



Migrant Entrepreneurship as a mean of migrant integration

Thorleif Hjeltnes
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of the European Union



FACTS

- Erasmus+ Strategic Partnership project for Adult learners
- Build on the previous 9 Conversations (9C) project
- Duration 1.10. 2020 to 30.9.2023

Co-funded by the
Erasmus+ Programme
of the European Union



Why these projects?

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Refugees have skills from their previous life

- Learning about entrepreneurship by network-building is helping refugees to start their own business:



- Facilitating Migrant Entrepreneurship (Train the facilitators):



Fadi Zidan – a tailor from Syria





EUROPE



Produced by the Cartographic Research Lab
University of Alabama



SAPIENZA
UNIVERSITÀ DI ROMA



The TISIP / NTNU team



Tor Atle Hjeltnes – Associate professor; Industrial economy



Knut Arne Strand – Associate professor; Computer science



Monica Storvik – Associate professor; Business administration



Bjørn Klefstad – Associate professor; Computer science



Anne Fox – Assistant professor; Languages, coaching and facilitating



Thorleif Hjeltnes – Professor in ICT and Learning

Language

- In 9 Conversations: from English to the language of refugees new country of residence like Lithuanian or Norwegian.
- In M9C, when the target group is refugee supporting organizations (RSO), the facilitator course is developed in English.

The language will often be a barrier to employment, reported by 84% of the refugees in the ***Talent displaced*** report.

(Betts, L. Muller, O Sterck, R. Geervliet, C. MacPherson, ***Talent displaced***: *The economic lives of Syrian refugees in Europe*, Deloitte, 2017.)

Technology

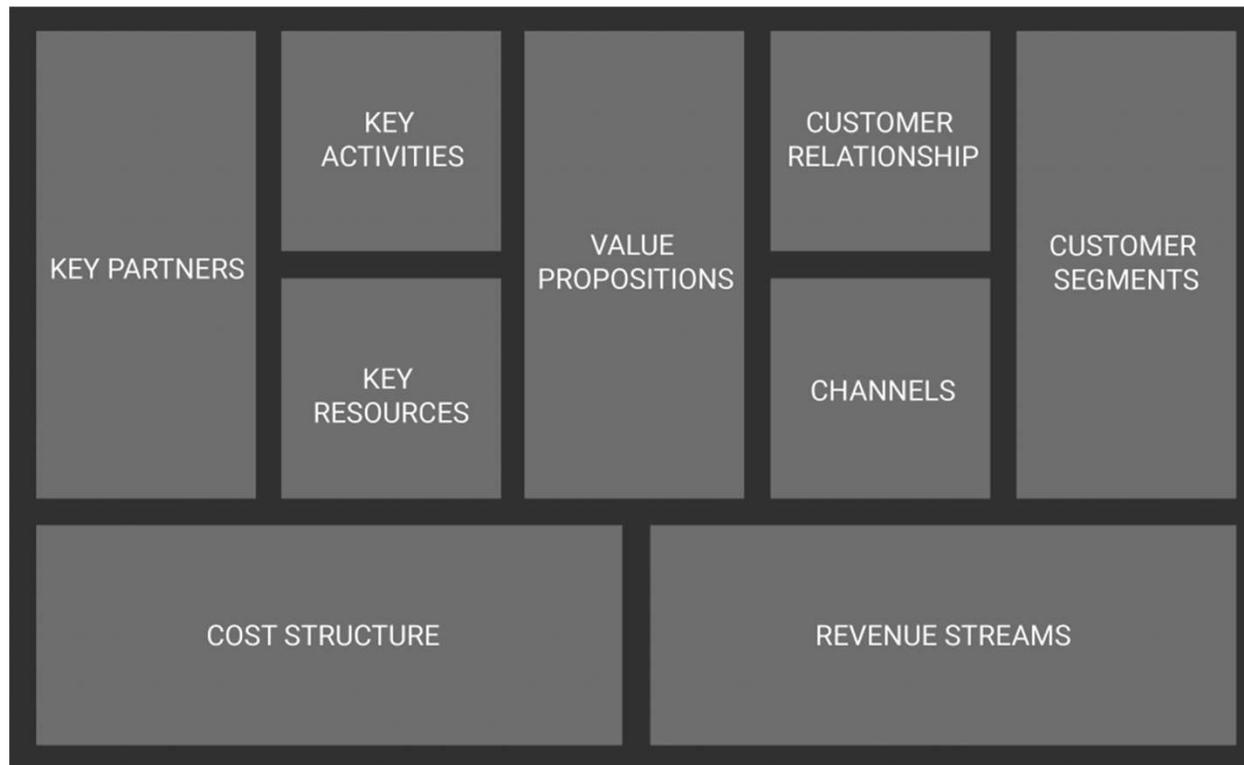
In 9C we expected that nearly all refugees had their own smart phone.

