Learning through a training firm
Training firm - a virtual option of a real company

- Training firms are a place for learning through simulation of an enterprise with appropriate organizational forms (procurement, sales, marketing, accounting, personnel and Secretariat information services) and processes.
Training firm is a learning center office - a room equipped and furnished with suitable furniture and equipment, separated in different departments of the TF for conducting business operations, simulating the activity of undertaking the actual practice.

Training firm is active in TF Center School
Training firm affords opportunities for:

- developing specific economic skills, behavior and attitude to work;
- turning economic knowledge into economic practice;
- creativity and innovation;
- motivation for modern process of learning;
- various methods of teaching knowledge and acquiring skills;
- activities in extraordinary situations;
- integration by cross-curricular activities;
- team work.
Work in a Training firm requires:

- applying knowledge and skills to solve practical problems;
- organizing self-learning and information support;
- using office information and communication technologies;
- team work;
- organizing work and working document;
- developing qualities like accuracy, consistency, responsibility;
- acquiring techniques for communication, solving conflicts, discussing and negotiating;
Work in educational training firm is a compulsory subject in the curriculum of all economic specialties in our school. The subject is taught at least one year during the vocational training.

Students from Vocational School of Economics "Aleko Konstantinov" were awarded for the best promotional materials from TF FAIR 2012.
Organization of the work in Training firm:

- Establishment and registration of the training firm;
- Structural organization of the training firm;
- Defining personal and professional goals of the training firm;
- Determining the objectives of the training firm;
- Work of the departments of the Training firm-activities specific to a real firm;
- Transactions with simulated state institutions and services;
- Participation of the training firm to national and international fairs;
- Rotation of the working places.
Each training firm, in accordance with its business practice is structured in departments.
Accounting department focuses on:

- Data processing - management, sorting, accounting;
- Preparing balance sheets, payrolls, income statements, depreciation plans;
- Book keeping, inventories;
- bank transfers, opening bank accounts, preparing invoices, tax returns;
- Calculation of salaries, insurance premiums, tax deductions.
Employees (students) in the Financial department face the challenge to choose the proper accounting for the business transactions. The work is close to real practice and requires current monitoring of the regulations and their changes.
For each modern training firm participating in events like fairs, exhibitions, negotiations and conferences is a primary marketing task that requires perfect preliminary preparation for months.
Fair stand
Each stand is a "large three-dimensional poster" of the training firm, which should motivate people to look at it and go there!
The results have been achieved

2011
TF "Deja vu" - jewelery shop, placed first for socially responsible business for "green office"

2012
TF "Euphoria" - trade with flowers, won the Award for the best promotion materials
2013
ETB "Ikobank" placed third for the best service in a bank.
There are some Educational Training Firms at our school during the school year 2013/2014. They are:

- ETB Dream Bank - a commercial bank
- ETB Real Bank - a commercial bank
- TF Nuance Ltd. - Manufacturing and sales of souvenirs, accessories and toys from used materials
- TF Magic Moments Ltd. - organizing events and celebrations
- TF Deliziya Ltd. - trading pastry
- TF Ikoshik Ltd. - trading with clothes
- TF Autoshef Ltd– selling cars
- TF Relax Ltd- an entertainment center
Thank you for your attention!