

# Analysis of the prototype module 'Working in the international labour market (WILM)':

ELYES GUAGUI

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## 1. Introduction

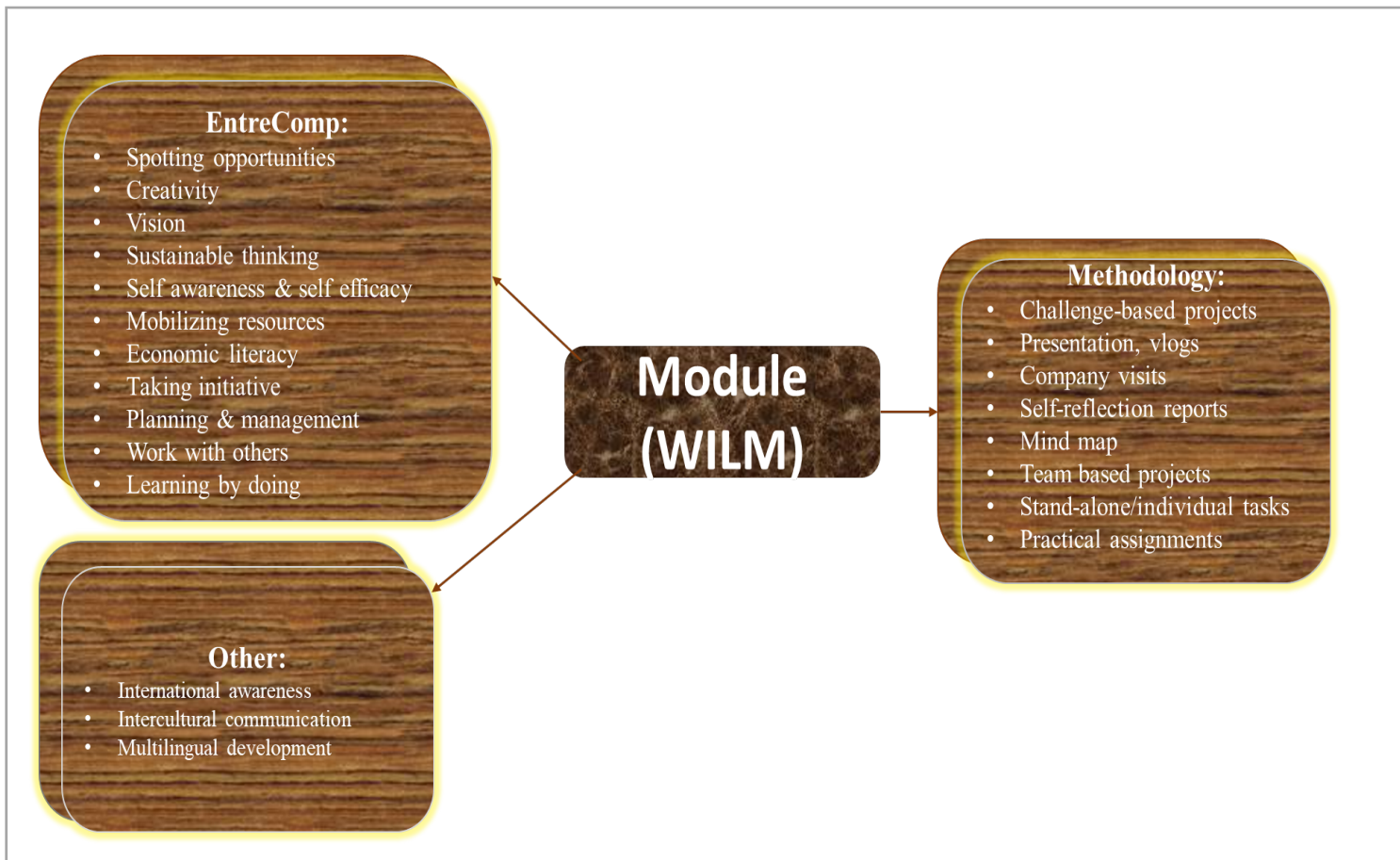
The module 'Working in the international labour market' is a prototype of the new International Entrepreneurship Lab. The EntreComp framework acts as a guidance tool for this module hence the following EntreComp competencies are embedded.

- Spotting opportunities
- Creativity
- Vision
- Sustainable Thinking
- Self-awareness and self-efficacy
- Mobilizing resources
- Financial/economic literacy
- Taking initiative
- Planning and management
- Work with others
- Learning through experience

There are a few competencies which are not incorporated on the EntreComp framework, however, they are embedded on this prototype module.

- Intercultural communication
- Multilingual development
- International awareness

This visual below helps having an overall overview of the module.



## 2. Entrecomp competencies included in the module

### 2.1 Spotting opportunities

The module incorporates **spotting opportunities**. The assignments are assignments designed to use your imagination and abilities to identify opportunities for creating value. The assignments where students get familiar with the local products, trends and developments of different countries and understand customers needs. The assignment is called **Farmers in Hungary**.

#### 2.1.1 Assignment related and translated to English (Farmers in Hungary)



The Frisian farmer Sieuwke van Ruiten decided to emigrate to Hungary at the age of 21. Here she made her dream come true of her own dairy farm. This was not always easy. [Take a look](#) !

#### Command steps

In this assignment you will consider how you can perform known activities in another country.

Answer the following questions:

1. What did you think of the video?
2. Why did this farmer's wife go to Hungary?
3. Has she still experienced difficulties in Hungary? If so, what did she run into?
4. What did the Hungarians find most strange about the Frisian peasant woman? Why?

#### Trade in Hungary:

Check out [this](#) resource and answer the question below:

1. What are Hungary's main market features?
2. If you were going to settle in Hungary and you could choose which product or service to sell, which one would you choose? Why?

3. Write down your product, the reason you chose this product and the pros and cons of your product.
4. How would you market your product?
5. What are things to consider when trading with Hungarians? How do they behave in business relationships?
6. Think back to Sieuwke. Can you better explain the attitude of the Hungarians towards her now?

Collect all your answers in a report and upload it below.

## 2.2 Creativity

Likewise, the module also focuses on **Creativity**. There is challenge based and imaginary assignments and innovation week where students think out of the box and can develop innovative and purposeful ideas to overcome challenges. The assignment is called **Out of the Box**.

### 2.2.1 Assignment related and translated to English (Out of the box)



When you are working abroad, things may not always go as planned. It is therefore important that you can switch quickly and think creatively. Do you have a quick solution when suddenly no more water comes out of the tap? Do you know how you can still generate electricity when the power goes out? Time to test your skills!

### Command steps

Imagine...

