



# CONVERSATIONS

Network-building for self-employment of refugees

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



# The TISIP team



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# Why this project?

- Refugees have skills from their previous life
- The willingness of becoming an entrepreneur among refugees is higher than among the home population (Syrians)
- Learning about entrepreneurship by network-building is helping refugees to become employees

## Challenges:

- Language and cultural differences build obstacles

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# First – two examples from Norway

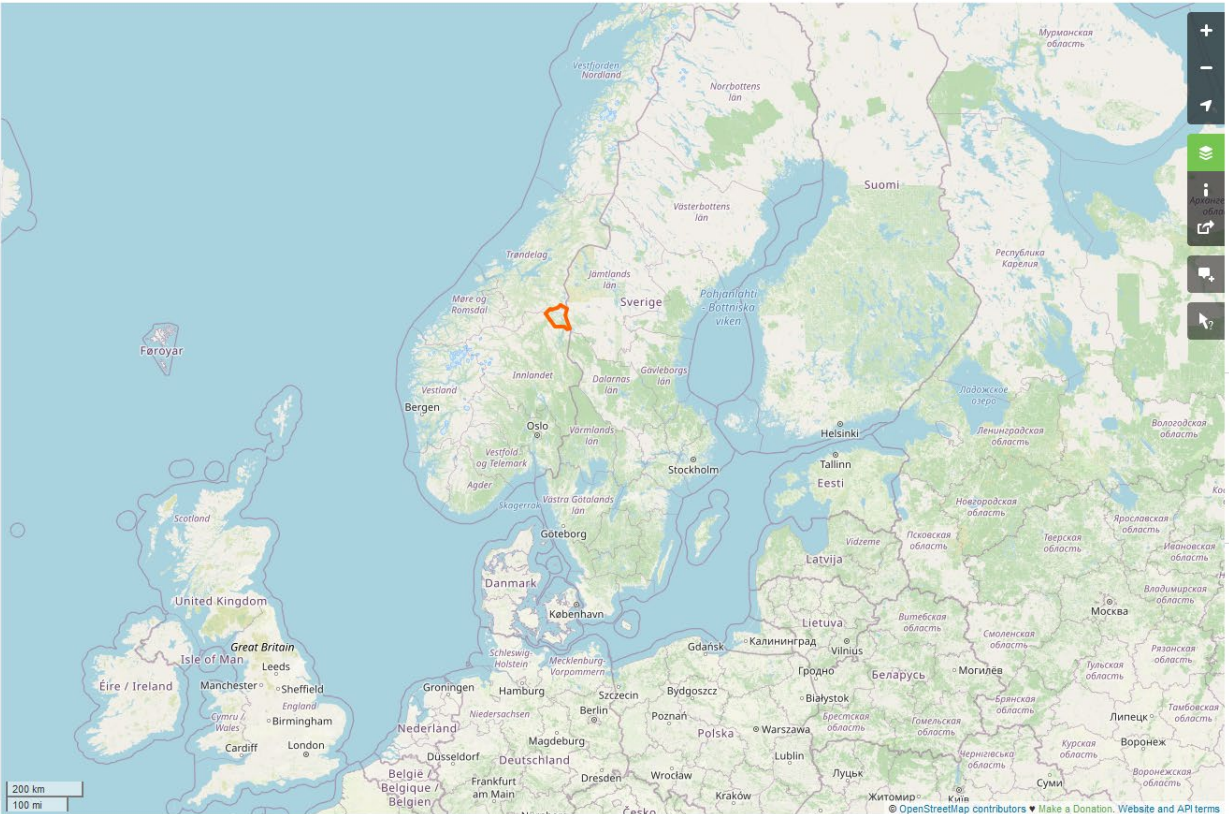
- A Tailor in the small city Røros
- A Health and Well being saloon in Trondheim

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type	administrative
name	Røros
name	Plaassje
type	municipality
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id	5025
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- TS
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  - 9613008 as outer
  - 079790 as outer
  - 9613005 as outer
  - 7390251 as outer
  - 9613004 as outer
  - 081156 as outer

ownload XML - View History



Fadi Zidan,  
is a tailor  
coming from  
Syria to  
Røros

# Fadi Zidan – a tailor from Syria







Khin Angel Dahle comes from Myanmar to Trondheim

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



# Partners



- Stiftelsen TISIP – co-ordinator; Norway – a vocational training institution
- Anne Fox ApS – partner; Denmark – a small company
- RETHINK Learning Technologies AS; Norway – an elearning company
- Socialiniu projektu institutas; Lithuania – a training institution
- ATEI Thessaloniki – partner; Greece – a university
- University of Rome, La Sapienza; Italy – a university

