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Desk study report:

SUPPORT SERVICES FOR SELF-EMPLOYMENT – BEST PRACTICE REPORT 2003-2004

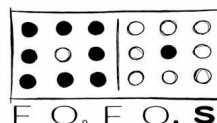
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1 AUSTRIA

Best practice title: NEWAY

Point of contact

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URL: www.vfq.at

Brief description of NEWAY

NEWAY is orientated on the needs of female entrepreneurs. The programme offers necessary support services in the period of starting in self-employment as well as during the first three years of running an own business, addressing lacks of knowledge in practical experience in leadership, entrepreneurial background and issues related to business capital. The programme also offers networking and exchange of experience between female founders concerning necessary information and uncertainties during the period of starting an own business.

NEWAY services and platforms address to women interested in becoming self-employed as well as female entrepreneurs in their first three years of running a business. The programme is unique in Austria and contains various offerings in counseling, workshops, conferences and networking.

Phase 1) foundation guidance addresses personal and business related requirements considering self-employment. This period contains support in initial decision making regarding ideas of becoming self-employed and the development of an own business concept.

Phase 2) coaching during the first three years of running a business optimizes business strategies and operating processes. Based on the increase of competences and experiences due to the practice in self-employment of the entrepreneur, permanent settlements of actual state and set condition in operating processes lead to adjustments and improvements in the business concept.

NEWAY is offered by VFQ Gesellschaft für Frauen und Qualifikation mbH (Corporation for Women and Qualification) which is supported by the County of Upper Austria and the Austrian Federal Ministry for Health and Women.

Brief description of the issue and improvement opportunity of NEWAY

Most of the one-person-companies are in trouble to survive the first three years after having started to run an own business. Thus, most of foundation programmes and support services in Austria only adress the phase of foundation counselling and end at the point, where the entrepreneur starts his/her self-employment. As soon as entrepreneurs operate in their business practices, they neither have a claim on counselling nor appropriate services offered in order to handle with their specific problems.

NEWAY enhances the counselling for becoming self-employed and succeed as a one-person-company on basical level due to combining foundation counselling with coaching during the first three years in self-employment.

Brief description of the main benefits derived from implementing NEWAY

With the support of NEWAY female founders permanently work on settlements of actual state and set condition in operating processes in order to control and enhance their economical sucess in self-employment. This process is a basis to work out sustainable solutions for real and often unique matters of the respective one-person-company.

As counsellors of NEWAY are familiar with their one-person-companies already from the phase of developing a business plan, competence in counselling and guidance for enhancing the sucess of business operations of the entrepreneurs is given.

An important added value of NEWAY is the network of entrepreneurs that is open for all participants in order to exchange experiences and establish business connections.

Brief description of problems experienced with the initial deployment of NEWAY

According to information from the management of NEWAY many efforts had to be taken on establishing the programme as a necessary and worthy completion in Upper Austria as NEWAY never has had the attitude of establishing itself as a competitor to existing initiatives.

A special attention has been and is still given on designing NEWAY in a way that it is accepted by women.

The importance of the project often had to be underlined in order to secure financial support for NEWAY.

Operating experience to demonstrate the success of NEWAY

The number of counselling sessions is permanently rising. On the average, 10 women attend each workshop offered (as a maximum workshops are open to 12 participants). Networking mornings are visited on the average by 8 women (again there is a maximum for 12 persons).

References

Increase of successful foundations of one-person-companies by women.

Best practice title: build! Entrepreneurship Certificate

Additional qualification for students of all faculties

Point of contact

build! Gründerzentrum Kärnten GmbH
Mag.a Gudrun Waschnig
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www.build.or.at

Brief description of build!

build! aims to develop entrepreneurial thinking and skills with students of all faculties at the University of Klagenfurt. Self-employment is presented as a possible perspective for building up an own professional career.

A central content of build! Are entrepreneurial problems that are handled with case studies as well as real existing foundation projects? Besides to basically economical knowledge, the programme aims to support creative and innovative skills that are important in order to develop ideas to a successful implementation.

build! Is orientated on the needs of all students of the University of Klagenfurt who

- are in secondary phase of their studies,
- are interested in self-employment,
- want to realize ideas and
- are willing in learning basically economical knowledge.