You are doing an internship at a company abroad. The water supply is not always stable. It may therefore be that it suddenly disappears. You just need enough water to keep your project running. How do you ensure that there is always enough water?



1. Form a duo.
2. Think of a project together that you could carry out abroad. Note: the project must depend on water. Consider, for example, a shelter for wild animals or an agricultural project. Provide a detailed description of the project (what does the project entail, what resources and materials are needed, what is the goal, etc.).
3. What problems will arise in the project when the water fails?
4. Develop a backup plan together for when the water supply fails. Describe what resources you need to keep the water supply stable during the outage. Also add a plan of action.
5. Exchange your ideas with other duos.
6. Collect all the information you have written down in a report. Upload it below.

### 2.3 Vision

Additionally, there is **vision**. Few assignments are incorporated in this module where students challenge themselves individually or as a team to create a vision to solve the problems of a company/project and Imagine future scenarios to guide efforts and actions. These assignments are ***Get started abroad / Darf ich sie etwas fragen/ Farmers in Hungary / Made in...***

#### 2.3.1 Assignment related and translated to English (Get started abroad)



Imagine you are going to work at or with a company in another country. How do you prepare for that? It is important to know something about the country itself, the culture, the language and of course laws and regulations. But also about the way they work, how organizations work and what there is demand for in the market. Time to take a closer look!

#### Command steps

1. Choose a country where you might want to work.
2. What kind of work would you like to do there?

3. Find as much information as possible about the country you have chosen. This should at least include information about:
  - History, geography, politics and society
  - Culture, traditions, norms, values and customs
  - The cultural differences of the country compared to the Netherlands
  - The work and organizational culture
  - The local market - and customer needs
  - Laws and regulations in the field
4. Collect all information and present it in a form of your choice: vlog, video, powerpoint, report or poster.
5. Write a short reflection in which you indicate what your strengths and weaknesses will be if you were to work in the country of your choice.

Upload both files.

### 2.3.2 Assignment related and translated to English (Darf ich sie etwas fragen)



Did you know that there are nearly 7.5 billion people in the world? That's 7,500,000,000 people! In the Netherlands live 'only' 17 million people (17,000.00).

This means that only 0.23% of the population is Dutch. Speaking other languages can therefore come in handy!

#### **Command steps**

For this assignment you will reenact a sales conversation with a classmate.

Choose a product that matches your own training. You are going to sell this product to a classmate. He supposedly works for a company abroad. The conversation consists of the following components:



### **The salesman**

- *Introduction*  
Introduce yourself, indicate which company you work for and what position you have there.
- *Sales*  
Tell exactly what kind of product you are selling. Then state at least three arguments why it is a good product.
- *Price*  
Tell what the product costs, and make an agreement about the price and how it will be paid.
- *Shipping*  
Make a proposal for how the product can be shipped, for example by post. Your conversation partner will report that the first proposal is not successful. Then propose two more options for sending. Choose together with your conversation partner which of the two will be.
- *Conclusion*  
Thank your conversation partner for their attention and time, and close the conversation in an appropriate manner.

### **The interested**

- *Introduction*  
Introduce yourself, indicate which company you work for and what position you have there.
- *Sales* *response*  
Tell us that you are interested in the product. Ask why the product is good (so that the seller can identify the three arguments).
- *Price*  
Determine whether you agree with the price. If you do not agree, you make a counter offer. Ultimately, you agree, and you make an agreement about how payment is made.
- *Shipping*  
Ask how the product can be shipped. The seller will propose an option. Indicate that this is not possible, so that the seller can make two more proposals. Then choose together which way of shipping it will be.
- *Conclusion*  
Thank your conversation partner and close the conversation in an appropriate manner.

You are going to perform this role play with your classmate. You also write the conversation together:

- To start, you first write out a conversation in Dutch.
- The conversation is conducted twice; once in English, once in German. Then translate the Dutch conversation into English and German. Use translation sites such as [Google translate for this](#).
- Check carefully that the texts are correct.

### **The Role Play**

It is now time to role play!

- Have the conversation in English once, then switch roles.
- Then do the same with the German variant.

Write a short reflection in which you explain how you felt about writing the texts and how the conversation went. Process this reflection together with the English and German texts in a report.

You carry out this assignment together with a classmate. Upload your report in the assignment system.

### 2.3.3 Assignment related and translated to English (Farmers in Hungary)

Farmers in Hungary is translated earlier in this report.

### 2.3.4 Assignment related and translated to English (Made In...)



Dutch goods are very popular abroad and we also love foreign products. We Dutch are known for our tulips, windmills and stroopwafels, but these products form only a small part of our total Dutch export.

What do we bring in and what do we buy that does not come from the Netherlands? And what about other countries in the world?

#### **Command steps**

In this assignment you will investigate to make import and export visual.

1. Sketch a world map on a large sheet of paper. (the contours of the continents are sufficient!)
2. Search in and around your house for items that do not come from the Netherlands (made in...?), Where do they come from? Draw / write these products in the correct country / continent on your world map.
3. Think of three Dutch products that you think abroad would like to import. Which countries do you think want these products? Draw the products on your world map in the Netherlands and draw lines to the countries that you think want these products.

4. Search the internet for the products that the Netherlands exports most abroad. Write them on your sheet of paper in the Netherlands. Draw lines again to countries that buy these products from us.
5. Search the internet for products that the Netherlands imports most from abroad. Write down the products in the country / continent where they come from and draw a line to the Netherlands.
6. Choose a country of your choice and research which products they import a lot and which they export a lot. Draw or write these products in the relevant countries (where they come from) and also draw lines to the countries where these products go.
7. Take a picture of your self-made world map and hand it in.

## 2.4 Sustainable thinking

The module is also about **Sustainable thinking**. The assignments related to pests and horticulture nurtures students to think and act sustainably. The assignments are **Flower auction / pests**.

### 2.4.1 Assignment related and translated to English (Flower in auction)



The Netherlands has the largest flower auction in the world. About 4.6 billion euros worth of flowers is traded here every year. Royal Flora Holland is the company behind this auction.

#### Command steps

Watch the following [videos](#) about the flower trade in the Netherlands.

Answer the following questions:

1. The flower auction in Naaldwijk is the largest in the world. The Royal Flora Holland company is responsible for this auction. How did the auction in the Netherlands become so big?
2. Take a look at the [website](#) of Royal Flora Holland and answer the following questions:
  - How did the company come about? What is the vision?
  - What is the company doing to promote international trade?



- What does the company do in the field of sustainability and corporate social responsibility?
3. To which countries are Dutch flowers most exported?
  4. Which flowers are most commonly imported? Why? Can these flowers not be grown in the Netherlands?
  5. Which Dutch flowers are most popular abroad?
  6. Certain flowers often symbolize an event or gesture. This differs per culture. Look for different meanings of flowers worldwide. Collect 10.
  7. Collect all your answers and present them on a poster.
  8. Take a photo of your poster and upload it below.

