

**ERASMUS+
COOPERATION PARTNERSHIP
IN YOUTH**

“The Young Entrepreneurs Guild”

2021-1-PL01-KA220-YOU-000029030

BEST PRACTICES IO1



YOUNG
ENTREPRENEURS
GUILD

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Introduction:

The Youth Entrepreneurs Guild (YEG) Project is dedicated to fostering a culture of entrepreneurial leadership and education among the youth. As an integral component of our commitment to empowering the next generation, we present the YEG Project Best Practices Report. This report is strategically designed to complement the development of the upcoming training guide on youth entrepreneurship (IO2) and to enrich the groundwork for the Guild Entrepreneurship.

At the heart of our mission is the creation of a robust training module focused on entrepreneurial leadership, management, and entrepreneurship education, with a specific emphasis on green awareness. This module aims to be an invaluable resource, providing comprehensive learning support for our target audience—individuals and institutions engaging with young people. The intended users include educators, mentors, and professionals seeking effective tools to address the vital topic of entrepreneurial education.

The primary objective of the Best Practices Report is to compile a wealth of knowledge and insights drawn from exemplary actions, campaigns, and activities implemented by both private and public institutions across partner countries. The report will showcase two best practices from each participating country, serving as practical examples of initiatives that have successfully inspired young individuals to embark on entrepreneurial journeys.

By highlighting real-world success stories, the report aims to guide stakeholders in the youth entrepreneurship ecosystem, offering actionable strategies and innovative approaches to encourage and support the youth in becoming entrepreneurs. The Best Practices Report not only contributes to the enrichment of the training guide but also plays a pivotal role in shaping the narrative around effective engagement and impact in the realm of entrepreneurial education.

As we embark on this journey to collect, document, and share best practices, we anticipate that these examples will not only inspire but also provide tangible frameworks for replication and adaptation. Together, we are building a foundation for a sustainable and impactful entrepreneurial ecosystem that empowers the youth to shape their futures and contribute meaningfully to the global entrepreneurial landscape.



Best Practices in Poland:

NAME OF THE BEST PRACTICE (number 1)	<p>IT Launch Box (Poland): The Kielce Technology Park, together with partners from 6 European countries: Spain, Slovenia, Greece, Romania, Macedonia and Portugal, undertook the implementation of the project, the result of which is to create new IT enterprises and equip young people with IT skills and knowledge, as well as entrepreneurship.</p>
TYPE OF THE BEST PRACTICE	<p>Article</p> <p><i>(Resources should be with free access, but not necessarily no login)</i></p>
COUNTRY AND THE CITY OF INITIATIVE	<p>Poland, Kielce.</p> <p>http://itlaunchbox.com/</p>
LEARNING OUTCOME (Impact) (What can we learn from the practice)	<p><u>Target groups:</u></p> <p>students of technical schools in Kielce</p> <p><u>Partners:</u></p> <ul style="list-style-type: none"> • ISource DOO from Bitolii (Macedonia) • Institute of Entrepreneurship Development IED from Larisa (Greece) • Instituto Tecnológico de Aragon from Saragossa (Spain) • Universidade Portucalense Infante D. Henrique from Porto (Portugal) • Zavod Nefiks from Lublana (Slovenia) • Kielce Technology Park from Kielce (Poland) <p><u>The IT Launch Box project is co-financed under the Erasmus+ program of the European Union.</u></p> <p><u>Intellectual Outputs</u></p> <ul style="list-style-type: none"> • Creation of educational program for potential entrepreneurs from the IT sector (BootCamp). The main objective of the program is to provide young people with the skills and knowledge needed in the areas related to software development and entrepreneurship. • Creation of Mentoring Platform designed to help young by the opportunity to familiarize themselves with the knowledge and advice of mentors, those who contributed to the development of the IT sector and have experience in entrepreneurship.

<p>SHORT DESCRIPTION</p>	<p><u>Main goal:</u></p> <p>to create IT young entrepreneurs on one side and equip young people with employability IT skills and knowledge (software development) on the other side thus contributing to entrepreneurship development and creating new job places.</p> <p><u>Specific objectives:</u></p> <ul style="list-style-type: none"> • To develop open innovative accelerating program (BootCamp) that will equip young people with skills and knowledge in areas: software development and entrepreneurship; • To train 300 young people for specific IT and entrepreneurship skills; • To create online mentorship platform for young people who will need support in further development of their business ideas in the IT sector or create carrier in IT industry; • To establish 40 successful mentorship relations between young people and mentors in IT industry.
<p>LANGUAGE</p>	<p>Polish</p>
<p>REGISTRATION</p>	<p>Not required</p>
<p>HOW THEY INSPIRE/SUPPORT YOUNG PEOPLE TO BECOME ENTREPRENEURS</p>	<p>Goal of the project will be implemented through:</p> <ul style="list-style-type: none"> • Creation of an educational program in the area of programming and entrepreneurship (BootCamp) based on two pillars - education (programming, game production, entrepreneurship) and practical (work with real projects in companies). The program will be implemented through a variety of teaching methods, among others: games, solving real problems by gamification and open education through the Internet. • Creation of online Mentoring Platforms for young people, who need support in the area of developing their business ideas, in the IT sector or general career development in this area. The platform will be designed to connect young, aspiring entrepreneurs with experienced business mentors.
<p>POSSIBLE CHALLENGES/RISK</p>	<p>Adaptability, possible challenges and risk</p>
<p>SECTOR</p>	<p>private</p>

