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TEMPUS “Reformation of the Curricula on Built
Environment in the Eastern Neighbouring Area”

SIMULIMPRESA

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Researches on the topic

- Gualdi D. (2001) – *L'impresa simulata*, Paramond ed., Torino
- Tampieri L. (2009), *The enterprise simulation in Second Life. The case of Perting Ltd*, in Proceedings S. Newell; E. Whitley; N. Pouloudi; J. Wareham; L. Mathiassen (Eds) *Information Systems in a globalising world: challenges, ethics and practices*; Università di Verona-Facoltà di Economia; 8 - 10 June 2009 Verona, Italy, pp.1-12; www.ecis2009.it
- Bianchi M., Tampieri L. (2010), *“La Simulazione della creazione d'impresa attraverso la stabilizzazione dei rapporti clienti e fornitori”*. Intervento al XI WOA Workshop dei Docenti e dei Ricercatori di Organizzazione Aziendale “Creatività, Incertezza e razionalità Organizzative”, 17-18 Giugno 2010, Bologna
- Bianchi M., Tampieri L. (2010), *“Second Life and Enterprise Simulation in SMEs' start up of fashion sector. The cases of ETNI, KK Personal Robe and NFP*. Intervento al VII conference of the Italian Chapter of AIS “information technology and innovation trends in organizations, 8-9 Ottobre, Napoli.
- Tampieri L. (2011) *The enterprise simulation in small business start up. The case of cooperation projects between Italy and Albania*. 3rd Workshop I processi innovativi nelle piccole imprese. La sfida oltre la crisi. Urbino 16-17 Settembre 2011, pp.1-21.
- Bianchi M., Tampieri L. (2012) *Simulated Management in the start up of new Public Organizations. The case of AIVO, Agency for the Governance of the Volga River*. Paper submitted to RUC Sunrise Conference, October 29-31 2012.
- Bianchi M., Tampieri L. (2012) *Effects of networking activities by Internet on the creation of a business network. Experimental results of Simulimpresa laboratory*. itAIS 2012 IX Conference of the Italian Chapter of AIS “Organization change and Information Systems: Working and living together in new ways”. Università Cattolica del Sacro Cuore, Roma (Italy), Sept. 28th and 29th, 2012 Proceedings, pp. 1-8
- Bianchi M., Tampieri L. (2013) *Business ties selection in the analysis of organizations. Experimental and empirical results*. Under review for WOA 2013.



SIMULIMPRESA in CEN EAST

- To create a network of simulated units among University Partners
- To test and experiment educational items (curricula)
- To disseminate project results



Implementing “Simulimpresa” in CEN EAST

- Training on “Simulimpresa” methodology.
- Simulate the creation of an Agency/ Association/SME and its network.

By the support of Forlì Laboratory of Simulimpresa in which Perting Ltd operates since 2001.



The role of SIMULIMPRESA in the educational system

Simulated Enterprise (Practice Firm) Program

Target: to reduce the educational gap in the qualification of students
between HEI and Firm World





The international projects supported by Forlì Laboratory

Title	Target Place	Programme funding	Year
Network for Post Graduate Masters in Cultural Heritage and Tourism Management in Balkan Countries - CHTMBAL	Albania, Kosovo	TEMPUS JP	2011-2014
Regional Joint Doctoral Programme in Entrepreneurship and SME Management for Western Balkan Countries - DOCSMES	Albania, Macedonia, Kosovo	TEMPUS JP	2010 - 2013
Seminario esplorativo sui modelli e metodologie per lo sviluppo imprenditoriale e turistico del basso Volga.	Russia	MIUR - Cooperazione Interuniversitaria Internazionale	2009-2010
Development and valorization of local systems for innovative SMEs support in Albania, Bosnia and Serbia.	Albania, Bosnia, Serbia	INTERREG-CARDS PHARE	2007-2010
Implementing ECTS at Kazakhstan Universities	Kazakhstan	TEMPUS SM	2006-2008
Start up of professional education in Elbasan region with particular regard for weak categories.	Albania	Project Emilia-Romagna Region Law 24 June 2002, n. 12	2007-2009
Informatization of public transport services for a sustainable development in Tirana.	Albania	Cultural and Scientific Cooperation Programme	2005-2007
Life Long Learning: Siberian Structure development	Russia	TEMPUS JP	2004-2006
Education and technical assistance for the development of SMEs in Durazzo harbor district	Albania	Ministry of Foreign Affairs – General Directorate for the Economic Cooperation.	2004-2006



