



TOPIC: STUDYING/WORKING ABROAD-BUSINESS LIFE AND EDUCATION LIFE

General Info:

Our third short-term student exchange was held on October 21-25TH ,2019 in Bielsko-Biała, Poland. The main topic of the meeting was studying and working abroad, the advantages and disadvantages of making such a decision. We also wanted to look at the differences between the life of a student and a working person. Our goal was also to show young people what to do to make the search for a dream job a success.

In addition to project tasks, visits to partner schools help to learn about the country and culture of our hosts. The participants of the exchange got to know the Polish education system and had the opportunity to take part in the lessons to be able to compare the ways of learning in Poland and in their country. To enable them to take full advantage of their stay in Poland, all the participants underwent a short Polish language course. And they tasted the specialties of traditional Polish cuisine.

Getting a job that gives you satisfaction is not an easy task. There are many steps involved in it that must be taken. We learned how to do this during the workshop conducted by an experienced trainer, Ms. Barbara Janyga-Jońca. She showed us how to look for a job suitable for us, how to prepare for an interview and how to behave during an interview so that a potential employer chose us. Before we go to the interview, however, we need to prepare our CV and a cover letter that will interest future employers. Students from Bulgaria introduced us to various CV forms. In addition to the traditional one, it can be a video CV or a Europass CV.

To get a hands-on experience, students and teachers went to SELEO, a company which is successful in the extremely competitive IT services market. The boss and founder of the company, Mr. Dariusz Wylon, talked about what is behind starting your own business, what conditions must be met for everything to run smoothly. We looked at the employees performing their tasks and we realized that the key to success is not only experienced and qualifications, but also being creative, inventive and the ability to work in a team. Another important thing is to maintain work and private life balance.

Young people often want to study at universities abroad. The advantages and disadvantages of making such a decision were presented by guests from Turkey and Bulgaria. And Ms. Anton Beatrice from Romania introduced us to the offer of exchange programs available in the European Union. This knowledge can prove especially useful in planning further stages of education and career development.

During the exchange we also found time to visit some interesting places near Bielsko-Biała. We went to Cracow, the former capital of Poland, a city full of places of historic interest. Cracow is the seat of the Jagiellonian University, one of the oldest and most renowned universities in Europe. We also went to the former Nazi concentration camp Auschwitz-Birkenau. The visit to this place made us realize how lucky we are living in a time where people respect each other and cooperate in peace.





Visiting Selleo (C3-1)

One of the key assumptions of the project Counselling at School is to show its participants the way to make the right choices and achieve satisfaction in their professional lives. Looking for examples which could show us how to achieve this goal, we went to a company that is successful in the IT industry despite being on the market for a relatively short time.

Selleo was founded in 2005 by several graduates of the local university, young people who started their activities in the software and mobile technology sector during their studies.

At the company's headquarters we met with Mr. Dariusz Wylon, one of the founders of this undertaking, who shared his professional experience with us. We learned that not only qualifications and experience are vital in finding a satisfying job. So-called soft skills, such as communication, social, interpersonal skills, time management and self-presentation are equally important. According to Mr. Wylon, these skills in his team are the crucial and most desired ones. Other, more technical, competencies can be acquired and trained while working. It means that schools must pay more attention to providing their students with suitable transferable skills which will be useful in their future lives.

Since 2005 Selleo has designed and engineered

over 150 web and mobile software projects. They managed to reach this high number by building agile teams with an entrepreneurial sense of ownership. The customers communicate directly with self-organizing and self-managing client-focused groups. The employees work from one office, which makes communication easy. They believe that client satisfaction has its roots in the well-being and happiness of the people who deliver the service. That is why Selleo focuses on creating great working conditions. They offer competitive salaries with monthly bonuses and the ability to get a pay raise every time you grow your skills (3-6 months); career path with paid business opportunities in sales, marketing, learning and development. There is a flat company structure, no bosses or project managers: you may choose to have a real impact on the company and your work (e.g., you can change a project if you want to explore something new); no dress code, you can wear whatever you want. They care about their co-worker's happiness, a modern and friendly office in the city center with the biggest kitchen in town, your own parking place, standing desk, comfortable chair; team retreats: board games, football, and the gym.

They love to reward people who never stop learning, never stop growing and never stop helping others to grow. You get everything you need to make it happen, online courses, mentorship opportunities, one-on-one coaching, skill development workshops and more.





