

**NEED A FUTURE PLAN?**

# 4 FUTURE

**Be with one step further to the future. Just opportunities, no threats.**

## **Articles for today:**

- **Future of jobs**
- **Prepare for future business**
- **Do's & Don'ts in CV**
- **EU Opportunities for Youth**

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# 01

## Future of Jobs

Historically speaking, the thought of some robots replacing humans in the workforce generated a lot of fear. Now anything that includes repetition will be displaced by a robot because a machine does it faster, better, cheaper and doesn't need any vacation.

This is not just a change of direction, we're witnessing a revolution. As a lot of jobs will disappear or will be deeply redefined, how could humans still be relevant and keep up with the rapid change in technology? The response is only by adapting fast and by enhancing their human skills like social skills, creativity, critical thinking and everything which requires empathy. Unfortunately, none of them is currently taught in schools.

Let's make this even real for you, take for example Robert, a full time Uber driver. By 2040, 95% of the new vehicles sold will be autonomous, taking decisions by themselves in traffic and making Robert's job obsolete. The same will be with farmers, which will be definitely replaced by artificial intelligence. However, AI and Robotics will create more opportunities, as industrial revolution did and as the development of every new technology does, not a mass unemployment as is predicted to be.

Although, the magnitude of this technological revolution is greater and will definitely change what we currently perceive about jobs or even work. What if we start by asking what skills and mindset do we need in 10 or 20 years from now?

## EU Opportunities for Youth

European Union has lots of opportunities for young people to gain work and studying or other experiences which include volunteering projects. In this article, EU opportunities are considered for different parts that has several advantages to change young people mind, especially thought thinking international person.

### OPPORTUNITY ON STUDYING

Erasmus Learning opportunities financed by EU grants called Erasmus+ is the EU programme for education training, youth and sport. The Erasmus+ programme aims to boost skills and employability, as well as modernizing education, training and youth work.

Also, there is some portal which a wide range of useful information for international students that from information on higher education institutions to working as a student and the cost students life throughout Europe. And more website has lots information for students around the world who want to study abroad in Europe.

Whether they are interested in Bachelor's, Master's or Doctoral studies, they can get essential information on study opportunities and scholarship in over 30 European countries.

### OPPORTUNITY ON VOLUNTEERING

European Solidary Caps (ESC) which a new EU initiative offering young people opportunities to volunteer or work in the projects in their own country or abroad while supporting communities and people around Europe. Interested young people can register for the European Solidary Cops already when they are 17 years old, but they will able to start a project when they are over 18 up to the age of 30 years old. After a simple registration process, ESC participants could be selected and invited to join a wide range of projects, such as helping to prevent natural disasters or rebuild afterwards, assisting in centers for asylum seekers or addressing different social issues in communities.

On the other hand, lots of database can reached from online volunteering opportunities under EU volunteers intuitive which projects includes training and get accommodation and travel cost covered, and may have the possibility to undertake additional training in an European organization before deployment.

### OPPORTUNITY ON WORKING

Online platform where companies and organization can promote and showcase their youth opportunities designed to help youth Europeans take their steps into the labor market. Opportunities includes apprenticeships, traineeships, training programmers, e-learning courses, languages training, mobility support, coaching and mentoring etc.

Also, some job search database run by the Inter European Government Employment Service lists job vacancies all over Europe. Source of information on finding jobs abroad, trends in the European labor market and living and working conditions in European countries. In addition, students can their internship by using Erasmus Student Network (ESN) web platform where companies and organizations can publish their internship offers and search for interns, and where students want to an internship abroad can have their profiles, search and apply for internships vacancies

## Prepare for future business

Even if you plan to change the world creating the new Apple that will save our planet of climate change or only to raise your family financial level, the entrepreneurial life is what can bring you from zero to hero. We will discuss about what you need to do before starting your own business. Before this details it is necessary to know that you really need to have a passion for what you plan to do. The business world is a tough one and if you can't find the passion in what you do you will have a hard time in overcoming the obstacles.

Let's assume that you do something that you like. First step is to write your business plan. It will help you to have a deeper understanding of your business. Try not to get into too many details, but don't be superficial. You should keep a balance because the goals of this plan is to help you to know which are the next steps and to explain to others (usually investors and banks) how you will earn money. You should cover subjects like: describe your business and all the processes that will take place; your customer and how you will promote your product; details about your products; analysis of your competitors and how you are different.

