Social Innovation for Europe (SIE) Project

IO2: Storytelling Training Kit on Entrepreneurship for Youth

Project no: 2020-1-TR01-KA227-YOU-098658

Introduction

The material herein makes up part of the Social Innovation for Europe (SIE) Erasmus+ Project – IO2: Storytelling Training Kit on Entrepreneurship for Youth. This text based resource should be used alongside the youth centred, support video tool also developed by the project consortium, showing methods and support showing that social entrepreneurship is possible in the context of COVID-19.

The overall IO2: Storytelling Training Kit on Entrepreneurship for Youth resource is divided into two parts:

The first part is a training curriculum for young people to conduct training and learning activities on the crucial topics of youth entrepreneurship in video format.
The second part takes the form of guidance that is useful from a training perspective; supporting youth trainers to introduce the wider topic of social innovation and entrepreneurship.

The topics within this resource arose from work and research done earlier in the project, and are based on feedback received from young entrepreneurs and educators. The youth voice also shaped the subsequent resource design to ensure useful, attractive and meaningful activities were developed. It is intended that this youth centred approach will make a valuable contribution to the development of those specific competencies necessary for develop and implementation of social entrepreneurship for young people as we emerge from a global crisis.

SOCIAL INNOVATION FOR EUROPE

Topic 1 - Social Entrepreneurship Today			
This is a basic introduction to the core topic of 'Social Entrepreneurship Today' that is integral in the context of Entrepreneurship Education for young people. This text-based resource will accompany a visual training resource that constitutes part of the larger training kit that addresses key topics in a Europe-Wide context. It will raise discussion points, share best practice and signpost young people and youth leaders to better enterprise education.			
	Objectives	**Resource / Contents**	**Activities**
	Project Introduction	Welcome to the Erasmus Plus Social Innovation for Europe Project. Our aim with these resources is to support young people with tools and methods of Social Entrepreneurship, as we emerge from the COVID 19 pandemic.	Project Introduction
	Output and Topic Introduction – What is Social Entrepreneurship Today?	As part of the SIE Storytelling Training Kit, we will explore the topic of Social Entrepreneurship Today for young people in a Europe wide context.	Topic Introduction
	Objectives	Understand what is and what is not a social entrepreneurship. Differentiate social entrepreneurship and greenwashing. Determine the trends, goals and motivation regarding founding a social enterprise.	

	What is social entrepreneurship	Understand what is and what is not connected with social entrepreneurship. What refers to the practice of using innovative business strategies to create and implement solutions to social, cultural, or environmental problems. Evolution of social entrepreneurship.	
	Impact-driven business models:	Social entrepreneurs are using business models that prioritize social and environmental impact alongside profit, such as social enterprises, B Corps, and impact investing.	

	Difference between social entrepreneurship and entrepreneurship	The main difference between social entrepreneurship and entrepreneurship is the focus of their objectives. While both types of entrepreneurship involve starting and running a business, they have different goals and motivations.

Entrepreneurship is primarily focused on creating a business that generates profits for the owners or investors. The goal is to create a successful business that is financially sustainable and profitable in the long term.

Social entrepreneurship, on the other hand, is primarily focused on creating social, cultural, or environmental impact. The goal is to address a specific social or environmental problem, rather than solely focusing on generating profits. Social entrepreneurs are driven by a desire to create positive change in the world, and they often measure success in terms of the social impact they have created. | |
| **Best practice guide** | | There are several best practices that social entrepreneurs can follow to create sustainable and impactful businesses. Here are a few:

Clearly define your social mission: Social entrepreneurs should have a clear and compelling social mission that guides their business decisions and actions. This mission should be specific, measurable, and achievable, and should be communicated clearly to stakeholders. | |

Adopt a sustainable business model: Social entrepreneurs should create sustainable business models that balance social impact and financial viability. This may involve creating revenue streams through products or services, seeking out impact investors, or partnering with other organizations.

Build strong partnerships: Collaboration is key to social entrepreneurship, and social entrepreneurs should build strong partnerships with stakeholders such as government agencies, non-profits, and community organizations. This can help to leverage resources and expertise, and create more impactful solutions.

Embrace innovation: Social entrepreneurs should be open to new ideas and approaches, and embrace innovation as a way to create more effective and efficient solutions. This may involve using technology to scale impact, or adopting new business models that better align with social and environmental goals.

Measure and report impact: Social entrepreneurs should measure and report their social impact, using metrics such as number of people reached, improvements in quality of life, and environmental impact. This helps to demonstrate the effectiveness of their work and builds trust with stakeholders.

Foster a culture of social responsibility: Social entrepreneurs should foster a

	culture of social responsibility within their organization, and ensure that all stakeholders are aligned with the social mission. This can be achieved through clear communication, employee engagement, and regular training and education.	
Difference between greenwashing and social entrepreneurship	Greenwashing and social entrepreneurship are two distinct concepts that have important differences. Greenwashing refers to the practice of making misleading or exaggerated claims about the environmental benefits of a product or service in order to appeal to consumers who are environmentally conscious. Greenwashing can be used by companies to appear more environmentally friendly than they actually are, without making any real effort to reduce their environmental impact. Greenwashing can lead to consumer confusion and mistrust, and ultimately, can undermine efforts to create a more sustainable economy. Social entrepreneurship, on the other hand, is a business approach that aims to create positive social, cultural, or environmental change through innovation and creativity. Social entrepreneurs are driven by a desire to solve social problems, and they often use business strategies to achieve their goals. Unlike greenwashing, social entrepreneurship involves a genuine commitment to creating positive social or environmental impact, and is focused on creating sustainable, long-term solutions. In summary, while both greenwashing and social entrepreneurship involve efforts to create positive social or environmental outcomes, the key difference is that greenwashing involves misleading or false claims about environmental benefits, while social entrepreneurship involves genuine efforts to create positive change.	

Social entrepreneurship and "money approach"	Social entrepreneurship does have a money approach, but it is not the only or primary focus. While social entrepreneurs seek to create positive social or environmental impact, they also recognize the importance of financial sustainability in achieving their goals. This means that social entrepreneurs often need to generate revenue or seek funding in order to support their work and continue to create impact over the long term.
Starting an social enterprise	Here are some steps that can help: • Identify a social issue or cause that you are passionate about: Choose a social issue or cause that you feel strongly about, and that you believe you can make a positive impact on. • Research and analyze the issue: Conduct research on the issue you have identified, and analyze the social, economic, and environmental factors that contribute to it. This will help you to better understand the issue and identify opportunities for intervention. • Develop a business plan: Create a business plan that outlines your social mission, target market, revenue streams, marketing strategy, and financial projections. Your business plan should also include an impact measurement framework that will help you track your progress and evaluate your success. • Build a team: Identify individuals who share your passion and skills, and build a team that can help you to achieve your social mission. This may include co-founders, advisors, mentors, and volunteers. • Secure funding: Determine the amount of funding you need to start and sustain your social enterprise, and identify potential sources of funding such as grants, loans, or impact investors. Be prepared to present a compelling case for why your social enterprise is a good investment. • Launch and test: Launch your social enterprise and test your assumptions. Be prepared to learn from failures and adjust your strategy based on feedback and results.