#### 2.4.2 Assignment related and translated to English (Pests)



Do you know what measures are being taken to keep vermin, pathogens and pesticides at bay when importing goods? And why that is being done? This is called **phytosanitary policy** in a fancy word . In this assignment you will find out what that exactly means.

#### Command steps

1. Take [this test](#) and score at least 900 points.
2. After taking the first test, choose one of the specialization tests and score at least 900 points here too:
  - Arboriculture
  - Greenhouse horticulture
  - Arable farming
  - Flower bulb cultivation
  - Invasive aquatic plants
  - Pot plant cultivation

3. Describe in approximately 500 words what phytosanitary policy entails and what measures can be taken.
4. Upload your text file here.

## 2.5 Self-awareness & Self-efficacy

Apart from this, the prototype stresses **Self-awareness & self-efficacy**. Assignments on mind mapping, self-reflection reports, will enable students to reflect on their needs, aspirations and wants, Identify, and assess your individual and group strengths and weaknesses. These assignments are **who am I / Test yourself / present yourself / write your cover letter and resume**.

### 2.5.1 Assignment related and translated to English (Who am I)



Being open to other cultures and customs is best when you are self-aware. Who am I? Where do I belong? What do I think is normal and what is not? These are all questions that determine your identity. When you are aware of your own [identity](#) and the habits that go with it, you can open up better to people who are different from you.

In this assignment you will look for your identity.

#### Command steps

##### Step 1: Who am I?

Create a [mind map](#) in which you show your identity. The starting point of the mind map is yourself, or 'I'. Around this you will write words that describe you as a person. This could be information, traits or characteristics that make you who you are and differentiate you from others. For example, think of your date of birth, place of birth, height, hair color, eye color, hobbies, parents, talents, sports and so on. Try to make as complete a picture of yourself as possible.

*Tip: Ask your parents, friends or family to describe you.*

##### Step 2 - Where do I belong?



Make a mind map of the [group](#) you belong to. The starting point of the mind map is the group, or 'WE'. Which group do you feel connected to? What characteristics, data or properties does this group have? You can feel connected to a group based on different personal aspects. These can be multiple groups. For example, think of:

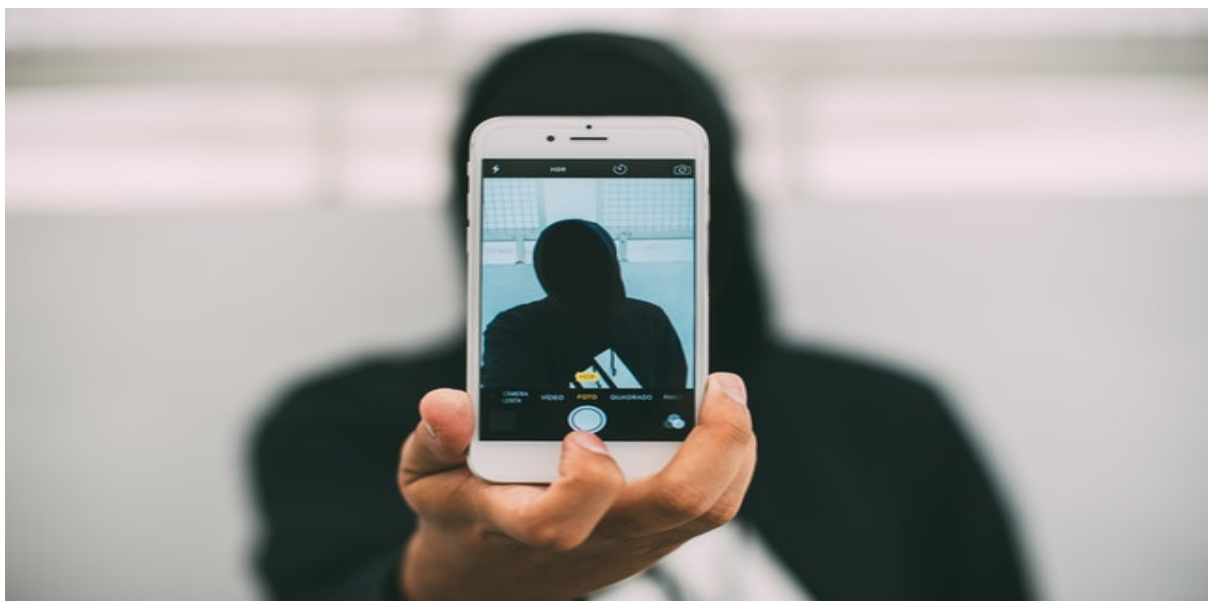
- nationality (to which nation or country do you belong?)
- ethnicity (population group with common descent and culture)
- religion (what religion do you adhere to?)
- language / dialect (which language or languages do you speak?)
- place of residence / district (where are you at home?)
- political preference (vote for ... / agree with ...)
- sporting preference (supporter of ...)
- musical preference (fan of ...)
- mentality, that is the thinking and behavior pattern of individuals and groups

### Step 3 - Limits 'We and Them'

Based on your mind maps, answer the following questions:

1. What about the [boundaries](#) between you or your groups and the others?
2. Do "we" and "them" differ by ethnicity?
3. Do "they" have a different nationality from "we"?
4. Are there cultural differences between "us" and "them"?
5. Are there others within your group, people who are different, and who are nevertheless accepted? Give an example.
6. Are there others, people who are different, who are not in your group? Who are they? Give an example.
7. Is there a "we" and a "them" in the district or neighborhood where you live? What is the boundary between these groups?

#### 2.5.2 Assignment related and translated to English (Test yourself)



Good preparation is half the job. Therefore, know what to do before you go on an internship abroad. Do you have any idea what this involves? These students have already done an internship abroad and have [valuable tips](#) for you.

### Command steps

[Wilweg.nl](http://Wilweg.nl) is a handy website that helps you realize your dream of an internship abroad. To prepare yourself well, you are going to make a test that summarizes well what your wishes are.

1. Enter [the test](#) here.
2. Summarize the result.
  - You do that by making a three-part photo collage.
  - Here you answer the parts 1. Where; 2. What; 3. How (see final result).
  - Search for a photo per part, and add a summary text to your collage.

You carry out this assignment independently. Upload your photo collage in the assignment system.

### 2.5.3 Assignment related and translated to English (Present yourself):



If you follow this optional part, your dreams will likely cross the Dutch border. Do you want to go to beautiful Scandinavia? Romantic Italy? Or maybe America! Do you have any idea what you want?