References are provided to the students for each part of the programme that is completed successfully. Following the European Credit Transfer System – ECTS, the three half-modules of build! Altogether contain a number 18 ECTS points.

build! Contains the following modules:

- foundation-orientated introduction to business administration economics
- basics in finance and accounting for young enterprises
- success in self-employment (part I)
- success in self-employment (part II)
- business plan – from the business idea to a financial plan
- women and men in self-employment
- case studies for starting a business and self-employment

- creativity techniques to develop ideas for businesses
- role models for start-ups

Brief description of the issue and improvement opportunity of build!

Entrepreneurial thinking and acting become more and more important due to the changes on the demand of work. Innovative and entrepreneurial talents are asked in today's working world more than ever.

Self-employment as a key qualification is getting more relevant for students and academics. Due to outsourcing of companies, staff is getting reduced increasingly, leading to former employees who carry out their work for their company in self-employment.

Additional efforts are undertaken to enhance the framework for self-employment and to create starting opportunities that are attractive for students to choose self-employment as a professional alternative.

The programme build! is open for students of all faculties and helps to fill a gap of missing economical and entrepreneurial know-how of students in other education than economical studies. Furthermore the programme contains ECTS points.

Brief description of the main benefits derived from implementing build!

- additional qualification in self-employment and entrepreneurship for students of all faculties
- building up competences and skills in the field of self-employment
- development of understanding economical basics
- experience of foundation practices
- establishment of know-how about institutions that is relevant to prepare own self-employment
- interdisciplinary team work
- getting familiar with founders and their projects
- learning creativity techniques for individual resources
- getting ECTS points

Brief description of problems experienced with the initial deployment of build!

Due to the orientation of build! on all different faculties of the university, the early begin of a stakeholder management has been an important success factor.

Besides to individual persons who have been most important to support this programme on the side of their faculties, a clear formulation of partnership contracts, integrating supportive organisations as the Austrian Chamber of Commerce as well, has shown up as an important basis for the project.

In order to establish the issue self-employment in non economical faculties as well, information work had to be done for a sustainable integration of this additional programme.

Operating experience to demonstrate the success of build!

The programme build! has changed the perception of self-employment as an alternative for professional careers of academics completely. At the whole university, awareness of this issue rose immensely.

Hundreds of applications from participants of all faculties demonstrate the success of build! from its beginning on.

As first qualitative feedback from the side of participants is very positive, the whole success of the programme has exceeded the expectations of all persons responsible for establishing build!.

FINLAND

Introduction

This report on self-employment best practices in Finland is made within the framework of Self-Employment project, i.e. “Guidance and counselling for self-employment”.

This study presents the best practises on self-employment in Finland. The project defines self-employment as a one-person company (see appendix 1).

All together there are going to be two reports:

Name of the report	Deadline	Who
Best practice report 1 including 2003-2004 ¹	30 October 2005 – draft version 1 week later – final version	All partners
Best practice report 2 including also 2005-2006 experiences	June 2006	All partners

Main target groups of the whole project are:

- First time job seekers who are considering self-employment as an entrance into the labour market - students that have just graduated and will soon graduate that consider self-employment
- Persons who have stayed outside the labour market due to family responsibilities, illnesses or other things, but now would like to be active in the labour market -Unemployed people that consider self-employment
- People that are working somewhere at the moment but consider self-employment;

¹ The present report is this one.

Best practices

Best Practice Title: Establishing Your Own Business Seminar Days

Point of Contact: Business Training Database
(<http://www.te-keskus.fi/koulutuspankki>).

Brief Description of Best Practice: Establishing Your Own Business seminar days offered by the T&E Centres are aimed at people starting their own business: If you are considering setting up your own business and feel you need basic information on how to do this, you can participate in an Establishing Your Own Business seminar. The objective of the seminar is to provide the participant with an overall view of the fundamental issues any founder of a business should know and take into account. Most seminars last one day and are organized over the weekend. If necessary, seminars may also be held in English.

T&E Centres offer a variety of courses in how to establish a company or to improve the competitiveness of existing small and medium-sized enterprises. The supply of training services of the Business Training Database comprises guidance in how to establish a company, courses focusing on different activities of a company or on combating problems of different kind and courses in management training. Enterprises are also offered training in business analysis and in identifying development needs.