	• Measure and evaluate impact: Continuously measure and evaluate the social impact of your enterprise, and use this information to improve your operations and strategy.
Future of social entrepreneurship	Trends that are shaping the future of social entrepreneurship: 1. Increasing focus on sustainability: Social entrepreneurs are increasingly focused on creating sustainable solutions that address social and environmental issues in a way that is financially viable over the long term. This may involve adopting circular business models, reducing waste, and minimizing environmental impact. 2. Greater collaboration and networking: Social entrepreneurs are recognizing the importance of collaboration and networking to achieve their goals. This may involve partnering with other organizations, sharing knowledge and resources, and building networks of like-minded individuals. 3. Emphasis on technology: Technology is increasingly being used to scale social impact and create more efficient and effective solutions. Social entrepreneurs are leveraging technologies such as artificial intelligence, blockchain, and the Internet of Things to address social and environmental challenges. 4. Greater diversity and inclusivity: Social entrepreneurship is becoming more diverse and inclusive, with a growing number of women, people of color, and individuals from underrepresented communities entering the field. This is leading to a greater diversity of perspectives and approaches, and is helping to address systemic inequalities. 5. Increasing focus on impact measurement: Social entrepreneurs are recognizing the importance of measuring and reporting their social impact, and are using metrics such as the United Nations Sustainable Development Goals to track progress and demonstrate their effectiveness.

Topic 2 - Entrepreneurship and Creativity

This is a basic introduction to the core topic of 'Entrepreneurship and Creativity that is integral in the context of Entrepreneurship Education for young people. This text-based resource will accompany a visual training resource that constitutes part of the larger training kit that addresses key topics in a Europe-Wide context. It will raise discussion points, share best practice and signpost young people and youth leaders to better enterprise education.

	Objectives	Resource / Contents	Activities
	Project Introduction	Welcome to the Erasmus Plus Social Innovation for Europe Project. Our aim with these resources is to support young people with tools and methods of Social Entrepreneurship, as we emerge from the COVID 19 pandemic.	Project Introduction
	Output and Topic Introduction – Entrepreneurship and Creativity	As part of the SIE Storytelling Training Kit, we will explore the topic of Entrepreneurship and Creativity for young people in a Europe wide context.	Topic Introduction
	Development of a Business	An aspiring entrepreneur will go through several stages during the journey to the creation of a start-up. **DREAM > VISION > MISSION > MANAGEMENT > BUSINESS DEVELOPMENT > TAKING THE IDEA TO THE MARKET**	

	Description of steps	**DREAM** First of all, the entrepreneur imagines having his own company and producing something that he is passionate about. The dream is initially a confused idea of what he or she would like to become. Dreaming is an important aspect of creative thinking. The challenge is how to turn a dream into reality and into a vision. **VISION** A vision is an idea or mental picture of what something will be like in the future. In writing a vision statement, an entrepreneur will state what he/she would like the business to become. The more the vision is focused and articulated, the better the aspiring entrepreneur will be activated and motivated to see it realized. The vision should be simple and clear to anyone who sees it, usually no longer than three to four lines. **MISSION** Next the entrepreneur has to focus on creating a mission statement. Simply put, it's the mission statement that drives your organization, whether it's a startup or a company.	

It is why you exist as a company, why you do what you do.

From the mission derive the objectives and what is needed to achieve them. It also shapes your company culture.

MANAGEMENT

When the mission is transformed into a plan, the entrepreneur must identify and procure the various resources needed for the mission to be accomplished. This is a very crucial period in the development of any start-up because it represents the activation of the plan that will ensure if the entrepreneur will be successful in his mission to build a company and operating it to grow and prosper.

BUSINESS DEVELOPMENT

Once the company starts to mature and stabilize, the entrepreneur cannot sit still on his/her achievements but needs to develop the company according to changes in the market and competition pressure. Therefore, an entrepreneur needs to be creative in adapting the company according to the ever-changing needs of the market.
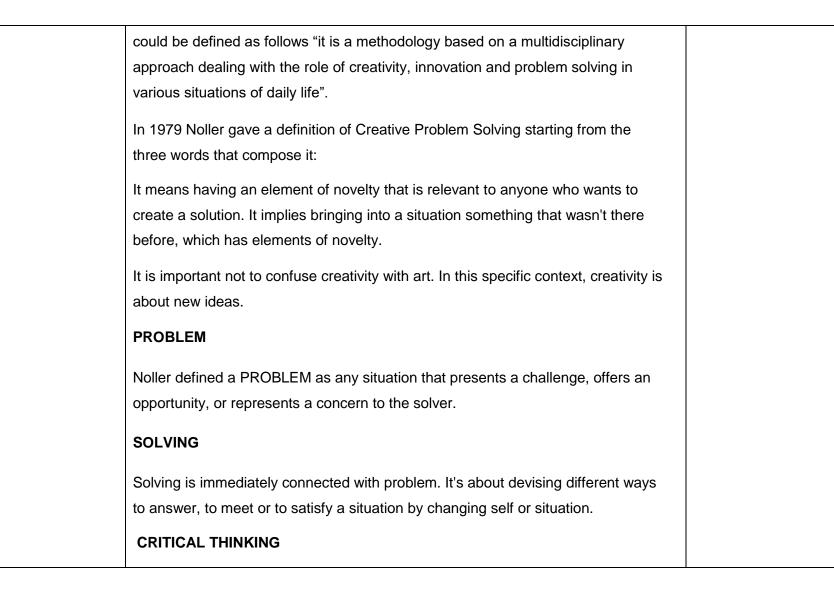
		TAKING AN IDEA TO MARKET The challenge for any entrepreneur is to generate an idea which could be a product, a service or a system for which there are people, organizations and companies who need that product, service or system and are willing to pay for it .	
		THE CREATIVITY OF IDEAS The creativity of ideas consists in generating different and alternative solutions to complex problems, an important issue in a world where complexity is increasingly common. The methodology and tools are meaningful and effective only if aimed at a certain context, in this case entrepreneurship and the creation of value for entrepreneurs. Creativity in this case concerns the ideas that can be trained and developed thanks to different approaches, methodologies and techniques usually incorporated in the famous "Creative Problem Solving Methodology" (acronym CPS), 1979 Noller. **CREATIVE PROBLEM SOLVING** Creative Problem Solving is much more than the three words put together and it	Creativity as a soft skill to be developed for entrepreneurship

could be defined as follows "it is a methodology based on a multidisciplinary approach dealing with the role of creativity, innovation and problem solving in various situations of daily life".

In 1979 Noller gave a definition of Creative Problem Solving starting from the three words that compose it:

It means having an element of novelty that is relevant to anyone who wants to create a solution. It implies bringing into a situation something that wasn't there before, which has elements of novelty.

It is important not to confuse creativity with art. In this specific context, creativity is about new ideas.

PROBLEM

Noller defined a PROBLEM as any situation that presents a challenge, offers an opportunity, or represents a concern to the solver.

SOLVING

Solving is immediately connected with problem. It's about devising different ways to answer, to meet or to satisfy a situation by changing self or situation.

CRITICAL THINKING

It means giving a fair and unbiased opinion on an issue using three principles: analysis (interpretation), evaluation and further argumentation.

THINK MORE EFFECTIVELY

DIVERGENT AND CONVERGENT THINKING

Joy Paul Guilford is the American psychologist who in the 20th century defined two modes of thinking that constitute the opposites of a continuum where individual styles are located.

The **thought convergent** follows a **linear and** consequential **logical path** and is excellent for all those procedural reasoning through which we implement **known and consolidated solution strategies** to address critical issues that we already know.

Divergent thinking, on the other hand, comes into play when we find ourselves faced with a **new problem** to solve, for which the procedures usually used don't work: we need to invent a new solution, which considers the problem from **different points of view** , then we come across rescue divergent thinking that appeals to the creative faculties of our mind by helping us to consider **new points of view**.

BRAINSTORMING

Brainstorming is an approach invented by Alex Osborn. By collecting a list of ideas spontaneously generated by a group of people, a conclusion for a specific problem is reached. People can think freely and generate spontaneous insights in a context where ideas are not criticised or evaluated.