<p>Webpage (if existing) and/or additional links</p>	<ul style="list-style-type: none">• https://www.technopark.kielce.pl/pl/aktualnosci/pokaz/1516,it launch box prezentacja platfomy edukacyjnej w kpt• https://www.technopark.kielce.pl/pl/aktualnosci/pokaz/1496,kpt wraz z zagranicznymi partnerami wspiera branze informatyczna• https://www.technopark.kielce.pl/pl/aktualnosci/pokaz/1496,kpt wraz z zagranicznymi partnerami wspiera branze informatyczna• http://itlaunchbox.com/• https://www.youtube.com/watch?v=InwrYRCJ_Gc
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Best practices in Bulgaria:

NAME OF THE BEST PRACTICE	LEI (Leadership Energia Imprenditorialità – trans. Leadership Energy Entrepreneurship)
TYPE OF THE BEST PRACTICE	<p>University Career Service</p> <p>Stakeholders:</p> <ul style="list-style-type: none"> • Ca' Foscari University • Veneto Region • European Union
COUNTRY AND THE CITY OF INITIATIVE	Italy, Venice.
LEARNING OUTCOME (Impact)	<p>Target groups:</p> <ul style="list-style-type: none"> • Female students of Ca' Foscari university • Women belonging to the LEI network <p>Impact:</p> <p>This practice addresses an audience that is in a clear minority in the world of entrepreneurship and business in general. The project aims at increasing not only the skills of women and young female students in this field but it wants, above all, to accompany them in building a network of contacts that can not only inspire them, but also accompany them on a path of professional growth.</p>
SHORT DESCRIPTION	<p>LEI was established at the end of 2017 as a part of Ca' Foscari University's Career Service activities to support and promote the employability of women and facilitate their entry into the world of work.</p> <p>With the aim of developing leadership skills and business culture, to support women's passions, talents and aspirations, LEI tells stories of professional female entrepreneurs and workers who have become mentors and role models for both female students and LEI network members.</p> <p>Description:</p> <p>The LEI project organises workshops providing tools to develop leadership skills, set up a business or define a professional project. Also, it promotes meetings with female entrepreneurs and professionals who share their stories of women in the world of work. In collaboration with companies, LEI creates internship or job placement projects dedicated to sectors in which the presence of women is still too small.</p>
LANGUAGE	Italian
REGISTRATION	Required

<p>HOW THEY INSPIRE/SUPPORT YOUNG PEOPLE TO BECOME ENTREPRENEURS</p>	<p><u>How do they inspire young entrepreneurs?</u></p> <ul style="list-style-type: none"> • Through funded trainings and programs; • Through contact with professional networks.
<p>POSSIBLE CHALLENGES/RISK</p>	<p>Possible challenges and risk factors relate to the possibility that funds will not be renewed for a new edition when the programme expires.</p>
<p>SECTOR</p>	<p>Public</p>
<p>Webpage (if existing) and/or additional links</p>	<p style="text-align: center;"><i>LEI</i> journal in Open Access (published by the Ca' Foscari University Press)</p> <p style="text-align: center;">http://doi.org/10.30687/Lei/2724-6094/2022/06</p> <ul style="list-style-type: none"> • Website: https://www.unive.it/pag/31274 • Facebook: https://www.facebook.com/LEI.Cafoscari • IG: https://www.instagram.com/progettolei_cafoscari/

Best practices in Cyprus:

NAME OF THE BEST PRACTICE (number 1)	IDEA INNOVATION CENTER(CYPRUS), NON-PROFITABLE ORGANIZATION. SUPPORT YOUNG ENTREPRENEURS TO ESTABLISH THEIR ONE START-UPS
TYPE OF THE BEST PRACTICE	Youth entrepreneurship, consulting, mentors, fundings
COUNTRY AND THE CITY OF INITIATIVE	Country, city and also include social media, website(official)), mobile application https://ideacy.net/informatory/ https://ideacy.net/wp-content/uploads/2022/04/71442-BOC-idea-web-flyer-A4-for-web-use.pdf https://www.facebook.com/ideacy
LEARNING OUTCOME(Impact) (What can we learn from the practice)	<p>IDEA Innovation Center is located in Cyprus, supported and provide funds for start-ups all over the country. The IDEA Innovation Center offers consulting services to successful candidates, It hosts startup companies offering them the highest quality of training and services, so as to turn their innovative ideas into viable businesses with a global outlook. Specifically, it provides aspiring entrepreneurs all the tools to gradually turn their idea into a profitable business:</p> <ul style="list-style-type: none"> • It offers the entire spectrum of business support: from the Idea-stage to Sales & Investment and then to Expansion abroad • It creates new SME companies every year & new job positions • It educates teenagers, students, youth and strongly fosters female entrepreneurship • It promotes Cyprus abroad, strengthens the European innovation bond and elevates the country higher on the international innovation map, a bridge between Europe, Asia and Africa • It implements the cooperation between the Public – Private Sector, as a key Government Partner • It creates an investment stream for young entrepreneurs through an internal angel investor network • It promotes the culture of “giving back” to the society, “sharing” and “volunteering”, by addressing the noble feelings of successful Cypriot businesspersons and engaging organisations • It facilitates fintech solutions and promotes digital transformation through its direct partnership with Bank of Cyprus