Why the best practice was used: T&E Centres are available all through Finland and their services are highly appreciated.

What are the benefits of the best practice: The availability of knowledge and information for everyone wanting to start up a business at a very low cost.

What problems/issues were associated with the best practice: The knowledge and information offered in a seminar is not so targeted to a specific need; so there might be a lack of that. However, this is just the starting point; the targeted information is available later on.

How the success of the Best Practice was measured: No such available.

Best Practice Title: The Women's Enterprise Agency

Point of Contact: <http://www.naisyrittajyyskeskus.fi/index.php?k=5547> and Ritva Nyberg, Managing Director, Tel. +358 9 5422 4466, email: ritva.nyberg@nyek.fi

Brief Description of Best Practice: The Women's Enterprise Agency (Naisyrittäjyyskeskus)² works to promote entrepreneurship and networking among newly started entrepreneurs. It is one of the Finnish Jobs and Society Enterprise Agencies, and it is financed by the European Social Fund, the Finnish Ministry of Trade and Industry, and the Finnish Ministry of Education as well as by private enterprises and business organizations.

They offer e.g. co-operation and interaction between an experienced and a new entrepreneur. This is called entrepreneurial mentoring. They promote enterprise operations and networking of new and freshly started women entrepreneurs by means of training and personal expert advice. The tutors and experts are experienced women entrepreneurs.

The Women's Enterprise Agency was founded in 1996, so it has been active also in 2003 and 2004.

Why the best practice was used: The European Commission has selected the operations of the Women's Enterprise Agency as one of the top projects in the field in Europe.

What are the benefits of the best practice: Very highly valued networking between women entrepreneurs.

What problems/issues were associated with the best practice: No big problems identified.

How the success of the Best Practice was measured: No such available.

References

Internet pages:

<http://www.naisyrittajyyskeskus.fi/index.php?k=2049>

<http://www.te-keskus.fi/koulutuspankki>

² <http://www.naisyrittajyyskeskus.fi/index.php?k=2049>

POLAND

Best practice title: Academic Enterprise Incubators (*Akademickie Inkubatory Przedsiębiorczości*)

Brief Description of Academic Enterprise Incubators

Self-reliance is not a feature of young people only. However, it is commonly believed that youth possesses some attributes which make it easier to accomplish difficult aims and make dreams of creative achievements come true. There are various forms of support offered that strive to meet young people's expectations by helping to develop their potential and latent capabilities. One such initiative is Academic Enterprise Incubator, a project carried out by students, who gather knowledge and experience under the tutelage of business professionals. The project idea is based on the conviction that an individual's development may be accomplished through professional career development. The Incubators are a form of individual career planning, which can be briefly defined as a way to determine the vocational objective that the individual in question wishes to achieve. To an employee, career is not just a reward; it's primarily a way of vocational (professional) development. These days, in order to be a professional in one's chosen field, having a university degree is not enough; one needs practice and experience, as well as the ability to consciously follow one's career path. Gathering job experience, developing the ability to take responsible decisions, and providing the requisite technical base: that's what Academic Enterprise Incubators are for.

The project is aimed to all young people up to the age of thirty, in particular to full-time, evening and external students. The project's objective is to encourage young people to develop creative entrepreneurial attitudes. The project creators' intention is to supply young entrepreneurs with practical knowledge and good practices. The Incubator provides an opportunity to establish one's own, first business without considerable financial investments.

The Project Initiation took place in October 2004. The main organisers of the project are: Business Centre Club Student Forum and the Foundation of Enterprise above Divisions (*Fundacja Przedsiębiorczości Ponad Podziałami*). They are also cooperating with students' organisations, youth associations and clubs from 12 Polish institutions of higher education.

A condition to participate in the contest is to prepare a business plan on several A4 pages, which the applicants must send together with the completed form by email to konkurs@inkubatory.pl. The contest is comprised of two stages. The first one is evaluation by the members of the Incubators Council: incubator directors, school representatives, and businessmen. Their opinion is then presented to the Committee of the contest which selects about 100 authors of the best projects. The contest winners are authors of the top business plans of the most promising enterprises.