Four basic rules for a brainstorming session:

1. Criticism is not permitted - judgment of ideas is not aloud
2. Free-wheeling is welcome and wild and strange ideas are asked - participants must not be afraid to voice their thoughts
3. Quantity is required - more and more ideas should be generated
4. Combinations and improvements are good ideas of others could be improved, changed and revised to generate a new idea

Brainstorming is, if you like, the first example of applying **convergent and divergent thinking to the** development of **creativity** ! Let's see why.

A possible brainstorming process:

1. Define and agree on a clear goal
2. Share as many ideas as possible (divergent phase)
3. Set a time limit
4. Categorizing and combining ideas (convergent phase)
5. Evaluate and analyze the effects and results
6. Create a priority list and rank them if necessary
7. Agree on a proposed action and timetable
8. Check and monitor follow-up

LATERAL THINKING AND THE SIX HATS TECHNIQUE

Lateral thinking was coined in 1967 by Edward de Bono, a Maltese physician, psychologist, author, inventor and consultant psychologist. Lateral Thinking is not just a technique but a number of different ways of opening oneself to creative thinking and problem solving because many problems require a different perspective to be taken in order to solve them successfully.

Yes, because thinking can only seem like reasoning, in the sense of exercising reason. But **thought can also be exercised in a creative way**, overcoming the classic deductive logics to "leave aside" or to **allow instinct and emotions to suggest a path for us**.

With this in mind, De Bono invents the theory of the six hats, which provides that a group addresses a topic or problem wearing six hats of different colours, but one at a time. The colours of the hats correspond to as many points of view: white is rationality and blue is control, yellow is optimism and green is creativity, red is emotion and black is pessimism.

Hats are really useful for everyone because every point of view is essential. If the issue were not approached with pessimism, one could happily run towards disaster because risks and criticalities would not be seen. But if there were no yellow, green or red, the mental path would be limited and would prevent any innovation. And then you need white because it allows you to look at things objectively, whereas blue is the great moderator: it manages, organizes, censors and spurs.

In short, it is a technique, that of the 6 hats, which allows you to change register, to see all the aspects of a problem, but tackling them separately so as not to set aside even one.

THINKING OUTSIDE THE BOX

Think outside the Box means to think beyond usual ways of thinking.

The term "box" represents the constraints of our traditional or standard way of thinking.

So, in reality, to think outside the box is about thinking in novel ways, to be provocative in developing a concept or to see a problem and design a solution in a different way than we usually do it.

The main reason we think inside the box is because the brain forms patterns and every time we are faced with an issue the brain taps into those patterns to come up with a solution.

Topic 3 - Competencies and Training

This is an introduction to the core topic of Competencies and Training that is integral in the context of Entrepreneurship Education for young people. This text-based part of the resource will accompany a visual training resource that constitutes part of the larger training kit that addresses various topics in a Europe-Wide context. It will raise discussion points, share best practice and signpost young people and youth leaders to better enterprise education.

	Objectives	Resource / Contents	Activities
Towards a definition of Entrepreneurship	Project Introduction	Welcome to the Erasmus Plus Social Innovation for Europe Project. Our aim with these resources is to support Young people with tools and methods of social entrepreneurship, as we emerge from the COVID 19 pandemic.	Introduction
	Output and Topic Introduction - Competencies and Training	As part of the S I E storytelling Training Kit, we will explore the topic of Competencies and Training for young people in a Europe wide context.	Introduction
	Introduce common definitions of Entrepreneurship	"The activity of setting up a business or businesses, taking on financial risks in the hope of profit" www.oxfordlearnersdictionaries.com The European Commission defines Entrepreneurship as, "acting upon opportunities and ideas and transforming them into value for	Stimulate discussion in groups. Compare both definitions and see if they can be improved upon.

		others, which can be financial, cultural, or social" https://single-market-economy.ec.europa.eu/ *Question – Which definition do you prefer and why?*	
Entrepreneurship relating to competencies and training	Introduce some general information about entrepreneurship, especially relating to competencies and training	The European Commission has an Entrepreneurship policy with the aim to support companies, in particular SMEs, throughout their life cycle, promoting entrepreneurial education at all levels, as well as reaching out and encouraging specific groups with E*ntrepreneurial Potential*. However, as highlighted in the 2016 edition of the Eurydice Report on 'Entrepreneurship Education at School', about half the countries in Europe made use of the European Key Competence definition of entrepreneurship. A third of the countries used their own national definition and almost 10 countries had no commonly agreed definition at national level. Furthermore, the lack of comprehensive learning outcomes for Entrepreneurship education was identified by Eurydice as one of the main hindrances to the development of Entrepreneurial learning in Europe. *Question – Have you had experience of Entrepreneurship Education or training?*	Split the group to discuss any times during their recent educational journey where the young person had any previous entrepreneurial education. Bring the group together to compare approaches and stories.
Youth	Introduce the Covid 19	The Covid 19 pandemic affected almost everyone. Many	Stimulate discussion in

Entrepreneurship in the Post Covid context	pandemic into the topic and new opportunities post Covid 19	companies didn't survive; whilst some had significant problems. Did you know that Small and medium-sized enterprises account for 90% of businesses globally and provide 70% of employment worldwide? Click here for the full report >>> *Question - Can you come up with opportunities post Covid?* ❓	groups. Can anyone come up with opportunities post Covid? Experiment with Divergent thinking exercises.
Skills and Mindset required by Entrepreneurs	An entrepreneurial mindset means mental habits that influence the way you think about the world and act upon what you see. Thinking this way enables you to question, adapt, and make positive change, leading you to recognize and identify opportunities Focus on the impact; create value to solve societal problems.	Curiosity, Connections, and Creating Value are smart topics when we look at new skills required for a 'new era of entrepreneurship.' CURIOSITY - To succeed in a world with rapidly changing needs you'll need a sense of curiosity. CONNECTIONS - To succeed in a world in which data is exponentially increasing, you'll need to broaden your thinking and see multiple viewpoints and solutions CREATING VALUE – Realising the importance of creating value helps redirect your mindset and motivation to ensure solutions become more impactful. *Question – can you recognise these features in yourself* ❓	Stimulate discussion in groups and explore the links to see how they relate to you and your business ideas.
Entrepreneur Vs Employee	Organisational and economic development is	**Entrepreneur verses Intrapreneur**	Stimulate discussion in groups.

	hugely dependent on intrapreneurship. Intrapreneurship is essential for driving positive performance in competitive or challenging environments and creates competitive differentiation through new products or services.	**Intrapreneurs** operate inside an existing organisation, often needing to influence internal decision-makers. **Intrapreneurs** use systems, procedures and knowledge within an employer's organisation to get things done or bring about change. **Intrapreneurs** pursue opportunities beyond the resources already available to them to shape activities in often unpredictable, changing environments. *Question - Can you distinguish between Entrepreneurs and Intrapreneurs?*	Can you distinguish between entrepreneur and intrapreneur? Summarise the main differences by brainstorming as a group
Entrepreneurship As A Career Option	Today's entrepreneurs are tearing down the walls of traditional business models by implementing processes that are viable, sustainable and in-line with the new generation workforce. Beware - entrepreneurship isn't for the faint-hearted!	Why entrepreneurship appeals as a career option? **To be your own boss and run your own show.** **To generate an idea that could solve big problems** **To create new opportunities for you and others** **To explore all facets of running a business** **To be associated with other like-minded people who might share the same passions** *Question – do any of these aspects appeal to you?*	Stimulate discussion in groups.

Co-funded by the Erasmus+ Programme of the European Union

| EntreComp Framework | Launched in 2016 as part of the New Skills Agenda for Europe, the European Entrepreneurship Competence Framework (EntreComp) set out to support and inspire actions to improve the entrepreneurial capacity of European citizens and organisations.