#### **Command steps**

For this assignment you are going to research what you want exactly, and you are going to present that to the class. Your presentation contains the following elements:

1. Introduce yourself Answer the following five questions:
  - Who are you? How old are you? Where are you from? Why are you following this training? What do you want to be when you've grown up?
2. Tell us about your foreign plans. Answer the following questions:
  - Why do you want to go abroad?
  - How did you get the idea?
  - Where do you want to go abroad?
  - What do you expect to learn abroad?
  - How well prepared are you? For example, do you speak the language of the country you want to go to?

3. What do you expect from this optional part? This optional part serves to prepare you for any work abroad. It is important for yourself to find out what exactly you expect from this optional part. After all, you must use the knowledge that you acquire during this optional part during your period abroad. So ask yourself the following questions:

- What do you want and hope to learn in this optional part?

You carry out this assignment independently. Upload your presentation in the assignment system.

#### 2.5.4 Assignment related and translated to English (Write your cover letter and resume)



Doing an internship abroad sounds great fun. Before that happens, there are a number of important steps to be taken. Consider, for example, finding an internship. It is important that you write a good cover letter and CV (curriculum vitae). This is your calling card, and it is very decisive for a first impression. So spend enough time on this! To prepare yourself well, you will start writing your cover letter and CV for this assignment.

##### **Command steps**

##### **Letter of application**

Of course you want to leave a good first impression with your cover letter. But what exactly do you put in it?

*What do you put in your cover letter?*

1. Who are you?
2. What are the qualities and skills that make you suitable?
3. What experience do you have?
4. Who are you, what kind of person and colleague do they get?

5. Your ambitions: what do you want or what opportunities do you want to get from the company?
6. Why do you want to go to that company? Why exactly that function?

*How do you build your letter?*

A good way is to write your letter as a sales letter. After all, you have to sell yourself! To do this, use the AIDA method:

- Attention: you attract the selector's attention.
- Interest: you arouse his interest with your unique characteristics.
- Desire: you stir up his desire for acquaintance.
- Action: you encourage him to take the desired action: invite you for a conversation.

Some tips:

- Pay attention to style; a good letter should suit the company. Are you applying for a job at a large business company? Then use formal language. Is it a hip, young company? Then it could be a bit more informal.
- Watch the tone; keep your letter clear, short and to the point. Avoid clichés!
- Be original; think carefully about a creative opening line!
- Simply start writing! Sometimes writing a good letter can be quite difficult. Write whatever comes to mind, then select and filter the text.
- Use sample letters. Like [this one](#) !

### **Curriculum vitae**

What do you put in your resume? Your resume actually tells you who you are and what you can do. Think of work experience, education, skills and qualities.

Include the following elements in your resume:

- Personal details: these are usually your name, address, telephone number, e-mail address, date of birth, driver's license and when you are available.
- With which application the resume is an attachment.
- The education you have followed (from secondary school), possibly including your courses, specializations and the subject of your thesis.
- The work experience you have, preferably focused on those experiences and roles that match the position for which you are applying.
- Relevant courses you have taken.
- Other relevant characteristics and skills, which are not yet apparent from your work experience.
- Your hobbies, as long as they give a good impression of you or say something about the person you are.

Some tips:

- Emphasize matters that are important to the position you are applying for!
- Write short and to the point!
- As soon as someone gets their hands on your cover letter, chances are they'll Google you. Do you have crazy photos or videos of yourself on Facebook or Instagram that they should not see? Make sure you delete it or put your account on private!

Finally, a number of tips to set up your cover letter and CV for the country you want to go to.

- Of course, if you go to Denmark, you should not write your application letter in Dutch. The preference is then Deen, on the condition that you have a good command of the native language! If not, write your letter in English.
- Every country is different, so every country has its own preferences about how you organize a letter. In Germany, for example, it is customary to send a photo of yourself,



and in France a short and concise writing style is desired. So research the preferences of your internship country well in advance!

- After writing your cover letter, it is extremely important that you check your spelling and grammar! Read the text aloud yourself to find out if there are any errors in it. Also have someone else check the letter, preferably someone who has a good command of the language.

You carry out this assignment independently. Upload cover letter and resume via the assignment system.

## 2.6 Mobilizing resources

Also, the assignments on this module teach students to **mobilizing resources** by manage the material, non-material and digital resources needed to turn ideas into action and making the most of limited resources. The assignments are **peeking at the neighbors/ Made in.../ Free money**.

### 2.6.1 Assignment related and translated to English (Peeking at the neighbors)



Nothing is as educational as practical experience. If you ever want to do an internship or even work abroad, that will undoubtedly be a very educational experience! Before you leave, it can be interesting to collect information about working abroad. There is now a lot of information to be found on the internet, but what is better than being able to ask questions to someone who has actually been abroad?

#### Command steps

For this assignment, your teacher will arrange a guest speaker who can talk about his experiences abroad. This guest speaker will be a student who has been abroad for his studies. The teacher will ask him to tell about his experience abroad for fifteen minutes. After this there is the opportunity to ask him questions.

Make sure you can answer the following questions afterwards:

- What have you learned from working abroad?
- What went well and what went less well?
- What have you noticed about the cultural differences?



- What tips do they have if you want to work abroad yourself?
- Think of one extra question you can ask yourself.

Process your answers in a report.

You carry out this assignment independently. Upload your report in the assignment system.

#### 2.6.2 Assignment related and translated to English (Made in...)

This assignment is translated earlier in this report.

#### 2.6.3 Assignment related and translated to English (Free money)



Working abroad sounds great fun, but in addition to motivation, you also need to have enough money! Some countries can still be quite expensive. The question is always whether you can find work there to earn some extra money. And some free time to enjoy the country is also nice!

Scholarships are available to give you some extra financial space. That means that you will receive money to be able to go abroad! Nice!

#### **Command steps**

Yes, free extra money... That sounds very nice, but of course there are some conditions attached to it. In this assignment you will find out whether you are entitled to a scholarship! You can obtain scholarships from various agencies and organizations; in addition to the Dutch government, you also have, for example, the European Union, your school, or other foundations and private companies that issue study grants. It is well worth the effort to find out if you are entitled to a scholarship! With an Erasmus scholarship you can get as much as almost 400 euros per month... that's a bonus!

Find out if you are entitled to a scholarship. On [Wilweg](#) an overview of all events. Tip: click on *stage* on the left in the filter , so that you only see scholarships that apply to you. Find out which scholarships you are entitled to. Process your results from at least three scholarships. Please answer the following:

- Scholarship Name
- Valid for your destination
- Stock market information
- Conditions for candidate
- Duration of the fair
- Closing date

Process the answers in a report.

You carry out this assignment independently. Upload your report via the assignment system.

