9 CONVERSATIONS
Network-building for self-employment of refugees

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

9Conversations Project: progress so far

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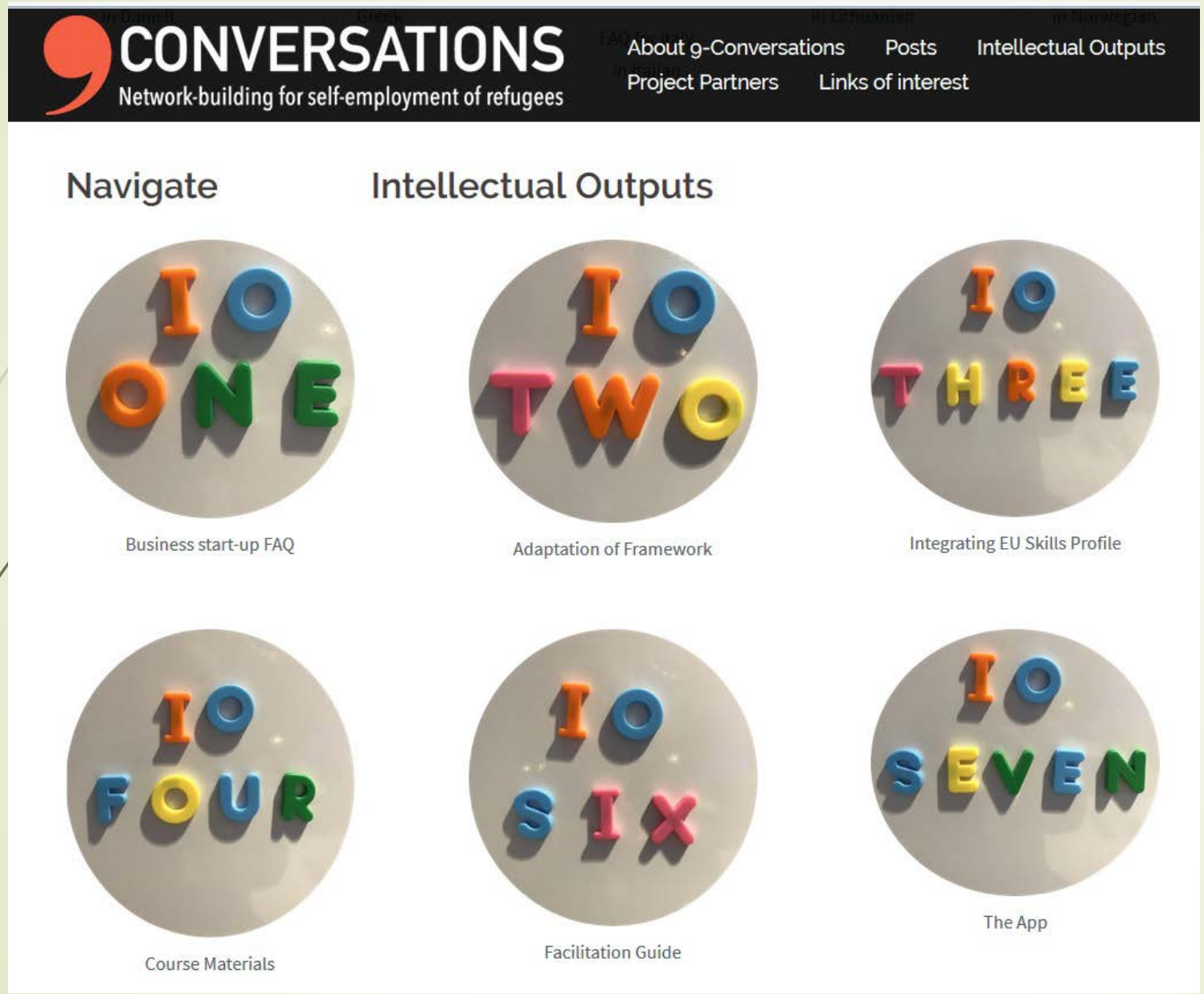
(former ATEI)

9Conversations progress so far: Intellectual Outputs 1,2 and 3

Uscite Intellettuali !