Its aim is to create a shared understanding of the knowledge, skills and attitudes needed to become entrepreneurial, while at the same time emphasising that entrepreneurship is a competence that all citizens should have the opportunity to develop. | **Creativity** - Develop creative and purposeful ideas **Ethical and sustainable thinking** - Assess the consequences & impact of ideas, opportunities and actions **Self-awareness and self-efficacy** - Believe in yourself and keep developing **Mobilizing others** - Inspire, enthuse and get others on board **Taking the initiative** - Go for it **Coping with uncertainty, ambiguity & risk** - Make decisions dealing with uncertainty, ambiguity and risk

Question – Describe what each petal actually means? | |

European Skills Agenda	"The EU needs a skills revolution to ensure people can thrive in the green and digital transitions, and to help in the recovery from the coronavirus pandemic. " https://ec.europa.eu/social/BlobServlet?docId=22827&langId=en The green and digital transitions as accompanied by demographic trends are transforming how we live, work and interact. We want to ensure people have the skills they need to thrive. The coronavirus pandemic has accelerated these transitions and brought new career challenges for many people in Europe. In the aftermath of the crisis, many Europeans will	1. A Pact for Skills - Mobilising all partners for more and better opportunities for people to train, and to unlock public and private investments across industrial and skills ecosystems. 2. Strengthening skills intelligence - To skill for a job, we need online 'real-time' information on skills demand, including at regional and sectoral level, using big data analysis of job vacancies and making it widely available. 3. EU support for strategic national upskilling action - We will work with Member States on modern and comprehensive national skills strategies and join forces with national public employment agencies to realise them. 4. Future-proof vocational education and training (VET) - Taking a fresh approach to make vocational education and training more modern, attractive for all learners, flexible and fit for the digital age and green transition. 5. Rolling out the European universities initiative and upskilling scientists - Building long-term transnational alliances between higher education institutions throughout Europe and developing a core set of skills for researchers. 6. Skills to support the green and digital transitions - Developing a set of core green skills, statistical monitoring of the greening of	The Skills Agenda aims to improve the relevance of skills in the EU to strengthen sustainable competitiveness, ensure social fairness and build our resilience. Can you identify anything you would at to this list?

need to retrain in a new skill or improve their existing skills to adapt to the changed labour market.

our workplaces, boosting digital skills through a Digital Education Action Plan and ICT jump-start training courses.

7. Increasing STEM graduates and fostering entrepreneurial and transversal skills - We encourage young people, especially women, into Science, Technology, Engineering and Maths. We also want to strengthen support for entrepreneurs and the acquisition of transversal skills like cooperation and critical thinking.

8. Skills for Life - Beyond the labour market, we will support adult learning for everyone — young people and adults — on issues such as media literacy, civic competences, and financial, environmental and health literacy.

9. Initiative on Individual Learning Accounts - We will explore if and how portable and quality checked training entitlements could help stimulate lifelong learning for all

10. A European approach to micro-credentials - Training courses are becoming shorter and more targeted and are often online. We will create European standards that should help recognise the results of such training.

11. New Europass Platform - New Europass platform. Online tools and guidance on CV-writing, suggests tailored jobs and learning opportunities, provides information for job seekers

		12. Improving the enabling framework to unlock investment - A key element of the Skills Agenda is the much-boosted EU budget to catalyse Member States and private actors to invest in skills. We will work on improving transparency around skills investment and explore novel financing mechanisms. *Question Can you add any more priorities of your own?*	Visit this link: https://ec.europa.eu/social/main.jsp?langId=en&catId=89&newsId=9723&furtherNews=yes#navItem-1

SOCIAL INNOVATION FOR EUROPE

Entrepreneurship Focus on SIE countries	
Entrepreneurship Education Policy at National Level - UK	The U.K Government's official policy on Entrepreneurship and the education of young people is rather unclear. There is no specific policy to ensure that all young people have some knowledge of or education in Entrepreneurial skills or how to become an entrepreneur. Neither is there any thread of Entrepreneurship running through the National Curriculum for any age group in formal education. The U.K Government seems to have begun to identify this issue and has commissioned research into this topic. However, the government have been concentrating on Further Education (FE) and Higher Education (HE) when trying to incorporate Entrepreneurship into education and not on instilling the necessary skills and 'mindset' earlier in the educational process. *"The journey starts at school, with the majority of Young Entrepreneurs (73%) agreeing the skills required to start and run a business can be taught, with many in favour of teaching Entrepreneurship in schools from as young as nine."* Tim Jones CBE Executive Director, Tata Limited. [Let's Do This! A special report into the state of UK Entrepreneurship in 2020](#)
Entrepreneurship Education Policy at National Level - Italy	There are no specific courses for future entrepreneurs in Italy. There are many university courses that train future managers and the best known such as Bocconi University, LUISS University; furthermore faculties such as economics or engineering promote these activities. An interesting initiative that serves to stimulate entrepreneurship is the one to be disseminated during the period of middle school. Many initiatives, such as competitions with prizes or challenges between students to reward the best business idea. Usually these awards are sponsored by business associations *https://www.university2business.it/formazione/imprenditorialita/educazione-economica-e-imprenditoriale-futuro-delle-nuove-generazioni/*

SOCIAL INNOVATION FOR EUROPE

Entrepreneurship Education Policy at National Level – Slovakia	In Slovakia you can find various support mechanisms for aspiring or already established Entrepreneurs, the first important institution is the National Entrepreneurship Centre which supports Entrepreneurs among the different regions - support and training on a local level as well as national level. The second most important institution is a Slovak Business Agency which also participates in international projects and therefore can help local Entrepreneurs to get much needed training or information regarding the legal system, taxation system and administrative support.
Entrepreneurship Education Policy at National Level – Turkiye	As development agencies, our aim is to activate local development dynamics across the country, and to make the best use of regional resources and potential to ensure that development covers the whole country in a more balanced and comprehensive manner, and to equalise access to opportunities for our citizens as much as possible. In-line with this aim, we carry out activities to develop human and institutional capacity at the local level, to popularise project preparation and implementation culture, to create the necessary investment environment for improving the global competitiveness of our regions, and to reflect local needs and demands to investment planning in the most accurate way. In this context, we serve as an interface between central and local stakeholders, working towards implementing national policies and goals at the local level, and aiming to maximise the contribution of regional development to national development through local planning and strategy studies.
Entrepreneurship Education Policy at National Level – Romania	Starting this year, the New Education and Employment Program (PEO) 2021-2027 will include European and state budget funds, mainly for projects in the social area, and financing lines for beginning entrepreneurs. Among the objectives of the project are some points related to education, such as Increasing the access/participation of disadvantaged groups to education and vocational training; improving the quality of educational services. Shortly, to ensure system equity and a better fit with

	labour market dynamics, challenges of innovation, and technological advancement, the emphasis is on improving the quality of education and professional training offered. The program's educational objectives envision improving non-formal and informal learning to support the acquisition of essential skills, as well as the quality, inclusivity, effectiveness, and relevance of education and training systems for the labour market.
Entrepreneurship Education Policy at National Level – Spain	For several years now, the Spanish government has been investing heavily in training for employment, through state training plans to improve the skills of the unemployed, and plans designed to improve the employment potential of existing workers. Regional governments are also routinely implementing similar plans to improve people's skills and link them to the needs of the labour market. In this way, any citizen can go to the website of the Spanish Public Employment Service (SEPE) to find out about the courses offered in their city, or go to their nearest office. There is a wide range of face-to-face, online and blended learning courses, including internships in companies. All these training activities are free of charge. After the pandemic, all these national, regional or even local plans usually include a module on entrepreneurship, compulsory for participants in any training, as well as offering parallel counselling services, or specific courses on entrepreneurship, to become one of the priorities in the free training services existing nowadays. Whether it is specific training in a particular field, or seen in a transversal way, entrepreneurship is an option that is not only promoted regularly, but is also intended to be promoted through training and continuous advice.