## 2.7 Financial/economic literacy

Likewise, the spotlight is also on **financial/economic literacy**. There are assignments where students must explore a certain country's history, geography, politics, Culture, traditions, norms, values, and customs and identify differences compared to the Netherlands. Also, they explore the work and organizational culture, local market and customer needs, laws, and regulations in that research country. These assignments are **trading partners / According to the rules / punishment**.

### 2.7.1 Assignment related and translated to English (Trading partners)



Every day, the Netherlands exports many goods to neighboring countries Germany, Belgium and England. But what do you have to take into account when you export goods to these countries?

### Command steps

1. Form a trio.
2. Each of you chooses a country: England, Germany or Belgium.
3. Go to the website of the [Rijksdienst Ondernemend Nederland](https://rijksdienst.ondernemendnederland.nl/) . Here you can find information per country about legislation, sectors, trade figures and subsidies.
4. For each country answer the following questions:
  1. What are the market characteristics of the country?
  2. Which laws and regulations apply?
  3. What are the most important do's and don'ts?
  4. What are the main export products?
  5. What are the main import products?
  6. Where are new opportunities for import or export?
5. Collect all the answers and put them in a PowerPoint presentation.
6. Compare the powerpoint presentation with that of your teammates.
  - What are the differences in terms of trade?
  - What are agreements?
  - If you look at the figures, which of the three is the most important trading partner in the Netherlands?
7. Upload your presentation and answers to question 6 below.
8. Now carry out the assignment again, but with three countries of your choice.

#### 2.7.2 Assignment related and translated to English (According to the rules)





Companies in the Netherlands have to deal with all kinds of different [laws and regulations](#). For example, there are laws to ensure that companies can compete fairly with each other, but also laws that protect the welfare of animals.

These laws and regulations apply to all Dutch companies and foreign companies that want to do business in the Netherlands. Conversely, exactly the same applies. If you want to do business abroad as a Dutch company, you have to deal with different laws and regulations.

### **Command steps**

In this assignment you will research the various laws and regulations for companies. Both nationally and internationally. Answer the following questions in your report:

#### **National**

1. Which laws and regulations apply to companies in the Netherlands? You do not have to name all the separate laws, but the themes that they fall under. For example, laws related to animal welfare or competition.
2. Why are these laws there? Provide at least 5 arguments.
3. What is a procurement law?
4. What is a competition law?
5. What is and what does the Netherlands Authority for Consumers & Markets (ACM) do?

#### **International**

1. When as a Dutch company you decide to trade with other countries (within the EU), what do you have to [take](#) into account?
2. How is trade in the [European Union](#) regulated?
3. Why do you think they did this?
4. What are the benefits of an 'open' European Union?
5. What are the drawbacks?
6. What are trade agreements?

#### **Case: Trade in plants, animals and agricultural products**

1. Search the RVO [website](#) for market information about milk and milk products. How many tons of cheese has the Netherlands exported so far this year? (This information can be found on the EU site).
2. To which countries has the Netherlands exported the most cheese? How many tons?
3. On the RVO site, go to the heading 'export agricultural products'. Find out what regulations there are for exporting dairy products. What are the most important things to consider when you want to export dairy outside the EU?
4. What are import duties?
5. What is an export certificate? Why do you need these?
6. When exporting you also have to deal with customs. You can read more about this in the [export](#) guide. What requirements do you have to meet as a company? Make a list.

Make a report in which you process all questions and upload it.

### 2.7.3 Assignment related and translated to English (Punishment)



he import and export of products has many rules, which also differ per country. In addition, it may also occur that you cannot conduct (free) trade due to certain [sanctions](#) . Sanctions are designed to influence the behavior of countries or regimes that wage war, violate human rights or threaten international peace and security.

What could be the consequences of these sanctions for companies?

#### **Command steps**

In this assignment you will research trade sanctions and their consequences.

1. Explain in your own words why trade sanctions exist.
2. What sanctions are there? Briefly explain what they mean.
3. Imagine: you have a company and do a lot of business abroad. A trade sanction suddenly applies to the country with which you do most business. What consequences do you think this could have for you? Come up with 2 consequences and briefly explain how you think this will affect your business.
4. Not so long ago, the European Union imposed trade sanctions on Russia, among others. Investigate the reason for this and explain it briefly.
5. Look for another country that is subject to a sanction and briefly explain why this is the case and which sanction measure (s) are involved.
6. When a country is sanctioned, they are of course not so happy about it, in which case they can respond with a so-called boycott. [Russia](#) , for example, did. Find out what the consequences of this boycott of Russia were for certain companies. Make a brief report of your findings.



7. Make a report of all your findings.

### 2.8 Taking initiative

The assignments are designed for students to **taking initiative** where they act and work independently to achieve goals, stick to intentions and carry out planned tasks. The assignment is **Darf ich sie etwas fragen**

#### 2.8.1 Assignment related and translated to English (Darf ich sie etwas fragen)

The assignment is translated previously in this report

### 2.9 Planning and management

The module also helps students to develop **Planning and management**. Students imagine of doing internship abroad for which they have to collecting relevant information on the destination country and planning their trip accordingly. The assignment is **Good preparation is half the battle**.

#### 2.9.1 Assignment related and translated to English (Good preparation is half the battle)



You have to arrange a number of things for an internship abroad. For example, have you ever thought about which insurance you should have? Or how much money do you need each month to pay your rent?

#### Command steps

You are already going to organize your own trip! Prepare the following:

**1 Housing** Search for suitable housing in the country you want to go to. What does it cost? How many square meters will you get? Is it close to your internship? And if you have a room in the Netherlands; maybe a good idea to rent it out during your internship ...

**2 Insurance** If you are going to do an internship abroad, continuous travel insurance is not enough! Therefore, check carefully which insurance you need, and what the conditions and reimbursements are.

**3 Visa** In some countries you are not allowed to just live or work. You need permission from the government for that. A visa is an official permission to stay and travel in a country. Check whether you need a visa or residence permit in your internship country. Check [CIBT Visa Service](#) for more information .

**4 Vaccinations** The Netherlands is a relatively clean and hygienic country. It is not nearly as clean as here! Traveling to destinations such as Asia, Africa, South America or Eastern Europe carries health risks. Hygienic conditions are sometimes poor, which can lead to illnesses. In addition, there are also infectious diseases such as hepatitis A, typhoid fever, yellow fever and malaria. Of course you are not waiting for that during your stay. Therefore, find out which vaccinations are required for a stay in your internship country. Therefore, check out the website of the [National Coordination Center for Travel Advice](#) and the [GGD](#) .