IO1
Business start-up FAQ

IO2
Adaptation of the ENTERCOMP Framework

IO3
EU Skills Profile Tool for 3d Country Nationals into Entrepreneurial Training

IO4
9Conversations Courseware

~~**IO5**~~
X

IO6
Facilitation Guide

IO7
The App

Intellectual Output 1: Business start-up FAQ

An intercultural analysis was carried out to predict which types of questions would be the most helpful for 9Conversations participants (refugees willing to start a small business)

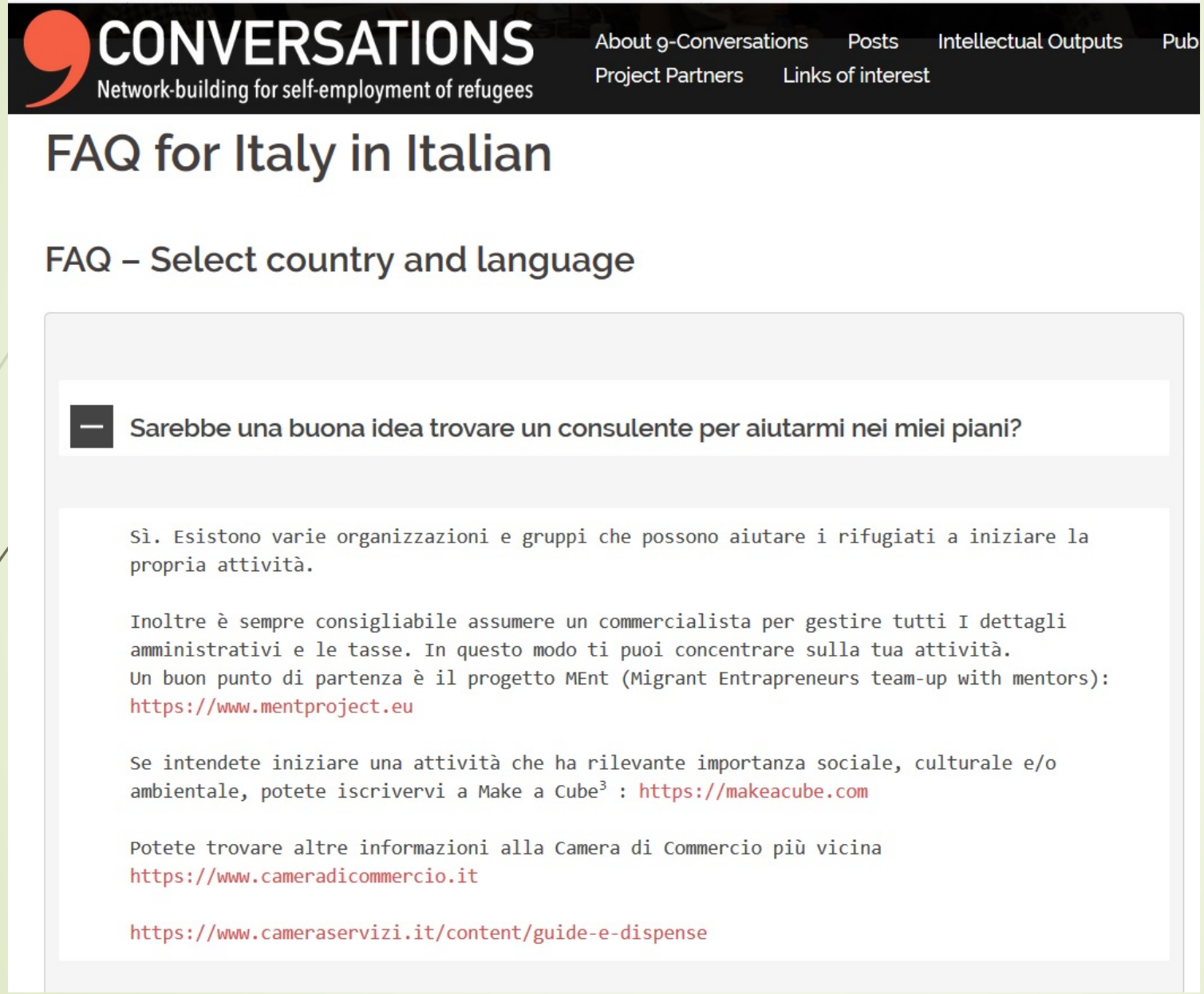
The analysis includes:

- differences between partner countries in setting up a business.
- differences in business practices between the EU countries and originating refugee countries (ie intercultural differences).