Topic 4 - Collaboration and Networking

This is a basic introduction to the core topic of Collaboration and Networking that is integral in the context of Entrepreneurship Education for young people. This text-based resource will accompany a visual training resource that constitutes part of the larger training kit that addresses key topics in a Europe-Wide context. It will raise discussion points, share best practice and signpost young people and youth leaders to better enterprise education.

	Objectives	Resource / Contents	Activities
Collaborative entrepreneurial projects	Project Introduction	Welcome to the Erasmus Plus Social Innovation for Europe Project. Our aim with these resources is to support young people with tools and methods of Social Entrepreneurship, as we emerge from the COVID 19 pandemic.	Project Introduction
	Output and Topic Introduction – Collaboration and Networking	As part of the SIE Storytelling Training Kit, we will explore the topic of Collaboration and Networking for young people in a Europe wide context.	Topic Introduction
	Understand the essence and how it usually works when developing a project through collaboration	The key difference between the collaboration and teamwork is that whilst teamwork combines the individual efforts of all team members to achieve a goal, people working collaboratively complete a project collectively.	Collective contrasting of examples of collaboration, and strategies, in order to

		Those collaborating work together as equals, usually without a leader, to come up with ideas or make decisions together to complete a goal. Whereas team work is usually overseen by a team leader, and those within a team are delegated individual tasks to complete to contribute towards the team's end goal.	identify patterns and how to achieve an appropriate configuration for a project according to specific needs.
	What means Collaborative work vs Teamwork?	It's important to understand the difference between collaborative work and teamwork through its seven keys: Cooperation, Assertiveness, Autonomy, Responsibility/ Accountability, Communication, Coordination, Mutual Trust and Respect. https://elentra.healthsci.queensu.ca/assets/modules/seipcle-01/mod/essential_elements_for_collaboration.html You will have to take your own position around these seven keys.	
	To understand and be able to decide what type of partners you need.	You have to take on the search for partners as a realisation of the need to find partners with specific profiles, to understand that it is necessary to have a stable and recognisable strategy to obtain an efficient performance. https://www.imd.org/research-knowledge/articles/strategic-partnerships/	

	Know the main partnering strategies	It's important to know how to choose one following a consistent analysis of own needs. A project, a strategy. https://sg.indeed.com/career-advice/career-development/what-are-partnership-strategies	
	To understand the characteristics of a good coordinator	It has a deep importance in any collaboration in maintaining the right working environment, and to focus on the project's objectives and commitments. He/she has to be creative, empathetic and organised. Understand it though an example. https://ijnet.org/en/story/case-collaborative-project-coordinator	
The Digital Collaboration on a Project	Understand how to work on a collaborative project in a digital environment, and take on board the key elements to take into account.	You have to understand what digital collaboration is and its importance in collaborative projects. To know what Networking, Cooperation and Coordination are. To know how to improve digital cooperation in a collaborative project: • Take a strategic approach • Use collaboration tools that don't become a distraction • Create a central repository for storing and sharing documents • Take note of all the time zone differences	Work on real cases and examples that help to consolidate the concepts explained. The participant must understand the need to keep these key concepts in mind, regardless of how he/she then applies them, as this will depend on the context

		How to measure the impact of digital collaboration: simple methods and key elements to consider: issues, KPIs, contextual collaboration. https://kissflow.com/digital-workplace/collaboration/guide-to-digital-collaboration/	and the entrepreneurial project or collaboration faced.
Collaborative environment and tools	To have a defined, stable and timely criterion when choosing the necessary tools to carry out an efficient collaboration in the undertaking of a project.	HOW To Create a Collaborative Project Management Environment • Use Project Collaboration Tools • Communicate • Train your Project Team • Share • Check-in https://www.projectmanager.com/blog/what-is-project-collaboration Choose a Project Collaboration Tool: • Kanban Boards • Gantt Charts • Project Calendar • Team Collaboration Features	Analysis of operational needs, to form a stable criterion of what to look for, and then select the best existing option for a collaborative project, or a collaborative initiative in the context of entrepreneurship.

		Usual suites: Google Suite and Microsoft Teams. Utility. Pros and cons. https://www.stylefactoryproductions.com/blog/office-365-vs-google-apps	
References	Seeking opportunities for collaboration, or support programmes at local and international level to undertake activities or projects by collaborating with other entities or social or economic agents.	Turkey: • KOSGEB stands for "Small and Medium Industry Development Organization": https://www.kosgeb.gov.tr/site/tr • Turkish Employment Agency: https://esube.iskur.gov.tr/ • Turkey Entrepreneurship Foundation: https://www.girisimcilikvakfi.org/ • Habitat Associa6on - Social Entrepreneurship Center: http://www.habitatdernegi.org/sosyal-girisimcilik-merkezi/ Slovakia: • Young Entrepreneurs Association of Slovakia: https://jeune-europe.org/slovakia/ • Central Government Portal: https://www.slovensko.sk/en/life-situation/life-situation/_entrepreneurship	The references are established as a support point to initiate the search for collaboration opportunities, and support to carry it out, and can be used for individual or group work as a discovery search, or in other cases as a mere reference support for the other modules.

Co-funded by the Erasmus+ Programme of the European Union

Social Innovation For Europe

- GEM Consortium:
  http://gem-consortium.ns-client.xyz/economy-profiles/slovakia/policy

Italy:

- Chamber of Commerce of Romagna:
  https://www.romagna.camcom.it/registro-imprese/imprese-innovative/start-up-innovative/index.htm?ID_D=9774#4662
- How to create an innovative startup:
  https://startup.registroimprese.it/isin/static/startup/index.html
- Register of the third sector (ETS):
  https://servizi.lavoro.gov.it/runts/it-it/
- ISNET observatory:
  http://www.impresasociale.net/osservatorio.php

Romania:

- Public policies to support entrepreneurship:
  https://rtsa.ro
- Entrepreneurship Support Platform:

https://diaspora.gov.ro/sprijin-ro/antreprenoriat

- Entrepreneurship Official support Program:

  http://www.imm.gov.ro/ro/mmaca/antreprenoriat-si-programe-pentru-imm/

- OPT Bank support:

  https://www.otpbank.ro/en/about-otp-bank/news-and-events/otp-bank-continues-to-support-romanian-entrepreneurs-in-2023-as-well

United Kingdom:

- Finance and support for your business:

  https://www.gov.uk/business-finance-support

- Global entrepreneur program:

  https://www.great.gov.uk/international/content/investment/how-we-can-help/global-entrepreneur-program/

- Entrepreneurships programmes in UK:

  https://www.great.gov.uk/international/content/investment/how-we-can-help/global-entrepreneur-program/

Spain:

- Programa de apoyo al emprendimiento. Cámara de

comercio.

https://www.camara.es/creacion-de-empresas/espana-emprende

- Programa de apoyo al emprendimiento. Gobierno de España.

  https://planrecuperacion.gob.es

- Programa de apoyo empresarial a las mujeres:

  https://www.inmujeres.gob.es/areasTematicas/Emprendimiento/ProgApoyoEmpresarial.htm

International:

- Supporting entrepreneurship:

  https://single-market-economy.ec.europa.eu/smes/supporting-entrepreneurship_en

- Europreneurship Network:

  https://ied.eu/about/europreneurship-network/

- Business support offers:

  https://www.open-eye.net/business-support-offers/

Networking to start a business	Acquire keys create a good and solid network of contacts adapted to the needs of the business plan, using the appropriate tools.	- Understand what a network of contacts is, and assume that networking involves looking for someone who adds value to their work and offering value to others. Wondering what they can get from a network of contacts, and what they can offer. - Know what networking specific skills an entrepreneur must have, and how to improve it. For example, it can be followed a list like this: https://www.indeed.com/career-advice/resumes-cover-letters/networking-skills-on-resume. - They will analyse and know each one skill, and know the importance of each one and its development. - Entrepreneurs have to deal with the different types of contacts (Productive, Strategic, Reciprocal, Multipliers...), know how to differentiate them, and know how to classify them prioritizing the most appropriate in each case. - You have to define the potential needs for contacts in the development of the business plan: learn to indicate the short and long-term activities that can benefit from networking, the type of contacts required, and define	To comment on different success stories in a round table. Individual or pair analysis of generic marketing plans, and relationship with the different networking options; group analysis of different networking options for the same business plan. Various group dynamics dedicated to common analysis can be used, such as Case Analysis, Discussion Group, Focus Group, or Confrontation Group.

		with all this a strategic approach to networking. • Know different sources and ways to find contacts at a personal, close, corporative or open level. Know the different types of contact networks (Personal, Strategic, Operational) and know how to integrate into them. • Assume what visibility is, the importance of generating visibility, and how to do it. Social media and networking: build a social presence, post engaging content, avoid the hard sell, focus on quality over quantity, practise good etiquette. Analysing the right way: https://www.inc.com/hillel-fuld/how-to-use-social-media-for-networking-right-way.html • Try to know the most important activities to manage a network of contacts: have confidence, manage time, make contributions, attend events, use social networks. • Understand the importance of being open to new trends, and acquire habits of continuous updating of the available information.	
Networking from yourself		It's useful to learn how to have a positive attitude when facing other people, organisations or nets. Reflect on what a positive attitude is, and what determines it (Being positive, Selecting suitable events,	Workshops or even role play to place the previous contents in a practical

	Know the specificities and nuances of carrying out an individual networking by yourself.	Taking care of the corporate or business image, Doing suitable interviews ...). You can comment the following document:	perspective that facilitates its later application. The exchange of impressions among the participants will be encouraged, leading them to perceive that the networking carried out.
		https://teamzy.com/network-marketing-how-a-positive-attitude-determines-your-success/	
		Try to deal with the specificities of carrying out an individual networking by yourself. Try to understand which approaches may be wrong, and which are the most useful in personal networking. As an example, the indications of Harvard University in this regard can be followed and adapt it:	
		https://hbr.org/2011/07/managing-yourself-a-smarter-way-to-network	
		Today, an entrepreneur has to deal with the difference between networking in a familiar or close environment and networking in a professional or open environment. Attitudes and strategies.	
		Learn the main difficulties commonly encountered in self-made networking, and how to overcome them. Reflect and discuss on the influence of shyness in the first networking of an entrepreneur, and the application of the following tips:	
		https://www.cio.com/article/230572/how-to-network-17-tips-for-shy-people.html	

Networking via others	Know the specificities and nuances of carrying out individual networking through third parties or organisations.	It's necessary that entrepreneurs deal with the concept that networking via others can be a consequence of individual networking, but they can also network with contacts that in the future will be intermediate contacts, or even intermediate networks. They will analyse favourable situations to be able to carry it out. Know how to manage multiplying and reciprocal contacts. Assume that sharing means sharing. Try to deal with the difference between networking and using people. Results and Consequences. Learn how to avoid bad strategies, and take care about contacts. Analyse the following examples: https://www.danamanciagli.com/networking-using-people-heres-know-difference/ It's decisive to know useful and valuable tips for a better networking performance. Deal with the useful and practical tips as follows: https://www.monster.com/career-advice/article/improve-quality-of-your-networking	Analysis by groups linking them to real cases, showing its link with the different strategies identified previously. It will be very useful to apply Case Analysis and Discussion Group, promoting the synergies generation between the future entrepreneurs, as a first step for their own networking.

Topic 5 - Ideas and Feasibility

This is a basic introduction to the core topic of Ideas and Feasibility that is integral in the context of Entrepreneurship Education for young people. This text-based resource will accompany a visual training resource that constitutes part of the larger training kit that addresses key topics in a Europe-Wide context. It will raise discussion points, share best practice and signpost young people and youth leaders to better enterprise education

	Objectives	Resource / Contents	Activities
	Project Introduction	Welcome to the Erasmus Plus Social Innovation for Europe Project. Our aim with these resources is to support young people with tools and methods of Social Entrepreneurship, as we emerge from the COVID 19 pandemic.	Project Introduction
	Output and Topic Introduction – Ideas and Feasibility	As part of the SIE Storytelling Training Kit, we will explore the topic of Ideas and Feasibility for young people in a Europe wide context.	Topic Introduction
	Get to know the topic through books	The book author said the following: "Create mode is when you're imaginative, creative, and open to new ideas. Edit mode is when you are logical, regulated, and analytical. He also stated that: "Most of us constantly switch back and forth between the two within a given piece of work, like when we write an email. You write a small part, read it, make edits, and then write some more. The major issue is that your editor brain gets in the way of your creator brain. It stops the flow, which can remove the potential of amazing thoughts that you didn't even know exist in	Read Pen Flynn's book, "Will it fly?"

		your head from ever coming out. You need these thoughts to surface during this experiment, but your editor brain can get in the way because it's too focused on making everything right or perfect. Thinking puts your editor brain into the driver's seat."	
	Understand how ideas are related to entrepreneurship	Ideas represent the cornerstone of an entrepreneur's lifestyle, in order to reach those points of innovation and development that he pursues. The link between ideas and feasibility is an essential point of reference in entrepreneurship, as they determine what, with whom, when and where to bring added value to society through the activity provided. Ideas come in many shapes and a seed of entrepreneurship can be planted anywhere; it depends on how it will be planted. Therefore, the idea makes you an entrepreneur. But to become a veritable entrepreneur, you have to take into consideration some steps for developing feasible business ideas.	
	What to be taken into account before starting a business	1. **Look around and identify a problem or need**: Start by identifying a problem or need that people are willing to pay to solve, and are willing to pay for your services. Once you are aware of what is going on around you, you can proceed to the next steps. 2. **"Do your homework":** Research the market to understand the potential and	

demand of your product, know the competition and its strategies, and continuously gain as much knowledge as possible on the topic. This will help you assess the feasibility of your idea and identify potential opportunities and challenges.

3. **Create a business plan:** It will outline your vision, mission, goals, and strategies for achieving your goal. In this way, you will have a clear vision of material, human and technological resources.

4. **Test your idea and gather the feedback:** ideas are made to be shared and sharing them, especially with other entrepreneurs, will help you find out if they are good and applicable. And more, you can even get constructive advice and create a network.

5. **Build a team**: A brilliant mind can do a lot, but a team can bring evolution, and continuous development based on different perspectives. A good team is the one which recharges you with energy, helps in breaking barriers and stands for the same goal and everyone's wellbeing. Oh, let's not forget… team building should always be fun!

6. **Be brave**: Be risk-taking, prepare for the unknown and be flexible when you run into new challenges and opportunities. This will help you stay nimble and responsive to changes in the market and the needs of your customers.

	Entrepreneurship means thinking	If you are a young person who wants to enter the world of entrepreneurship, your long-term goal must be development - of all kinds. And how do you get to this

	outside the box	"honey pot" called development? Through self-discipline, patience and perseverance. Take the above steps into account, get friends with them and don't forget that the market is dynamic and you have all the tools at your disposal. What do entrepreneurs say? Be brave and don't give up, stay consistent and most importantly, don't miss any opportunity that comes into your way.	