C3 SHORT-TERM EXCHANGES OF GROUPS OF PUPILS Poland, October-2019





What are their assets attracting so many customers in this highly competitive IT field?

One of their clients from the USA says, “I look for 5 key things in a software development partner: great programmers, consistent quality, excellent value, a responsive management team, and a fun experience. Selleo is a solid 5 out of 5 by my standards.”

What makes working at Selleo a dream for many young people?

The employees say:

“Selleo’s culture corresponds to my healthy lifestyle. With flexible working hours, I can go to the gym or play squash whenever I want. People in the company have a friendly attitude and we enjoy spending time

together after work”.

“I have chosen Selleo, because it’s a great place to start as a junior developer and to grow new skills under experienced developers’ wings”.

“I really enjoy working at Selleo. The company has great working conditions and a friendly atmosphere. People are kind, helpful and focused on constant development. The community approach makes everyone feel equal.”

“We have a positive attitude; we are self-driven and fun-loving. If you want to keep your mind sharp and your body fit, you can join your Selleo colleagues to play some board / video games in a leisure room or go to a nearby gym.”

HOW TO BE SUCCESSFUL IN FINDING A RIGHT JOB (C3-2)





Finding a job is often an exceptionally long and tiring process. However, not everyone is well prepared for it. Acting spontaneously and without being aware of the essence of the matter, we can easily make a mistake that will decide our fate. Job applicants make a lot of unnecessary and easy to avoid mistakes. Do you want to know what to look for? Here are some tips prepared by MS. BARBARA JANYGA - JOŃCA, who met us on Wednesday October 23, 2019.

In the beginning ... start with yourself. It is worth considering what you really want to achieve in your professional life. Set a professional goal. Pay attention to what qualifications you have and in which direction you want to go. It is important for you to know what the current market needs are and how you can meet them. Try to adapt to current requirements and be as flexible as possible. The confrontation of your own resources with what is needed will allow you to find out what else is worth learning to reach the final goal. Familiarize yourself with the expectations of potential employers for the given position. If you do not have all the requirements, do not be discouraged. Sometimes you must spend more time and effort on some things. Step by step you will achieve what you intend.

Formalities, i.e., CV and cover letter... If you are already fully aware of what career path you want to

follow, then the time has come to write your professional biography and a cover letter. Writing application documents is often the biggest problem for candidates. Even if you have all the necessary requirements for a given position, an incompetently written CV will make you fall off in the initial selection.

Try to avoid:

- irrelevant information: less is more in some situations. Do not write everything you have done in your life. Write your resume referring to a specific job. You should not write one resume template and send it wherever possible. This method is not amazingly effective. The recruiter will immediately realize that the candidate is not sufficiently interested in the job. He may then conclude that you do not know what you want and send the CV blindly.
- false information: during the interview, the recruiter verifies the data that has been included in the CV. A lie can come out very quickly and you will lose the chance to get a job.
- errors: before you send your CV and a covering letter, read it repeatedly to catch spelling, punctuation, etc. mistakes. These documents are your business card and at the selection stage, these types of errors are not positively seen by a potential employer.



- unprofessional photo: if you want to be taken seriously, it is worth taking care of the right photo. The photo should be formal, usually ID type. Inserting photos from holidays, on the beach etc. is simply out of place.

- generalities in the cover letter: write specifically, let the recruiter know that you are aware of your skills and know your expectations.

The phone rang... time for an interview ... And now what? Be aware that good preparation significantly increases your chances. Take care of the right clothing, tailored to the situation. A formal and elegant outfit is the best for the occasion. The first impression is the most important. Punctuality is a feature that employers often require from their subordinates. Come to the meeting a little earlier to avoid unnecessary stress. If you want to be successful at the interview, prepare better for it.

1. Get information about the company!

The recruiter expects that the candidate during the job interview will know something more than where the headquarters of the company to which he applied is located. Check what your future potential employer does, what his specialization is, who he competes with, what makes him stand out on the market. If you apply for positions related to marketing or communication, look carefully at the company's image, familiarize yourself with the latest advertising or information campaigns it has run. Collect all the most important information and then boldly present your knowledge to the recruiter.

