

# REAL NEWS

October 2006 | The Georgia REAL Newsletter

## HS BUSINESS EXCHANGE MAKES A WORLD OF DIFFERENCE

**Special to REAL News by Sheri Smith, REAL Instructor at Riverwood High School in Sandy Springs, Georgia**

The Riverwood Business students were excited to have an opportunity to share business ideas with student business partners from the Dale Upper Secondary School in Sunnfjord Norway. Students that are currently in the International Business course and Entrepreneurship course at Riverwood High School had an opportunity to exchange business proposals with their international peers. During the week of their visit, six students and their teacher, Stig Nistad, were at Riverwood High School in Sandy Springs, Georgia.

During the week the students had an opportunity to shadow the day to day lives of our American students. They participated in our classes and attended field trips around the city including the CNN Center, the Georgia Aquarium and Coca-Cola headquarters. One of the most exciting parts of



**Students from Riverwood High School of Sandy Springs, Georgia and Dale Upper Secondary School of Sunnfjord, Norway built partnerships and exchanged ideas.**

the visit was having the students being able to participate in a collaborative meeting. The Norwegian students presented their "product portfolios" of local products that could be imported and sold at Riverwood High School. The students brought products such as hand made jewelry, decorative scented candles and the "original" cheese slicer. The students also took time to

educate and share with our students what life is like as a student in the Norwegian culture.

We would like to thank the Riverwood families for serving as host to our international guests. We look forward to many on-going business ventures with our international partners from Norway.

## NORWEGIAN PARTNERSHIP DELIVERS RESULTS

Over the last four years, Georgia REAL has worked with the Sogn og Fjordane University College as a partner to help establish Norge REAL. With the support of President Johannes Thaule and the leadership of Professor Ivar Offerdal, the progress that has taken place is outstanding.

Norge REAL has been able to accomplish so much because of their ability to involve local communities, community agencies, national agencies, and by providing outstanding training, especially for teachers at all grade levels from kindergarten through the post-secondary level.

The Norwegians have made a strong commitment to support Youth Entrepreneurship (YE) as a national priority, and Sogn og Fjordane University College has made entrepreneurship a major priority. These statements are supported by a recent publication titled "Entrepreneurship in Education" written by Beate Rotefoss, professor at Handelshøgskolen in Bodø, Norway.

There has been a very successful effort to develop student-run busi-

nesses, which we in Georgia call "School-Based Enterprises." Norge REAL's efforts in the Sogn og Fjordane region of Norway are quite revealing as compared to Norwegian national entrepreneurship priorities:

Sogn og Fjordane (S&F) exceeds the YE target of 20 percent of 12th grade students engaged in student businesses (S&F, 31%; Norway, 18%).

Highest portion of pupils in student businesses in middle school (5th - 10th grade) in Norway (S&F, 15.6%; Norway, 6.7%)

Very high portion schools that have student businesses (5th - 10th grade) (S&F, 62%; Norway, 46.5%)

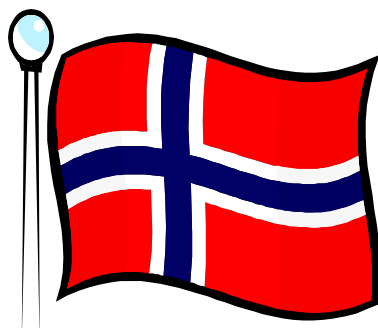
According to student feedback sur-

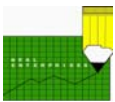
veys, the effort to develop students' personal characteristics while working with student business shows it has:

- \* Made school more interesting and exciting (74.8%)
- \* Made me more able to run my own business (47.1%)
- \* Strengthened my problem solving abilities (46.1%)
- \* Developed my self confidence positively (45.8%)
- \* Meant a lot to my cooperative skills (43.4%)

This information indicates two important items. First, it indicated the national importance being placed on entrepreneurship, and second, it indicates the successful accomplishment of the sixty schools in the Sogn og Fjordane region.

Sogn og Fjordane is one of nineteen regions located in Norway which has a population about the same as the state of South Carolina: 4.5 million. Of the sixty schools in Sogn og Fjordane, 81.7% have entrepreneurship built into their school's operational plan as compared to the national average of 44.8%.





