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Project concept development

Drafted by Programma integra

The undersigned Laura Bianconi, Project coordinator for Programma integra, in charge of activity no. 8 "Project concept development", declares that:

- the Concept note was developed as a follow-up to the hereby project KA210-ADU - "Entrepreneurship can be the solution!"*
- all partners given the required contributions for this activity;*
- activity no. 8 is considered successfully completed by each partner and with the indicators achieved.*

Laura Bianconi

Programma integra

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CONCEPT NOTE

ERASMUS - KA220-ADU

Project description	<p>The project aims to follow up the "Entrepreneurship can be the solution!" KA210-ADU-000081841 project, based on the latter's results.</p> <p>In contexts of vulnerability, social entrepreneurship becomes a key tool to provide a job opportunity for those who do not have many other opportunities to enter the labour market, also because of the vulnerable situation in which they are.</p> <p>The aim of the project is thus to promote social entrepreneurship as a tool for the social and labour inclusion of vulnerable adults, leveraging soft and hard skills.</p> <p>To this end, it is planned to create and test an innovative and flexible training course and set up a mentorship network that can support the future entrepreneurs in starting a business.</p>
Context	<p>Based on the results achieved by the "Entrepreneurship can be the solution!" project, entrepreneurial culture can be useful in helping people from vulnerable groups find jobs. This is what emerged from the various events organized by the partners, where many participants expressed great interest in the topics covered.</p> <p>Another need that has emerged from the results of the previous project is the need for promoters trained in Romania, but also for other trainers and practitioners, to delve into some useful topics to support their beneficiaries more effectively (such as financial aspects and legal frameworks).</p>
Target group	<ul style="list-style-type: none"> • Adults belonging to vulnerable groups; • Promoters involved in the previous project (KA210-ADU-000081841), and other trainers/operators who work with vulnerable groups.
Budget	250.000 euros
Duration	24 months
Partners	<p>Partnership composed of 4 partners from 4 EU countries:</p> <ul style="list-style-type: none"> • Association Pro Democrația Club Buzău, Romania • Programma integra, Italy • Association SOLUTION: Solidarité & Inclusion, France • INBIE, Poland
Objectives	<p>General objective:</p> <p>To promote social entrepreneurship as a tool of social and labour inclusion among vulnerable adults (unemployed, migrants and refugees, homeless, Roma people, etc.).</p> <p>Specific objectives:</p> <p>OB1 To provide trainers and promoters working with people in vulnerable situations with specific tools on social entrepreneurship to support them in entering the labour market.</p> <p>OB2 To promote entrepreneurial culture amongst vulnerable adults by providing a training path based on a flexible methodology and innovative web App.</p> <p>OB3 To promote distance learning as a tool for adult education.</p> <p>OB4 To promote the Mentorship culture</p>



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<p>Work packages</p>	<p>WP1 : Project management</p> <p>The aim of this WP is to ensure a proper coordination and monitoring in the use of resources in order to achieve the project’s objectives as well as deliver the expected outcomes in a fulfilling working atmosphere and within the set deadlines. The project coordinator will lead this WP with the support of all partners.</p> <p>A1: Periodic reporting Every 6 months, partners will provide the coordinator with an overview of the resources used to deliver the project’s results. The coordinator will make sure that the expenses are in line with what was defined in the current proposal.</p> <p>A2: Transnational Project Meetings (TPM) In order to be in line with current priorities in terms of ecological impact, the partners decided to meet in person 3 times in the 24 project months. At Month 1 for a kick-off meeting to share and agree on the work plan to be implemented, administrative and financial procedures, tasks and responsibilities, communication flow, etc. The second face-to-face TPM will be held after the presentation of the interim report (M13) to make sure the partners are in line with the work plan, share any critical issues and agree on solutions, plan the activities, etc. The last F2F meeting will be held in the last month in order to assure the exact closure of activities, results achieved, etc. In addition, online meetings will be held every 2 months to constantly monitor the project progress and ensure continuous sharing and communication between the partners.</p> <p>A3: Quality monitoring Periodic quality exercises will be conducted at M6, M12, M18 and M24 to make sure that the partnership works efficiently. At M12 and M24, inputs from selected local experts will be asked since the quality of the project results will also be monitored. Reports will follow these exercises and the findings will be presented during offline and online TPMs.</p> <p>A4: Dissemination activities This activity will include the creation of the following communication tools: Newsletters (4), Flyers (1), Social media page (1), Dissemination plan (1), Project logo (1), Multiplier event in each country (4). Tools will be translated in national language to maximize their impact.</p> <p>WP2: Comparative report on social entrepreneurship training needs</p> <p>The aim of the WP is to understand the training needs of vulnerable groups in terms of entrepreneurial skills in order to identify the main topics to be deepened in the training course.</p> <p>Following the framework established by the European Commission (Entrecomp), we will address the 15 key competencies for entrepreneurship by dividing the course into 3 units, each unit will cover 5 skills (5 modules). Context analysis will be needed to understand the specific entrepreneurial setting in each country and to understand the starting level of the beneficiaries.</p>
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A1: Country analysis

- Desk research in each country to understand/update the economic and social contexts with an in-depth analysis on the situation of social entrepreneurship;
- Updates on the training needs of promoters, trainers and professionals dealing with vulnerable adults, in the light of the results of the previous project "Entrepreneurship can be the solution!".

A2: Analysis of vulnerable groups needs about entrepreneurship key competences, starting from EntreComp:

- Creation of ad hoc questionnaires to determine the average knowledge level of the beneficiaries;
- Translation of the questionnaires into each partners' language;
- Administration of questionnaires to 50 people per country (200 total).