Brief description derived from implementation of Academic Enterprise Incubators

- Assistance with creating, organising and running a business, and in particular: offering the possibility to use the AEI office rooms and infrastructure (computer, fax, printer, basic media, etc.);
 - ✓ providing access to the online countrywide AEI platform at www.inkubatory.pl, possibility to exchange information and use the server disc space allotted to maintain the website of each Beneficiary;
 - ✓ AEI facilitates acquisition of orders by the end Beneficiaries by: obtaining orders, arranging business meetings, giving access to the Foundation's database of entrepreneurs;
 - ✓ organising trainings concerning acquisition of support means and conferences with the participation of entrepreneurs from individual industries;
 - ✓ providing the Beneficiary with basic office services (both technical services and support in preparation of documents, dispatch and collection of mail);
 - ✓ offering legal and economic counselling
 - ✓ assisting with bookkeeping
 - ✓ supporting in the acquisition of funds (sponsors, subsidies, subventions) for financing of Beneficiary's undertakings.
 - ✓ arranging meetings between Beneficiary and government, self-government and non-governmental organisations and institutions.
- Assistance with promotion and advertising.
- Assistance with collaboration with regional BCC lodges.
- Providing office materials, letterheads, and business cards.
- Beneficiaries of the project can be both students and graduates who run their own business as well as those who don't (in that case they function on the Foundation's account).
- AEI support is granted for 24 months at the maximum (it's the so-called incubation period).

Academic Enterprise Incubators have been created at the following institutions of higher education:

1. Warsaw University (Uniwersytet Warszawski)
2. Warsaw School of Information Technology in Warsaw (Wyższa Szkoła Informatyki Stosowanej i Zarządzania)
3. Warsaw Agricultural University (Szkoła Główna Gospodarstwa Wiejskiego)
4. Academy of Management in Łódź (Społeczna Wyższa Szkoła Przedsiębiorczości i Zarządzania)
5. Wrocław University of Economics (Akademia Ekonomiczna)
6. College of Communications and Management in Poznań (Wyższa Szkoła Komunikacji i Zarządzania)
7. Silesian Higher School of Management in Katowice (Śląska Wyższa Szkoła Zarządzania im. gen. J. Ziętka)

8. University of Gdańsk (Uniwersytet Gdański)
9. School of Banking and Management in Kraków (Wyższa Szkoła Zarządzania i Bankowości)
10. Toruń School of Banking (Wyższa Szkoła Bankowa)
11. School of Economics and Computer Science in Kraków (Wyższa Szkoła Ekonomii i Informatyki)
12. Częstochowa University of Technology (Politechnika Częstochowska)

Brief description of problems experienced of Academic Enterprise Incubators implementation

The biggest problem with the realisation of the project seems to be its limited accessibility. Not all – not even most – Polish institutions of higher education joined the project by creating an AEI. As the idea of the project is to use the office space, technical and factual base of the AEIs at their headquarters, joining the project requires the participant to be ready to move to the city where that particular Incubator is located. It's a challenge for students from smaller towns, but it can also teach them to be flexible, a vital quality in today's professional world.

How the success of Academic Enterprise Incubators software was measured?

- In the first edition of the contest (the deadline for submitting the papers was the 31 May 2005) the prize-winners were persons from 11 academic centres, and the projects rewarded so far concerned business start-up, e.g. advisory services, IT services, and online shops. Thanks to the support from AEI, in the Silesian voivodship such businesses as Quality Consulting, Silesia Consulting Group, Euroguide service, and the store "Zapach Orientu" were established.
- The second edition of the contest has just been completed, and the award ceremony will take place in early December 2005. The best five business plans will be rewarded. The author of the best work will receive a Virtual Office, a notebook and wireless Internet access, funded by Plus GSM.

Best practice title: Samozatrudnienie – software for one person companies

Contact data/point

The manufacturer of the program is Biuro Informatyki Stosowanej FORMAT (the name can be translated as Applied Information Technologies Office FORMAT), which has been developing computer software since 1991, mostly in the field of accounting. The company is ISO 9001:2000 certified and in 2003 obtained the title of “Solidna Firma” (“Reliable Company”) awarded in the nationwide White List Programme.