	<ul style="list-style-type: none"> It promotes intrapreneurship by developing mechanisms that allow for the staff of an organisation to create innovative products or services <p>The founder of the IDEA innovation center is Bank of Cyprus, which is the largest bank in the country. They also create strong strategic partnerships with international and local stakeholders and partners. The list of stakeholders as strategic partners are accounting and financial firms, law firms, and telecommunication firms, and creative agencies.</p>
<p>SHORT DESCRIPTION</p>	<p>Short description of the best practise.</p> <p>Innovative aspect(why does this best practice consider best practice)</p> <p>According to the IDEA Innovation story description:</p> <p>“IDEA Innovation Center was founded in 2015 by the Bank of Cyprus and other prestigious Partners, as an incubator-accelerator for startups and an entrepreneurship hub.</p> <p>Today IDEA is the largest non-profit, comprehensive innovation center in Cyprus, a business incubator which forms a cluster of more than 120 private and public partnerships, supports innovative startups and Small & Medium-sized Enterprises (SMEs) and promotes a culture of change and digital transformation.</p> <p>It offers highest quality of training and services, so as to turn innovative ideas into viable businesses with a global outlook – from idea-stage, to revenues and investment-readiness.</p> <p>IDEA has supported to-date the establishment of 82 startups with over 190 entrepreneurs, helped to create more than 90 new job positions, trained more than 5000 entrepreneurs and invested more than €4m in the Cyprus innovation & entrepreneurship ecosystem. Most importantly, IDEA has achieved perhaps 2 of the most significant recognitions in Cyprus – one of our startups has been accepted to Y Combinator and has already secured significant investment from a US fund, while s second one, raised €600.000 through a crowdfunding platform, the greatest success to-date for a Cypriot startup. At the same time, several other of our startups have attracted investment capital and business partnerships from Cyprus and abroad, have established their own offices and/or employ staff of their own”.</p>
<p>LANGUAGE</p>	<p>English/Greek</p>
<p>REGISTRATION</p>	<p>Not required(the registration is mandatory only for applications)</p>
<p>HOW THEY INSPIRE/SUPPORT YOUNG PEOPLE TO BECOME ENTREPRENEURS</p>	<p>how they support them?</p> <p>What kind of encouragement they offer(funded training, programs, funding for start-ups, knowledge etc)</p> <p>The IDEA Innovation Center offers funds from the government and also from European Union, support the applicants with training programs, mentoring, consulting, networking, and access to the existing</p>

	networking of the organization to increase the corporation opportunities and learn from others. It supports also the application process to pass the criteria for funding and achieve the successful starting points for your business idea.
POSSIBLE CHALLENGES/RISK	it could be inimitable if there is not a corporation between the above-mention organizations. The organisation offers an important financial support, experience, knowledge and it could not be that easy to transfer the specific concept in a different area without key players to support the idea.
SECTOR	Non-profitable organization,
Webpage (if existing) and/or additional links	https://ideacy.net/

NAME OF THE BEST PRACTICE (number 2)	Youth Board of Cyprus, The organization's main role is advisory but it also undertakes youth related projects, following the approval of the Council of Ministers, either during the approval on the organization's annual budget or under another special decision. As an advisory body, the Board of Directors submits proposals on the formation of a comprehensive and specialized youth policy to the Council of Ministers, via the Minister of Education and Culture.
TYPE OF THE BEST PRACTICE	Youth entrepreneurship, consulting, mentors, fundings
COUNTRY AND THE CITY OF INITIATIVE	Country, city and also include social media, website(official)), mobile application Nicosia/Cyprus https://www.facebook.com/OrganismosNeolaiasKyprou
LEARNING OUTCOME(Impact) (What can we learn from the practice)	<ul style="list-style-type: none"> • 1.1 To develop an entrepreneurial culture, creativity and innovation • through the early stages of education but also through the provision of opportunities • non-formal learning opportunities. • 1.2 Promote cross-sectoral partnerships and projects for the development of entrepreneurial culture and entrepreneurship.