## INTERNATIONAL INVOLVEMENT ENHANCES '06 INSTITUTES

The 15th annual National Entrepreneurship Training Institute held at Harbour Town Resorts on Hilton Head Island was attended by two Zambian national educational

participants. Their mission was to integrate the REAL programs from the kindergarten through post-secondary level into their national entrepreneurship strategy.



**Zambian participant Mike Kaniini**

There were also two Danish teachers who attended as part of Denmark's efforts to implement the REAL program nationally.

Additionally, a participant from Eritrea who is in our country seeking political asylum and has a background involving youth, was present at the Institute.

It is interesting to note that the Georgia REAL connection with Norge REAL initiated contacts with Denmark and Zambia.



**Danish participant Heiner Gringmuth.**

Both Denmark and Zambia have set Entrepreneurship as a national priority. Georgia REAL and Norge REAL have partnered to provide each of these countries support.

## K-8 SCHOOLS OPT FOR TEAM APPROACH AT INSTITUTE

The latest trend for elementary and middle schools who want to implement entrepreneurship and economic education programs through REAL is to send teams of three or more teachers to the summer REAL Teacher Training Institutes.

teachers and Timothy Road sent four, along with principal Angela Nowell. Both schools have previously implemented the REAL program and hosted visitations for schools interested in observing the K-8 REAL program.

the team approach provides a rapid and effective way to implement the REAL Entrepreneurship program and to establish School-Based Enterprises.

Barnett Shoals and Timothy Road Elementary Schools, located in Athens, Georgia, both sent teams to this past summer's K-8 REAL Institute. Barnett Shoals sent three

Another school, Liberty County Elementary, located in southern Georgia, had six teachers and their principal attend.

The K-8 REAL program helps improve student attendance and reduces behavioral problems along with raising achievement in social studies. For more information, visit [www.gareal.org/k8](http://www.gareal.org/k8).

The K-8 program is very flexible, but

## CLASSIC CITY HIGH SCHOOL PARTNERS WITH GA REAL

Dan Hunter, Academic Coordinator of the Classic City Performance Learning Center in Athens, Georgia, and Georgia REAL have formed a unique partnership.

Training Institutes. Georgia REAL Director Paul DeLargy has agreed to provide training for the business and graphics teacher at Classic City High School. In addition, he has committed to provide support to the establishment of School-Based Enterprises. These enterprises will be operated by the students as a way of generating

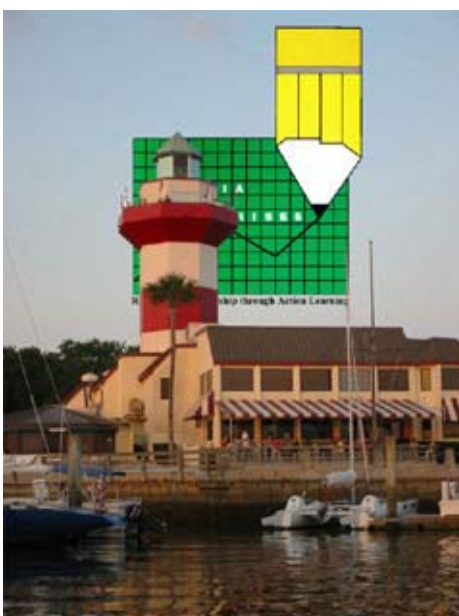
funds, but more importantly, will provide worthwhile, hands-on educational opportunities. These opportunities will help develop life skills plus business and job skills.



**Dan Hunter, shown at the 2006 REAL Institute**

## HILTON HEAD ISLAND NAMED SITE OF 2007 GEORGIA REAL INSTITUTES

Georgia REAL has again selected Harbour Town Resorts on Hilton Head Island to conduct two Entrepreneurship Training Institutes.



The first will be held June 10-15 for elementary and middle school teachers. The second Institute will be held June 17-22 for high school teachers and post-secondary instructors.

The Classic City Performance Learning Center's mission and the Georgia REAL mission when combined will create a synergistic effect for improving student achievement.

Both institutes are five days in length, and will provide very comprehensive training. Upon completion of the training, the participants will gain entrepreneurship certification.

The REAL programs are based on experiential learning methods, or in other words, learning by doing. The experiential learning training provided at the REAL training has been found to be a much more effective way for students to learn.

Registration will begin on November 1, 2006 at [www.gareal.org](http://www.gareal.org).

*For more information on the REAL Program, please visit:*  
**[www.gareal.org](http://www.gareal.org)**