

9Conversations Project: progress so far

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9Conversations progress so far:

Intellectual Outputs 1,2 and 3



Uscite Intelletuali !

Navigate

Intellectual Outputs



Business start-up FAQ



Adaptation of Framework



Integrating EU Skills Profile



Course Materials



Facilitation Guide



The App

IO1
Business start-up
FAQ

IO2
Adaptation of the
ENTERCOMP Framework

IO3
EU Skills Profile Tool for 3d
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Entrepreneurial Training

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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

FAQ – Select country and language



FAQ for Denmark
in English



FAQ for Greece
in English



FAQ for Italy
in English



FAQ for Lithuania
in English



FAQ for Norway in
English



FAQ for Denmark
in Danish



FAQ for Greece in
Greek



FAQ for Italy
in Italian



FAQ for Lithuania
in Lithuanian



FAQ for Norway
in Norwegian

FAQ for Italy in Italian

FAQ – Select country and language

— Sarebbe una buona idea trovare un consulente per aiutarmi nei miei piani?

Sì. Esistono varie organizzazioni e gruppi che possono aiutare i rifugiati a iniziare la propria attività.

Inoltre è sempre consigliabile assumere un commercialista per gestire tutti I dettagli amministrativi e le tasse. In questo modo ti puoi concentrare sulla tua attività.
Un buon punto di partenza è il progetto MEnt (Migrant Entrapreneurs team-up with mentors):
<https://www.mentproject.eu>

Se intendete iniziare una attività che ha rilevante importanza sociale, culturale e/o ambientale, potete iscrivervi a Make a Cube³ : <https://makeacube.com>

Potete trovare altre informazioni alla Camera di Commercio più vicina
<https://www.cameradicommercio.it>

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

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 Entrepreneurs 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 could join Make a Cube3 : <https://makeacube.com>

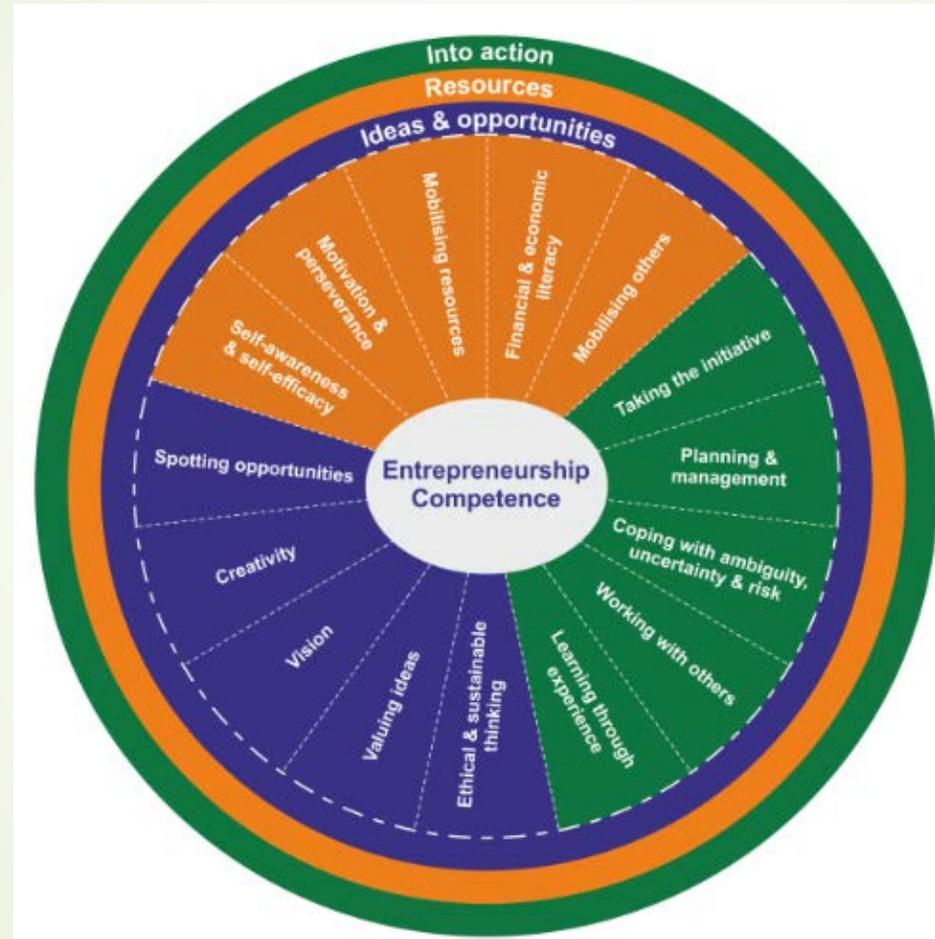
Other information can be found at the local Chamber of Commerce
<https://www.cameradicommercio.it>

