



**FROM IDEA
2 EUROPE**

EXPERIENCE AND TEACH
ENTREPRENEURSHIP

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



CALL FOR APPLICATIONS

INTERNATIONAL TRAINING PROGRAM ON ENTREPRENEURSHIP FOR YOUTH WORKERS

“From Idea to... Europe!”

Project Co-funded by the Erasmus+ Programme of the European Union
KA2 – Cooperation for innovation and the exchange of good practices - Capacity Building in the field of Youth

Project “From Idea to Europe” will gather 20 youth workers, social workers and teachers from 10 countries: Montenegro, Slovenia, Poland, Greece, Serbia, Belgium, Albania, Bulgaria, Italy and Germany in order to support and strengthen them to realize their entrepreneurial ideas (on their own or in cooperation). Carefully selected participants will go through **3 educational modules** in different countries - **Serbia, Greece and Belgium** and their entrepreneurial ventures will be mentored and the process filmed and turned into a documentary translated **in nine languages**. By implementing those ideas they will involve, encourage and educate young people to start their carriers in proactive manner trough workshops with local youth.

By using the Career self-management and Life coaching methodologies participants will be equipped to plan, open and run your own business but also deliver this experiences to young people they work with. Based on experiential learning and learning-by-doing, all theoretical inputs will be discussed and conclusions will be made jointly in order to achieve participants’ full understanding of the content. All sessions will be interactive, demand participants’ active involvement and consist of group work activities.

Educational modules will take place in three different cities and have the goal to strongly support participants’ business idea and help shape and realise it.

The result of the project will be **entrepreneurial ideas** realized over the one year period of time, an online **freely accessible documentary** that will be used as a manual and guide for supporting young people in starting their own business. The project follow up will be to organize **workshops with young people on entrepreneurship** in participants’ home country.

The call for application is extended and opened until April 30th 2016.

On May 2nd final list of the 2 participants per partner country will be published.

Leading organization:

Biznisnova – Center for Proactive Business, Novi Sad, Serbia

Idea2europe@gmail.com

www.idea2europe.org





Completed application forms and other materials candidates would like us to review as application supplements – résumés, references, drawings, designs, etc. should be sent to Biznisnova leading organization (www.biznisnova.org) at idea2europe@gmail.com as well as to the partner country contact (SUBJECT: Country_Application for the FITE project_name and surname) no later than April 30th 2016, midnight ETC.

Don't forget to include your name and contact information on all submitted materials.

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On April 15th the final list of 2 participants per partner country will be published.

Who's eligible to apply?

- candidates must be from one of the countries participating in the project (Montenegro, Slovenia, Poland, Greece, Serbia, Belgium, Albania, Bulgaria, Italy or Germany)
- candidates must be over the age of 18 at the application time
- candidates must be willing to be active members of the learning group
- candidates must speak English language on a conversational level
- candidates must present their business idea candidates must show motivation and capacity to run their own business
- candidates should have the possibility to share their experience with young people
- candidates have to be willing to participate in educational and mentorship part of the project as well as in the documentary to be filmed during the process
- candidates must organize at least one workshop with young people on the topic of entrepreneurship to share what they have learnt.

Selection process

Each partner organization will coordinate the selection of the candidates in each country. After selecting 5 candidates who will be interviewed, the final selection will be made on May 2nd.

If you get selected you will need to sign the agreement that you will attend modules and mentoring sessions as well as take part in the documentary making.

What are the participants' benefits?

Educational modules

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NOVI SAD, SERBIA, 01-06 JUNE 2016

Defining Ideas, Goals and Managing Risks

During this module participants will share their ideas and discuss the risks of being an entrepreneur in their home country. They will learn what steps need to be taken before a business is launched, for example how to assess. market demands and to create a business plan that includes risk management etc. All modules will include external speakers – successful entrepreneurs from the community.

THESSALONIKI, GREECE, 26-31 AUGUST 2016

Marketing and Budgeting

Participants will identify basic marketing principles and define a marketing strategy for their business as part of the overall business plan. Furthermore they will work on their selling and decision-making skills, basic budgeting principles and developing a financial plan.

BRUSSELS, BELGIUM, 3-8 NOVEMBER 2016

Completing, Finalising and Presenting Business Plan

Third module will be organized as an opportunity to finalize business plans, analyze legal requirements and registration offices for self-employment and small business; They will start joint ventures and develop own action plan for the next 6 months, starting from the day following the end of the training. Participants will also visit key EU institutions relevant for entrepreneurs and engage with policymakers on the issue.