6 partners from 5 European countries



**CONVERSATIONS**  
Network-building for self-employment of refugees



Anne Fox ApS



**SAPIENZA**  
UNIVERSITÀ DI ROMA



# Different situation for different European Countries

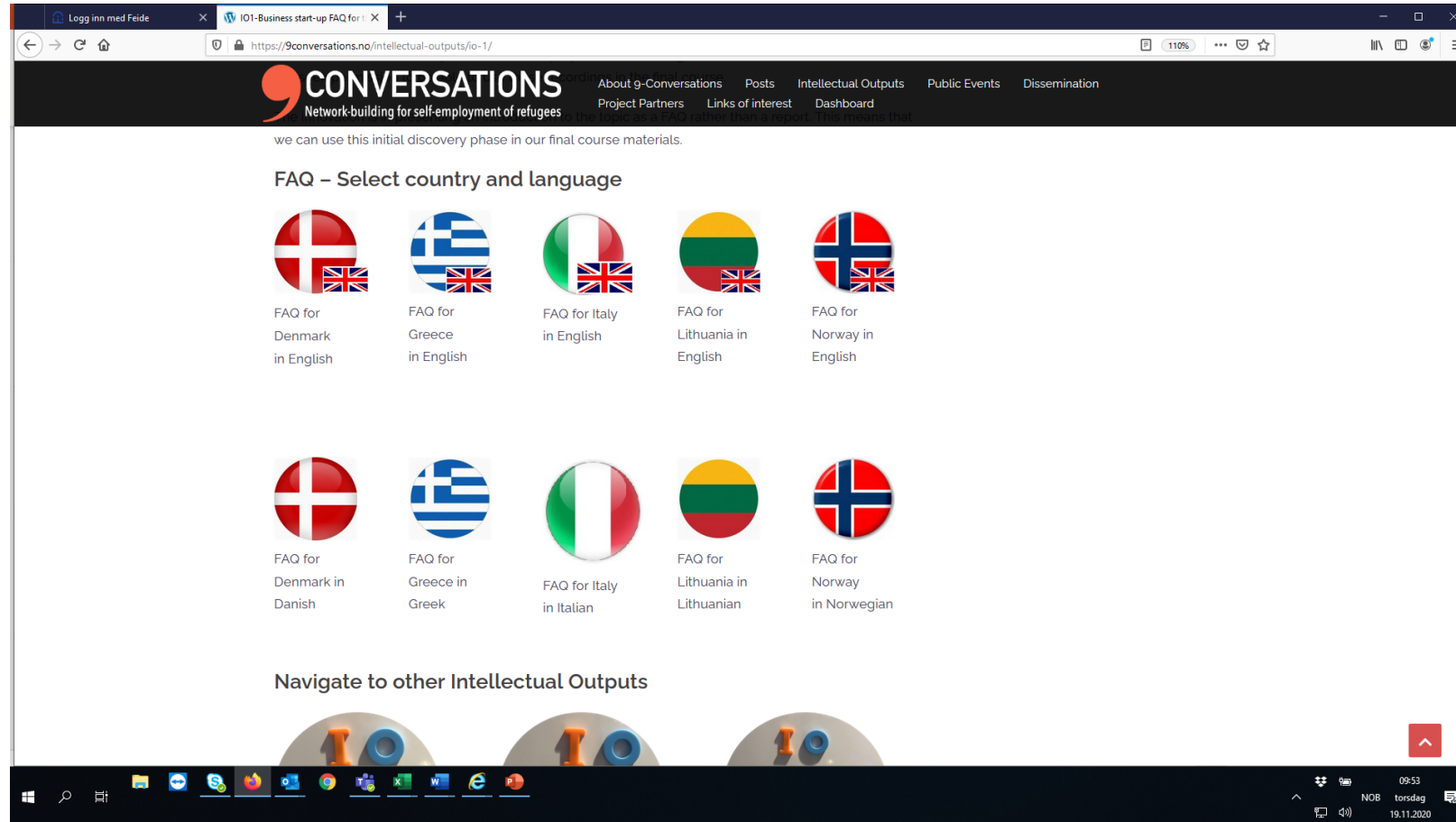
- In the small Nordic countries there has come many refugees and immigrants over the past decade. The authorities have tried to limit the number of people coming, but also tried to help the refugees who are allowed to stay, to enter into the labor market.
  - For instance by running a 2 year introductory program
- In the Mediterranean countries, like Greece or Italy, the situation is different. There are large number of refugees coming to these countries. Most of them intend to leave to go to other European countries like Germany, England or the Nordic countries.