	<ul style="list-style-type: none"> • young people and better link the world of business and the • youth sector. • 1.3 To create appropriate projects aimed at strengthening youth entrepreneurship. • entrepreneurship. • 1.4 Promote and strengthen the spirit of collegiality and cooperation among young people • in the field of entrepreneurship and employment. • 1.5 Provide work experience opportunities for unemployed young people. • 1.6 Cultivate a culture of professional adaptability (career adaptability) among young people. • 1.7 To combat discrimination and exploitation in employment and other forms of exploitation in the workplace or exploitation in the workplace. • 1.9 Promote and support appropriate research on the anticipation of skills forecasting and matching of occupations, skills and competences. • 1.10 Promote programmes that alleviate youth unemployment and offer quality job
SHORT DESCRIPTION	
LANGUAGE	English/Greek
REGISTRATION	Not required(the registration is mandatory only for applications)
<p>HOW THEY INSPIRE/SUPPORT YOUNG PEOPLE TO BECOME ENTREPRENEURS</p>	<p>8 Pillars of Youth Board Cyprus</p> <ul style="list-style-type: none"> • Policy Field A: Employment and Entrepreneurship • This policy field addresses one of the greatest current challenges for youth today: employment. The state is already making efforts to enhance the employability of young people through various projects and action plans. In addition, special emphasis is placed on the development and promotion of entrepreneurship and self-employment, in order to empower young people to start their own business with the right guidance and based on solid foundations. • 1st Objective: Development, support and promotion of youth entrepreneurship. • 2nd Objective: Enhancement of the employability of young people and their integration into the labour market, while ensuring their labour rights.

- Policy Field B: Social Inclusion
- The primary purpose of the NYS is to promote equality and respect for human rights in order to eliminate social discrimination against young people. This can be achieved through a culture which promotes social inclusion. Social inclusion allows all young people to enjoy all social benefits without hindrance. At the same time, it is a dynamic process that allows all social groups to engage into dialogue that will lead to social peace.
- **1st Objective:** Safeguarding equality and respect for human rights.
- **2nd Objective:** Creation of a mindset that promotes social inclusion.
- Policy Field C: Participation
- Young people cannot be excluded from the decision-making process about their lives, especially when it comes to adults. After all, self-representation has always been a key requirement in the process of claiming the rights of organised groups or social movements (e.g. people with disabilities, ethnic groups, women, etc.). The main goal of this field is to ensure that young people are involved in all decision-making stages regarding the policies related to issues or problems that concern them. When young people participate in politics they care about their future, they are able to judge based on the long-term common good, get informed, analyse, vote, promote ideas, evaluate and take part in collective actions.
- **1st Objective:** Ensuring youth participation in all decision-making stages for shaping policies that reflect the needs and views of young people.
- **2nd Objective:** Youth empowerment for active participation in civic life.
- Policy Field D: Education and Training
- Education is undoubtedly one of the most important investments of a person, both in terms of personal growth and knowledge acquisition and in connection with the labour market. As a result, aiming for quality education for all young people will serve as the basis of the NYS actions. Education and training aim to address challenges such as skill gaps in the workforce, technological developments and global competition.
- **1st Objective:** Safeguarding quality education for all young people.
- **2nd Objective:** Ensuring equal opportunities for young people in education and training.
- Policy Field E: Health and Well-being

- The promotion of health, well-being and disease prevention is a primary need not only for young people but for everyone. Well-being is often based on personal choices that should meet an individual's personal needs: physical, mental, spiritual, social, occupational and environmental. In addition, the state must help young people by adopting appropriate measures. For this reason, NYS pays special attention to this field as young people's good physical and mental health is the foundation for all other needs or priorities young people may set.
- **1st Objective:** Equal and uninterrupted access to quality and youth friendly healthcare services.
- **2nd Objective:** Promotion of health, well-being and disease prevention.
- Policy Field F: Volunteerism
- Volunteerism is defined as the activity that is done freely, spontaneously and selflessly by individual citizens or members of organisations in order to help other people or for the greater good of society in general. As a social activity, volunteerism is of vital significance nowadays, as it has become a life attitude that yields substantial benefits for volunteers through their contribution to society and people in need.
- **1st Objective:** Development of a volunteerism mindset and promotion of voluntary involvement of young people.
- **2nd Objective:** Official recognition and validation of skills acquired through volunteering.
- Policy Field G: Youth and the World
- This policy field highlights the importance of young people's perception of their place in the world. It is important for young people to realise their impact on local culture and ecology and comprehend its potential global effect. More specifically, this field addresses issues such as climate change, the UN Millennium Development Goals, human rights, mobility and exchange of ideas and experiences among young people in Europe and the world.
- **1st Objective:** Creation and utilisation of opportunities for mobility.
- **2nd Objective:** Promotion of a global, international, ecological mindset.
- Policy Field H: Creativity and Culture
- Culture is recognized as a main element of creativity, which is related to the arts and culture and can bring multiple benefits to an area both in economic and social terms. Some of the main ways of cultural expression for Cypriots are arts and cultural events.