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

Intellectual Output 2: Adaptation of EntreComp

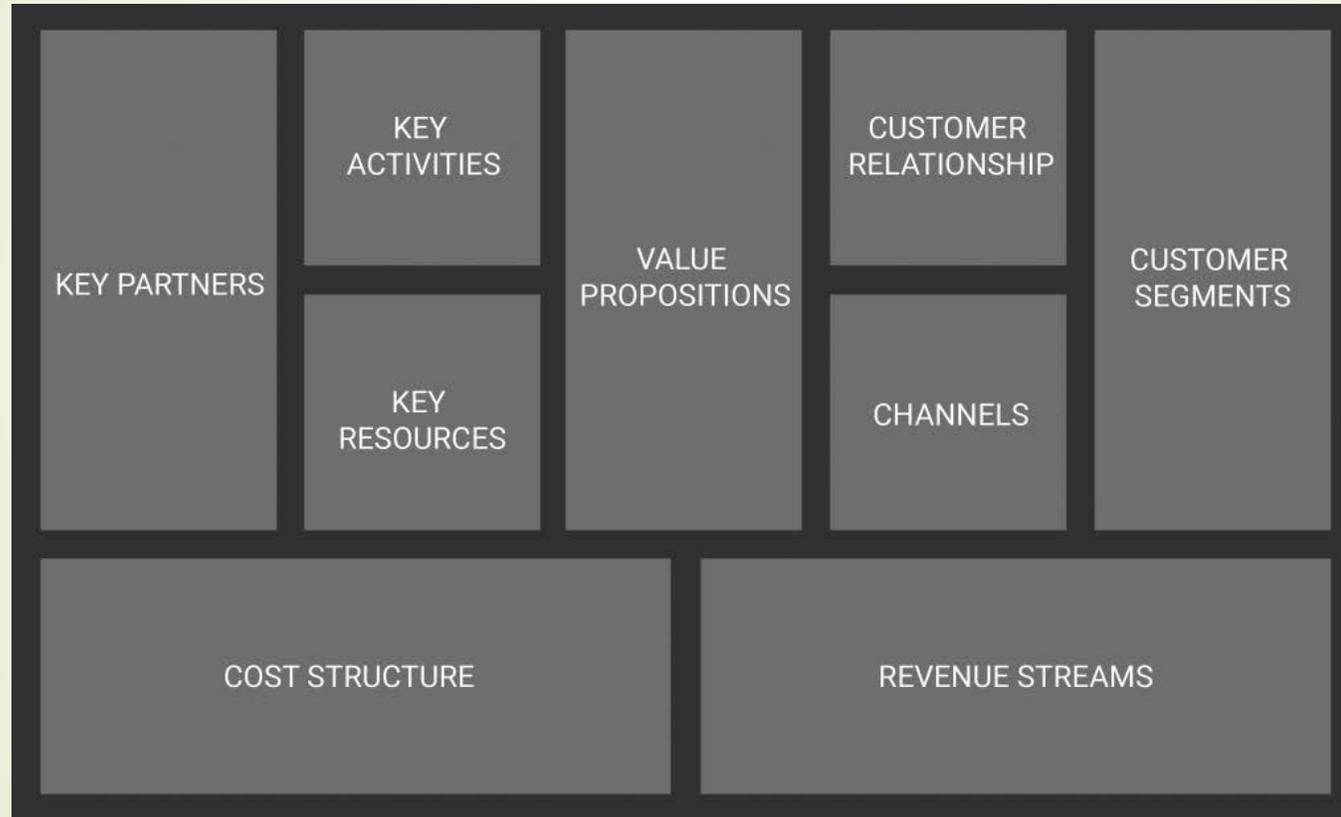
- ❖ A methodology for self-assessment based on a combination of the competencies listed in the **EntreComp framework** and the nine sectors of the **Business Model Canvas** which the project uses as its main reference point
- ❖ A **self-assessment tool** was developed to be used by refugees willing to 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)**