# What are we doing in the project?

- We are trying to help immigrants and refugees become entrepreneurs by:
  - Offering an **FAQ list**, tailored for the different countries and languages
  - Adapting the **Osterwalder entrepreneurship canvas** to the European Entrecomp framework for self-evaluation purposes
  - Using the **EU Profile skills tool for Third Country Nationals**, including badges
  - **Designing a course in entrepreneurship** for the target group
  - **Developing a facilitation guide** to help refugees and immigrants and their helpers to organise local study groups in entrepreneurship (network-building is an important part here)
  - **Developing a Mobile App** where all the resources are accessible
  - Offering the web-site: [www.9conversations.no](http://www.9conversations.no) where all the material will be available
- (But we do not offer courses)



# FAQ list



There is a FAQ in English for Each Country, and a version in the national language

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, your main focus should be on the core business. Everything else to do with tax, licensing and so on you can get help with. It is a good idea anyway to get yourself a trusted accountant who will know many of the answers to the questions in this FAQ.

**More information**

There are own organizations that can help start up businesses. E.g. <https://oppstart.no/>

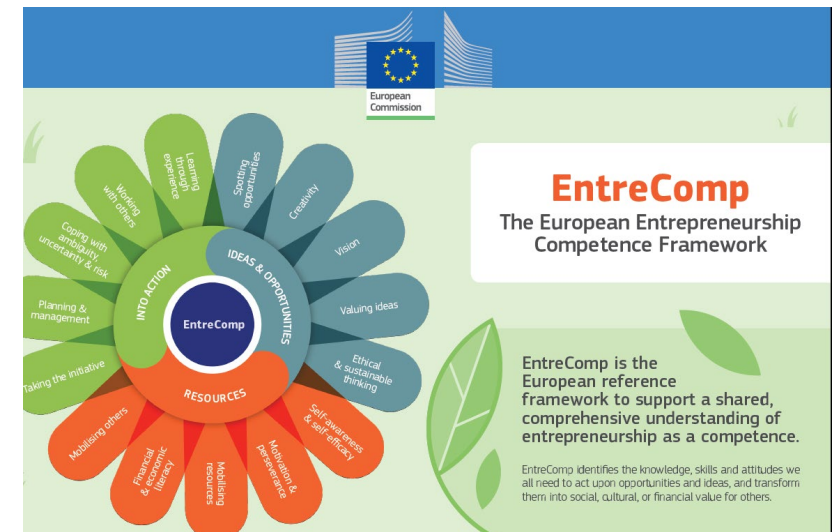
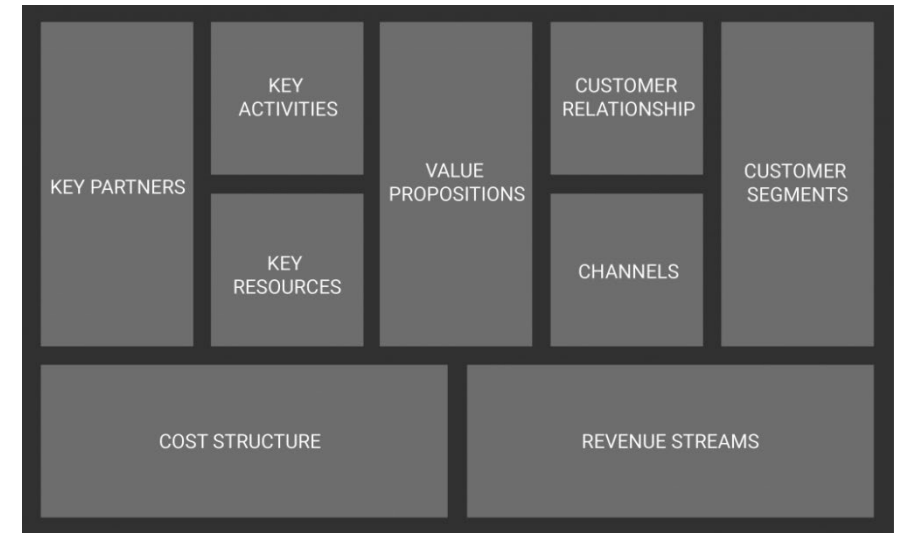
Furthermore, there are several banks that also offer this kind of help e.g. [Sparebank 1 SMN](#), [Danske Bank](#) or [DNB](#).

+ What will be the costs to set up the business and run it for the first few months?

# Entrepreneurship self-evaluation tool

Based on:

- Osterwalder Canvas with 9 building blocks
- EntreComp framework with 3 areas, 15 competences, 8 Competence levels, (4 in 9Conversations) and 442 learning outcomes



# Self-evaluation of entrepreneurship 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

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.

