

DO YOU HAVE ANY SUCCESS STORIES/GOOD CASE PRACTICE FROM SOMEONE THAT YOU WORKED WITH? PLEASE BRIEFLY EXPLAIN

Results of the international part of survey

Success story	Frequency questionnaire	Frequency interview
Successful setting up and development of initiative	4	1
Complex educational programme	5	1
Offering entrepreneurial support	1	2
Supporting talent development by bringing entrepreneurial experience	1	
Incubator	1	2
Connecting young people and local entrepreneur on the local level/ learning by practice	1	
Cooperation of young persons from disadvantaged and non-disadvantaged areas	1	
International network	1	

Results of the Polish part of survey

Success story	Frequency questionnaire	Frequency interview
Successful setting up and development of initiative	9	2
Complex educational programme	4	2
Youth school education	3	1
Offering entrepreneurial support	3	
Development of pro-activity	2	1
Giving employment to others after setting up own initiative	2	
Sharing personal successful stories	1	
Social entrepreneurship of the young offenders	1	

SUCCESSFUL SETTING UP AND DEVELOPMENT OF INITIATIVE

We supported two youths who created a school for training unemployed people in learning how to fish. Through various forms of training, networking and promotion, these youths have been able to successfully build up a healthy social business.

Young beneficiary with fewer opportunities opened sandwich bar in rural area. All of her family members are included in the operation of the enterprise. She is working in the packing of the sandwiches and preparing the orders of the customers (juices, making coffee, etc.). It's a family business and the best way to make social inclusion for people with fewer opportunities.

Yes, we have already had a case of young people who opened a typical Portuguese restaurant that is still open and very successful in our city.

This young person had a good business idea and he presented his idea at the conference competition where he won the Best Idea Award. After that he worked on changing and designing idea according to the needs of the market. This young entrepreneur was surrounded by people who mentored him and he attended meetings with other individuals with whom he later co-operated. After a certain amount of time and effort he succeeded in his venture, and now he has several employees and good position on the market with an innovative product.

A blind person who set up his own massage room. Help in her case consisted in support in the planning process and especially in the analysis of the profitability of the project. Training and financial support were also important.

An example of a cooperative that was established a few years ago and which was also co-created by young people is the rehabilitation shop "Sport and Rehabilitation". The team consists mainly of people on wheelchairs who, due to their experience and active life (belong to a basketball team on wheelchairs), are experts in this field and not only sell and rent equipment, but also know how to give a good advice. They can always count on our support - eg. in the legal, financial or marketing area. In the case of cooperatives we work a lot on the budget and we help to implement it later.

The Regional Job Office (PUP) client (aged 29) found himself in a difficult moment of his professional career and family situation. After a few years of unstable work, no full-time job possibility at the current employer he had the feeling that he was in a seemingly "out-of-the-way" situation, and his frustration was further aggravated by the fact that he had founded a family several years before.

After registration in the PUP he was referred to a career counselor and had a diagnosis of competences which revealed his entrepreneurial abilities. During the individual counseling meetings

he conceptualized his dreams for the professional activity, At this stage he demonstrated also serious barriers to his dreams: lack of capital, fear of failure, feeling that he would disappoint his family again. After analysis of his situation and competences his counselor proposed him to take part in the PUP entrepreneurial project and helped him to develop a business plan as well as to apply for non-returnable financial assistance. This young person has set up his business and continues it successfully. Today he is an employer. He still cooperates with PUPs by submitting job offers to the others.

COMPLEX EDUCATIONAL PROGRAMME

A single young mother succeed to establish enterprise after one year support which was including Gestalt psychotherapy, craft training, psycho social support to her and her family and career counseling.

I was part of the education process during a few months. The education process was combined with education, examples of good practice, homework and mentoring if needed. Some of the best ideas were financially supported.

In one of the Boot Camps we had there was a project of 16-years old youngsters. They have found out that there is an organisation of people with disability had a garden with a lot of spinach growing there. At the same time this organisation was not sustainable and did not have money. So these kids developed the crowdfunding campaign in PPL which is a Portuguese crowdfunding platform. Thanks to the money collected they installed the kitchen in this organisation where the people with disabilities started to transform the spinaches into meals and sell it.