Develop A Business Plan

With the help of skilled trainers and other participants you will develop a business plan and look for finances needed to launch your business. Companies funded by friends and family may not need a plan, but if you go to venture capitalists, commercial banks, government-backed lenders and most angel investors, you will need a business plan.

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You'll be making lots of decisions on serious matters, such as what strategy you'll pursue, as well as less important ones, like what color paper to print it on.

Realise your idea with mentorship

Participants will receive a full online support by the mentors. Every month in a 6 month period the group will gather online (video conferencing) to share experience and gain support of the group. Also the partner organization in each country participating in the project will be opened to support participants and help them find funds.

Participate in creating the documentary

At the beginning of the project each participant will share their business idea for the camera in a format of an interview. During the period of 14 months participants will be filmed from time to time – on the modules but also in their perspective countries where they will show how their ideas are working and how successful they are in realising the starting idea.

The idea is to create a documentary that will show the process but also serve as a video manual for those who want to start their own business. The documentary will be available for free download at Biznisnova web site and all partners websites and social media. Other interested youth related institutions and organizations (youth centres, youth information centres, youth clubs, teacher trainings, youth offices etc.) will be asked to promote the documentary on their websites and social media. The documentary will be subtitled in English language and 9 other languages of partner countries involved in the project.

Teach young people entrepreneurship

After completing the process participants will need to participate in a workshop with young people in their country in order to empower entrepreneurship among youth by sharing personal experience.

On methodology and trainers

All activities will rely on these aspects and ensure the high level of participation:

1. Meaning making: activities relevant to users' needs, their assets are acknowledged and employed, help them reflect and make conclusions.
2. Proactive approach and interactivity: based on experiential learning and learning-by-doing. All theoretical inputs will be discussed and conclusions will be made jointly in order to achieve participants' full understanding of the content. All sessions will be interactive, demand participants' active involvement and consist of group work activities.
3. Positive learning environment: trainers will take special care that all participants feel physically and psychologically comfortable and safe to contribute, even to make mistakes and share their "weak" sides in order to learn.
4. Sustainable: Training sessions are time limited, but by working with a team of three trainers/mentors we can ensure that the impacts of the training session are achieved and maintained.

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Contact list of partners

Country	Name of the Organization	Contact person	Contact
Montenegro	Mladiinfo Montenegro	Milica Zugic	mladiinfomontenegro@gmail.com
Slovenia	Ekonomska šola Novo mesto	Damjana Možic	damjana.mozic@gmail.com
Germany	Haus der offenen Tür	Petra Klein	petra.klein@hot-sinzig.de,
Poland	Wyższa Szkoła Biznesu i Nauk o Zdrowiu	Monika Łuczak	project@medyk.edu.pl
Greece*	United Societies of Balkans	Riccardo Rossi	projects@usbngo.gr
Belgium*	Outofthebox	Ivana Davidovska	ivana.duca@cid.mk
Albania	UNIQUE Junior Enterprise	Kasianilda Nika	k.nika@live.com
Bulgaria	Association "Youth Bureau for Social Services and Civic Initiatives"- YBSCI	Marta Dimitrova	marta_aleksandrova@abv.bg
Italy	Agenzia Umbria Ricerche	Anna Ascani	a.ascani@aur-umbria.it
Serbia	Biznisnova	Delia Bosiok	idea2europe@gmail.com

IMPORTANT NOTICE

This Call for Applications is NOT intended to fund a business' startup costs!

For questions please contact project coordinator or a contact person from your country.

Leading organization:

Biznisnova – center for proactive business

Novi Sad, Serbia

www.biznisnova.org.rs

contact: Milica Raskovic

email: idea2europe@gmail.com

phone: +381 64 20 939 08

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Maximum support for travel cost per participants

Participants from	Training in Serbia	Training in Greece	Training in Belgium
Serbia	0 EUR	275 Eur	275 Eur
Montenegro	180 Eur	275 Eur	275 Eur
Slovenia	180 Eur	275 Eur	275 Eur
Bulgaria	180 Eur	180 Eur	360 Eur
Albania	275 Eur	180 Eur	360 Eur
Greece	275 Eur	0 Eur	360 Eur
Poland	275 Eur	275 Eur	275 Eur
Germany	275 Eur	275 Eur	275 Eur
Italy	275 Eur	275 Eur	275 Eur
Belguim	275 Eur	360 Eur	0 Eur

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