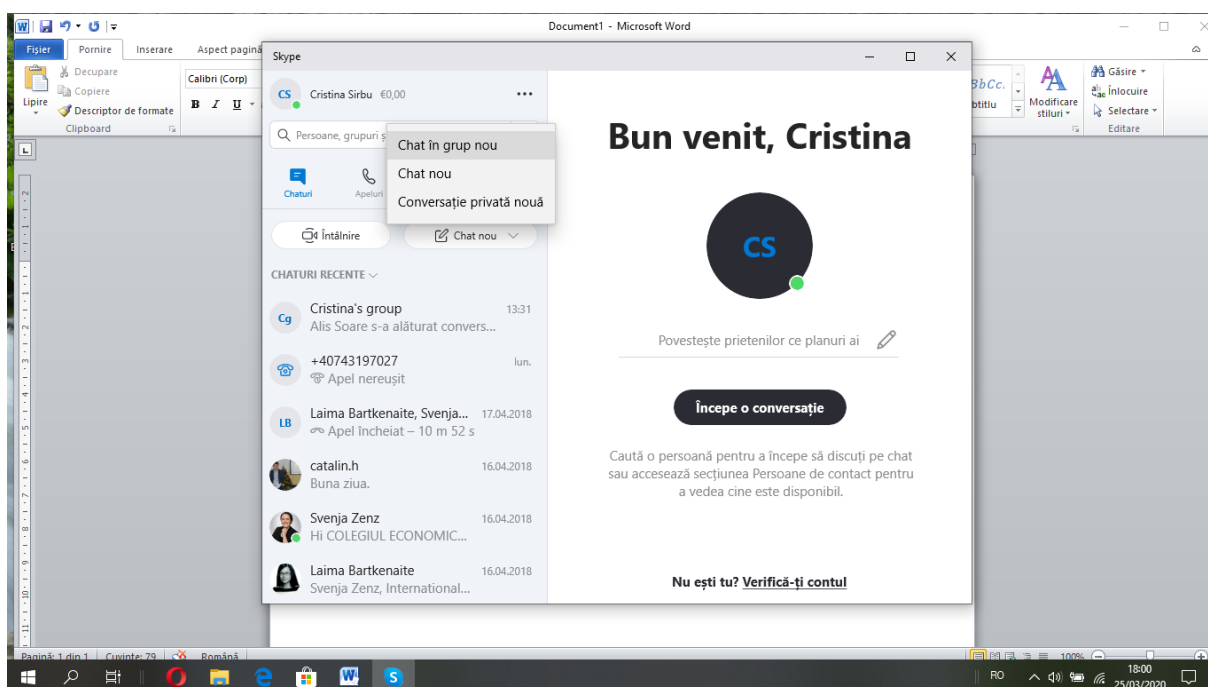
PRINCIPAL,

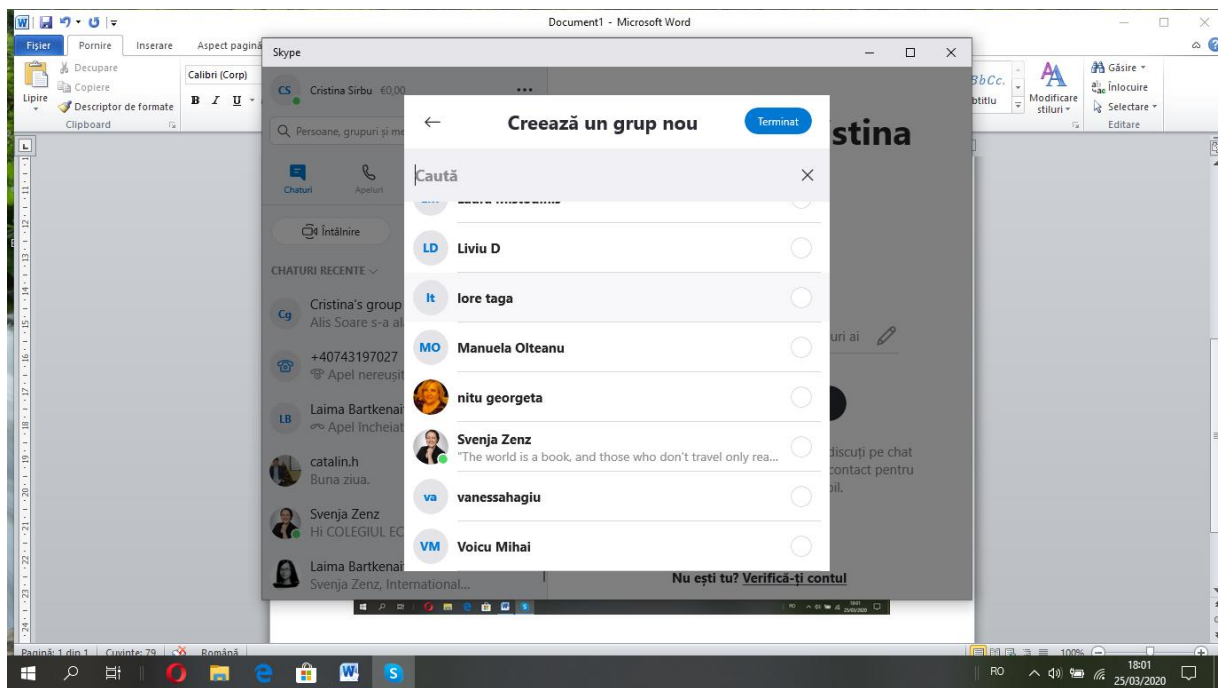