17 question/answers (FAQ)
were considered sufficient to cover the recurring topics when refugees start up businesses in their new homelands

IO1
Business start-up
FAQ

IO1
Business start-up
FAQ



IO1
Business start-up
FAQ

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

— Would it be a good idea to get a mentor to help me in my plans?

Yes. There are several organizations and groups which can help refugees to start up their own business.

Moreover, it is always advisable to hire an accountant to handle all the administrative and tax details, so that you can focus on your business.

More information
A good start point is project MEnt (Migrant Entrapreneurs team-up with mentors) site: https://www.mentproject.eu

If you plan to start a venture which may have a relevant social, cultural and/or environmental value, you cold join Make a Cube3 : https://makeacube.com

Other information can be found at the local Chamber of Commerce
https://www.cameradicommercio.it

https://www.cameraservizi.it/content/guide-e-dispense

Intellectual Output 2: Adaptation of EntreComp

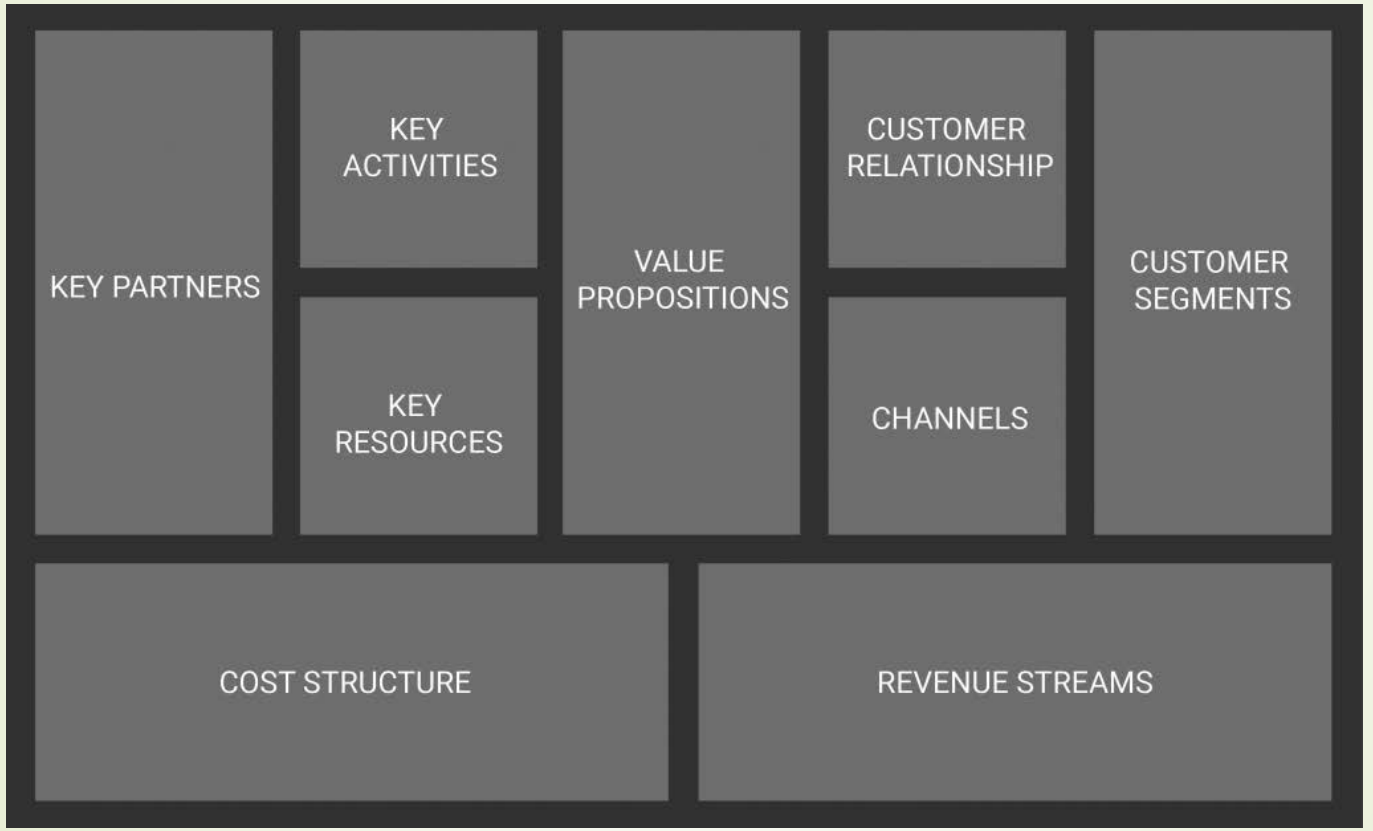
- A methodology for self-assessment based on a combination of the competencies listed in the EntreComp framework and the nine sectors of the Business Model Canvas which the project uses as its main reference point

