

Erasmus for Young Entrepreneurs

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SUCCESS STORY

New Entrepreneur

Name and surname – Ewa Gonzalez Bravo

Country – Poland

Age: 32

Status (would be entrepreneur/ start up) – would be entrepreneur

Sector – Translation and Interpreting

Name of business / website (if there is) – BRAVO TŁUMACZ!

Host Entrepreneur

Name and surname – Anna Starzec

Country – Spain

Age : 38

Experience (years) – 12 years

Sector – Translation and Interpreting

Name of business: Anna Starzec, Traductora-Intérprete Jurada de Polaco

Details of exchange:

Date of exchange: 01.11.2020 - 28.02.2020

Duration of exchange: 4 months

Brief introduction (max. 1.000 characters): Who are the participants, how did they discover EYE, why did they decide to participate, what were the expected benefits,..

The main objective of NE was to set up her own translation agency. In order to do this NE wanted to learn more about business management in this specific area. Another objective was to become a sworn translator that's why NE needed to develop language skills and translation techniques through learning from the expert and to connect with other companies in EU. NE wanted to better understand the difference between rights, legal and tax system in NE's and HE's countries which she considered absolutely necessary for a sworn translator.

The main objective of HE was to gain a better understanding of the Polish translation and interpreting market in order to participate more actively in it. HE had been working basically for the Spanish market for 12 years. HE is a Sworn Translator of

Polish in Spain, so her main professional relationships were rooted in this country. HE had recently received the title of Sworn Translator of Spanish in Poland, so her objective was to look for new opportunities and possibilities among Polish clients. HE had chosen the NE who was developing her activity there in order to achieve that goal.

Activities undertaken (max. 1.000 characters): Examples, description of the relationship between the two entrepreneurs,...

Translation, interpreting, administrative tasks, contact with clients, market research, preparation of quotations.

Benefits achieved (max. 1.000 characters): Future prospect of cooperation, skills developed, contacts made...

NE has been introduced to new working and business management techniques. She also knew a new market, other legal and tax system and could compare them with systems from her country. In addition, NE learnt about different aspects of a sworn translator's work, both in Poland and Spain.

HE has been able to get to know a new market in NE's home country and to start expanding its activity there.

Both, NE and HE, achieved all the objectives and goals established in the commitment.

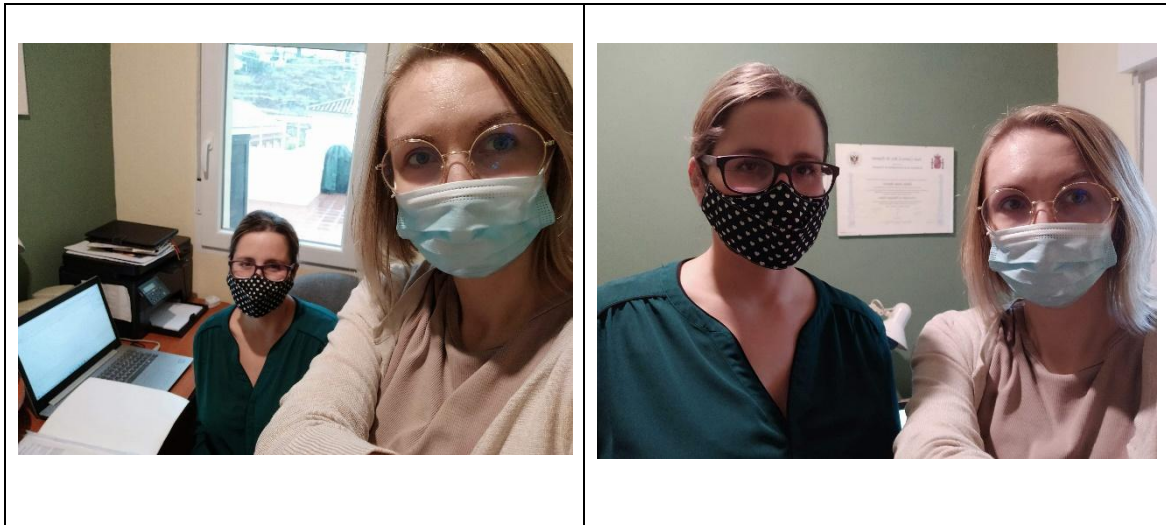
Quotation regarding the experience: (NE max. 300 characters)

NE: "During these four months, I was able to learn about key aspects of running a translation agency, such as marketing strategies and how to attract clients, different ways of pricing translations, translation techniques and the most common translation mistakes. It was also extremely important for me to learn about the fundamental aspects of the work of a sworn translator and how to effectively prepare for the exam. Participation in the programme allowed me to clear all my doubts about setting up my own translation agency."

