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## TEMPLATE FOR COLLECTION OF BEST PRACTICES

### Code of the good practices

Country	Progressive number	Value chain code
GR	01	b, c

### BACKGROUND INFORMATION

This template is a tool developed within the project Express: EXchange of Practices for Refugees and migrants' Self-entrepreneurship, an Erasmus + project, under Key Actions 2/Exchange of best practice. The aim of the project is to empower young migrants and refugees, creating and/or strengthening - where existing - supporting services for the development of self-enterprises by this target population.

The practices collected within the project will be shared with practitioners/organisations working with young refugees and migrants and will constitute the content of a Learning, Teaching and Training Activity to be delivered to partner organisations.

*Practice collected by Academy of Entrepreneurship*

### STEP REPRESENTED IN THE VALUE CHAIN FOR SELF-ENTREPRENEURSHIP

*(please select 1 or more field in which the practice can be considered as representative. It is important to select the prior field, but others can be selected as secondary)*

- A. Competence assessment of young migrants/refugees**
- B. Training on self-entrepreneurship**
- C. Mentoring scheme**
- D. Informative campaign**
- E. Networking activities**
- F. Support to access financing/social financing**
- G. Other: (specify) \_\_\_\_\_**



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### GENERAL “TECHNICAL” INFORMATION

<b>TITLE:</b>	<b>BUSINESS FOR YOUTH</b>
<b>COUNTRY:</b>	GREECE (implemented also in Jordan and Nigeria)
<b>TYPE OF INITIATIVE:</b>	<i>Training and mentoring-coaching for selected participants</i>
<b>ACTORS:</b>	SolidarityNow in collaboration with the Social Enterprise Knowl, International Rescue Committee (IRC), Citi Foundation
<b>BUDGET:</b>	139.703 euro
<b>FINANCING SOURCE:</b>	“Pathways to Progress” initiative of Citi Foundation
<b>DURATION:</b>	22 months
<b>DATE /YEAR:</b>	March 2018 – July 2019
<b>GEOGRAPHICAL COVERAGE:</b>	<i>national</i>
<b>SDG COVERED:</b>	8. Decent work and economic growth
<b>SOURCE:</b>	<a href="https://www.solidaritynow.org/businessforyouth/">https://www.solidaritynow.org/businessforyouth/</a> / <a href="http://www.knowl.gr/programs/business-for-youth/">http://www.knowl.gr/programs/business-for-youth/</a>  <a href="https://www.youtube.com/watch?v=Cu-UCuX6qMo">https://www.youtube.com/watch?v=Cu-UCuX6qMo</a>
<b>MOTIVATION/SELECTION CRITERIA:</b>	<i>A holistic training approach on strengthening entrepreneurial skills (soft and hard) and attitudes</i>



**“CONTENT” INFORMATION**

<b>ADDRESSED NEEDS (VALUE/MAIN GOAL):</b>	The overall project objective is to increase the potential of youth in Athens, regardless of their background, to become entrepreneurs or be self-employed, and as a result be financially empowered and self-reliant.
<b>TARGET POPULATION/BENEFICIARY:</b>	Refugees, migrants and unemployed Greeks, aged 18-35
<b>LOCAL CONTEXT:</b>	Financial Crisis, unemployment, difficult situation for refugees and migrants living in Greece
<b>SHORT DESCRIPTION OF THE PRACTICE/MODEL:</b>	<p>The goal was achieved through the outcomes of three complementary interventions:</p> <ul style="list-style-type: none"> <li>a) entrepreneurship and soft skills training;</li> <li>b) a mentorship scheme; and</li> <li>c) individualized one-on-one business coaching.</li> </ul> <p>19 circles of courses were held during BUSINESS FOR YOUTH project implementation.</p> <p>The training curriculum provided to 330 aspiring young entrepreneurs with the knowledge, technical skills and guidance needed to develop a viable business idea and a solid business plan to get their business off the ground.</p> <p><u>The model</u></p> <p>Through soft-skills development classes, participants work on skills such as leadership, decision-making, conflict resolution, negotiation, as well as creativity and presentation skills, allowing individuals to better communicate their ideas, getting others on board and address challenges faced in the work environment.</p> <p>Successful candidates are also presented with the opportunity to apply for a small business grant by pitching their business idea, aiming to assist in the first-stage development of their business venture. The panel consisted of representatives from organizations that offer microfinancing, as well as, incubators and private companies.</p>
<b>MONITORING PROCESS:</b>	Regular monitoring sessions to detect possible risks, conflicts and develop solutions
<b>IMPACT &amp;RESULTS:</b>	<p>275 asylum seekers and refugees and 72 Greeks participated in trainings.</p> <p>Thirty of the participants, who stood out for both their business idea and their determination and commitment to pursue their dream, were</p>



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	<p>selected and received personalized mentor support as well as a symbolic grant to cover their first operating expenses.</p> <p>Many of the selected participants created their own business.  <a href="https://www.real.gr/kosmos/arthro/dyo_iranes_prosfyges_dinou_nea_zoi_sta_aporrimmata_kai_dimiourgoun_kosmimata_kai_diakosmitika_antikeimena-563019/?fbclid=IwAR1aUmoShKNvuXW7CjdiIvp6ydZeoxWkONfJ1c0OIOZuzlOTi-5hpUXYYx4">https://www.real.gr/kosmos/arthro/dyo_iranes_prosfyges_dinou_nea_zoi_sta_aporrimmata_kai_dimiourgoun_kosmimata_kai_diakosmitika_antikeimena-563019/?fbclid=IwAR1aUmoShKNvuXW7CjdiIvp6ydZeoxWkONfJ1c0OIOZuzlOTi-5hpUXYYx4</a>  <a href="https://www.facebook.com/watch/?v=783266308720769">https://www.facebook.com/watch/?v=783266308720769</a></p>
<b>SUSTAINABILITY/VIABILITY</b>	Training and mentoring can be applied to all social groups being extremely sustainable
<b>SUCCESS FACTORS:</b>	People who managed to create their own business
<b>NETWORKS/ACTORS SUPPORTING THE PRACTICE:</b>	People's Trust, AFI, Eurobank, Citibank, Dialectica
<b>ASSOCIATED RISKS:</b>	Socially vulnerable groups that found difficulties to integrate into society because of unfortunate events in their home country and local social and economic situation

Working methodology: web research, shared information with AKEP, phone interview with a representative of Knowl social enterprise.

**Notes for collectors:**

1. Please, catalogue your practice in the file name as follows: Country acronym \_ letter of the value chain represented \_ nr. of the practice \_ name of the practice. (e.g. SE\_A\_1\_aaa). This will support in the reporting phase.
2. Please indicate the working methodology used to collect the practice (e.g. interviews, web research, direct compiling of selected organisation, etc.)