**5 Transport** Do you already have any idea how to get to your internship? Can you take the train or do you have to fly? And how do you transport yourself once you get there? Are there buses and trains, or do you still need to buy a bicycle? Find out the options and costs for your outward and return journey, and transport on location.

**6 Proof of identification** Your passport and identity card must be valid until after your stay. So check this carefully! And did you know that your identity card does not count as proof of identity everywhere? A driver's license is nowhere accepted as a means of identification. If you are going to a country that requires a visa, your passport may even need to be valid for up to 12 months after your stay.

**7 Expenses** How expensive is the land? Any idea what a carton of milk costs, or a beer while going out? Map how much money you expect to spend for your stay. So take your rent, food and drinks, insurance, vaccinations, possibly your visa and transport costs with you.

Process the results of the above points in a report.

You carry out this assignment independently. Upload your report via the assignment system.

## 2.10 Working with others

There are several exercises where students **Work with others** as a group. There are multiple group assignments where students team up and co-operate with others to develop ideas and turn them into action such as innovation week for networking. Through this approach, students will also be able to develop intercultural communication and multilingual skills.

The assignment is **Innovation week**.

### 2.10.1 Assignment related and translated to English (Innovation week)



You are going to organize an international innovation week. During this week you will meet various companies / organizations / professionals who are working on innovations that are not only sold in the Netherlands, but also abroad. These can be innovations within the entire green domain. So from food education to a unique training method for horses.

Note: the innovation must also perform well across borders!

#### **Command steps**

##### **Orientation**

1. Form a team of 4 people and discuss the following questions with each other:
  - What do you think is innovation?
  - Which trends and developments are characteristic of the sectors in which you operate?
  - Name 5 different innovations that have changed your field.

##### **Part 1: The preparation**

1. Divide the class into 5 teams.
2. Each team is responsible for 1 day in the innovation week.
3. As a team you are responsible for:
  - Which companies / projects / professionals will be visited that day.
  - The contact and coordination with the relevant company / project / professional what exactly will be done that day.
  - Making a planning and scenario.
  - The organization and transport.
  - The coordination with other teams, so that you do not do the same.



4. During the preparation, keep a log of what has been done and what remains to be done.

### **Part 2: The International Innovation Week**

1. During the international innovation week you will have 2 assignments:
  - a. Working with your team to ensure that your day runs as smoothly as possible and that everyone is satisfied. Also think of a thank you to the companies / projects / professionals who have opened their doors.
  - b. As a participant (individual assignment) answer the following questions per company / project / professional where you have been:
    1. What innovation have you seen?
    2. What is so special about this innovation?
    3. How did the innovation come about?
    4. In which countries is the innovation sold / used?
    5. How did the innovation become known outside the Netherlands?
    6. What do you think of the innovation?
    7. In which other countries do you think innovation would do even better?
    8. Collect your answers in a report.

### **Part 3: Evaluation**

1. Write a reflection report in which you look back on the cooperation within your team and the organization and course of your day in the innovation week.
2. Upload your reflection report together with your other report below.

#### **2.11 Learning through experience**

The module is mostly based on **Learning through experience** approach. There are assignments where students work independently and contact someone who lives in the country where they want to do internship. They will have a conversation with them via Skype to find out more about the country and the norms to prepare themselves. The students have an individual assignment where they organize their own trip to country of destination and make a report. These assignments are **Vlog 1 on an excursion with animals/ We have a caller.**

##### **2.11.1 Assignment related and translated to English (Vlog 1)**



f you take a look at the top ten most popular pets in the Netherlands, the list is led by well-known pets such as cats, dogs and rabbits. Yet these are not the animals that are most often brought to the Netherlands. Did you know that the insect is the most imported animal in the Netherlands? In the first six months of this year, no fewer than [400,000 insects were brought](#) to the Netherlands!

### **Command steps**

#### **1 Choose a company**

Organize a visit with your class at an exporter or importer of animals.

- Search the internet for companies and ask them if you can come by with the class for a tour.
- Tell us about the assignment: that you would like to film to make a vlog.

#### **2 Preparation**

It is important that you prepare well! Therefore, make a good questionnaire in advance. In any case, ask these questions:

- What does the company do?
- What is it like to work with people from abroad?
- What do you notice about cultural differences?
- What is going well and what is not going well?
- Are there any laws and regulations that you have to take into account?

In the vlog you have to answer at least eight questions. So think of at least three extra questions yourself.

- Write down the answers to the questions. If you are going to make the vlog at school or at home after the field trip, tell us what the answers are.
- During the tour, make some images that you can use in your video.
- Every video must be introduced and have a nice ending. So don't forget to include a beginning and an end!

#### **3 Make the vlog**

Finally, make a complete video of the tour with corresponding answers.

→ Tip! Also keep in mind that when you start vlogging you arrange a camera or telephone to film with. Make sure you have full batteries and enough memory!

You carry out this assignment independently. Upload your video in the assignment system.

#### **2.11.2 Assignment related and translated to English (We have a caller)**





Do you already have an idea of which country you want to go to? Or are you completely sure where you are going?

Whatever your destination may be; no one can tell you as much about it as someone who actually lives there!

### Command steps

Contact someone who lives in the country of your destination. You will have a conversation with them via Skype to learn more about the country.

Ask your contact person for:

- at least five special characteristics of the culture;
- what the most famous dishes and / or ingredients are;
- how expensive a banana, a pizza and a carton of milk is;
- how safe the country is;
- and how people transport themselves there.

Think of at least three extra questions that you can ask yourself.

Record the Skype conversation, both video and audio. On the internet you can find simple, free programs that can also record the screen. If this does not work, record the conversation with your phone.

You carry out this assignment independently. Upload your video to YouTube and submit the link via the order system.

## 3. Other competencies

There are a few competencies which is not incorporated on the EntreComp framework, however, they are embedded on this prototype module.

### 3.1 Intercultural communication

The assignments related to working in the international labour market also seem to emphasize on **Intercultural communication**. The assignment is assignments where students from different national background will collaborate and work on the project allowing intercultural communication and cooperation among students. These assignments are ***how do they do that / Miscommunication / intercultural communication / Multicultural preparation***

#### 3.1.1 Assignments related and translated to English (How do they do that)



Cultural differences can sometimes be very large, but sometimes also very small. Consider, for example, giving two or three kisses when you congratulate someone. It is these small and large things that make every culture unique and special.

In this assignment you will look for these unique aspects of a [culture that is](#) foreign to you .

### **Command steps**

Form a team of five students. You are going to research other cultures.

### **Preparation**

1. Grab a world map. Choose five countries together from five different continents (Africa, Asia, North America, South America and Europe). Choose countries you don't know much about yet.
2. Divide the five countries among themselves. Each team member is responsible for one country.
3. Gather as much information as possible about the culture of your chosen country. Also pay attention to the minor cultural aspects. You can use [this website](#) for [this](#).