2. Prepare for frequently asked questions!

You can prepare for most of the questions that will be asked (especially at the first stage of the conversation). Think about your strengths and weaknesses, what success you can show off or what problem you have recently dealt with. Imagine where you see each other in 5 years, what is the biggest challenge for you at work and what qualities you particularly value in the employee-employer relationship? Even if the questions seem clichéd to you, most of them appear during conversations and it is good to have interesting answers ready for them.

3. Think about how much you want to earn!

When the job interview asks about the expected salary, there is no time to hesitate or sell the recruiter with the statement "as much as you want to pay me". Preparing for the conversation. You can easily determine the expected salary value. Also think about whether you are willing to negotiate, how much you can earn the least and what non-wage benefits you care about

the most - maybe the latter can be negotiated.

4. Exercise!

Exercising answers or even playing scenes from a conversation with a recruiter will help you control stress and prepare for an unusual situation. Go through the answers to popular questions. Practice the story about yourself and your career. You can ask a person close to you to play the role of a recruiter - however strange it may sound, believe me this exercise works!

5. Prepare questions for the recruiter!

It is worth preparing some questions to ask the recruiter at the end of the conversation. The answers will verify the current knowledge about the organization but will also give the other party a signal that you are recruiting in a professional and reliable manner.

- Why do you want to work at this company?
- How do you imagine working in the position you apply for?
- What are your career plans for the next five years?
- Why do you think you will be useful in our company?
- Do you prefer to work as a team or individually?
- What role would you most likely play in the band?
- What motivates you to work the most?
- What have you learned from your recent failure?
- What successes have you achieved recently?
- What are your biggest advantages?
- Why did you leave your previous job?

Try to prepare for stressful situations!

Brief crisis planning and thinking about what might go wrong will help. At such moments, even small things can get you off balance, so be prepared for them. The bus is stuck in a traffic jam, and you will be late for the conversation? Save the recruiter's telephone number in your phone so that you can let him know. Will you spill coffee on your shirt? Put a pack of tissues in your pocket. Get ready for the so-called Creative questions that some recruiters like to ask. They check, among others, resistance to stress or the ability to react in difficult situations. How do you answer the question: how many cows are there in Canada? It is best to let your imagination run wild, and above all ... do not be nervous. There are no wrong answers here.

Ms. Barbara Janyga-Jońca turned out to be a great trainer. In addition to the transfer of factual knowledge extremely important for our needs, she skillfully maintained our interest. The energetic and fun way of conducting the classes made the meeting with her one of the highlights of the visit to Bielsko-Biala.



STUDENT EXCHANGE PROGRAMS-PRESENTATION BY ROMANIAN PROFESSIONAL (C3-3)



Within the Erasmus + project “ Counseling at schools ‘, the third learning / teaching / training activity took place at Stefan Zeromski High School, Poland, from October 21 to 25, 2019. School counselor Anton Beatrice Alina from the Technological High School “Petru Rares” Romania made a PowerPoint presentation about the student exchange programs for students and teachers.

A student exchange program is a program in which students from a secondary school or university study abroad at one of their institution’s partner institutions. The term “exchange” means that a partner institution accepts a student but does not necessarily mean that the students must find a counterpart from the other institution with whom to exchange. Exchange students live with a host family or in a designated place such as a hostel, an apartment, or a student lodging. Costs for the program vary by the country and institution. Participants fund their participation via scholarships, loans, or self-funding. Short-term exchanges also known as summer/intensive or cultural exchange programs. They focus on homestays, language skills, community service or cultural activities and last from one week to three months.

Long-term exchange lasts six to ten months or up to one full year. Participants attend high school or university in their host countries. The program gives the opportunity to live like a local and experience a new

way of life in the chosen destination. Students become part of a new family, attend a local high school, and develop new friendships within your community.

Erasmus program established in 1987, since then it has become the most important education and training program in the European Union in terms of mobility and cooperation in higher education in Europe. Individuals and public or private institutes can join Erasmus+ program. Study periods for students can be between 3 and 12 months at a university or college in another country. They can also do an internship abroad for a period of 2 to 12 months.

Young graduates of higher education can also do an internship abroad one time until graduation. Erasmus for young entrepreneur’s program helps aspiring European entrepreneurs develop the skills they need to start and / or successfully run a small business in Europe. New entrepreneurs meet and exchange business knowledge and ideas with an experienced entrepreneur with whom they carry out an internship and collaborate for a period between 1 and 6 months. The exchange is partially funded by the European Commission.