The net of simulated units created by the support of Perting

Siberian Business Consulting



2004 – RUSSIA (Novosibirsk)
Consulting Services

*TEMPUS project “Life Long Learning
Siberian Structure Development”*

Women Magazine

2005 – BOSNIA (Sarajevo)
Publishing sector

*L.R. project “Social Work and Long Life
Learning for weak categories in Bosnia”*
Prov. Forlì - Cesena

KK Personal Robe



2004 – ALBANIA (Shkoder)
Textile sector

*L.R. project “Education to European
Managerial Culture”*
Prov. Forlì-Cesena

Exotica Siberian Tourism



2004 – RUSSIA (Novosibirsk)
Tourism Sector

*TEMPUS project “Life Long Learning
Siberian Structure Development”*

Perting srl

Smile Guard



2007 – KAZAKHSTAN (Almaty)
Services

*TEMPUS Project “Implementing
ECTS at Kazakhstan University”*

Elbasan Renaissance Tour



2009 – ALBANIA (Elbasan)
Cultural – Tourism sector

*L.R. Project “Start up of professional
Education in Elbasan with particular
regard to weak categories”*

AIPO'S - AIVO



2010 – ITALY (Forlì) - RUSSIA (Astrakhan)

*Project MIUR “Exploratory seminar on
the models and methodologies for the
entrepreneurial and touristic development of low
Volga. Interuniversity international cooperation”*

NoRisk s.r.l.



2006 – ITALY (Parma)
Consulting Services

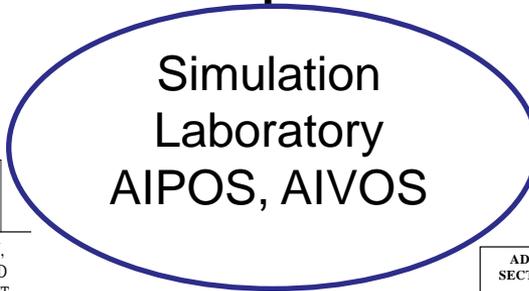
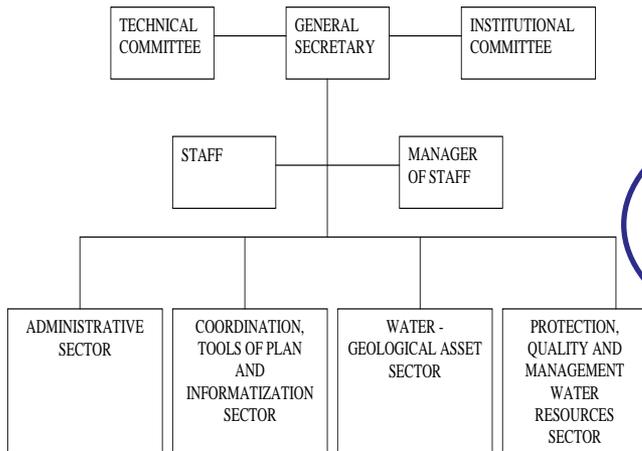
*Simulated Enterprise Program
Europen Network*



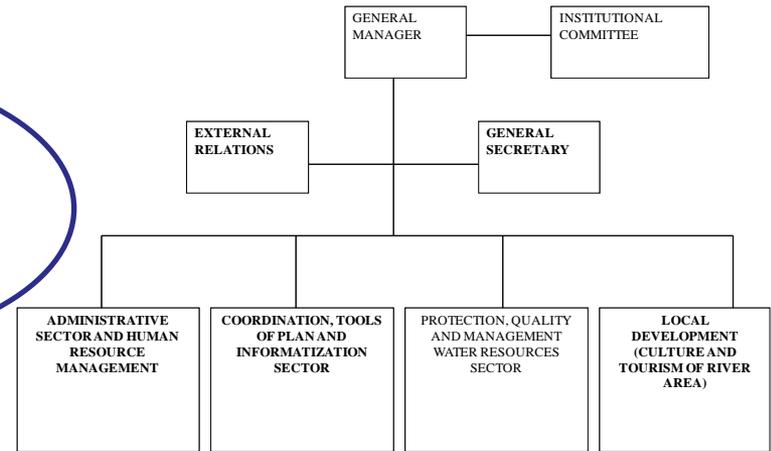
Network creation throughout the simulation in laboratory

REAL NET. [already existing] >>> SIMULATED NET. >>> REAL NET. [to be created]

AIPO



AIVO





In Italy: AIPO's - AIPO working team



In Russia: Astrakhan State University



September –
December 2010



Support of the Laboratory

- Consulting for the start up:
 - Elaboration of business plan
 - Macro structure designing with the assignment of roles and duties
 - Promotional materials production to be inserted in Perting web site and distributed among local stakeholders



How to create an experimental enterprise?

