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## TEMPLATE FOR COLLECTION OF BEST PRACTICES

### Code of the good practices

Country	Progressive number	Value chain code
GR	02	b)

### 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>	SEED business course, Sustainable Entrepreneurship for Empowerment and Development.
<b>COUNTRY:</b>	Greece
<b>TYPE OF INITIATIVE:</b>	<i>Training (and mentoring in 2<sup>nd</sup> cycle)</i>
<b>ACTORS:</b>	<i>Hestia Hellas, volunteers, LDS (Latter-day Saints) Church contributed in the 2<sup>nd</sup> cycle</i>
<b>BUDGET:</b>	Run by volunteers, no budget
<b>FINANCING SOURCE:</b>	No financing, a course book was provided by UNHR
<b>DURATION:</b>	Every cycle lasts 12 weeks, 3 cycles in total
<b>DATE /YEAR:</b>	1 <sup>st</sup> cycle: May-July 2018, 2nd cycle: October- December 2018, 3rd cycle: April-June 2019
<b>GEOGRAPHICAL COVERAGE:</b>	<i>Local- Athens</i>
<b>SDG COVERED:</b>	4.Quality education
<b>SOURCE:</b>	-
<b>MOTIVATION/SELECTION CRITERIA:</b>	<i>The training covered essential education on entrepreneurial skills and Greek legal and taxation system to migrants, giving also the opportunity to pitch ideas in front of potential funders</i>



### “CONTENT” INFORMATION

<b>ADDRESSED NEEDS (VALUE/MAIN GOAL):</b>	The main goal of the course is to help participants successfully formulate and present their business idea, with the potential for seed funding to open a business in Greece.
<b>TARGET POPULATION/BENEFICIARY:</b>	Anyone vulnerable
<b>LOCAL CONTEXT:</b>	<i>High unemployment rate in the area,</i>
<b>SHORT DESCRIPTION OF THE PRACTICE/MODEL:</b>	<p>The course consisted of 12 modules (one per week) in the following topics</p> <ul style="list-style-type: none"> <li>- Summary of my business</li> <li>- Operating Plan</li> <li>- Management and Organization</li> <li>- Which is my target market and why</li> <li>- Marketing strategy</li> <li>- Leveraging social media</li> <li>- Taxes and business Licenses</li> <li>- Education/certifications</li> <li>- Budgeting</li> <li>- Procurement</li> <li>- Business culture in Greece</li> <li>- Pitch day</li> </ul> <p>Methodology: Lectures and Homework, discussion of answers and reflection</p> <p>The course was held in English (a French translator participated only in 2<sup>nd</sup> cycle). In the last week, participants had the opportunity to pitch their business idea to other NGOs and potential funders to sell their business idea.</p> <p>In each cycle, 10 people were trained.</p>
<b>MONITORING PROCESS:</b>	There was not concrete monitoring process such as evaluation from teachers/ students. This is planned to be addressed in the next cycle.
<b>IMPACT &amp; RESULTS:</b>	<p>The results of each cycle:</p> <p>1<sup>st</sup> cycle: 4 out of 10 students graduated, 3 of them started their own business</p> <p>2<sup>nd</sup> cycle: 7 out of 10 students graduated, 3 of them started their own business</p> <p>3<sup>rd</sup> cycle: 3 out of 10 graduated, 2 of them started or are about to start their own business</p>
<b>SUSTAINABILITY/VIABILITY</b>	The course can be delivered in any country with some changes regarding local legal and tax issues, as well as, local business culture



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<b>SUCCESS FACTORS:</b>	Number of participants who graduated and started/ are about to start their own business
<b>NETWORKS/ACTORS SUPPORTING THE PRACTICE:</b>	UNHR, AKEP, Orange Grove
<b>ASSOCIATED RISKS:</b>	<ul style="list-style-type: none"><li>- Bureaucracy in Greece, legal and financial issues of the participants.</li><li>- People might drop out of the course because they find a regular job or because they are waiting to move to another country, so they have no interest about legal and tax issues in Greece</li></ul>

Working methodology: On-site interview with an employee of Hestia Hellas

**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.)