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Brief Description of Samozatrudnienie software

SAMOZATRUDNIENIE (“Self-employment”) is a computer program designed for keeping financial documentation of a one-person company. The software user is given the possibility to keep records in a Revenue and Expense Ledger (REL) or use Lump-Sum Tax option. The program also includes a specification for both VAT-registered traders and persons who are not registered for VAT.

With the use of this program, the users can manage accounting, bookkeeping, and finances all by themselves. The program gives the possibility to calculate the taxes, PIT, VAT, and ZUS (Social Insurance Institution) social and health insurance fees, and make out declaration documents. The software also includes invoicing, money transfers, settlement of business car, payment control, and many other functions required when running a business. The program ensures constant updating according to the valid regulations, and its update for 2006 is free of charge. As it is a commercial product, its distribution is payable. However, the producer has set a price that is affordable to one-person entrepreneurs. In 2005 this price is 170 PLN³.

Why the Samozatrudnienie software was used?

The program was developed in 2003 on the basis of another computer software designed for PIT and VAT bookkeeping. It was inspired by the opinions and

³ 42 EUR according to the exchange rate of 10 November 2005

comments from users of earlier versions of software designed for companies that employed workers. There was a demand for a product aimed specifically at the self-employed (one-person companies), corresponding to the specific management of such business, without human resources and worker employment costs. The price of the program is also adapted for persons starting their business activity and having little financial means.

What are the benefits of Samozatrudnienie software?

The program provides the following functions:

- Settlement of income tax: revenue and expense ledger; income registry (for lump-sum tax); income deductions and tax deductions; PIT-5 or PIT-28/A/B declaration form; linear tax and PIT-5L declaration form.
- VAT tax posting: VAT registry, VAT-7, VAT-7K, VAT-12 declaration forms; using various methods of tax settlement (monthly, quarterly, ledger); intra-community transactions; VAT-8, VAT-9, VAT-10, VAT-11 declaration forms; VAT-UE/A/B information
- social and health insurance settlement: calculating the owner's contributions; ZUS (Social Insurance Institution) settlement declarations: DRA and RSA; compatibility with another accounting program: *Platnik*
- Possibility of keeping additional registers, such as: equipment; mileage rate (drives register, costs, note).

Furthermore, the program facilitates:

- Creating one's own plan of accounts: formulating the types of costs, sales, activities, location, etc.
- Payment management: registration of payments and part payments; payment deadlines control; control of debtors.
- Keeping files of customers and accounts (turnover and balance).
- Creating charts and passwords.
- Aiding with invoicing, by providing samples of invoices, bills, transport documents, receipts, correcting documents, as well as by means of (price) lists of goods and services in several prices and currencies with the option to use discounts, surcharges and comments, and making it possible to keep records of invoices with the possibility to view, print and correct them.

A self-employed user of the program will have various forms for money transfer and remittance, internal receipts and notes, cash desk receipts, as well as addresses and account numbers of tax offices.

The user can start to use the program at any time of the year and enter the accounting data in any chronological order. The program also allows for trial bookkeeping.

The authors assure that the program is easy and satisfying to work with, and is constantly updated to keep up with the changes in regulations.

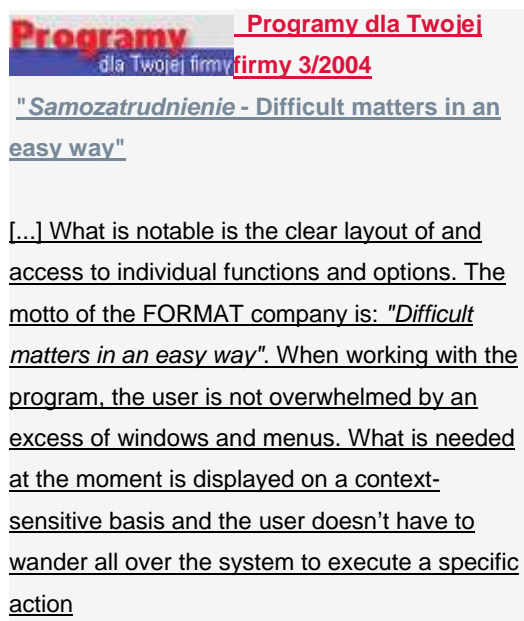
Brief description of problems concerning implementation of Samozatrudnienie software

In case of such product there can hardly be any problems. It seems that the only problems may concern the lack of required parameters of the potential customers' hardware, too high price of the software, or lack of computer skills.