In a classroom-laboratory that reproduces the main managerial functions, students carry on operative management with scheduled activities, bureaucratic burdens and legal constraints and fiscal duties.



The *Practice firm* course aims at providing direct knowledge of how a company works through a realistic reproduction of its management, administrative and organizational methods and procedures.

The aim is to increase students' skills and knowledge as well as to consolidate their knowledge of subjects already dealt with in other courses. In this way we can move from a merely theoretical learning approach to a more practical and active one.



In summary, students must contribute to making management decisions and must fulfil legal obligations within a simulated working framework, which is very similar to a real one.

Some duties:

- accounting and drawing up of a balance sheet;
- organization;
- administrative and fiscal duties;
- internal and international trade management;
- financing, investments, relations with banks;
- application of Information, Communication Technology

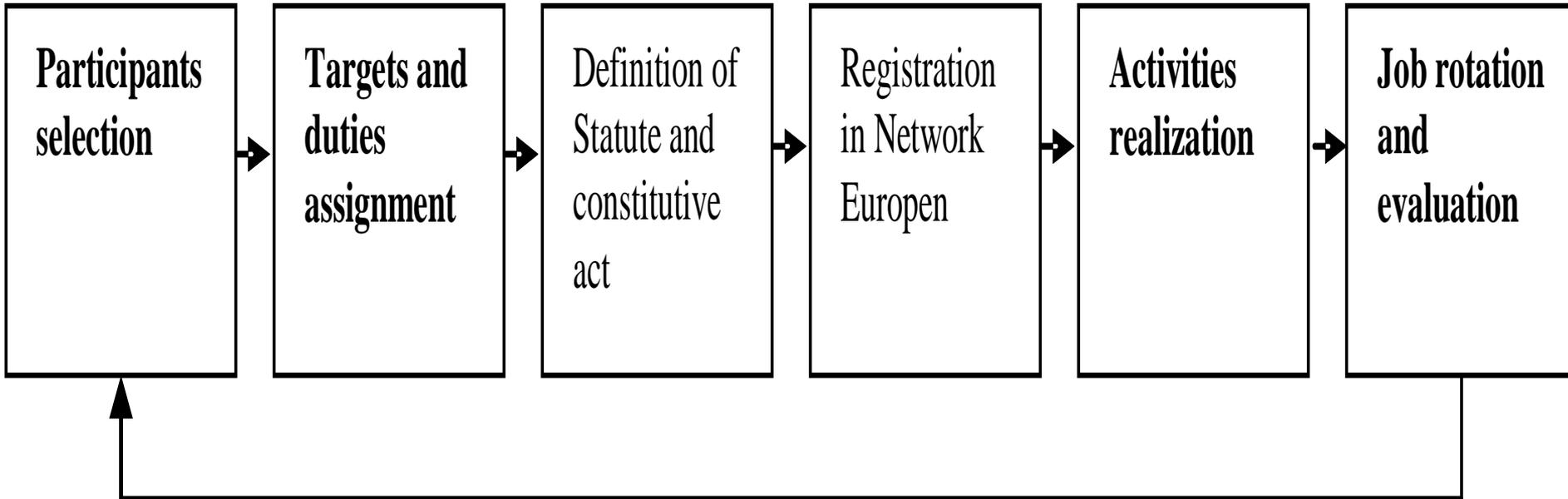


Didactical goals

- ✓ **Practical experience**
- ✓ **Interdisciplinary skills**
- ✓ **Company culture**
- ✓ **Self achievement**
- ✓ **Personal training**
- ✓ **Facing responsibilities**