	<ul style="list-style-type: none"> • 1st Objective: Creation of conditions for equal access and participation in culture and the arts. • 2nd Objective: Development of conditions for artistic creation.
POSSIBLE CHALLENGES/RISK	it could be inimitable if there is not a corporation between the above-mention organizations. The organisation offers an important financial support, experience, knowledge and it could not be that easy to transfer the specific concept in a different area without key players to support the idea.
SECTOR	Non-profitable organization,
Webpage (if existing) and/or additional links	https://ideacy.net/

Best Practices in Italy:

NAME OF THE BEST PRACTICE	LEI (Leadership Energia Imprenditorialità – trans. Leadership Energy Entrepreneurship)
TYPE OF THE BEST PRACTICE	University Career Service <u>Stakeholders:</u> <ul style="list-style-type: none"> • Ca' Foscari University • Veneto Region • European Union
COUNTRY AND THE CITY OF INITIATIVE	Italy, Venice.
LEARNING OUTCOME (Impact)	<u>Target groups:</u> <ul style="list-style-type: none"> • Female students of Ca' Foscari university • Women belonging to the LEI network <u>Impact:</u> This practice addresses an audience that is in a clear minority in the world of entrepreneurship and business in general. The project aims at increasing not only the skills of women and young female students in this field but it wants, above all, to accompany them in building a network of contacts that can not only inspire them, but also accompany them on a path of professional growth.
SHORT DESCRIPTION	LEI was established at the end of 2017 as a part of Ca' Foscari University's Career Service activities to support and promote the employability of women and facilitate their entry into the world of work. With the aim of developing leadership skills and business culture, to support women's passions, talents and aspirations, LEI tells stories of professional female entrepreneurs and workers who have become mentors and role models for both female students and LEI network members. <u>Description:</u> The LEI project organises workshops providing tools to develop leadership skills, set up a business or define a professional project. Also, it promotes meetings with female entrepreneurs and professionals who share their stories of women in the world of work. In collaboration with companies, LEI creates internship or job placement projects dedicated to sectors in which the presence of women is still too small.
LANGUAGE	Italian
REGISTRATION	Required

HOW THEY INSPIRE/SUPPORT YOUNG PEOPLE TO BECOME ENTREPRENEURS	<p><u>How do they inspire young entrepreneurs?</u></p> <ul style="list-style-type: none"> • Through funded trainings and programs; • Through contact with professional networks.
POSSIBLE CHALLENGES/RISK	Possible challenges and risk factors relate to the possibility that funds will not be renewed for a new edition when the programme expires.
SECTOR	Public
Webpage (if existing) and/or additional links	<p style="text-align: center;"><i>LEI</i> journal in Open Access (published by the Ca' Foscari University Press)</p> <p style="text-align: center;">http://doi.org/10.30687/Lei/2724-6094/2022/06</p> <ul style="list-style-type: none"> • Website: https://www.unive.it/pag/31274 • Facebook: https://www.facebook.com/LEI.Cafoscari • IG: https://www.instagram.com/progettolei_cafoscari/

NAME OF THE BEST PRACTICE	<i>YES I START UP</i>
TYPE OF THE BEST PRACTICE	<p>Self-employment training course</p> <p><u>Stakeholders:</u></p> <ul style="list-style-type: none"> • ANPAL • National Agency for the Microcredit • Public and private partners
COUNTRY AND THE CITY OF INITIATIVE	Italy, national level
LEARNING OUTCOME (Impact)	<p><u>Impact:</u></p> <p>This programme is a completely free course aimed at young Neet people who can access it and be tutored by experts who help aspiring entrepreneurs to realise their business ideas and approach the bureaucratic aspects of it.</p> <p><u>Target groups:</u></p> <ul style="list-style-type: none"> • NEET • Long-term unemployed (18-29 yo) • Inactive women (18-29 yo) •