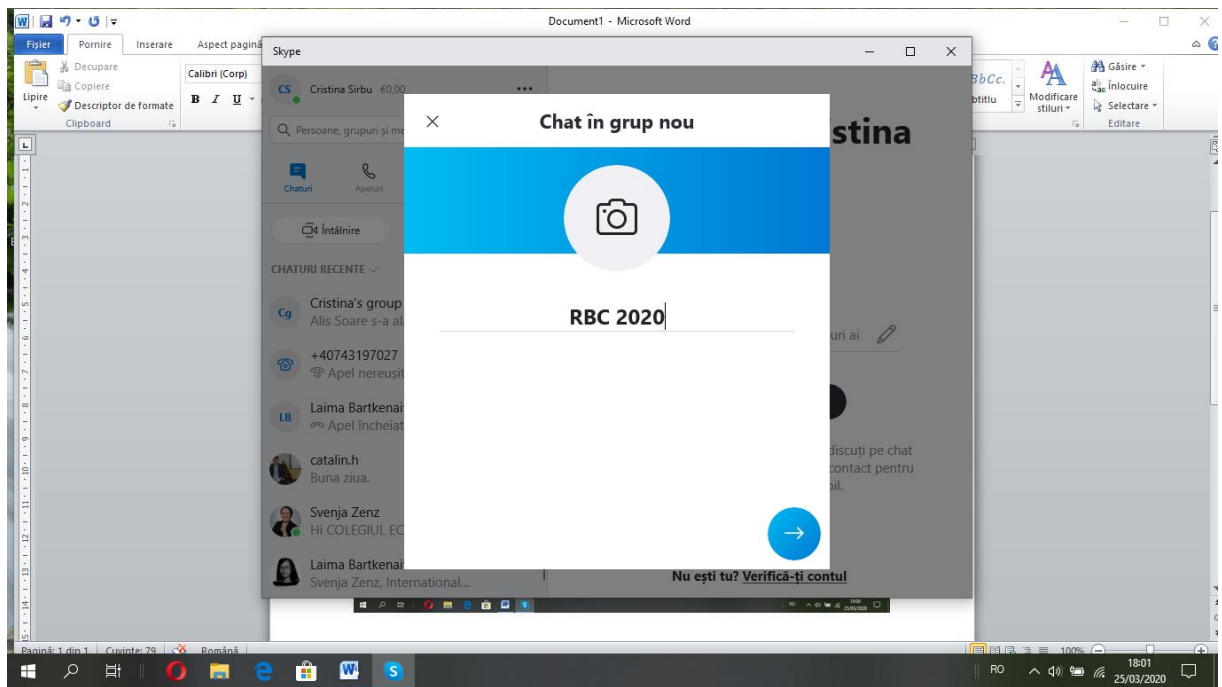
PROF. COORDINATOR,