The start up process in SIMULIMPRESA



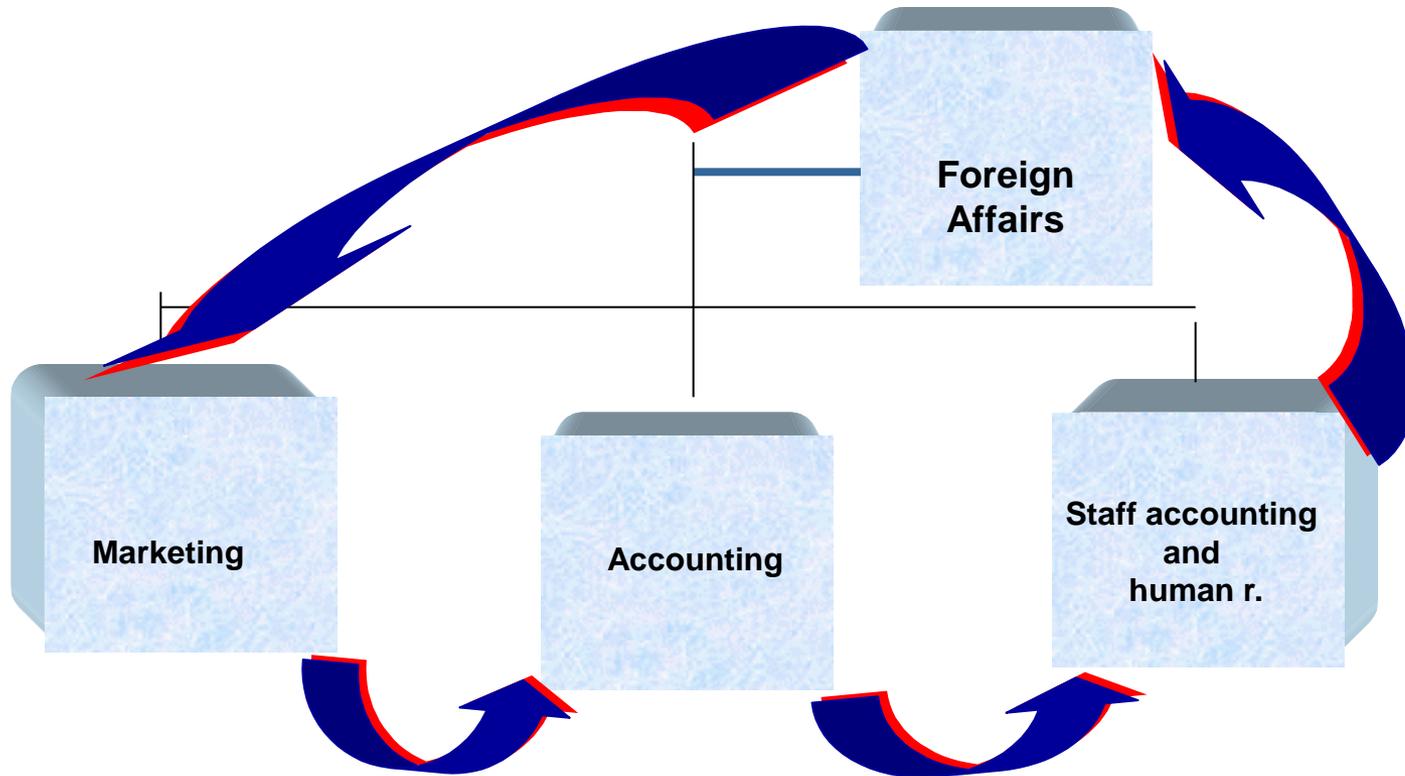


The phases of an experimental enterprise

- ❖ **Founding**
- ❖ **Virtual business of goods and services**
- ❖ **Accounting management**
- ❖ **Annual accounts and budget**
- ❖ **Close down**



Job rotation





Italian Network *Simulimpresa*

- ✓ Professional Schools
- ✓ Technical and accounting schools
- ✓ Business companies
- ✓ Universities
- ✓ Chambers of Commerce
- ✓ Employers unions





EURO PEN



...makes things happen!



What is the experimental enterprise network EUROOPEN ?