<p>SHORT DESCRIPTION</p>	<p>Description:</p> <p>Run by the Italian National Agency for Active Employment Policy (ANPAL, in acronym), <i>Yes I Start Up</i> is a self-employment training course that provides the participants with the necessary skills to turn a business idea into reality. It is addressed to young Neet (young people who are not studying, nor working, nor attending vocational training courses), inactive women, long-term unemployed, aged between 18 and 29.</p> <p>It is a training course on entrepreneurship aimed at transmitting the skills needed to build one's own start-up, from the creation of the business plan all the way down to the preparation of the documents required to start the business.</p> <p>The learning programme of YES I START UP consists in:</p> <p>A - basic training modules, total duration 60 hours, which can be combined with remote interactions with trainees in live streaming (maximum 24 hours out of the 60).</p> <p>B - an accompanying and customised technical assistance module, delivered on an individual basis or in small groups (maximum 3 trainees), lasting 20 hours.</p>
<p>LANGUAGE</p>	<p>Italian</p>
<p>REGISTRATION</p>	<p>It is required to register on the Website of <i>Garanzia Giovani</i>, but the subscription is free of charge.</p>
<p>HOW THEY INSPIRE/SUPPORT YOUNG PEOPLE TO BECOME ENTREPRENEURS</p>	<p>how they support them?</p> <ul style="list-style-type: none"> • funded training and programs; • contact with professional networks.
<p>POSSIBLE CHALLENGES/RISK</p>	<p>A possible challenge/risk is linked to the fact that this project is linked to an initiative that has been designed on a national level but requires regional activation. So each region picks the project/s that it wants to implement. Therefore, entrepreneurs who are interested in the <i>Yes I Start Up</i> course have to check whether this has been activated in the region where they live, and if it is possible to attend the course from another regional government.</p>
<p>SECTOR</p>	<p>Public</p>
<p>Webpage (if existing) and/or additional links</p>	<p>Website: https://garanziagiovani.anpal.gov.it/-/yes-i-startup</p> <p>https://www.diventaimprenditore.eu/yes-i-start-up/</p>

NAME OF THE BEST PRACTICE (number 1)	“Tineri Antreprenori” (“Young Entrepreneurs”)
TYPE OF THE BEST PRACTICE	Mentoring programme
COUNTRY AND THE CITY OF INITIATIVE	Bucharest, Romania
LEARNING OUTCOME(Impact) (What can we learn from the practice)	<p>The programme shows that in order to inspire young entrepreneurs, there is a need for:</p> <p>Structured support and access to relevant resources The programme offers support to entrepreneurs who are in the early stages of developing their business, which is when this support is the most valuable. Using mentorship sessions, along workshops specific to each business, the programme supports young entrepreneurs in gaining essential skills for successfully overcoming potential business challenges.</p> <p>Focus on innovation and adaptability The programme supports young entrepreneurs in learning to adapt in order to face the dynamic markets of their businesses. The focus on promoting innovation highlights that entrepreneurs need to adapt their businesses quickly in the ever changing markets of today. Prioritising innovation, along with the development of business skills, plays an essential role in maintaining the success of a business.</p> <p>Recognition of good practices and encouraging networking The programme supports networking and collaboration, recognising the importance of accessing peer learning opportunities as a young entrepreneur. Successful initiatives to promote entrepreneurship for young people require motivation and opportunities for networking with other young entrepreneurs.</p>
SHORT DESCRIPTION	<p>The programme is aimed at entrepreneurs in their first 3 years of business start-up, growth and development. The programme is designed as a mini MBA aimed at providing access to top resources and content to support those who want to take their business to the next level.</p> <p>‘Young Entrepreneurs’ is implemented by Junior Chamber International Romania. The 9th edition of the programme took place in 2023.</p> <p>‘Young Entrepreneurs mini MBA’ won the Best Local Economic Development Program award and European recognition at the JCI European Conference in Dublin, Ireland, in June 2020.</p>
LANGUAGE	Romanian
REGISTRATION	Required

<p>HOW THEY INSPIRE/SUPPORT YOUNG PEOPLE TO BECOME ENTREPRENEURS</p>	<p>Young Entrepreneurs is a mentoring programme divided into 8 main practical workshops and 4 workshops on specific topics of interest, facilitated by some of the best specialists in the field. Each topic addressed by the participating businesses in the 8 workshops covers an essential part of an entrepreneur's daily activity in the business they are developing: business planning, marketing and communication, sales, finance and investment, digitalisation and e-commerce.</p>
<p>POSSIBLE CHALLENGES/RISK</p>	<p>The programme faces the challenge of not reaching a variety of entrepreneurs and business ideas, as it involves participation fees that may not be affordable for smaller businesses, in the first 3 years of activity.</p>
<p>SECTOR</p>	<p>Private</p>
<p>Webpage (if existing) and/or additional links</p>	<p>https://tineriantreprenori.ro/despre-noi/</p>

Best Practices in Greece:

NAME OF THE BEST PRACTICE (number 1)	Investment Center: Is a Center for Business Consulting Services for Integration into Investment Programs and Finding New Business Opportunities.
TYPE OF THE BEST PRACTICE	Consulting services for small and medium enterprises, with the aim of integrating them into development (Community) Grant Programs.
COUNTRY AND THE CITY OF INITIATIVE	Country: Greece Heraklion Crete & Marousi Attika https://kei.gr/en Facebook Instagram LinkedIn
LEARNING OUTCOME(Impact) (What can we learn from the practice)	<u>Target groups:</u> SMEs, Start Ups, Entrepreneurs <u>Impact:</u> To provide substantial benefit and advisory value to businesses both in terms of their inclusion in subsidised programmes and absorption of development funds, as well as in terms of increasing business intelligence.
SHORT DESCRIPTION	The Investment Centre is the main instrument and the main tool for those businesses seeking to successfully join the beneficial regulations and provisions of the European funded programmes for the implementation of investment plans. It aims to improve, restructure and develop the region's dynamic enterprises, which will be able to understand and adapt to the ever-changing local and global environment. Moreover, the provision of advice is not limited to simple investment study services, but to substantial support for the individual entrepreneur, with a lasting and comprehensive basis for preparing for the future, thus adding significant benefits.
LANGUAGE	Greek/ English
REGISTRATION	Not required
HOW INSPIRE/SUPPORT PEOPLE TO BECOME ENTREPRENEURS	The Investment Centre, through advisory services tailored to each business, can guide entrepreneurs towards the most suitable application for funding for their needs, and increase the chances of that application being accepted for their new business idea. It also promotes entrepreneurs' business intelligence and stands by their clients for a long-term relationship.
POSSIBLE CHALLENGES/RISK	Adaptability, possible challenges and risk
SECTOR	Private Sector