### **Elaboration**

1. Process the information in a PowerPoint presentation.
2. You should now have five PowerPoint presentations as a team. Discuss these presentations with each other and answer the following questions: What are the biggest cultural differences between the countries? Name this one. In what areas could these cultures clash?
3. Merge and unify the presentations. Add a number of slides at the end indicating the differences and possible conflict areas.

### **Presentation**

1. Prepare a presentation as a team. Determine who will tell what and how.
2. Give the presentation in class.

### **Evaluation**

After the presentation you will meet as a team one more time to evaluate the project. Discuss the following points together:

1. How did you experience the project? What went well, what went less well? Why do you think that happened?
2. What have you learned from the project?
3. If you were to compare the cultures of the chosen countries with the Netherlands, what would strike you? Would these cultures coexist well with Dutch culture? Why / why not?
4. Write a short 1-page evaluation in which you answer the above questions.

Upload the PowerPoint / Keynote presentation and evaluation below.

### 3.1.2 Assignment related and translated to English (Miscommunication)



You probably know the game where a sentence is whispered from one person to another, around the circle. It is rare for the message to arrive at the end of the row 100% correctly. Communication is therefore quite difficult.

But what if you have to communicate with someone from a different culture? Then there are many more things you have to take into account. In this assignment you are looking for this!

#### **Command steps**

Write a report answering the following questions:

1. What is [Intercultural Communication](#) ?
2. What are the different dilemmas you face in [intercultural communication](#) ? Provide an explanation for each dilemma.
3. What should you pay attention to when communicating with someone from a different culture? What should you do and what not? Why?
4. Search YouTube for three videos where miscommunication arises between people of different cultures. Write down the link. What exactly goes wrong in these videos? Why? What could they have done better?
5. Have you ever had to deal with a miscommunication yourself? If so, what went wrong and why?

Upload your report below.

### 3.1.3 Assignment related and translated to English (Intercultural communication)



Clothing, manners, whether or not to arrive on time for an appointment ... It all differs per culture. In business it is important that you recognize and respect these cultural differences. This way you avoid insulting someone.

#### **Command steps**

#### **Corporate culture**

1. Watch [these](#) short videos about cultural differences. As you can see, you can unconsciously just offend anyone. In this assignment you will look for the cultural differences in international business. Note: videos are in English, but you can turn on subtitles with Youtube.
2. Write a report (at least 1 A4) in which you discuss the following points:
  - What are cultural differences?
  - What can you do to bridge / reduce cultural differences?
  - Choose 3 countries you would like to know more about when it comes to corporate culture.
  - Write down 3 characteristics per country. Use [this](#) website for [this](#).
  - What are the differences with the Netherlands? Describe 3 similarities and 3 differences.
  - What do you think of the corporate cultures in the countries you have chosen? Would you like to work there? Why / why not?
3. Upload your report.



### 3.1.4 Assignment related and translated to English (Multicultural preparation)



When you go abroad, it is wise to immerse yourself in the culture of the country. What seems to be perfectly normal in the Netherlands can be very unusual or even offensive to me abroad. Consider, for example, shaking your head yes. In the Netherlands more than usual to indicate that something is okay or good. But in Bulgaria or India it is quite different; there the gesture means *no*.

Or how about just raising your thumb? This is a positive gesture in the Netherlands. In Australia or Nigeria this is a very gross insult! It means there that you don't like someone, and want to get rid of him ...

Of course you want to avoid leaving a wrong impression abroad! That is why you are going to research cultural differences for this assignment.

#### **Command steps**

Look for someone who is originally from abroad and who can tell you about the cultural differences between his country and the Netherlands.

- Prepare at least eight questions. It is important that these questions concern cultural differences, trends and developments, and specific laws and regulations that apply in the country. No inspiration for a while? On the internet you will find plenty of tips and ideas to help you in the right direction.
- Since they make time for you, it is nice that you give something back. For example, take a flower or a box of Merci with you as a thank you, or tasty pretzels for coffee!
- Process your questions and the answers in a report.

You carry out this assignment independently. Upload your report via the assignment system.

### 3.2 Multilingual development

Similarly, the module copes with **Multilingual development**. There are assignments where students present their findings in the language which is not their native language. This action allows multilingual skill development. The assignments are **Globalization all over the place / Hey ho Euroregion**

#### 3.2.1 Assignment related and translated to English (Globalization all over the places)



How many nationalities can you actually find in your area? You give descriptions that would give a good impression to a fellow student from another country. Where possible, use additional evidence to support your submitted assignment. Deliver the result in PowerPoint.

#### **Command steps**

1. Describe the place in which you live. (rural / city / coast)
2. Make a list of the countries whose inhabitants you may encounter in your hometown.
3. List the languages spoken in your hometown.
4. Describe the province in which you live.
5. List the countries whose inhabitants you may encounter in your province.
6. List the languages you may encounter in your province.
7. Describe the country in which you live.
8. List the countries whose inhabitants you may encounter in your country.
9. List the languages you may encounter in your country.

### 3.2.2 Assignment related and translated to English (Hey ho Euroregion)



In Europe, national borders are becoming increasingly blurred. A good reason to study abroad! Consider Germany. Nice and close, and yet the opportunity to learn a new language and get to know a different culture.

#### **Command steps**

Euroregio is an organization dedicated to improving cooperation between the Netherlands and Germany. They look at the differences between the two countries and wonder; how can that be made easier? This [video](#) gives a brief impression of what Euroregion does exactly.

Euroregio is an organization that can tell you a lot about working abroad. In preparation for your period abroad, you will go on an excursion to the Euroregion, and you will have the opportunity to ask questions. Think carefully in advance which questions you want to ask!

- Think of at least three questions;
- Check carefully how these questions tie in with your preparation for your internship abroad;
- You may have to ask your question to someone who does not speak Dutch. Therefore, prepare your questions in German and English;
- Write down the answers to three other questions you didn't ask, but whose answers were valuable to you.

Include all six questions and answers in your report.

You carry out this assignment independently. Upload your report via the assignment system.

### 3.3 International awareness

Finally, there is **International awareness** through exploring different culture differences and comprehending them by displaying them through presentation as a group. Presentation in

different languages such as German, English. Moreover, the students are taught to comprehend the international trade regulations through variety of assignments. These assignments are ***Normal? / Desert rat or cat/ According to rules/ The clog dance / punishment/ you can learn how to import/ Made in China***

### 3.3.1 Assignment related and translated to English (Normal?)



Command steps

Create teams of 6 people.

Discuss the following questions together:

What are standards?