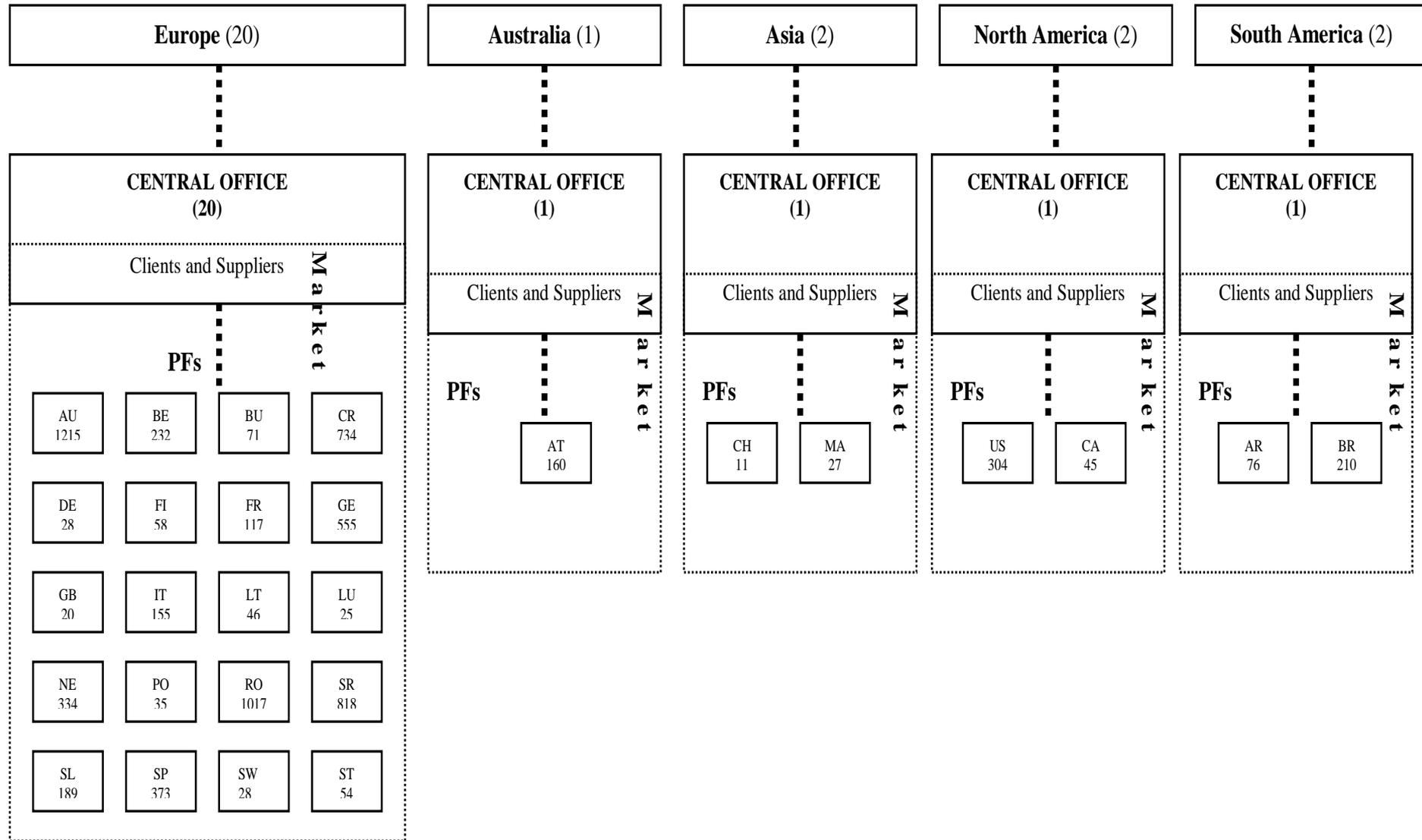
**MORE THAN 400 EXPERIMENTAL
COMPANIES IN ITALY**

**MORE THAN 5000 EXPERIMENTAL
ENTERPRISES IN THE WORLD
WIDE NETWORK EUROOPEN**



PF Network

EUROPEN - PEN INTERNATIONAL





Perting srl virtual enterprise

- Perting S.r.l. is the virtual enterprise introduced in Economic Faculty of Forlì since 2001
- Perting was the first practice firm in Italian University
- Perting operates in the informatics sector : trade goods and provides consulting services, like: personel administration, accounting and enterprise organization



Perting's Departments

- Administrative: accounting, treasury, personnel
- Commercial: marketing, national and international trade
- Consulting: informatics, organizational,
- **International projects**



Some proposals for TEMPUS call

ACRONYM	PROJECT
SD@UHZ	Strategic support on establishment and development of sustainable structures on quality assurance, international relations and student support services at the newly founded Public University Haxhi Zeka in Kosova
NETVCT	Network of Vocational Training Centers for Entrepreneurship Education and Training of SME Staff in Ukraine and Russia
MASTERDAN	Creating a Network of Masters in Tourism management for cultural heritage of Low Danube river
EBK	Enforcing the collaboration with civil society for curricula reform in Business and Management for Kazakhstan Universities
DESCO	Development of business competencies of students <i>(Development of students competencies in business-entrepreneurship)</i>
FLEPP (LACON)	“Foreign Language Education for Professional Purposes”
SMART	Regional Joint Master Programme on Smart Tourism for Caspian Area Countries.
MUSIK	Network for Education, Research and Innovation in Musical Enterprise.