Webpage (if existing) and/or additional links	https://kei.gr/en
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NAME OF THE BEST PRACTICE (number 2)	egg – enter•grow•go: a business incubation and acceleration programme.
TYPE OF THE BEST PRACTICE	(Resources should be with free access, but not necessarily no login)
COUNTRY AND THE CITY OF INITIATIVE	Country: Greece https://www.theegg.gr/el Facebook LinkedIn YouTube
LEARNING OUTCOME(Impact) (What can we learn from the practice)	<u>Target groups:</u> Start-ups, teams or individuals, new businesses <u>Impact:</u> By supporting innovative entrepreneurship with suitable infrastructure and guidance. Egg is creating opportunities for the growth, financing, networking and extroversion of startups.
SHORT DESCRIPTION	Egg, designed and implemented by Eurobank and Corallia of the RC Athena since 2013 to support innovative entrepreneurship in Greece, aids young participants entrepreneurs who seek financing, extroversion and business networking, while it contributes in the effort for connecting the country's academic, business and investment communities. It provides opportunities for suitable startup financing, mentoring, commercial operations, networking and extroversion through 2 platforms: <ol style="list-style-type: none"> 1. Startups, teams or individuals with innovative ideas that are looking for the right tools and resources to become viable businesses (START UP). 2. New businesses that want to accelerate their growth and venture on to their next step with a new product or expand into new markets in Greece or abroad (SCALE UP).
LANGUAGE	Greek/ English
REGISTRATION	Not required
HOW THEY INSPIRE/SUPPORT YOUNG PEOPLE TO BECOME ENTREPRENEURS	It is an innovative new funding programme that aims to promote youth entrepreneurship, while offering support during the first steps of young entrepreneurs. Instead of providing only financial support, expert advisory teams are available to guide them towards the right decisions and actions.

POSSIBLE CHALLENGES/RISK	
SECTOR	Private Sector
Webpage (if existing) and/or additional links	https://www.theegg.gr/en/about-get-to-know-egg/what-is-egg

Best Practices in Romania:

NAME OF THE BEST PRACTICE (number 1)	“Tineri Antreprenori” (“Young Entrepreneurs”)
TYPE OF THE BEST PRACTICE	Mentoring programme
COUNTRY AND THE CITY OF INITIATIVE	Bucharest, Romania
LEARNING OUTCOME(Impact) (What can we learn from the practice)	<p>The programme shows that in order to inspire young entrepreneurs, there is a need for:</p> <p>Structured support and access to relevant resources The programme offers support to entrepreneurs who are in the early stages of developing their business, which is when this support is the most valuable. Using mentorship sessions, along workshops specific to each business, the programme supports young entrepreneurs in gaining essential skills for successfully overcoming potential business challenges.</p> <p>Focus on innovation and adaptability The programme supports young entrepreneurs in learning to adapt in order to face the dynamic markets of their businesses. The focus on promoting innovation highlights that entrepreneurs need to adapt their businesses quickly in the ever changing markets of today. Prioritising innovation, along with the development of business skills, plays an essential role in maintaining the success of a business.</p> <p>Recognition of good practices and encouraging networking The programme supports networking and collaboration, recognising the importance of accessing peer learning opportunities as a young entrepreneur. Successful initiatives to promote entrepreneurship for young people require motivation and opportunities for networking with other young entrepreneurs</p>
SHORT DESCRIPTION	<p>The programme is aimed at entrepreneurs in their first 3 years of business start-up, growth and development. The programme is designed as a mini MBA aimed at providing access to top resources and content to support those who want to take their business to the next level.</p> <p>‘Young Entrepreneurs’ is implemented by Junior Chamber International Romania. The 9th edition of the programme took place in 2023.</p> <p>‘Young Entrepreneurs mini MBA’ won the Best Local Economic Development Program award and European recognition at the JCI European Conference in Dublin, Ireland, in June 2020.</p>
LANGUAGE	Romanian
REGISTRATION	Required