How the success of Samozatrudnienie software was measured?

Although we do not have exact data concerning sales and use of this software, we have gathered from a conversation with the producer that there is a considerable interest in this product among the self-employed.* This probably results from the fact that it makes one's own company management definitely easier, especially for inexperienced persons.

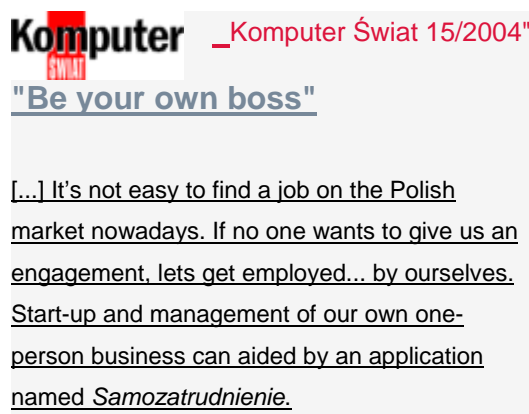
It is also worth mentioning that there are some very favourable reviews in renowned computer magazines on the Polish market, such as: *CHIP*, *KOMPUTER ŚWIAT*, *PROGRAMY dla Twojej firmy*, *ENTER*, *PC FORMAT*.



Programy Programy dla Twojej firmy
dla Twojej firmy **firmy 3/2004**

"Samozatrudnienie - Difficult matters in an easy way"

[...] What is notable is the clear layout of and access to individual functions and options. The motto of the FORMAT company is: "*Difficult matters in an easy way*". When working with the program, the user is not overwhelmed by an excess of windows and menus. What is needed at the moment is displayed on a context-sensitive basis and the user doesn't have to wander all over the system to execute a specific action



Komputer Komputer Świat 15/2004

"Be your own boss"

[...] It's not easy to find a job on the Polish market nowadays. If no one wants to give us an engagement, lets get employed... by ourselves. Start-up and management of our own one-person business can aided by an application named *Samozatrudnienie*.

References:

www.samoatrudnienie.pit.pl
www.samoatrudnienie.com.pl
www.format.wroc.pl

Data validity: 10 November 2005

* information will be supplemented as soon as the software manufacturer supplies the data

ROMANIA

Introduction

This report presents some examples of best practice in offering support services for self-employment in Romania. It is made within the framework of Self-Employment project, i.e. "Guidance and counselling for self-employment".

Main target groups of the whole project:

- first time job seekers who are considering self-employment as an entrance into the labour market - students that have just graduated and will soon graduate that consider self-employment
- persons who have stayed outside the labour market due to family responsibilities, illnesses or other things, but now would like to be active in the labour market -Unemployed people that consider self-employment
- People that are working somewhere at the moment but consider self-employment;

Best Practice Title: EMPRETEC ROMANIA

Point of Contact:

http://www.mimmc.ro/consultanta/programul_empretec/

Director program: **Carmen HOPULELE**

expert - Directia strategii, politici si programe pentru comert interior

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tel: 0741.322.370, 336.21.79

Brief Description of Best Practice:

The Empretec Programme is UNCTAD's integrated capacity-building programme promoting the creation of sustainable support structures that help promising entrepreneurs build innovative and internationally competitive small and medium enterprises (SMEs).

Romania is the first country in Europe where the programme is put into place. In Romania the programme is co-ordinated with the Ministry of SMEs and Co-operatives (MSMEC).

The target audience for the program includes potential and existing entrepreneurs, and professionals in public or private sector organisations who are expected to act in an entrepreneurial manner. The program is open also for new graduates from universities and other categories the basic condition being their entrepreneurial potential, which will identified through the selection methodology and developed by the interactive workshops.

Why the best practice was used:

The programme is aimed to: identifying potential entrepreneurs, developing their abilities and business potential, providing support and quality consulting services for increasing productivity and growth, development of modern business methods, encouraging exchange of experience and developing business relationships both locally and internationally, establishing partnerships with foreign companies, export development.