MANAGER OF THE PRACTICE ENTERPRISE

ROMANIAN BUSINESS CHALLENGE

- The enrolment takes place during **November 20th 2019 – Mai 4th 2020**. Registration and participation are free of charge. The registration form is to be sent to the e-mail address: targinternationalfploiesti@gmail.com or by post to the “Virgil Madgearu” Economic College, Municipality of Ploiești, str. Rudului, nr 24, Ploiești, Prahova (24 Rudului St., Ploiesti, Prahova County);
- If a student can not participate in the competition, for objective reasons, the coordinating teacher will notify the organizers in writing by **April 25th 2020**, with reference to the name of the person replacing the student withdrawn from the competition.
- The enrolment is done on "first come, first served" principle in maximum number of 64 students, in a maximum of 3-4 representatives /school.
- Participation certificates are awarded for each student and coordinator teacher, awards diplomas for the winners.
- At the opening seminar, students will receive a case study **via e-mail**, with information about a company, which they will analyse in order to develop strategies for economic development or recovery.
- Students will be grouped in teams of 6-8 people. Teams will be announced in due course;
- The competition involves the task of the teams to analyse the company related information and to formulate solutions they will present to the jury.
- Working time is 1 and ½ hours. While the teams are working, the jury will have the opportunity to evaluate the professionalism, efficiency and students' teamwork abilities in an online international medium. This part of the assessment will contribute to the final score. When time has expired, teams will have 5 minutes for each of their presentations, followed by a maximum of 5 minutes to answer the questions addressed by the jury. At least 4 members of each team will carry out the presentation and will answer questions. The teams will be graded for teamwork, company analysis, formulated strategy and answers' accuracy to the jury's questions.
- For their participation in the competition, students will fill in, on registration, their phone numbers and e-mail addresses;
- Before the contest, organizers will email the phone numbers and e-mail addresses of the groups of students, so that the Skype conference can be organized.
- Each Skype conference will include a member of the jury that monitors the whole process;
- A specific time/hour for the online connection will be established, and students will be invited by the work group initiator, that is the member of the jury;





- In case it is necessary for the students to share their desktop in order to work together, the Skype app allows this. Files can be shared/sent and real-time conversations can occur.
- Students will receive a .pdf document with the steps to follow for their connection in due time.
- Appeals against the decision of the jury are not admissible.
- The organizers reserve the right to refuse the enrollment in subsequent editions of students whose actions affect the image of the events and the organizations involved in the competition.

CONDUCT

Throughout the event, the coordinating teachers are responsible for the students enrolled in the competition.

Team members have to show professional behavior.

Team members, coordinators and guest are expected to show politeness in both language and behaviour.

THE COMPETITION COMMISSION

THEMES OF THE ROMANIAN BUSINESS CHALLENGE

General knowledge about the practice enterprise:

I. COMPANY MANAGEMENT

- 1.1 Management team
- 1.2 Manager or leader
- 1.3 Objectives, strategies adopted
- 1.4 Action Plan (Operational Plan)
- 1.5 Organization chart. Organizational structure

II. MARKETING

- 2.1 Marketing policies and marketing functions
- 2.2 Economic and psychological objectives

III. COMMERCIAL

- 3.1 Distribution channels
- 3.2 Sales volume (Turnover)

IV. FINANCIAL

- 4.1 Economic ratios
 - 4.1.1 Absolute and relative profitability
- 4.2 Cost of production and cost per product

V. HUMAN RESOURCES

- 5.1 Staff requirement analysis
- 5.2 The social climate within the enterprise

VI. QUALITY MANAGEMENT

- 6.1 Modern methods of organizing production and labor
- 6.2 Measures to reduce production costs
- 6.3 Policies in the field of quality

NOTE:

The case study includes aspects of the above mentioned domains.

1. Entrepreneurial education,
2. Management,
3. Marketing,
4. Organization of Human Resources,
5. Economy,
6. Quality Management