I02 Self-evaluation Tool

Self-evaluation of entrepreneurship competence

” Value proposition

” Customer segments

” Channels

” Customer relationships

” Key partners

” Key activities

” Key resources

” Revenue stream

” Cost structure

We divide the customers into segments and focus on fulfilling each segments specific needs. We need to choose the right segments and adjust the entire business model to meet the customer segment's needs. One business can serve more than one customer segment.

Levels for customer segments:

☆ Level 1

★ Level 2

★ Level 3

★ Level 4

Customer segments level 1 - Can explain one simple example with expert help

I have an idea what type of people some of my customers could be. I need expert help to find more.

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)



The screenshot shows the European Commission website for Migration and Home Affairs. The page title is "European Agenda on Migration". The navigation menu includes "Home", "What's New", "Financing", "Who We Are", "What We Do", and "E-Library". The "What We Do" menu is expanded to show "Policies", "Agencies", and "Networks". The "Policies" sub-menu is selected, and the "European Agenda on Migration" page is displayed.

Legal migration and Integration

Irregular Migration & Return

Common European Asylum System

Schengen, Borders & Visas

Industry for Security

Organised Crime & Human Trafficking

Crisis & Terrorism

Police Cooperation

International Affairs

Europe for Citizens Programme

European Agenda on Migration

European Agenda on Migration

Why a new European Agenda on Migration?

The EU's external borders have increasingly been the scene of human tragedies to which the EU, together with its Member States, must take immediate action. At the same time, migration needs to be better managed in all its aspects; through this new Agenda, the EU aims at providing its Member States with tools to do so in the medium as well as long term.

Migration management is a shared responsibility, not only among EU Member States, but also vis-à-vis non-EU countries of transit and origin of migrants. By combining both internal and external policies, the Agenda provides a new, comprehensive approach grounded in mutual trust and solidarity among EU Member States and institutions.

The [European Agenda on Migration](#) EN *** responds to the priorities identified in the Political Guidelines of European Commission President Jean-Claude Juncker.

What are the short term priorities of the European Agenda on Migration?

Focus on

- 21/06/2018 - [Migration: Commission note ahead of the June European Council](#)
- 16/05/2018 - [European Agenda on Migration: Still fragile situation gives no cause for complacency](#)
- 14/03/2018 - [European Agenda on Migration: Continuous efforts needed to sustain progress](#)

EU Skills Profile Tool for Third Country Nationals

IO3

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

https://ec.europa.eu/migrantskills/#/ 67% Search

Commission and its priorities Policies, information and services

European Commission >

EU Skills Profile Tool for Third Country Nationals

English (en)

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](#)

[CREATE PROFILE](#) [IMPORT PROFILE](#)