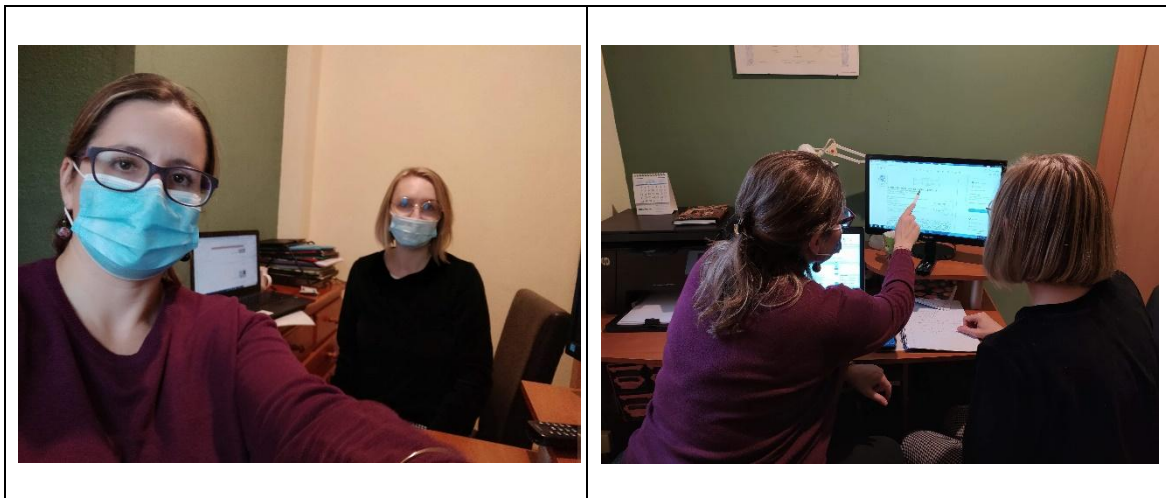
Quotation regarding the experience: (HE max. 300 characters)

HE: "These four months of experience have been a turning point in my business. I have been able to introduce my business in a new market and, therefore, increase my income, diversify my services and expand my network of clients."

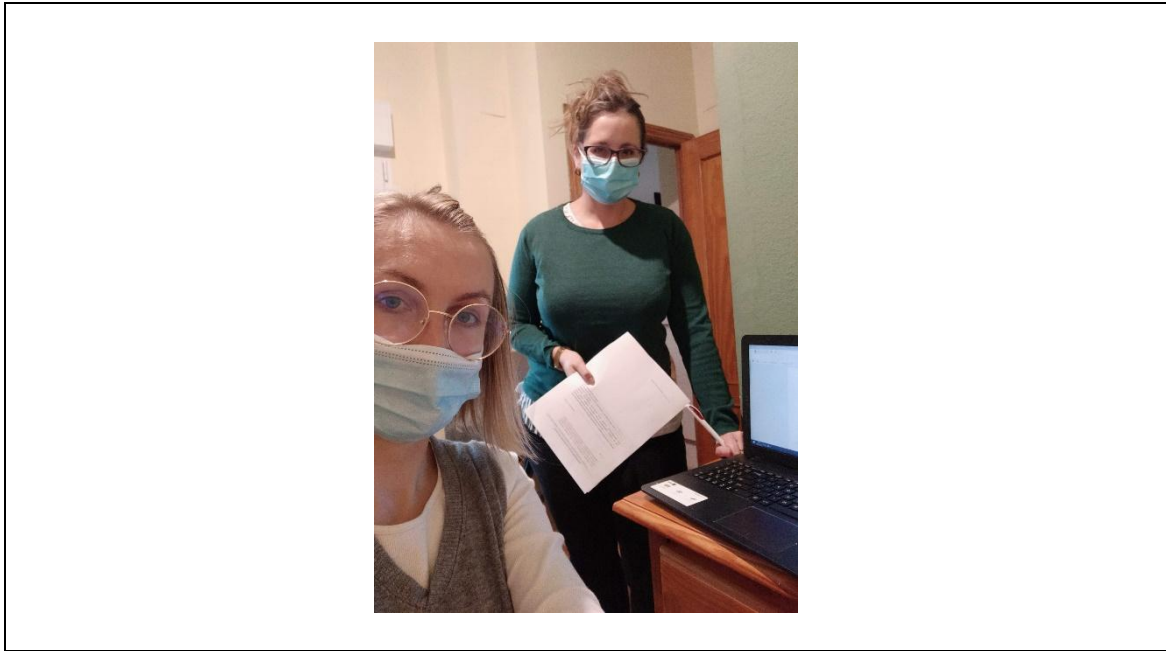
First month: Marketing, legal and tax issues.



Second month: Translation techniques.



Third month: Legal and technical translation.



Fourth month: Interpreting.



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