The the Talent displaced report found the 94 % of the syrians had smart phones.

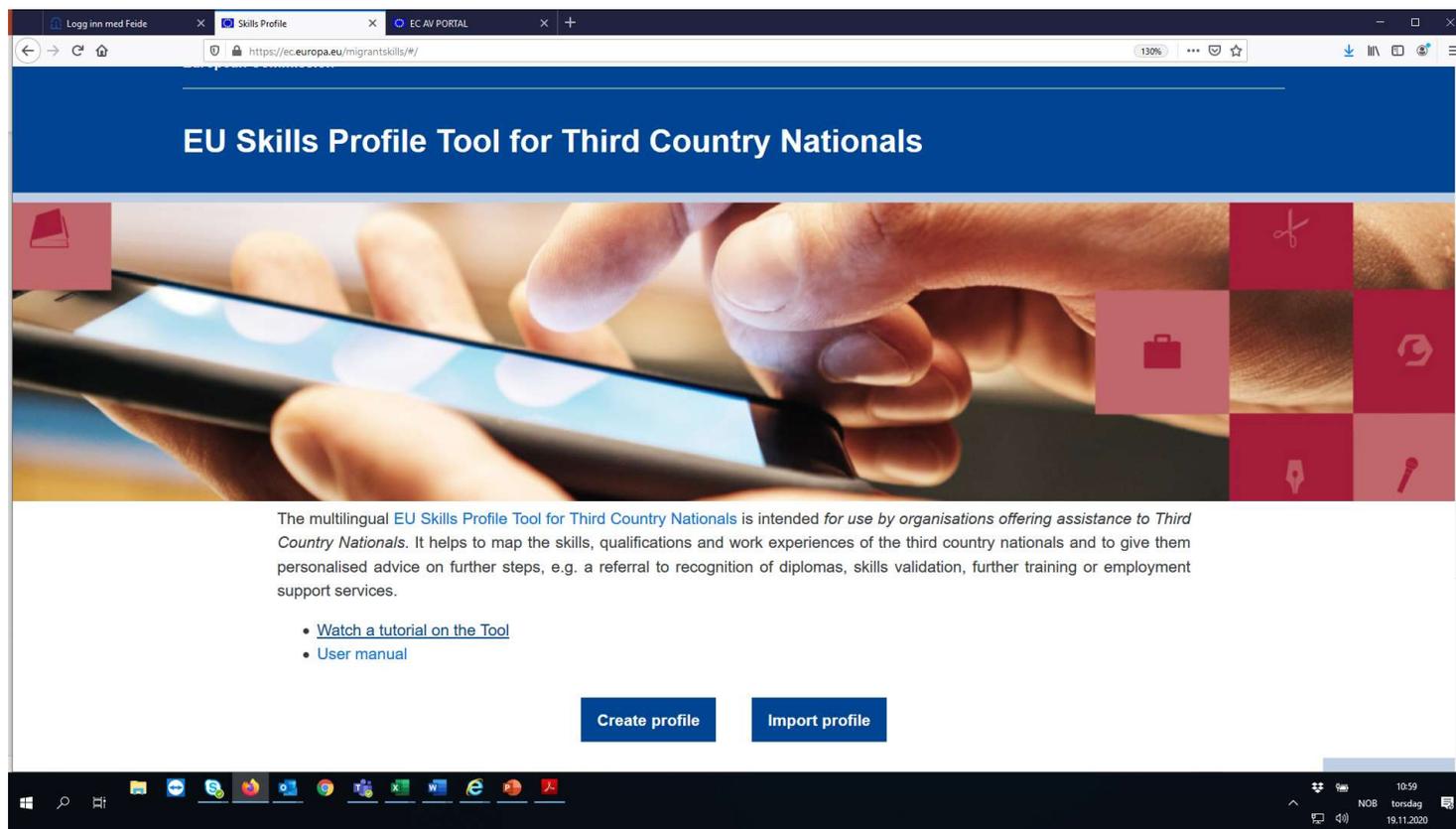
In 9C we developed an Android App. In M9C we dropped the App and made all the material available in a WordPress & Lifter web site in a way that can be used both by Android and IOs smart phones.

To run the 9C and M9C courses one can do it with only handouts, using Pdf or Power Point slides, not using online tools at all.

Osterwalder: Business Model Canvas (BMC)



EU Skills Profile Tool for Third Country Nationals



Logg inn med Feide

Skills Profile

EC AV PORTAL

https://ec.europa.eu/migrantskills/#/

EU Skills Profile Tool for Third Country Nationals

The multilingual [EU Skills Profile Tool for Third Country Nationals](#) is intended for use by organisations offering assistance to *Third Country Nationals*. It helps to map the skills, qualifications and work experiences of the third country nationals and to give them personalised advice on further steps, e.g. a referral to recognition of diplomas, skills validation, further training or employment support services.