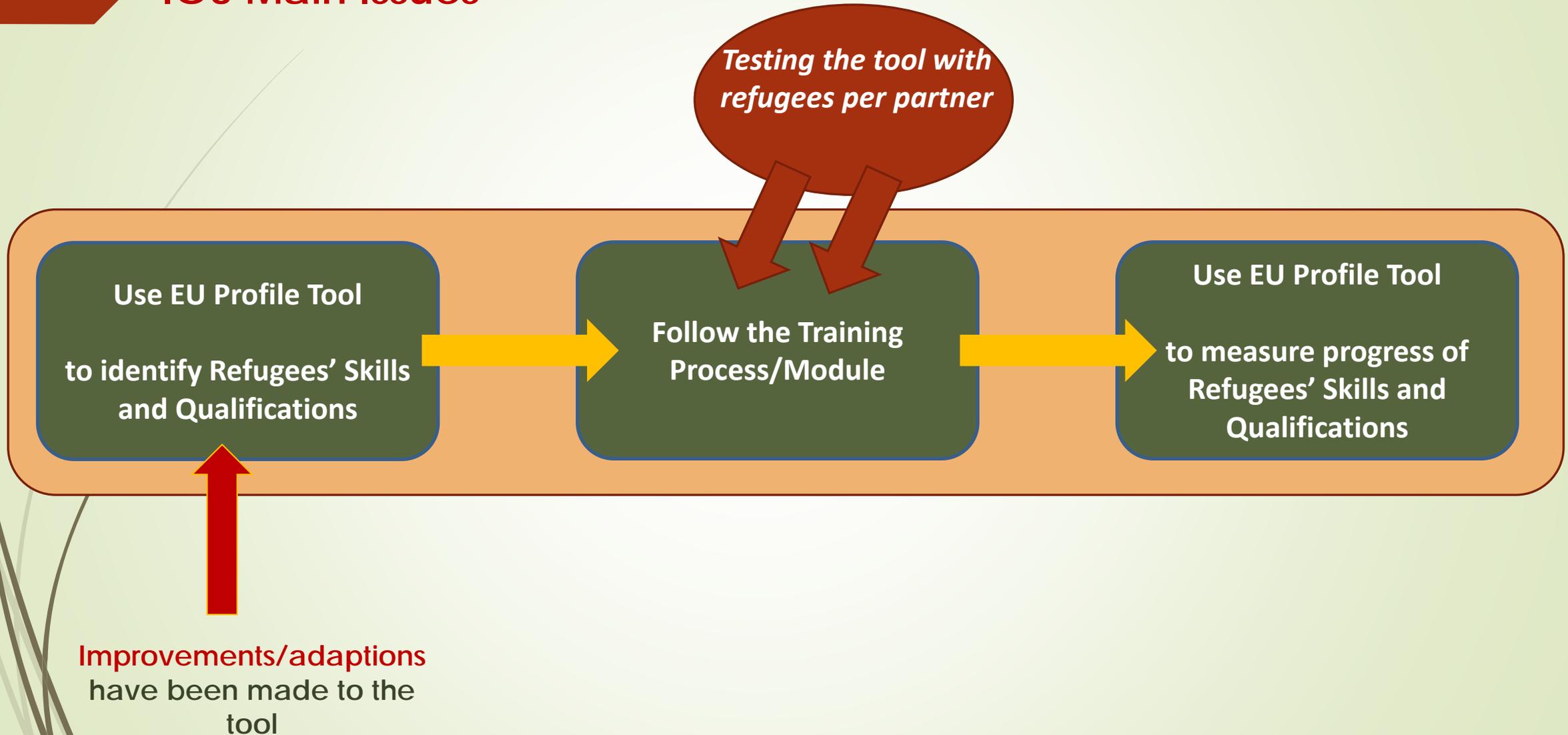
EU Skills Profile Tool for Third Country Nationals [About](#) [Acknowledgements](#)

European Commission Follow the European Commission European Union

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](#), [ΕΛΛΗΝΙΚΑ](#)