Youth for Understanding (YFU) is an international educational exchange organization for young people between 15 and 18 years old. YFU Inc. the program’s international headquarters is in Washington, DC USA. YFU’s mission is to promote global understanding. YFU is a volunteer-based program. Volunteers assist



in recruiting, screening, and supporting students, host families and other volunteers. They are essential to every part of the program. Host families are volunteers who open their homes and hearts to international students for a school year and are rewarded with an experience of a lifetime. Community volunteers who are trained in cross-cultural issues give support to host families and students during the stay to help cope with cultural adjustments. Most of the funding comes from program fees. The balance of the revenue comes from donations from service clubs or individuals. The association is registered as a nonprofit organization.

AFS Intercultural Programs is an international, voluntary, non-governmental, non-profit organization that provides intercultural learning opportunities to help people develop the knowledge, skills and understanding needed to create a more just and peaceful world.

The **Fulbright** Program offers exchange opportunities to citizens - scholars, students, and professionals - for study, research and teaching in the United States. The scholarships cover all disciplines, except clinical medicine. The Fulbright program operates in over 155 countries worldwide.

AIESEC is an international development platform for young people, who aim to discover and develop their potential, to have a positive impact on society. The network is expanded to over 120 countries and territories, with 60,000 active members. Over 20,000

young people participate in the international exchange programs. Annually, 350 international, national, and local conferences take place on various topics: leadership, sustainable development, entrepreneurship, innovation, corporate social responsibility, and youth impact on modern society. Over 35,000 young people occupy coordinating positions. 100,000 students interact with the international business environment.

International Association for the Exchange of Students for Technical Experience- **IAESTE**-is an international organization exchanging students for technical work experience abroad. Students gain relevant technical training lasting between 4 weeks and 18 months. Aims of this exchange program are to offer employers well-qualified and motivated trainees, to be a source of cultural enrichment for trainees and their host communities, to provide students with technical experience relevant to their studies.

Mevlana Exchange Programme is a program which aims the exchange of students and academic staff between the Turkish higher education institutions and higher education institutions of other countries. Students may study abroad for one (minimum) or two (maximum) terms. Academic staff may lecture abroad from one week (minimum) to three months (maximum). Accordingly, students and academic staff from any country may benefit from this program being hosted by Turkish higher education institutions to study or lecture.

ADVANTAGES AND DISADVANTAGES OF STUDYING ABROAD (C3-4)





Education is one of the most important things in life for everyone. Nowadays, lots of young people are concerned about studying abroad. This is because they think studying abroad would be much more valuable than getting an education in their own country. They believe that if they can get a certification of foreign universities, it will be more convenient for them to find a good job. Being able to speak a foreign language is one of the most important criteria's when you apply for a job and while you are studying abroad you automatically learn that country's language. It would also improve one's self-confidence. It makes students go out of their comfort zone, so despite their academic life they can also get better in their social lives. When you become full independent and get your life decisions in your hands, you learn more from your independent decisions than the university education. Some countries are good at specific domains such as Germany in engineering is. So, when you study in those countries that have a lot of experts about your profession, you will get a better learning. When you study abroad and turn back to your hometown, everyone you know in your country would respect you and treat as special due to the knowledge and experience you got as you were studying abroad. It creates a social network around the world that you always will have, and you will have friends from all over the world.

Considering the advantages, it is easy to see why many people dream of studying abroad but studying abroad also presents several notable disadvantages. At the beginning students have a lot of problems with communication and adaptation because of language and cultural differences. It is hard to learn a new language while you are studying your main profession. It is also expensive compared to studying in your country. When you have a financial problem in the middle of your education, it would affect your degrees too. As you are studying and experiencing a whole new life, life goes on in your hometown as you left. There would be a lot of birthdays, weddings, political events, funerals, and changes in life that you cannot participate in. Homesickness is also a big disadvantage since you are completely apart from your family at such a young age. You will miss them as much as they will miss you too. Time management is important while studying abroad

because the road you take home will be a lot longer and you must plan everything beforehand. You must consider both advantages and disadvantages if you are thinking about studying abroad.

Nowadays the higher education area has an increasing tendency to internationalize. With the increasing number of international students in the world, national and international strategies gain importance and internationalization is inevitable in higher education. According to the OECD in 2012 4.5 million students worldwide received university education in another country outside their home country.