What are values?

What are typical Dutch norms and values?

What do you think of those norms and values?

Complete the following schedule together. Indicates for each standard who implements it. Does the whole group follow the norm, most, some or none at all? Discuss for each standard why it is or is not followed.



<b>Norm</b>	<b>iedereen</b>	<b>De meesten</b>	<b>enkelen</b>	<b>niemand</b>
<b>Iemand een hand geven als je je voorstelt</b>				
De deur voor iemand openhouden				
Onbekende volwassenen met “u” aanspreken				
Iemand aankijken tijdens een gesprek				
“sorry” zeggen als je tegen iemand aan botst				
Tijdig laten weten als je niet op een afspraak kunt komen				
Opstaan voor ouderen in het openbaar vervoer				
Op tijd komen bij een afspraak				
Respect tonen voor een leraar of stage-begeleider				
Iemand laten uitpraten				
Anderen helpen				
Gastvrij zijn				
Iedereen gelijk behandelen				
Niet eten als ik met iemand praat				
In huis schoenen uittrekken				
Niet meteen kwaad worden als een ander een fout maakt				
Geen rommel op straat gooien				

5. Imagine you are new to the Netherlands. Do you think you should adhere to these standards? If so, how should you learn them? If not, why not?

6. When people visit the Netherlands (vacation, business trip), do they also have to adhere to our standards and values? Why / why not?

7. Would you adapt to the norms and values of the country you are visiting? Please explain your answer.

### 3.3.2 Assignment related and translated to English (Desert rat or cat)



In the Netherlands, having pets is the most normal thing in the world. Dogs, cats and fish are still the [most popular](#) pets, but the more exotic pets are also becoming more common. But what is normal for us does not mean that it is the same everywhere. Time to find out about animal love in other countries.

#### **Command steps**

In these assignments you will research which pets are most popular in other parts of the world.

1. Select 1 country per continent (6 in total).
2. Research per country whether pets are kept and if so, which pets are the most popular (top 3). If not, why not?
3. See if keeping pets is related to local traditions, culture or religion. In China, for example, they believe that goldfish bring good luck. What do you think of this?
4. Collect all data and process it in a report of a maximum of 2 A4 pages.
5. Upload your report.

### 3.3.3 Assignment related and translated to English (According to the rules)

This assignment is translated previously in this report

### 3.3.4 Assignment related and translated to English (The clog dance)



We Dutch [handle](#) a lot. That is a good thing, because it also brings us a lot! There are many large and small Dutch companies that do business abroad. Did you know that no fewer than 2.1 million people have jobs thanks to our exports?

In Europe there are a few countries with which the Netherlands trades a lot, such as Germany, Belgium, Luxembourg and France. For trade it is important that you know these countries and know what the norms and values are. To get to know these countries better, you look for a product that is very characteristic of that country.

#### **Command steps**

We Dutch are known for our windmills, dikes, tulips, and ... clogs! You may have known that clogs are made of wood. But do you know more about it? Watch [this video](#) about how clogs are made.

For this assignment you will make a photo collage of a typical product for a country. Find a product that is very characteristic:

- Do that for Germany, Belgium, Luxembourg and France. So a typical German product, Belgian product, and so on.
- For each product, describe what the product is and why it is so typical for that country. The description must be at least 150 words.
- Find a suitable photo for each product.
- Process the products with the description and the photo in a photo collage.

You carry out this assignment independently. Upload your photo collage in the assignment system.

### 3.3.5 Assignment related and translated to English (Punishment)

This assignment is translated previously in this report

### 3.3.6 Assignment related and translated to English (You can learn how to import)



As a Dutch company, it has many advantages to get your products from abroad and then sell them in the Netherlands. China has been the world's largest exporter for some years now. Almost a quarter of what arrives at the port of Rotterdam comes from China. Why do we actually use products from abroad, such as China, and not just make them ourselves in our own little country?

#### **Command steps**

You are going to write a report on a number of aspects of importing products.

1. Come up with three reasons why we import products from abroad. Briefly explain how you got your answers.
2. Investigate what you should pay attention to when your products have to go through customs from abroad. Briefly explain how you got your answers.
3. Nowadays we import many products from China, not only the Netherlands does this, but also many other countries. Can you come up with two advantages and two disadvantages for China? In other words, think about who in China is happy or not happy with these imports. Briefly explain how you got your answers.
4. Which country would you most like to trade with? Briefly explain why.
5. Submit your report here.



### 3.3.7 Assignment related and translate it to English (Made in China)



The world is changing. Not long ago it was clear: the rich countries were in 'the west' and the poor countries in 'the south and the east'. Now things are much better in East and Southeast Asia due to globalization. [China is](#) benefiting from this. This country has grown enormously economically. Many of the products you buy will say *Made in China*.

#### **Command steps**

1. Find 5 products at home that come from China, write them down in your report.

In his latest [State of the Union1](#), former President Obama of the United States paid attention to China as an advancing world economy.

2. A few years ago, another country was still the second world economy. Which country would that have been? What is the current top 5 of strongest economic countries?

When you think of China, a few images probably come to mind. You may have been to China once and visited the Great Wall of China. China, together with the US, is number three in the list of largest countries in terms of surface area. Only Russia and Canada are bigger.

The Netherlands is on one list in 133rd place and on the other in 60th place.

3. On which list would the Netherlands be highest? In the rankings in terms of area or in the rankings in terms of inhabitants? Why do you think?

So the population of China has grown enormously. China is trying to slow down this growth.

4. Why do you think that is? How does China do that and what do you think about it? Do you think we should (ever) take such steps in the Netherlands?

In order to get an even better picture of the distribution of the population across the country, we want to know the population density.

5. What exactly is population density? You can use [this link](#) . Look up the population density of your own municipality. Write down the name of your municipality and the population density.

China is a large country where different peoples live. These peoples differ in culture and language. There are also regions, provinces, that are allowed to determine more than others. This can be compared to, for example, Friesland. But in China the differences are of course much greater. Friesland does have a few special rights. For example, Frisian has been recognized as a language. And the place names may also appear on the signs in Frisian.

6. Find an example of this.

If you ask your parents if they took Chinese lessons in high school, the answer is most likely no.

7. Why should young people learn it now? Would you like it?

8. Look up two pictures of a product that you regularly deal with in your field. One picture shows the product made in Italy, the other picture shows the product made in China.

9. Which do you think is more expensive? And why do you think this?

10. Why do many companies have their products made in China? Would you do this? If so, what would you pay attention to?

The Netherlands is also interesting for Chinese investors. China is starting to discover the Netherlands.

11. Look for an example. Give a reason why this is interesting for China and a reason why it is interesting for the Netherlands.