- [Watch a tutorial on the Tool](#)
- [User manual](#)

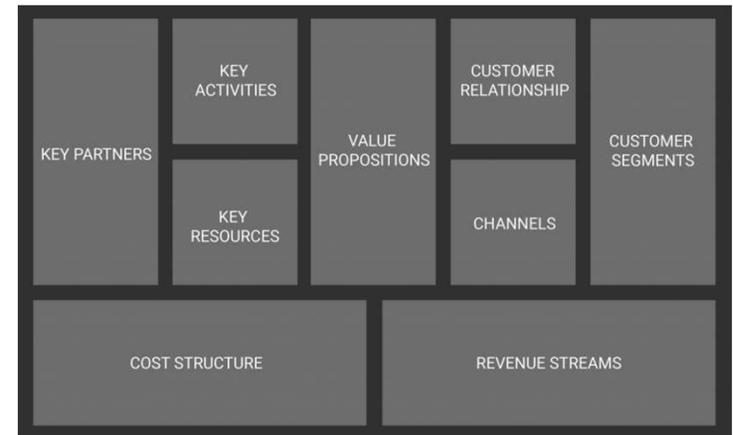
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Entrepreneurship self-evaluation tool

- Osterwalder Canvas with 9 building blocks
- EntreComp framework with 3 areas, 15 competences, 8 Competence levels, (6 in 9 Conversations) and 442 learning outcomes



Pedagogy for adult learners

Nordic Transformative Learning circles

“learning which promotes transformational entrepreneurial mindsets;

occurs in a dynamic iterative loop;

where individual level learning is combined with

knowledge-sharing and interaction at the group level.”

FAQ

<https://m9c.idi.ntnu.no/index.php/faq/>



[Home](#) [Courses](#) [Tools](#) [Dissemination](#) [Project partners](#)

FAQ For Lithuania In Lithuanian

The advice below is for general guidance only. You should check all information before acting on it.

- +** Su kokia biurokratija susidursiu steigdamas verslą?
- +** Kiek svarbu žinoti vietinę kalbą?
- +** Kokios vietinės organizacijos gali padėti nemokamai?
- +** Kokie pabėgėlių verslai yra įsteigti vietos bendruomenėje?
- +** Kas yra elektroninis (mobilus) verslas?
- +** Kur turėtų būti įsikūręs mano verslas?
- +** Kur planuojate gauti finansinių išteklių pradėti verslui?

SELF EVALUATION TEST

Use the following self evaluation tool of entrepreneurship competence, to determine your own level of competence.

- Value proposition
- Customer segments
- Channels
- Customer relationships
- Key partners
- Key activities
- Key resources
- Revenue stream
- Cost structure

To start a business you need to identify a business opportunity and create a value proposition for your customers. The value proposition is what the customers are willing to pay for. The value proposition must be adapted to the target group/customer segments and you have to do it better than your competitors.

Levels for value proposition:

- Level 1
- Level 2
- Level 3
- Level 4
- Level 5
- Level 6

Value proposition level 1 - Can explain one simple example with expert help

I have an idea for a product/service that I think people in my local area would buy. I need expert help to find more.

What can I do?

Nine steps
for the 9C
course

<u>Icon</u>	<u>Step</u>
	<u>Step 1: Introducing the BMC</u>
	<u>Step 2: Your skills</u>
	<u>Step 3: Your local area</u>
	Step 4: The Value Proposition Canvas
	<u>Step 5: Customer channels</u>
	Step 6: Key activities, <u>partners and resources</u>
	Step 7: Cost structure and revenue streams
	Step 8: Story telling
	Step 9: The pitch
	9 Conversations – the full badge

Mastering 9 Conversations Course



Khin Angel Dahle comes from Myanmar to Trondheim

A video of an interview with Khin can be found at the project web site.



Summary

The 9C and M9C projects are developed by **a group of professionals**. The partners come from universities, adult learning organizations (NGO's) and representatives for refugee supporting organizations (RSO) all over Europe.

The team has multidisciplinary competences, covering entrepreneurship, IT, ICT and learning, pedagogy, different languages, social services, and project management.

How useful is our work?

The project team have met both target groups i.e. refugees and RSOs at five Multiplier events. This have given us some insights.

We have only run **one small pilot course** in Denmark, that was successful.

We have done some semi structured interviews of immigrant entrepreneurs to be found on YouTube.

But – Erasmus+ did not give us money to run even small scale pilots.

Project group



Thessaloniki May 6th 2019



Rome April 29th 2022

Thank you for listening

Project summary



Graphics Designer
Helana Mouratidou

Web site: <https://m9c.idi.ntnu.no/>