In the phase of setting and testing your company you should discuss constantly with possible clients. You have to make A/B tests and a lot of market research. Try to really understand your clients, which is their problem and how can you solve their problem in an innovative way. At the end of the day your business earns money only if it will be better at solving customers needs. You also should always be focused on the relationships with your customers.

After you have figured out how to help your customers and which is the size of the market, you have to prepare your figures. You should be able to make a P&L(profit and loss statement) and a cash-flow statement. First of all, you need to analyze the fix and variables costs. Be careful and spend some time here to know all your costs. The fix ones are the costs that remain the same every month. There are important ones that determine how much you need to sell in order to be at least on break even. You also should analyze the variable costs of selling your product. Here are included things like cost of goods sold, shipment, packaging and other costs that you have only if you sell. If you divide the fix costs to the difference between the selling price and variable costs you will obtain the minimum quantity that you have to sell for being sustainable. The P&L statement will help you to understand how you spend money and how profitable is each sales channel. In the same time, the cash flow statement will help you to see when do you run out of money.

## Do's & Donts for your CV

Even the best CV in the world can be let down because of poor presentation, so be careful and write it right! here are few easy tips which should help you to create a perfect CV.

1. Keep it short. Your CV shouldn't be your life story but should be tailored for the job you're applying for, focusing on the parts that are important for that particular job. Try and get straight to the most pertinent points, and ideally take up no more than two sides of A4.
2. Choose clear, legible fonts. Go for one of the standard CV typefaces: Arial, Tahoma, or Helvetica if you prefer sans-serif fonts, and Times New Roman or Bookman Old Style if serif fonts are your usual pick. Use 11 to 12 pt font size and single spacing. For your name and section titles, pick 14 to 16 pt font size.
3. Present things in logical order. Place the important information up-front. Put experience and education achievements in reverse chronological order starting with your current job and working backwards.
4. Follow the Correct CV Format:  
 Personal details— include: your name and contact details (address is not important, nobody will contact you through the mail)  
 Personal statement – a well written a personal statement, will help you stand out from the crowd.  
 Education – include details of your degree, relevant training and professional accreditation.  
 Work History – list your employment history in chronological order, include: dates, job title, duties and responsibilities.  
 Skills – list any relevant skills you haven't mentioned so far.  
 However, 'start to impress'. if you don't have much work experience start from your education, if you have a lot of experience in the field, start from that!
5. Present all your experience in a positive way. Try to look differently to all your experiences, even the bad ones taught you something and developed your certain skills.
6. Use positive language. Use words as 'managed', 'achieved', 'co-ordinate', 'motivated' when you are describing yourself and your experiences in the past.