IO3 Main Issues



IO3: Integrating EU Skills Profile into Entrepreneurial Training

SKILLS IDENTIFICATION

The screenshot displays the 'EU Skills Profile Tool for Third Country Nationals' interface. At the top, there is a navigation bar with the European Commission logo and the text 'European Commission > EU Skills Profile Tool for Third Country Nationals >'. Below this, the title 'EU Skills Profile Tool for Third Country Nationals' is shown. The main content area features a navigation menu with tabs: 'PERSONAL INFORMATION', 'EXPECTATIONS', 'SKILLS IDENTIFICATION' (highlighted), 'OVERALL APPRAISAL AND RECOMMENDED NEXT STEPS', and 'SUMMARY'. Under the 'SKILLS IDENTIFICATION' tab, there are sub-sections: 'LANGUAGE', 'EDUCATION AND TRAINING', 'LITERACY SKILLS', 'NUMERACY SKILLS', 'DIGITAL SKILLS', 'PROFESSIONAL SKILLS' (highlighted), 'SKILLS ACQUIRED OUTSIDE THE WORKPLACE', 'OTHER BASIC AND TRANSVERSAL SKILLS', and 'DRIVING SKILLS'. A question is displayed: 'Do you have any professional/work experience?' with radio button options for 'Yes / Ναι' and 'No / Όχι'. The question is also translated into Greek: 'Έχετε οποιαδήποτε επαγγελματική/εργασιακή εμπειρία;'. The interface includes a language selector at the top right set to 'English (en)' and another set to 'ελληνικά (el)'. There is also an 'UPLOAD A PHOTO' button and a placeholder for a photo with 'X' and 'Y' coordinates.

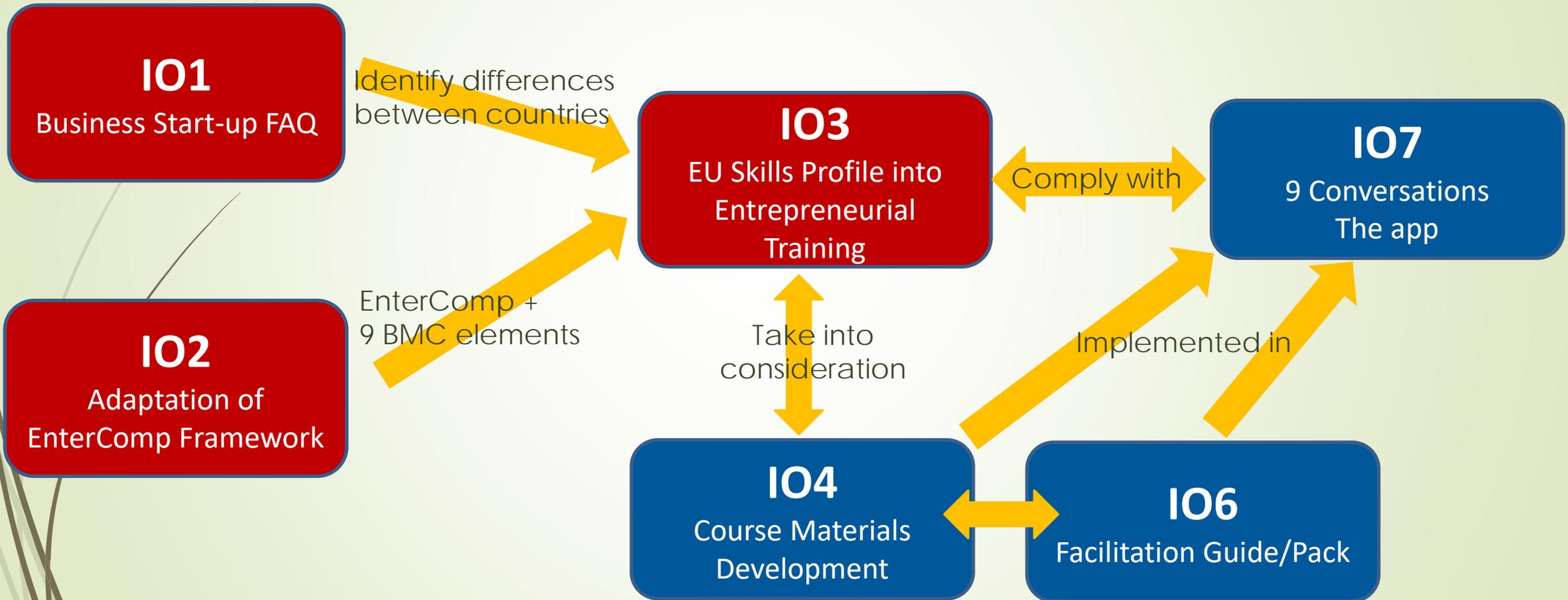
IO3: Integrating EU Skills Profile into Entrepreneurial Training

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				

9 Conversations 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



Thank you very much !