ENTREPRENEURSHIP FOR THE UNEMPLOYED IN THE NETHERLANDS:
a labour market tool with substantial social impact!

Bert Otten

Radar Advies

Context

- Dutch labour market is **highly flexible**

- Almost all of the **increase in self-employment** (16.7 % of total employment in 2017) has been **own-account work**

- In recent years increased focus on **stimulating entrepreneurship among the unemployed**

Entrepreneurship for the unemployed: legal regulations

Regulation for self-employment (*Startersregeling*)

- National Unemployed Insurance Agency

44 000
start-ups per year

Regulation Assistance for the Self-Employed (*Besluit Bijstandsverlening Zelfstandigen* (Bbz)

- Municipalities
- Start-up loan
- Training / coaching

3 000
start-ups per year

Entrepreneurship training
for the unemployed

- Training programmes related to the Bbz

| Intake | Selection | Training/ coaching | Assessment of business plan | Credit grant coaching |

- Part-time entrepreneurship programmes
- Training programmes for specific target groups

Example   1

Programme Successful on start (Bbz)

- Mixed groups
- Entrepreneural test
- Workshops
- Network of coaches
- Around 50 % of participants start a business

Example   2

Part-time entrepreneurship programmes

- Mixed groups

- Co-operative entrepreneurship

- Workshops

- Focus on personal development

- 58 % either fully or partially
  ended their unemployment benefit

Example 3

Startup school for refugees

- 3 months training period
- Workshops: design thinking / lean start-up method
- Network of coaches
- 44 participants: 10 started a business / 5 found a job

Success factors

- Training part of an eco-system of entrepreneurship
- Link training to coaching
- Mixed groups
- Group approach: for and by each other
- Policy-context: promotion entrepreneurship, legislation for local programmes and innovations
- The Bbz programme for startup's has a positive social return on investment