- A self-assessment tool was developed to be used by refugees willing to follow the 9Conversations Training Module

Intellectual Output 2: Adaptation of EntreComp

The **EnterComp** is made up by 3 competence areas and 15 competences

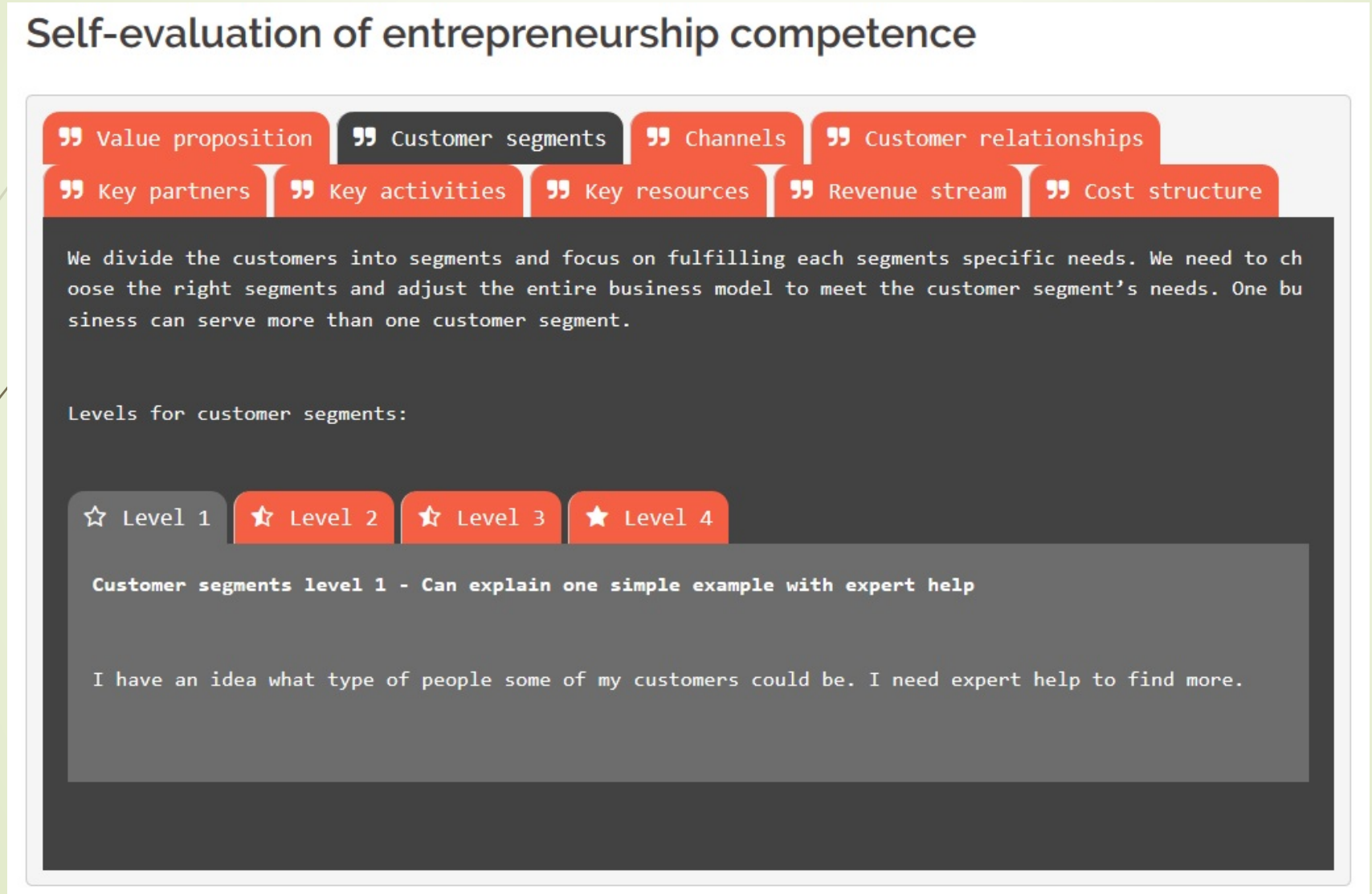
Intellectual Output 2: Combining EntreComp with BMC