# 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.

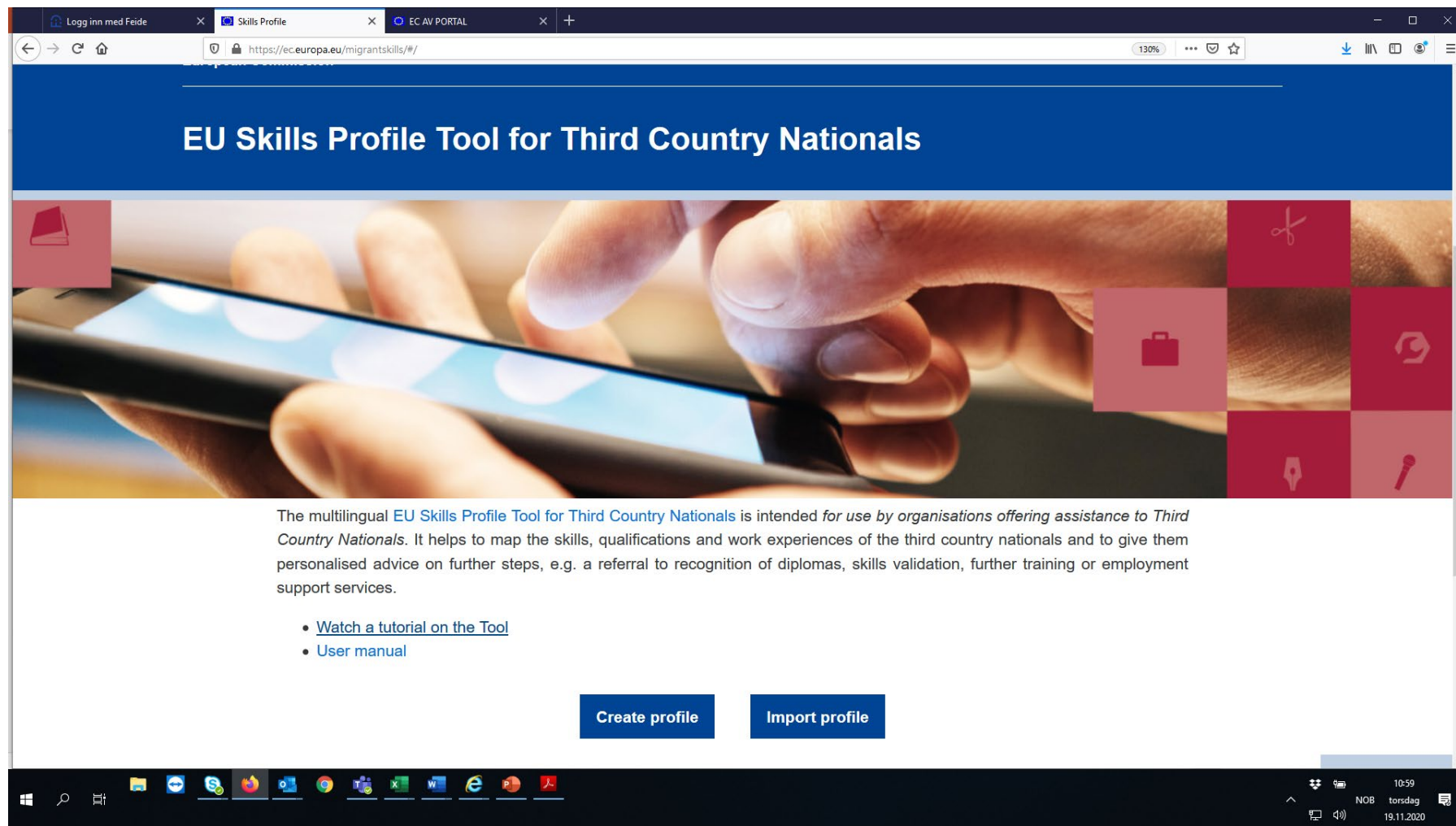
Levels for customer segments:

- ☆ Level 1
- ☆ Level 2
- ☆ Level 3
- ☆ Level 4

Customer segments level 4 - Can evaluate in relation to other BMC sectors and choose best examples in detail supported by contacts with relevant persons/orgs.

I discussed with relevant people which types of customers match my business best and know ways of finding out more about these groups.

# 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](#)

Create profile

Import profile

10:59  
NOB torsdag  
19.11.2020

# Project group



# Aim for today's event

- To learn from refugees and their supporting organisations
- To present some of the work done in 9-Conversations
- To have feedback of what we are doing
- To establish contact for further collaboration

I look forward to take part in an exciting Multiplier event!