We mostly work with the suburban and rural areas but there are exception. We had a project financed by the municipality of Lisbon which we found very successful. It went to one of the oldest neighbourhoods in Lisbon. We had 15 unemployed people – from young to older. We trained them in two things: entrepreneurship and carpentry. In the end seven people – they did not become carpenters, but they were motivated to search for the job and they found job. Three other people started to go regularly to the workshop, make their own pieces connected to carpentry and started to sell them. This was our success.

I'm coordinating the project from C.A.S.A. which is a big NGO working with homeless and doing the same many social projects for both young and other age groups of people, mostly excluded. And now they are implementing the project called "TRY" which aim is to create the game that will help people get to the employment situation or to generate own business. Although we have not developed the game, we made some interesting activities. While designing a training programme for 2 weeks for them we have discovered that initially more focus than working on setting the business plan or to identify the business area to run a business is to stimulate motivation, feeling of confidence in

themselves. To work a lot on these soft attitudes towards life, their personal project more than trying to generate concrete business ideas. Part of the project were internships that were following the training. And how we were developing entrepreneurship was not to see it as starting own business, but how you be entrepreneur on your workspace? What you can add, what kind of entrepreneurial attitudes you can have towards your work, to what you do now to be more entrepreneurial ? And it gave very interesting results in the area of self-confidence and entrepreneurial attitudes.

We implemented a special program for young people interested in starting their own business. As part of this program, each participant used the assistance of a psychologist; individual and group vocational counseling; 3-day activating workshops; trainings on "ABC of entrepreneurship" or professional training necessary to conduct a specific activity and bridging support for the first 3 months to cover the most important costs.

Long-term, inter-institutional personal support (social welfare center, regional job office) aimed at individual development of professional interests in the field of entrepreneurship, followed by education and traineeships enabled this person to start an own entrepreneurial activity and thus to get out of extreme poverty and a chance to change life full of problems.

The boy who came to our institution had multiple problems at school which were attributed to the learning difficulties. Pedagogical and psychological counseling indicated lower intellectual abilities, problems with concentration and verbalization of emotions. School failures were the reason for low self-esteem, discouragement and lack of willingness to continue education. We worked with him for 3 years helping him in social development and completing his education. The boy wanted to learn foreign languages, he realized that it is necessary to find a job and become independent in the new European realities. His family couldn't afford to finance an individual language course. We prepared and sent him for international volunteer, service which was, among others, a great opportunity to learn languages through contact with native speakers. He also dreamed about meeting people from other countries and new cultures. He was on a short-term volunteer service and then long-term volunteer service where he met active young people. He returned with enthusiasm and ideas, began to learn foreign languages, developed his courage to overcome difficulties and be independent. We have engaged him to create and to participate in projects supporting youth activity and entrepreneurship. This was the beginning of his path towards independence and creating his own business. He went abroad where he already had a group of supporting friends and founded a well-functioning garden architecture enterprise.

We were recognised among 500 private-public partnerships by the United Nations last year and we were in a case study that was presented in Hong Kong. And not because that we fix people in the territory but also that it is not common in Portugal that private would run public business incubators. They are usually totally public or totally private. If they are totally public the technicians from the

municipality usually would not have a know-how and expertise so it would not give good results at the end. We are private but everything we do have a big social impact.

OFFERING ENTREPRENEURIAL SUPPORT

Yes, we do. The most successful businesses had a very good support from the family- parents, brothers and sisters, extended family, etc. It is very difficult to do your business completely on your own. It is very important for helping them to run and a business, lending them money. It does become more difficult for young people who don't have this support. So even taking this factor in the consideration it makes it more difficult to start up and sustain your business for young people from challenging backgrounds. Nevertheless, we have some people from challenging areas who succeeded in their entrepreneurial initiatives.

We have smaller and bigger successes in taking up employment by our youth. I can hear from these young people that the value for them is first and foremost to get a certain direction. Because when they come to me and I ask the question "What would you like to do in life?" they answer "I don't know." So the work of getting to know what do you like and what you would like to do, what direction you can follow as well as what you have to do to achieve that goal - this is the support they need. Later on the vocational course they can acquire necessary competences and qualifications and thanks to this they also have a "power" to go to work.