The **9 sectors** of Osterwalder **Business Model Canvas (BMC)**

IO2
Adaptation of the
ENTERCOMP Framework

IO2 Self-evaluation Tool

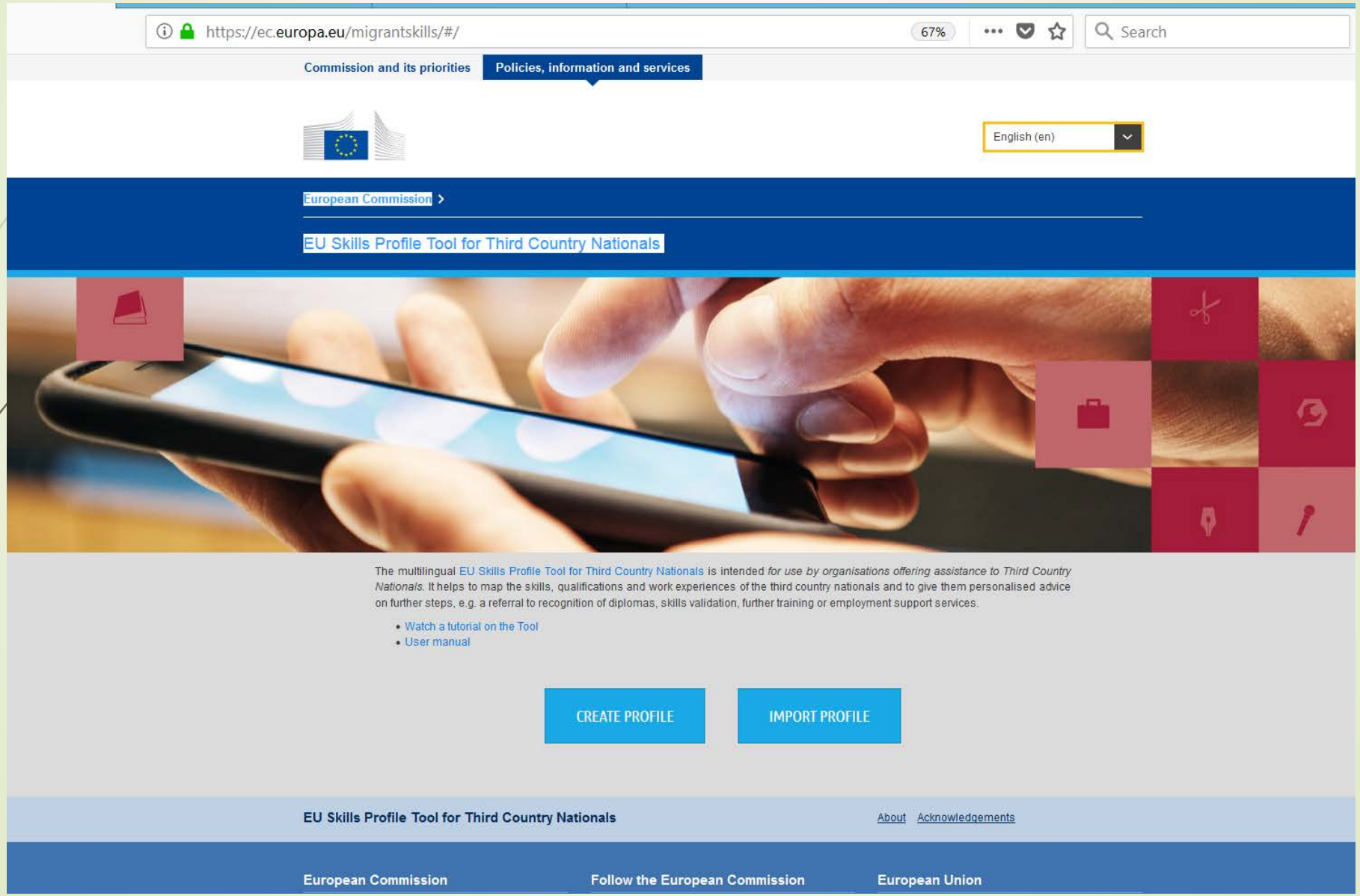


EU Skills Profile Tool for Third Country Nationals

Migration and Home Affairs (https://ec.europa.eu/home-affairs/what-we-do/policies/european-agenda-migration_en)