HOW THEY INSPIRE/SUPPORT YOUNG PEOPLE TO BECOME ENTREPRENEURS	Young Entrepreneurs is a mentoring programme divided into 8 main practical workshops and 4 workshops on specific topics of interest, facilitated by some of the best specialists in the field. Each topic addressed by the participating businesses in the 8 workshops covers an essential part of an entrepreneur's daily activity in the business they are developing: business planning, marketing and communication, sales, finance and investment, digitalisation and e-commerce.
POSSIBLE CHALLENGES/RISK	The programme faces the challenge of not reaching a variety of entrepreneurs and business ideas, as it involves participation fees that may not be affordable for smaller businesses, in the first 3 years of activity.
SECTOR	Private
Webpage (if existing) and/or additional links	https://tineriantreprenori.ro/despre-noi/

NAME OF THE BEST PRACTICE (number 2)	“Antreprenor în România” (“Entrepreneur in Romania”)
TYPE OF THE BEST PRACTICE	Website / online platform Online community
COUNTRY AND THE CITY OF INITIATIVE	Bucharest, Romania
LEARNING OUTCOME(Impact) (What can we learn from the practice)	The initiative shows the importance of: Developing entrepreneurship through building communities “Antreprenor în România” focuses on collaboration for economic growth, and it aims to bring entrepreneurs together and to create further connections. The network created contributes to more sustainable business practices based on a supportive community. Promoting businesses using technology and embracing digitalisation The initiative advocates for the use of technological tools in all aspects of entrepreneurship, from networking and funding, to communication with customers and promotion of goods and services.
SHORT DESCRIPTION	“Antreprenor în România” aims to develop a united entrepreneurial community capable of transforming Romanian society through the development of sustainable and successful businesses that generate wealth, jobs and a high standard of living. The initiative provides entrepreneurs with the use of technological means to access relevant information and resources, promote and diversify their skills and use innovative tools to get closer to their customers.

LANGUAGE	Romanian
REGISTRATION	<p>No registration required for the online resources.</p> <p>Consultancy services can be additionally booked.</p>
HOW THEY INSPIRE/SUPPORT YOUNG PEOPLE TO BECOME ENTREPRENEURS	<p>The online platform provides a series of free online resources for entrepreneur who are at the beginning of their journey, such as:</p> <ul style="list-style-type: none"> • a collaborative environment that allows Romanian business people to interact with the direct beneficiaries of their services; • the possibility to present the company or entrepreneur profile, the service package and the product portfolio in a professional manner; • relevant information on available funding sources and programmes, as well as access to experts in writing funding proposals; • a new business-to-business sales channel allowing a continuous cycle of orders for products on clearance and services offered at significant discounts; <p>tools to promote events, workshops, webinars and other networking initiatives that help to increase the interaction between Romanian business people and the exchange of services;</p>
POSSIBLE CHALLENGES/RISK	<p>The initiative may face challenges in reaching certain entrepreneurs who are not so well connected to the digital world. Another challenge is represented by the continuous competition on the market, as more and more digital platforms are created with the same goals and target audience.</p>
SECTOR	Private
Webpage (if existing) and/or additional links	https://antreprenorinromania.ro/

Conclusion:

The Youth Entrepreneurs Guild (YEG) Project, dedicated to fostering entrepreneurial leadership and education among the youth, presents the YEG Project Best Practices Report. This report, developed within the framework of IO1, complements the upcoming training guide on youth entrepreneurship (IO2) and lays the foundation for Guild Entrepreneurship. It compiles exemplary actions from private and public institutions across partner countries, showcasing one to two best practices from each participating nation.

In Poland, the "IT Launch Box" initiative by the Kielce Technology Park focuses on creating new IT enterprises and equipping young people with IT skills and entrepreneurship knowledge. Another notable practice is "LEI (Leadership Energia Imprenditorialità)," emphasizing leadership energy in entrepreneurship.

Cyprus contributes with the "IDEA INNOVATION CENTER," a non-profit organization supporting young entrepreneurs in establishing startups. The "Youth Board of Cyprus" serves as an advisory body proposing comprehensive youth policies to the Council of Ministers.

Italy's best practice is "LEI (Leadership Energia Imprenditorialità)," emphasizing leadership energy in entrepreneurship.

In Greece, the "Investment Center" provides business consulting services, while "egg – enter•grow•go" is a business incubation and acceleration program.

Bulgaria's best practice is "LEI (Leadership Energia Imprenditorialità)," focusing on leadership energy in entrepreneurship.

Romania's "'Tineri Antreprenori" ("Young Entrepreneurs")" initiative focuses on collecting best practices, offering insights into impactful entrepreneurship programs.

These examples represent just a snapshot of the diverse initiatives in each country, as the report includes a broader range of best practices. Detailed information for each practice, such as type, country and city, learning outcomes, short description, language, registration details, how they inspire/support young people, potential challenges/risks, and the sector, is provided. Additional webpages or links are included when available. The overarching goal is to inspire, guide, and contribute to the development of a sustainable entrepreneurial ecosystem empowering youth globally.



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