Recent data from the International Institute of Education shows 16 most preferred countries by students: US, Canada, UK, Australia, Germany, France, Japan, New Zealand, China, Mexico, Netherlands, Spain, Sweden, Russia, Finland, and India.

Students studying STEM fields make up the largest group of students studying abroad by field. Rounding out the top five fields of study, about a fifth of students studying abroad are studying business, 15 percent are studying social science fields, 7 percent are studying foreign languages and international studies, and 5 percent are studying fine and applied arts.

The profile of study abroad students continue to become more racially and ethnically diverse, though is still a long way from reflecting the diversity of enrollment in U.S. higher education, which is about 42 percent nonwhite. About 30 percent of students who studied abroad in 2016 were nonwhite, compared to 15 percent a decade earlier.

As conclusion that we can say studying abroad would be considered as a dream of every student. Even though there are both sides of study in another country, it depends on the personality which side is more dominated. One knows himself better than anyone else. Because of that it should be student's own choice to choose whether s/he is strong enough to study in a whole different cultural habitat and there should be enough research made before making this decision to coordinate your educational life.

**STANDARDIZATION OF SKILLS AND THE IMPORTANCE
OF EUROPASS CV (C3-5)**





C3 SHORT-TERM EXCHANGES OF GROUPS OF PUPILS

Poland, October-2019

There are many different CV formats for job seekers to express themselves more. Europass CV is a CV format created at European level for a better understanding of European youth. The Europass CV is open to everyone and allows the job seeker's skills to be more clearly expressed and understood by employers. Thus, misunderstandings are avoided.

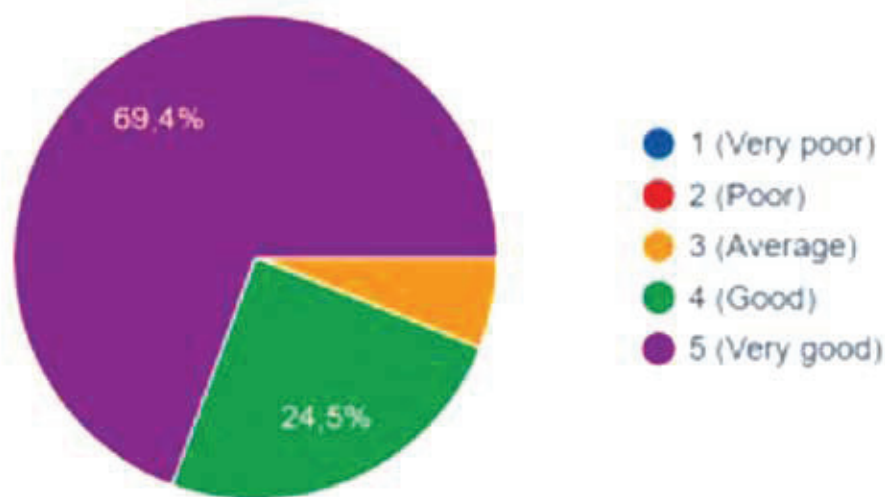
At our meeting in Poland, we devoted one session to reviewing the different CV formats our students have prepared and giving them feedback. These CVs were prepared before the meeting. Our students also told us about their own experiences. While preparing the CV, other friends learned from whom and where to get help. After the end of the session, we understood

that our students are available of the most important elements of a CV.

WHAT DID PARTICIPANTS THINK? We could not end the meeting without a questionnaire. At the end of our meeting, we send all participants a questionnaire consisted of 10 questions. From the 49 answers by the teachers and students as it seen this meeting was the most satisfied by our participants. Our students prepared a powerpoint presentation from the answers and presented it in our next meeting in Bulgaria. Please scan the QR code on the back cover of this document to see detailed information about student and teacher feedback.

10. Please rate the quality of project activities during the project meeting in Bielsko-Biala?

49 yanıt



P3 11-2019 POWERPOINT PRESENTATION COMPETITION (Activity Type: National)

TURKEY: Immediately after announcing the award-winning presentation contest, 6 students applied to participate in the contest. All the students prepared and presented presentations explaining how they planned their careers. As the jury members, after listening to the students, we awarded three of them by

benefiting from the project budget. Some presentations were prepared professional and inspirational documents and we did not expect students to prepare such good quality and detailed presentations.