EU Skills Profile Tool for Third Country Nationals

IO3
EU Skills Profile Tool for 3d Country Nationals into Entrepreneurial Training



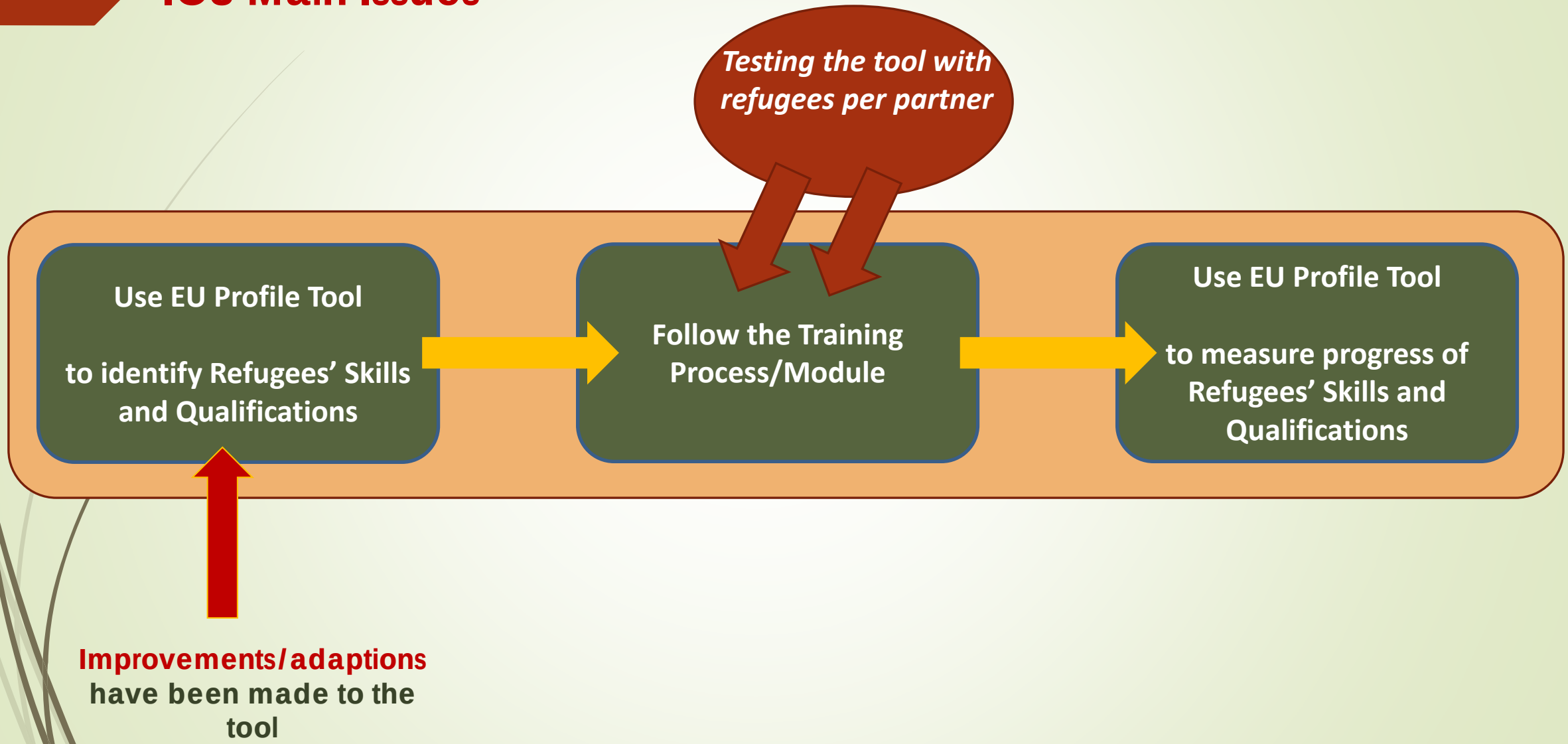
EU Skills Profile Tool for Third Country Nationals

- This online EU Skills Profile Tool helps organisations working with third country nationals to document the skills, qualifications and work experience of the individuals they are assisting and to issue personalised guidance on further steps.