The programme starts by focusing on the **entrepreneur as an individual**. On the basis of written applications and focused interviews, a given number of participants (25-30 participants per workshop) enter the programme through an initial two-week achievement motivation workshop. The **Entrepreneurship Training Workshop (ETW)** is an opportunity for the participants to become more familiar with the behavioural competencies of successful entrepreneurs, strengthen and enhance those behaviours in themselves and, finally be able to apply the behaviours in their own businesses. Next step after the workshop is providing the participants consulting services for business development.

The Romanian Empretec Programme envisages:

- To identify potential entrepreneurs
- To develop their traits and business skills
- To provide support and state-of-the-art advisory services to enhance productivity and competitiveness
- To develop modern business practices
- To encourage the exchanges of experiences and networking locally and internationally
- To help the arrangement of mutual beneficial partnerships with foreign companies. Exports development
- To assist and support the entrepreneurs in accessing finance.

Empretec Romania target beneficiaries are:

- Private micro, small and medium enterprises.
- Private entrepreneurs.
- Public sector, civil servants.
- Start-ups.
- Women' business initiatives.
- Experts, consultants, consulting firms, universities.

What are the benefits of the best practice:

It is an opportunity for participants to become more familiar with the behavioural competencies of successful entrepreneurs. The participants will be motivated to look for, recognise and 'code' those behaviours in themselves and in others ; to apply these behaviours in their own businesses. Participants prepare a business plan and have the opportunity to present their business plan and have the opportunity to present their business ideas to a banker panel for possible funding.

What problems/issues were associated with the best practice: *The* programme targets the training of 120 persons/ year. Therefore, even the services are highly appreciated are not so easy accesible due to limited number of places available.

How the success of the Best Practice was measured:

In 2003, the programme has been focused mainly on the following components:

Business Development – 32 actual and potential entrepreneurs benefited by consulting services in fields such as: financial management, quality, market opportunities, human resources, market studies, and information technology.

Financing - 21 of EMPRETEC trainees have been supported in acceding the financing sources. 12 of them have finally obtained the necessary funds for their businesses development (8 trainees) and for starting up a new business (4 trainees).

Export – the Lombardia Region – Italia, has financed the courses. They were developed in partnership with the Italian company Co. Export and the Foreign Trade Promotion Centre of the National Association of Romanian Exporters and Importers (ANEIR).

Best Practice Title: START

Programme for the development of the entrepreneurial abilities among young people and for facilitating the access of these to financing – Youth and business –

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Brief Description of Best Practice:

The programme objective is the promotion of a training system which will facilitate the mobility of the young between the educational system and the labour market, as well as the development of the entrepreneurial skills of the young in order to get the young people in contact with the private economic organizations, which represents a priority of the National Action Plan for Youth in Romania.

Why the best practice was used:

The Programme has 2 phases:

- Phase I – organization and development of entrepreneurial training courses for the Programme beneficiaries;
- Phase II – financing the first selected *100 business plans*, through granting microcredits in very good conditions, by the Romanian Commercial Bank, according to the credit conditions specified.

The programme was launched in September 2004. The entrepreneurial training courses took place in: *Bucharest, Brasov, Constanta, Craiova, Iasi and Timisoara*. These entrepreneurial training courses were organized on modulus.

These courses resulted in elaborating a business plan by each eligible beneficiary, in a period of 10 days from the end of the course.

What are the benefits of the best practice:

“*Youth and business – START*” is developing entrepreneurial abilities among young people and facilitating their access to financing. Its objective is to promote a training system which will facilitate the mobility of young people between the educational system and the labour market and the development of their entrepreneurial skills.

What problems/issues were associated with the best practice:

One of the main limitation is the geographical coverage since the programme was available only in 5 cities. At the time of the launching of the programme were not very clear the bank’s conditions for micro-credits.

How the success of the Best Practice was measured:

Not available at the time of the report.

References

1. http://www.mimmc.ro/consultanta/programul_empretec
2. <http://www.mimmc.ro/programe/start>
3. 2003 Romania Charter implementation Report for Small Enterprises
4. 2004 Romania Charter implementation Report for Small Enterprises