



The
Entrepreneurship
Academy

TEAM	INT
ACADEMY	



UNIVERSITY
or
 BUSINESS

Both!

The first time I learned about EA was during Spark Week and it was the experience that helped me realize how much I love entrepreneurship. EA offers me everything I need: experts in different fields, a community of entrepreneurs, practice, and international experiences. I was happy to learn that I can have the experience of a foreign university right here in our country, that I can open my own business, but at the same time develop myself by working in the family business. That's why I chose The Entrepreneurship Academy and gave up the idea of going to study abroad.



Larisa Popa
2nd year student

What our students say?

The Entrepreneurship Academy experience was and still is for me the right place where I can build a business. It's an environment that pushes me to push my limits and think as far as possible, but at the same time it gives me the security I need to "give it up" and start all over again.



Clara Mateoiu
4th year student

BUSINESS

What do our students' parents say?

I had the privilege of watching step by step, for 4 years, the transformation of a high school student who did not know the cardinal points of the operation of a business, into a real entrepreneur, just like those he admired in his second year of study in San Francisco. I like to think I've learned some things myself, along with my son.

Gabriel Stupu
(father of Horia Stupu)

I suggest to all those who think that they are attracted to entrepreneurship or to those who have a business idea to apply to EA. The chances and opportunities that this academy offers helped Raluca to develop successfully. From my point of view, the academy really did what it promised at the beginning. It managed to create the framework that made Raluca increase her self-confidence, face challenges and develop the necessary skills to be an entrepreneur. Thank you The Entrepreneurship Academy!

Irina Enache
(parent of Raluca Enache)

In Romania, around the world

If you become a student at EA - The Entrepreneurship Academy, you have the opportunity to study on three continents, where you can learn about business in different cultures and business environments:

YEAR I

5 weeks in Amsterdam

YEAR II

4 weeks in Cape Town

+ SCHOOL

YEAR III

8 weeks in China, USA, Brazil, Indonesia, Europe or South Africa

YEAR IV

2 weeks in Amsterdam (again), where you get your Bachelor's Degree!

Educational model

If you want to specialize in business administration, management or marketing, EA- The Entrepreneurship Academy offers you a modern working and learning environment, where you learn in student teams, creating, and operating real businesses, assisted by experts, business coaches, and team coaches.

Not students, but a team of entrepreneurs

Not theory, but learning by doing

Not simulations, but real business



The learning / development process

During the 4 years of study EA - The Entrepreneurship Academy students participate in standard courses and learning modules in a business administration program (Economy, Finance, Accounting, Management, Strategy, Marketing, Sales, Design), with the big difference that **all the teachers are actually entrepreneurs, businessmen, and experts in different areas of activity, all of them having a lot of practical experience in business, but also in teaching.**

All these courses will not amount to more than 30 hours per week.

The rest of the time will be used to create and develop real companies, run entirely by students. Companies are used as learning vehicles where students experience projects and business ideas.

Students develop new products and services on their own, visit companies, and clients, choose their projects and deliver the entire work.

In addition to individual (academic) learning goals, students also have financial and development goals that they set as a team, in team coaching sessions.

As a result of the group effort, you must contribute to the achievement of profit targets of at least:

- **432 EUR / team member in the first year,**
- **720 EUR / team member in year 2 and**
- **1.441 EUR / team member in year 3.**

Year 4 is dedicated to the final project, in most cases this year is meant for planning, launching or developing a new company.





Each of the 4 years you will spend with us will bring you closer and closer to the ideal entrepreneur, who is ready for any situation.

The courses are held in English.