A3: Creation of a Comparative Report:

- Drafting of one National Report per country with the information about: local context, social entrepreneurship panorama, trainers/operators needs, vulnerable groups' needs;
- Drafting of a Comparative Report with all the information about context and key competences .

WP3: Social entrepreneurship key skills training course

This WP is aimed at developing the training course addressed to people in vulnerable conditions.

The training course will be based on the findings of the research phase (WP2) and will be developed according to the "flipped classroom" methodology. The latter is a teaching methodology that modifies traditional learning by replacing classroom lectures with autonomous preparation through videos and multimedia content. The traditional teaching methodology is "flipped": first the learners study the lesson independently with teaching videos and multimedia materials, then they discuss what they have learnt in class with the trainer, having the opportunity to ask for clarifications, address critical points, etc. It is therefore a 'blended methodology' involving online independent study and face-to-face class sessions. This methodology also complies with the principles noted by Knowles to support adult learning characteristics (involvement, active learning, immediate relevance, and problem centred).

According to "flipped learning" methodology, the training course will be divided into two different phases:

- an online phase delivered through a web App containing digital training materials, small videos, exercises, etc.;
- an F2F phase in which beneficiaries have the opportunity to meet the trainer in in-person group sessions and deepen what they have learned previously.

The process involves an initial in-person classroom session in which the trainer explains how the course works, use of the web App, etc. Then beneficiaries will have a fixed period of time for individual online study of the first 5 units (corresponding to 1 area) through the App. After that period of time is over, there is the in-presence group session with the trainer. (This formula will be repeated for every area of competence, therefore:



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first in-person class; individual online study + in-presence group session; individual online study + in-presence group session; individual online study & in-presence group session).

A1: Preparation of the training course

- The WP lead partner provides guidelines and templates for developing modules in accordance with flipped learning methodology;
- The partner in charge of developing the web app provides guidelines and templates for delivering the online content;
- Each partner develops a part of the course, according to its expertise; (3\4 modules each partner).

A2: Drafting of Guidelines for trainers

- Drafting of Guidelines for trainers, a manual containing all the information on how to deliver the course, both the online and in-person parts, how the app works, etc.;
- Each partner translate the Guidelines in its own language.

A3: Testing and finalisation of the Guidelines

- Each partner presents the Guidelines to 10 trainers through an online session in order to receive feedback, suggestions, etc. thorough a final questionnaire;
- Each partner collects the answers of the questionnaire and draft a Report with the results;
- A Comparative Report will be draft and the Guidelines updated/improved thanks to the feedback received.

WP4: Developing of the App and piloting

This WP regards the actual creation of a web App which will contain the course developed during the WP3, multimedia and interactive materials (video, mini-quiz, link to other sources). The App will include the main skills (hard and soft) identified during WP2, and also a special insert about legal framework on how to start a business for each country. On one hand, the beneficiaries will be able to acquire some important information about entrepreneurship and social entrepreneurship, on the other hand the app form will allow them to always have the necessary information at their fingertips. The app will also contain important information about how\where\when to receive funds to start up a business, and the possibility to directly contact a mentor (WP5).

A1: Developing of the web App

- Developing of the App in 5 different languages (English, Italian, Polish, French, Romanian) containing digital learning materials.

A2: Piloting of the Course

- Partners test the functionality of the web App;
- Each partner selects 15 to 20 beneficiaries (tot. 60 to 80) to test the course.
- Each partner carry out the "Social entrepreneurship key skills training course" (developed in WP3) that include the use of the App as part of the flipped methodology;



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	<ul style="list-style-type: none"> - At the end of the training, participants compile a questionnaire to evaluate it: the in-person sessions (whether they are useful, whether they found benefits, whether the trainer is prepared) and the App (whether it is user-friendly, well-developed, and whether the content is useful); - The WP lead partner collects all the data about the testing phase and writes a Report; - The course is adapted/improved based on feedback received from participants and then finalized. <p>WP5 : Creation of a network “Mentor-Mentee”</p> <p>This WP represents an innovative part and stems directly from the results of the project previously carried out by the partnership during which the need for beneficiaries to be supported/accompanied during the initial stages of entrepreneurial start-up strongly emerged. Furthermore, projects regarding trainings very often finish with the end of the course or with the creation of an online platform, without knowing if the concepts developed within the course led to an actual change, if they had an impact. A mentor is someone that guides you throughout your life and career and developing a network mentor-mentee means that the beneficiaries will have the opportunity to choose a Mentor who will support them in the steps following the course. In this way, the people belonging to vulnerable groups who really want to become entrepreneurs can count on a person who guides them in every phase.</p> <p>In this WP already trained promoters in the previous KA210 project will be involved as mentors.</p> <p>A1: Developing a list of mentors involved in social entrepreneurship</p> <ul style="list-style-type: none"> - Research on and involvement of key actors/expert in social entrepreneurship to be involved as mentors; - Each partner write a list of mentors/mentor’s associations. <p>A2: Building the Network</p> <ul style="list-style-type: none"> - Each partner formally establishes the network through collaboration protocols; - Matching proposal between mentors and mentees.
<p>Expected outputs</p>	<ul style="list-style-type: none"> - 1 training course translated in 5 languages created - 1 web App in 5 languages developed - 40 trainers trained on innovative and digital training methodologies - 80 beneficiaries (20 each partner) trained - 4 Networks Mentor-Mentee created