

Discussion Round 1 : The Objectives of the Pilot Action

- ☐ Are the objectives well chosen and defined?
- ☐ Are there other objectives than those that have already been identified?

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Objectives – Networks across Borders

- ☐ Exchange experience with entrepreneurs who **had problems to face and are facing similar obstacles and challenges**;
- ☐ Receive specific **training** for the successful start and development of future businesses;
- ☐ **Facilitate market access and potential partners for a business in another MS**;
- ☐ **Developing knowledge and experience of another MS**;

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New Objectives

- ❑ *Exchange experience with entrepreneurs facing similar challenges and opportunities;*
- ❑ *Exchange creative learning for the successful start and development of future businesses*

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The objectives discussed

- ❑ Learning by doing;
- ❑ See European Market as a National Market;
- ❑ Transfer knowledge from an experienced (successful) entrepreneur to a starting one;
 - a) Learning different ways of doing things and doing them in a different way;
 - b) Fostering creativity and entrepreneurial mindsets;
 - c) Creative learning between partners to the venture;
- ❑ Young entrepreneur may create its roadmap (opportunities) from different hosts

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Discussion Round 2: Entrepreneur, Host and Intermediary (Chapters 3 and 4)

- ☐ Are the two main target groups, namely young entrepreneurs and hosting entrepreneurs well defined?
- ☐ What role should be assigned to 'intermediaries'?

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The 'Young' Entrepreneur

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- ☐ Age – someone at the '*young stage*' of entrepreneurial activity
 - ☐ Skills, education, language experience (*appropriate to the business/country activity*)
 - ☐ Motivation – demonstrated through a written business plan linked to a concrete business project (*this will be our second objective*) (*instead of business plan -> proven business proposition?*)
 - ☐ Sector focus, depending on the needs of the Young Entrepreneur

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The “young” entrepreneur

- ☐ Plan for a viable business proposition;
- ☐ Entrepreneurial skills
- ☐ Want to capture those who are willing to “DO IT”
- ☐ Young in the
 - *Heart
 - *Minded
 - *Motivated



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Host

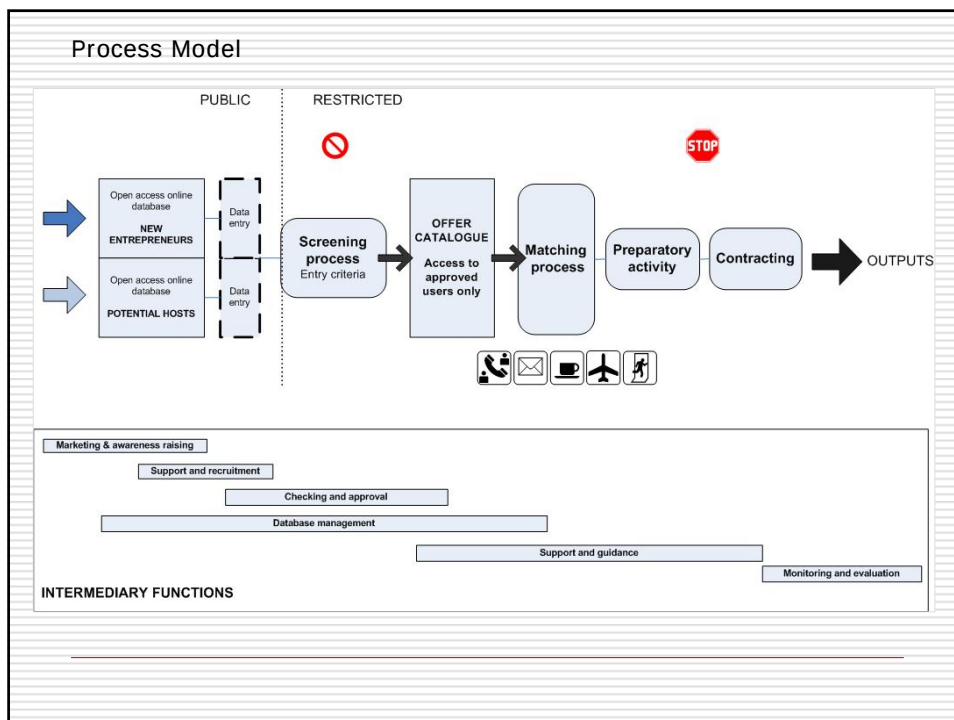
- ☐ Host: the person who had the experience/
not other person in the company
- ☐ Data from the person & from the company
- ☐ successful experience
 - *Minimum threshold
 - *Verify standards
- ☐ SME? Not necessary to mention (97% of
companies are SME anyway)

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Intermediaries

- ❑ **Pre-selection**
- ❑ **Match Host / Young entrepreneur**
- ❑ **Verification of the Entrepreneur ?**

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New additions

- ☐ Create a BRAND -> this will attract people, intermediaries will be encouraged to sustain and develop the quality the BRAND
 - ☐ Hosts, young entrepreneurs, intermediaries will compete to join
 - ☐ Offer catalog wrong label: instead Opportunity catalog
 - ☐ Coaching for young entrepreneurs pre-entry to opportunity catalog.
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SEGMENTING THE ACTIVITIES

EU Level

Brand Promotion, Induction,
Quality Assurance

National Regional/Local

Applications Processing,
Matching, Administration On-site Support,
Making the Relationship Work

THANKS SO MUCH TO ALL OF YOU!!!!

New Objectives

- ☐ Are the objectives well chosen and defined? (see leaflet)
- ☐ Are there other objectives than those that have already been identified?
- ☐ *Exchange experience with entrepreneurs facing similar challenges and opportunities;*
- ☐ *Exchange creative learning for the successful start and development of future businesses;*

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The Basic Tool

- ☐ Proven business proposition;
- ☐ Matched with a “host” SME (*issues about host*) in another MS;
- ☐ Spend a period of time (*different industries different period of times needed*) with host entrepreneurs and learn from them;
- ☐ *Capture and share learning* experience;

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|---|---|
| ☐ Are the objectives well chosen and defined? (see leaflet) | ☐ Yes but.... |
| ☐ Are there other objectives than those that have already been identified? | ☐ No – but alterations to text |

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