- The Tool was developed by the European Commission, to help EU countries in their efforts to meet the challenges of the refugee crisis.

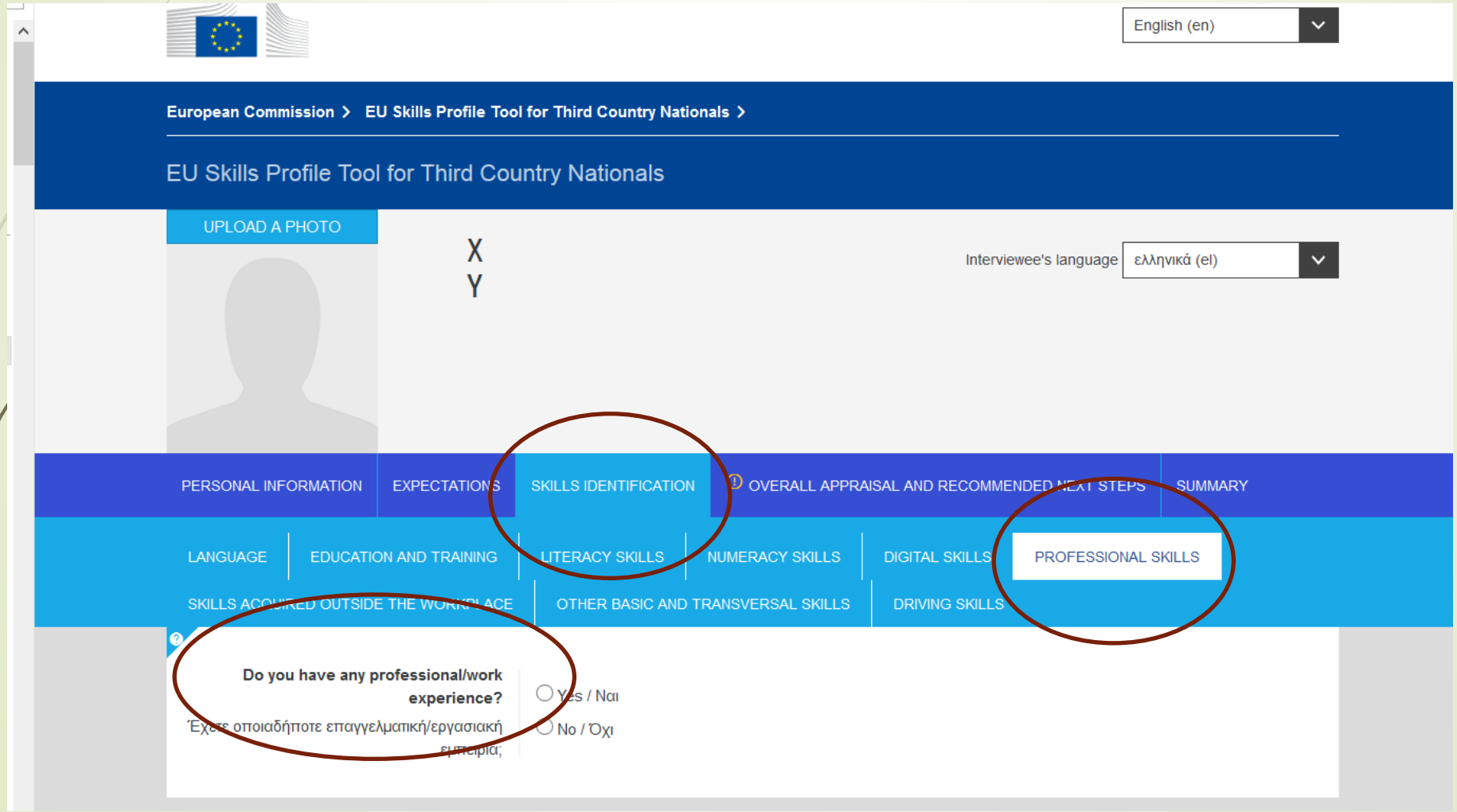
- Languages: ENGLISH, FRANÇAIS, DEUTSCH, ITALIANO, ΕΛΛΗΝΙΚΆ