Topic 6 - Marketing and Market

This is a basic introduction to the core topic of Marketing and Market that is integral in the context of Entrepreneurship Education for young people. This text-based resource will accompany a visual training resource that constitutes part of the larger training kit that addresses key topics in a Europe-Wide context. It will raise discussion points, share best practice and signpost young people and youth leaders to better enterprise education

	Objectives	Resource / Contents	Activities
	Project Introduction	Welcome to the Erasmus Plus Social Innovation for Europe Project. Our aim with these resources is to support young people with tools and methods of Social Entrepreneurship, as we emerge from the COVID 19 pandemic.	Project Introduction
	Output and Topic Introduction – What is Marketing and the Market?	As part of the SIE Storytelling Training Kit, we will explore the topic of Marketing and Market for young people in a Europe wide context.	Topic Introduction
	Business model	One of the first early exercises when you start thinking about your product is building your business model. There is a key metrics that you have to look from different angles, and this is your value proposition. What is, first of all, a value proposition? A value proposition is what is the unique value that your product is presenting to your clients and this will be the base of your marketing exercise.	Look at the market and your potential customers. Define shortcomings and necessities. Decide what you will produce and bring to the market.

	Market research	While you're thinking of this, you have to look at who is your market. Who are the different people that you are going to provide your services or your product to? And here we come to an exercise that is very common called customer persona. A customer persona is usually someone that you think of that will typically buy your product. you have to think about "What are the main characteristics that define this persona?" Based on this, you will form a value proposition that will speak to them. Ask around in your network as well as in the market and see what are the real pains and gains of the people that you're going to target. Once it is done, look at your competitors. Look at these competitors and see how you can differentiate yourself from them, how better you are.	Look at the market and your potential customers. Find about people's needs and complaints. Ask around, do surveys. Buy data from networks if needed. Look at your competitors and define what makes your product better than theirs.
	Marketing	Once you've done this then you can start marketing. And in your marketing, you need to understand what are the channels that your customers, your base customers will be listening to you. There are indefinite number of channels that you can reach your customer to. Once this channel is identified, look at the message that you want to come across, and this is the product of your analysis. Once you are able to know who to reach, is to know how much you should be charging for this product. Here your competitor analysis will give you also an insight on what makes sense and what doesn't make sense. Sometimes when you are entering a very competitive market or on the other spectrum, which is actually you are entering a market that no one has tapped into, finding an early adapter or finding a first	Identify the channels you will use for marketing. Do surveys. Decide the price range for your product. Give free access/training to your product for

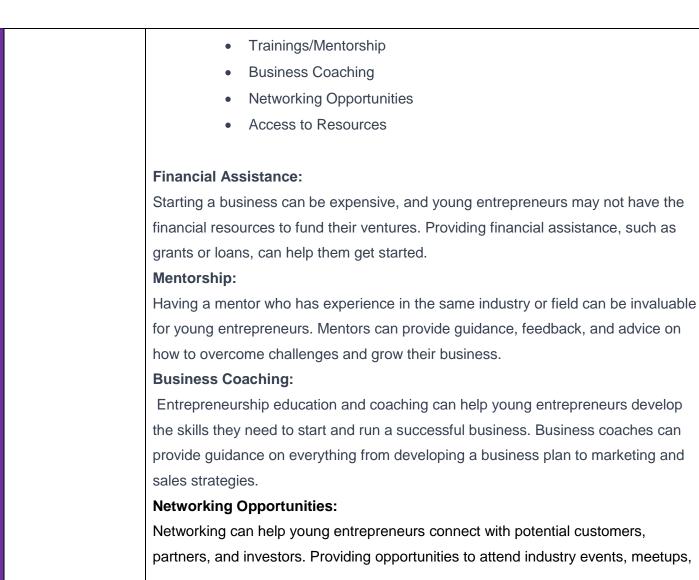|		group of people that will use your product is the most difficult task. you can go and speak to a group of them under an umbrella of like chamber of commerce, chamber of industry and you can pitch to them directly and give them free access to your product	testing.
	Getting investments	In this case, you must be ready to scale. "Ready to scale" means that you should have the right supply for the demand that will come. If you are selling a software, this could be easier because your product should be programmed to scale depending on the use. But if you are selling a tangible product, then you make sure that you have a supply chain that works. In this case, there are specific partnership that you can build with the suppliers, you can also apply for line credits in banks or which is also more safer, bring investor from VCs. If you have a hundred customers, VCs will look at your traction, will look at how short period of time you've been able to close this gap. If you are fast and you are efficient, then you will have a better evaluation of your company and you will be able to bring in better investment to grow and scale on a large mass.	Look for credits. Make sure you have a supply chain that works.

Topic 7 - Help and Support

This is a basic introduction to the core topic of Help and Support that is integral in the context of Entrepreneurship Education for young people. This text-based resource will accompany a visual training resource that constitutes part of the larger training kit that addresses key topics in a Europe-Wide context. It will raise discussion points, share best practice and signpost young people and youth leaders to better enterprise education.

	Objectives	Resource / Contents	Activities
	Project Introduction	Welcome to the Erasmus Plus Social Innovation for Europe Project. Our aim with these resources is to support young people with tools and methods of Social Entrepreneurship, as we emerge from the COVID 19 pandemic.	Project Introduction
	Output and Topic Introduction – Help and Support	As part of the SIE Storytelling Training Kit, we will explore the topic of Help and Support for young people in a Europe wide context.	Topic Introduction
		Help and support are crucial for the success of young entrepreneurs. Starting and running a business can be challenging, especially for young people who may lack experience and resources. Providing help and support in various forms can help them overcome challenges and increase their chances of success.	
		Here are some examples of the types of help and support: • Financial Assistance	

- Trainings/Mentorship
- Business Coaching
- Networking Opportunities
- Access to Resources

Financial Assistance:

Starting a business can be expensive, and young entrepreneurs may not have the financial resources to fund their ventures. Providing financial assistance, such as grants or loans, can help them get started.

Mentorship:

Having a mentor who has experience in the same industry or field can be invaluable for young entrepreneurs. Mentors can provide guidance, feedback, and advice on how to overcome challenges and grow their business.

Business Coaching:

Entrepreneurship education and coaching can help young entrepreneurs develop the skills they need to start and run a successful business. Business coaches can provide guidance on everything from developing a business plan to marketing and sales strategies.

Networking Opportunities:

Networking can help young entrepreneurs connect with potential customers, partners, and investors. Providing opportunities to attend industry events, meetups,

and conferences can help them build their network.

Access to Resources:

Access to resources such as office space, equipment, and technology can be costly for young entrepreneurs. Providing access to shared workspaces, incubators, and accelerators can help them reduce their costs and access the resources they need to succeed.

Good Examples Of Help And Support

Türkiye Good Examples Of Help And Support	**KOSGEB** Küçük ve Orta Ölçekli Sanayi Geliştirme ve Destekleme İdaresi Başkanlığı: https://www.kosgeb.gov.tr/site/tr KOSGEB stands for "Small and Medium Industry Development Organizaton" in Turkish, which is an agency established by the Turkish government to support and develop small and medium-sized enterprises (SMEs) in the country. Its main objectives are to improve the competiveness of SMEs, to increase their production capacity, and to contribute to the development of the national economy. KOSGEB provides various financial and non-financial support programs to SMEs, such as grants, low-interest loans, technical consultancy services, training, and certification programs. The agency also helps SMEs to access internatonal markets and promotes entrepreneurship and innovation in Turkey. **Habitat Derneği** - Sosyal Girişimcilik Merkezi: http://www.habitatdernegi.org/sosyal-girisimcilik-merkezi/ Habitat Association - Social Entrepreneurship Center is a social entrepreneurship centre that provides training, mentorship, and resources to social entrepreneurs who are developing innovative solutions to social problems in Turkiye. At the **E-Youth Entrepreneurship Centre**, all necessary support for Entrepreneurship (education, counselling, seminars,

etc.) is provided to young people conducting scientific and technological research in order to mature their projects and bring them to the stage of company establishment.