### Don't

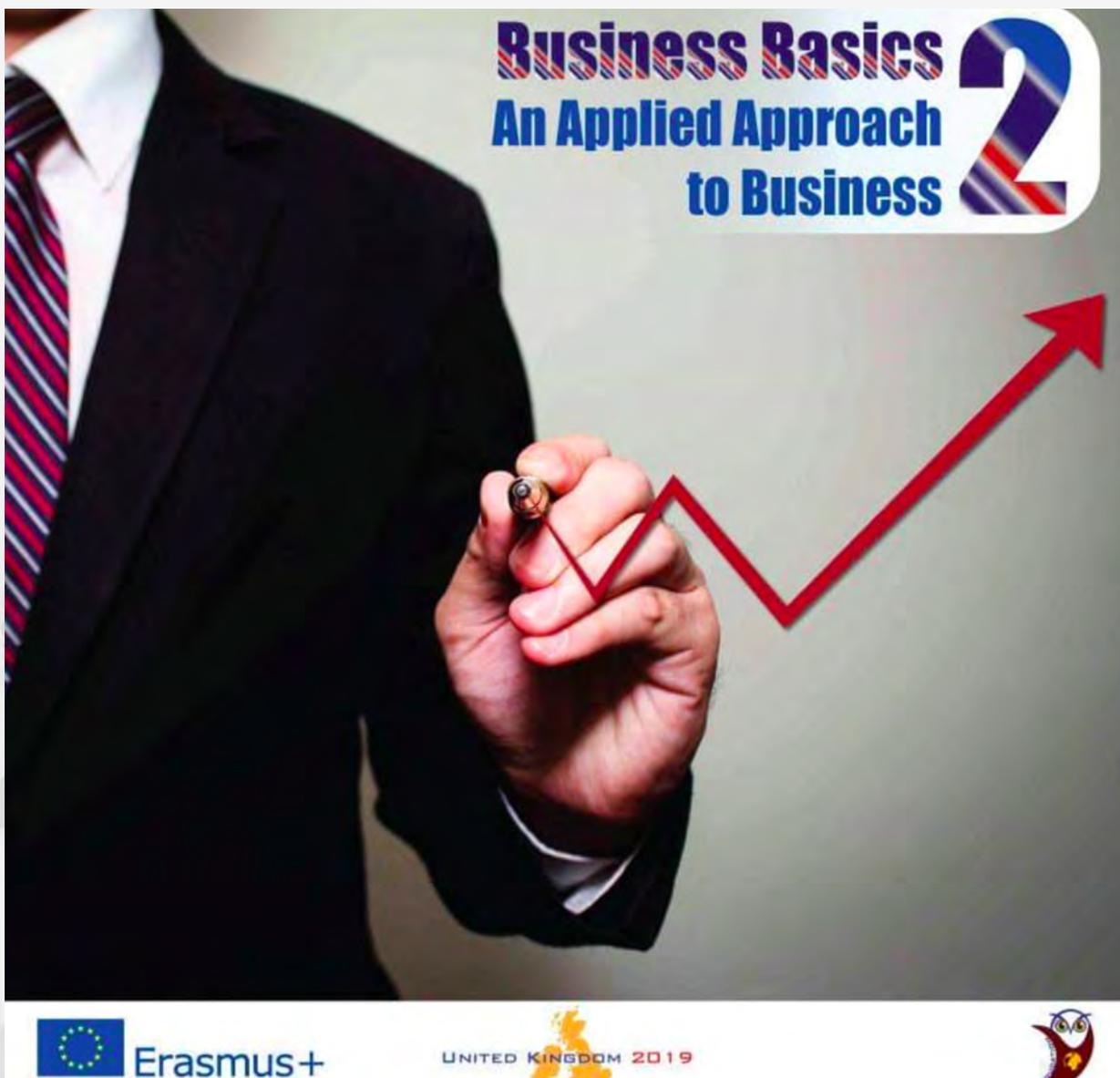
1. Don't lie! Including even so-called 'white' lies is a huge error. Hiring managers are more diligent than ever before when performing background checks. If you are deemed to be a suitable candidate, a thorough check is likely and your deception will probably be uncovered. Even if you get the job, there's a strong possibility that the lie will eventually come back to haunt you. Worst of all, it is unlikely that the lie is the reason you got the interview or job in the first place!
  2. Don't try to include too much. The ideal CV should be a checklist of all of your accomplishments, again it is not your life story.
  3. Don't include irrelevant personal information. No need to include your nationality and you definitely don't need to mention your age. Although employers aren't legally allowed to dismiss your application based solely on how old you are, you'll never know if that's the reason they rejected you. Other needless data includes ethnicity, sexual orientation, health status and marital status. Finally, never include a photo with your CV; unless you're applying for a modelling contract! Don't Include any irrelevant information. Before including any points in your application, ask the same question: will it help you get the job. If the answer is no, take it out. Hobbies, interests, projects or volunteering experiences are a great example. If they don't help you stand out, don't waste valuable space.
  4. Don't include information which may be viewed negatively – failed exams, failed business ventures, reasons for leaving a job, points on your driving license. Don't lie, but just don't include this kind of information. Don't give the interviewer any reason to discard you at this stage.
  5. Don't explain all significant brakes in your career or education if you have ones. you will be able to do that in your cover letter.
- Hope it will help you to find your dream job!

# QUESTION OF THE WEEK

Hi dear reader,

***The question for this time is the how do you see the process of waking up in 10 uears from now.***

*We wait for your innovative perspectives, the most interesting one will get one of our 'future' mentor.*



**Business Basics**  
**An Applied Approach**  
**to Business** **2**

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