Here are some of them:

ENTREPRENEURIAL ESSENTIALS

Entrepreneurial Core Theory & Practice

Design thinking: Understanding innovation, Value proposition design, Innovation Leadership

Sales

Marketing

Corporate social responsibility

Entrepreneurial Research

Digital Skills: online tools, strategy and advanced techniques

TEAM LEARNING

Start-up week

Team coaching

Customer visits - 25 per year¹

24h Challenges - 2 per year²

Money goal

INTEGRATED SKILLS

Legal: structure, fiscal, regulations

Finance: balance sheet, cash flow, P&L

Presentation skills

Business etiquette

The Brilliance of Failure

Trendwatching

LEADERSHIP ESSENTIALS

Book reading

Dialogue

High performance teams

Leadership strategy

Self-managing leadership Workshops

¹**Customer visits** = learning visits to Romanian companies to learn how they do business

²**24H Challenges** = entrepreneurial companies from Romania which come and present a real business problem of theirs that the teams have to solve in 24 hours - in the past students received business challenges from companies such as Neversea, Redbull, The Outfit, NN, Fan Courier, Orange, Google

Bachelor's Degree in Business Administration... a business that you'll already have

After the 4 years of studies, by acquiring the 240 ECTS credits, EA - The Entrepreneurship Academy students receive a bachelor's degree in Business Administration, specializing in Entrepreneurship. The diploma is issued by Stitching Schoolvision, accredited by NVAO Netherlands and internationally recognized. Currently, there are centers and universities based on the Team Academy methodology in Finland, France, Germany, the Netherlands, Great Britain, Spain, Hungary, Argentina, and Peru.



Teachers, coaches & business mentors

The Teachers, Coaches and Business Mentors at The Entrepreneurship Academy are all business people, most of them with multiple entrepreneurial experiences, with top management responsibilities.

Passion and dedication to support sustainable entrepreneurial development in Romania is what keeps them together. Dragoş, Raluca, Indira and Alin are just a part of the 30+ experts from the academy:



Raluca Radu

Country Manager @ ANSWEAR



Indira Abdulvoap

General Manager @ Logiscool România
Founder @ RawBite Romania



Dragoş Bălan

Founder @ Marcom Hub



Alin Copîndeanu

CEO and Co-founder at Tudor Personal Tailor

What do you gain after 4 years of Bachelor at our Academy?

An internationally recognized bachelor's degree in Business Administration, **specialization in entrepreneurship**, issued by **Stitching Schoolvision** and **accredited by NVAO Netherlands**.

Your own business that brings you income or...

A job in top and middle management positions, where entrepreneurial skills are most appreciated.

Practical skills, systematically developed and tested.

Courage and belief in yourself. You have the spirit and discipline of an entrepreneur.

Connections to a vast network of entrepreneurs, businessmen, and companies from Romania and abroad.

About money

(both to give and to take; as it is in entrepreneurship!)

The tuition fee is 9.000 EUR/year, a fixed amount during the 4 years of studies.

Entrepreneurship is the path to the financial independence you desire. We know, however, that the beginning is never simple.

That is why we make available to students a scholarship fund with a total value of 500.000 EUR/year.

You can find more details at

www.entrepreneurship-academy.ro/en/home-en/
or in our Financial Guide.



Successful businesses of our alumni



George Moroianu & Alex Burghelia

Start business: 2019, when George was a student in the 4th year, and Alex in the 3rd year
Investment received: 8 milioane EUR
Income (2021): 34 milioane EUR
Employees (2022): 100+



Ciprian Dudulea & Horia Stupu

Start business: 2020, when Ciprian and Horia were students in the 4th year
Investment received: 1 Million EUR
Income (2021): 1 Million EUR
Employees (2022): 25



Eduard Burghelia

Start business: 2016, when Eduard was a 4th year student
Investment received: 135.000 EUR
Income (2021): 100.000 EUR
Employees (2022): 3



Raluca Enache & Daniela Pădurariu

Start business: 2020, when they were students in the 2nd year
Investment received: 228.000 EUR
Income (2021): 60.000 EUR
Employees (2022): 5

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Instagram

[instagr.am/ea_entreprenation](https://www.instagram.com/ea_entreprenation)



Youtube

[youtu.be/c/TheEntrepreneurshipAcademy](https://www.youtube.com/c/TheEntrepreneurshipAcademy)



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