IO3 Main Issues



IO3: Integrating EU Skills Profile into Entrepreneurial Training

SKILLS IDENTIFICATION



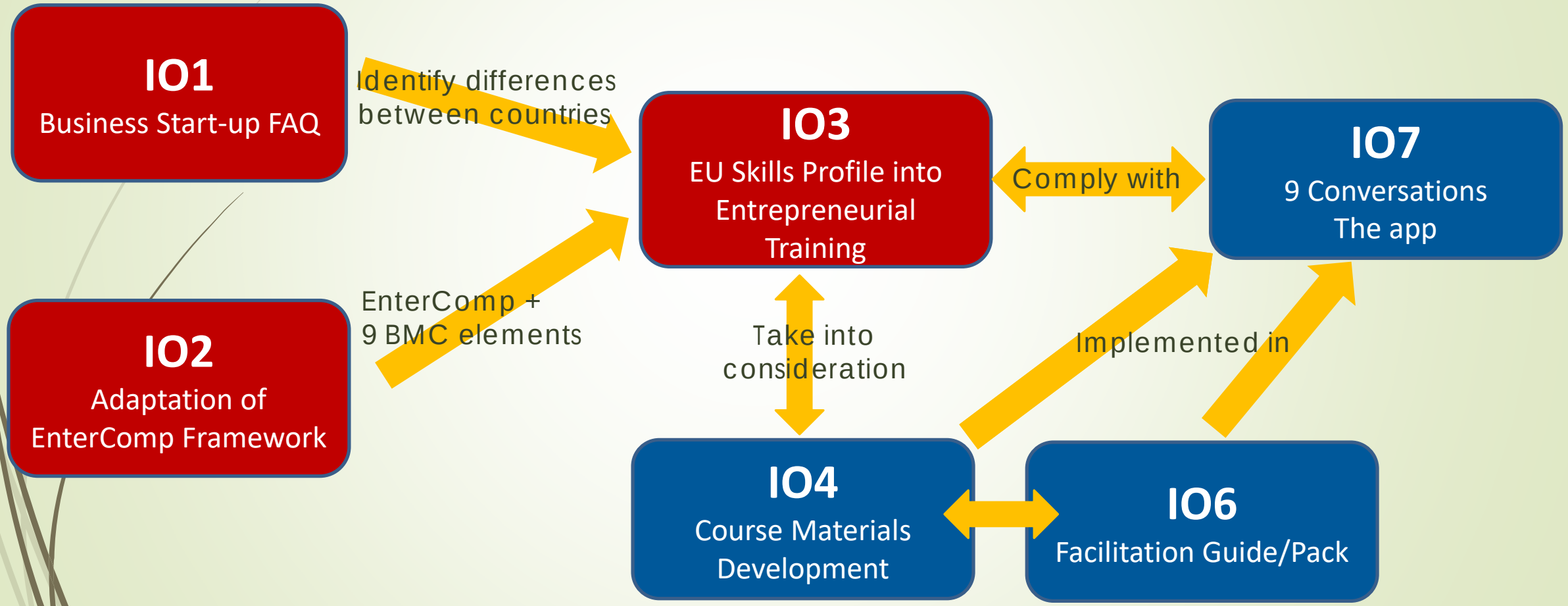
IO3: Integrating EU Skills Profile into Entrepreneurial Training

Using the idea of Competence Cards adapted to some of FAQ

(Martin Noack & Monika Diaz)

Number	Term	+	++	+++	Notes
Social skills					
01_1	Sensitivity/empathy				
01_2	Leadership skills				
01_3	Helpfulness				
01_4	Intercultural competence				
01_5	Communication skills				
01_6	Conflict resolution skills				
01_7	Interpersonal/networking skills				
01_8	Motivational skills				
01_9	Commitment to social welfare				
01_10	Teamwork skills				
Personal skills					
02_1	Adaptability				
02_2	Perceptive faculties/comprehension skills				
02_3	Endurance				

9Conversations IOs: All in One



References - Links

9Conversations web site
https://9conversations.no/

EntreComp: The Entrepreneurship Competence Framework
https://ec.europa.eu/jrc/en/publication/eur-scientific-and-technical-research-reports/entrecomp-entrepreneurship-competence-framework

Osterwalder Business Model Canvas (BMC)
http://alexosterwalder.com/

The EU Profile Tool for Third Country Nationals
https://ec.europa.eu/migrantskills

EU-Migrant entrepreneurs
https://ec.europa.eu/growth/smes/promoting-entrepreneurship/we-work-for/migrants_en

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Network-building for self-employment of refugees

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Thank you very much !