Young Entrepreneur candidates can benefit from the Entrepreneurship Pre-Incubation Office, which is operated in collaboration with Kocaeli University Technopark, and carry out their work without paying any fees for office and infrastructure in the first years of their company establishment processes. High-tech workshops and laboratories (Computer laboratory, Cybersecurity and AI laboratories, Prototyping workshop) that enable a unique and innovative approach to the world of technology are offered to entrepreneurs.

The SME E-Youth Entrepreneurship Centre is designed to provide all the skills and knowledge required for young people with technological ideas to establish and run a successful business. The training to be held at the centre covers a wide range of competencies in financial literacy, market research, commercialization, and technology management, focusing on the best practices required for businesses with our quality teaching staff. https://www.akillisehirler.gov.tr/proje-envanteri/kocaeli-e-genclik-girisimcilik-merkezi/

BAŞAKŞEHİR LIVING LAB USER EXPERIENCE CENTER

It is an environment where new technologies, products and services are shared practically with users or business partners and feedback is received. It can be used by entrepreneurs and business partners. In addition to the showroom area, the User Experience Centre also includes a seminar hall and a design experience area with 3D printers.

BAŞAKŞEHİR LIVING LAB INCUBATOR - INCUBATION CENTER

It is an office and workshop environment with all the necessary hardware, software and equipment to enable individuals with creative ideas or small businesses to develop. In addition to a 75-person open office workspace, there is an electronics laboratory, design factory, conference room, workshop and meeting rooms.

UK Good Examples Of Help And Support	**Young Enterprise** programmes (Lancashire) provide opportunities for young people to develop essential skills and attitudes which not only enrich their academic learning, but also provide a strong foundation for the future in the UK. Programmes and services aim to support all of those involved in educating young people in enterprise and financial education. Our work extends to practitioners who work with vulnerable young people, and to parents and carers. Enterprise education provides young people with the skills, competencies and mindset to make the most of everyday opportunities and challenges. YE Lancashire - Young Enterprise & Young Money (young-enterprise.org.uk) **The Princes Trust** programmes 'give young people the practical and financial support they need to stabilise their lives' and 'help develop key skills, confidence and motivation, enabling young people to move into work, education or training'.www.princes-trust.org.uk/help-for-young-people Their **Enterprise Programme** has been in place for 30 years and has 'helped more than 80,000 young people set up in business since 1983'. The **Enterprise Programme** 'helps young people interested in self-employment to explore and test their ideas, write plans and start their own businesses, or achieve alternative outcomes in education, training, volunteering or work'. Eligibility criteria: • Aged 18-30 years old • Unemployed or working fewer than 16 hours a week • Have a business idea or some ideas to explore • Start-up services available • Training to give a taste of what they need to know and do to start their own business • One to one support to help explore and test their idea and turn it into a business plan • Mentoring and support to help them develop their business or achieve alternative outcomes in education, training,

	volunteering or work • Start-up support and business offers for three years • Start-up finance available
Italy Good Examples Of Help And Support	The Emilia Romagna Region every year makes available funds for aspiring entrepreneurs through the European Social Fund.so called FSE. These funds are usually granted to training centres accredited by the Region itself. There are specialised centres for the development of practical skills *https://formazionelavoro.regione.emilia-romagna.it/* *https://formazionelavoro.regione.emilia-romagna.it/enti-formazione-accreditati/approfondimenti/elenco-organismi* There are many examples in Italy of entrepreneurship best practices. An important role is played by the vocational training centres which receive funds from the regions; then there are many youth policy measures supported by the Government such as P*olitiche Giovanili* *https://www.politichegiovanili.gov.it/* Moreover, A really important help is provided by a program for start-ups Funds for start-ups, especially if they are innovative, sometimes cover almost all the costs incurred. *https://www.ticonsiglio.com/imprenditoria-giovanile/* *https://startupitalia.eu/* *https://www.politichegiovanili.gov.it/*

Slovakia Good Examples Of Help And Support	**National Project NPC in Regions** The main objective of the project is to establish comprehensive, systematic support and expert advice for small and medium-sized entrepreneurs as well as for those interested in entrepreneurship. The National Entrepreneurship Centre also provides its services to disadvantaged social groups such as women, seniors/generation 50+, socially and medically disadvantaged etc. The NPC can be found in seven self-governing regions of Slovakia (Trnava Region, Trenčiansky Region, Nitra Region, Žilina Region, Banská Bystrica Region, Prešov Region, Košice Region), with the exception of the Bratislava Region (BSK). Project regularly supports: • professional group activities - seminars, webinars, lectures, discussion forums, workshops, conferences, etc., • short- and long-term individual counselling, • stays in a virtual business incubator, • participation in professional events and internships abroad, • transfer of research and academic potential to the business environment, • technological capacities within the project's creative workshops, • short- and long-term individual consultancy, • information and dissemination activities for secondary and higher education institutions and the general public aimed at increasing motivation for entrepreneurship, • Comprehensive information on financing opportunities for entrepreneurial activities or services of partner institutions **National entrepreneurship centre: programme Supporting successful business practice** This programme is focused on: • building 21st century competencies - seeing opportunity, critical thinking, and communication are key skills for

entrepreneurship,

- students and young people interested in entrepreneurship who want to use their free time to start a business while still at school,

- motivating the public to start a business by organising excursions to companies and networking with their successful owners,

- innovation, technology and building a start-up ecosystem to create competitive and international companies in Slovakia,

- family entrepreneurship, because family is the foundation in business. The issues of why work and private life need to be separated and how to let the successor generation lead the company, even if they have a different perspective on running a business are often key to the success of any business

- women entrepreneurship, especially through the Entrepreneur of Slovakia competition, which we have been organising for over 20 years, showing you successful women entrepreneurs who have managed to combine business with family life.

Romania Good Examples Of Help And Support	BCR Business School was first established in Bucharest and gradually expanded nationally, but specifically created this opportunity for young Romanians because of the country's lack of preparation in many entrepreneurship-related areas. It ranks last in Europe – 30 businesses per thousands of inhabitants.The platform has 8 free courses both for those who want to become entrepreneurs and for those who have already started on this path and need support. This initiative resulted from the fact that the average age of those who open a business in Romania is 33 years old. They provide high school students with the chance to solidify their knowledge and gain experience in the field of entrepreneurship early on. Students can also take advantage of two financial programs: grants for student entrepreneurs and study loans. The platform also provides a financial management perspective, through courses for financing programs that show the steps to access grants from

	European funds and a course of useful advice for investments. https://bcrscoaladebusiness.ro/
Spain Good Examples Of Help And Support	Xempre is a regional programme of the Government of Galicia that provides a digital space that concentrates the resources offered by the new employment strategy of the Xunta de Galicia, which promotes the promotion and support of entrepreneurship by providing training and grants to entrepreneurs who start their activity now, or have started from 2020. This programme offers updated information and training activities of all kinds, to respond to the new professional training needs and the most innovative trends of the Galician labour market; including a wide programme of activities, such as: workshops and courses, webinars, masterclasses, meetings with experts, articles of interest, podcasts, videos, coaching and mentoring services, etc. This involves the combination of basic training, with advanced masterclasses by experts; podcasts, guides, digital meeting spaces, advice, and the possibility of applying for grants for the purchase of equipment and furniture linked to the project, refurbishing premises, investing in energy efficiency in the new business, or the acquisition of second-hand goods from other previous businesses. In this sense, training includes human capital training, vocational training for employment, and training in the digital environment; carried out on-line at regional level, and at local level in face-to-face mode in different municipalities of Galicia. Nested in this programme there are several lines of support for the promotion of entrepreneurship that seek to promote the birth of new business projects and the participation in these initiatives of people from priority groups, such as women, young people and returned emigrants. https://sede.xunta.gal/de-interese/apoio-emprendemento