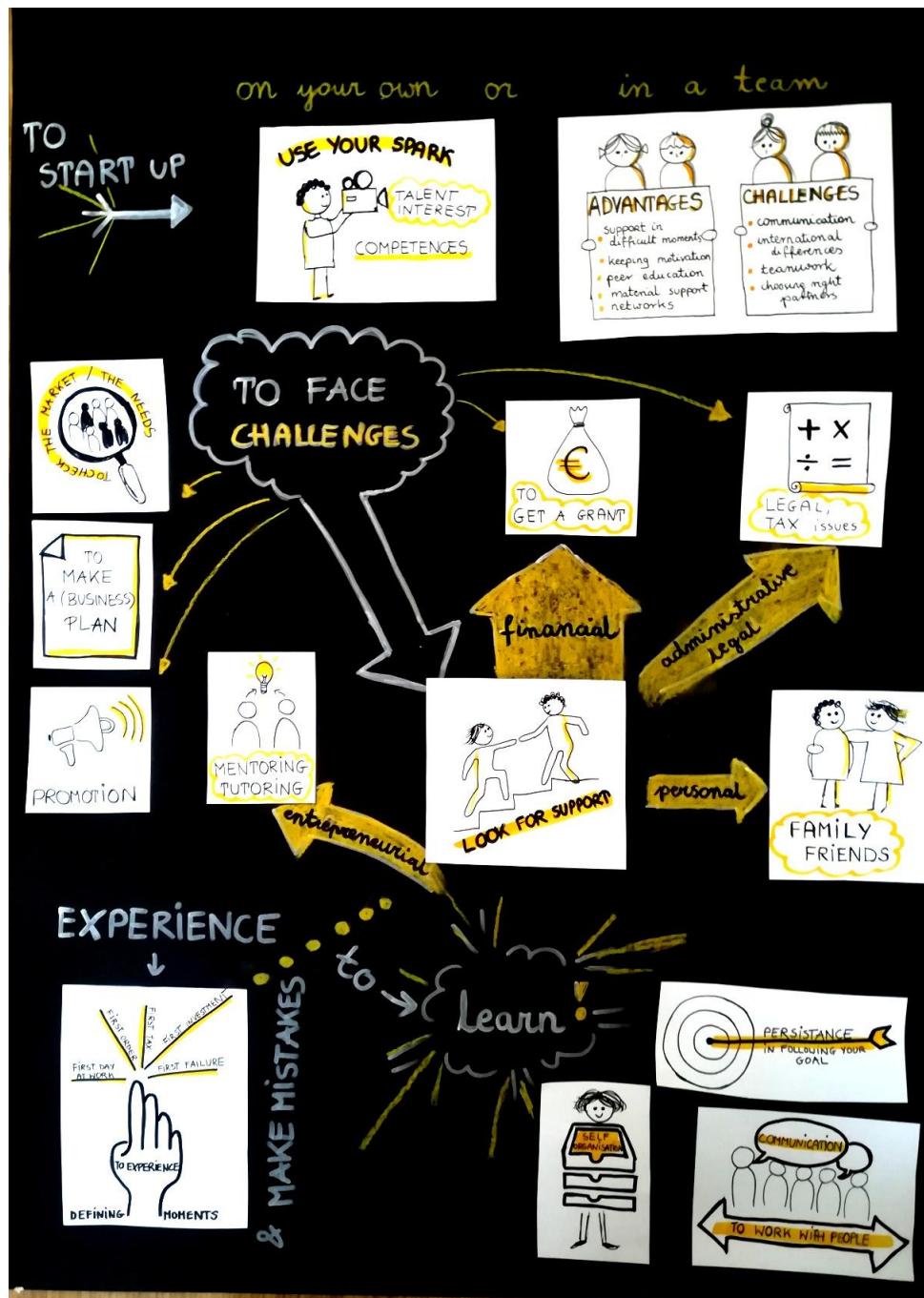


## SUMMARY OF RESEARCH

From the perspective of a young entrepreneur



34 youth entrepreneurs took part in our research: 17 participated in the survey and 17 in the in-depth interviews. We were particularly focusing on young people who were facing challenges or having less access to opportunities as well on those, who decided to respond to the needs of society and created their projects in the area of the social economy. Finally, among our respondents we had 17 youth entrepreneurs, 7 social entrepreneurs, 4 freelancers, 4 co-founders of organisations and 2 people, who despite difficult personal situation took own initiative to study away from home.

#### MOTIVATION

To use my competence	8
To do the job connected to my interests	6
To make something on my own	5
To make dreams come true	3
To bring innovation	3

The reason for setting up own entrepreneurial initiative was in most cases the willingness to do a job in which they could use own competences and which would be connected to their interest. Those above mentioned motivational elements, together with the willingness to make something on his/her own, to bring innovation and to make the dream come true demonstrate the considerable awareness of own potential and self-direction in taking important life decisions. Giving the fact, that the majority of our respondents maintain their entrepreneurial projects (17 people out of 34) this motivation seems strong enough to put the ideas in practice and keep on developing.

#### CHALLENGE

Legislation/bureaucracy	10
To find financial resources	6
Promotion	5
To find/buy appropriate materials	4
To find clients	4

However, when it comes to challenges, bureaucratic and financial factors are mentioned the most, followed by difficulties with promotion and finding clients. It is interesting to see that grant and support in administrative/legal issues are indicated as the support that was received.

Although it may seem that the support matches the needs, considerable number of our respondents didn't have any support or it was not enough. Those who expressed their needs pointed at regular

mentoring, database of mentors, more support from the state and good quality free professional trainings. It seems also important to mention that human support in the form of friends, family and people from the NGO/network/team/surrounding played the important role in different steps on the entrepreneurial path.

#### **Support received**

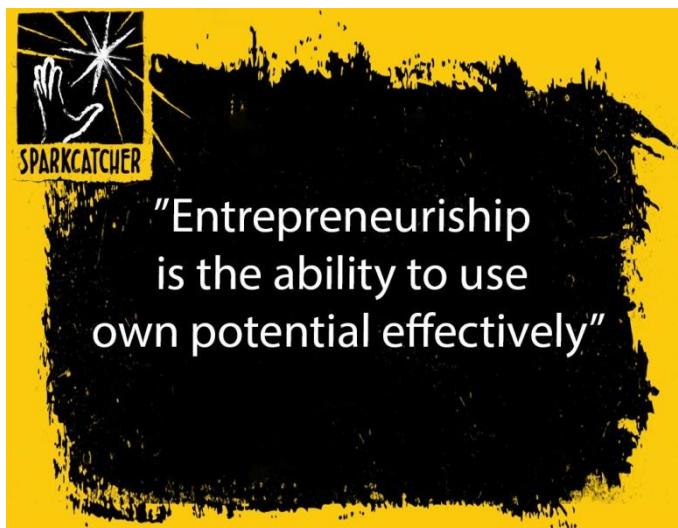
Grant	8
Not enough support/no support	6
In administrative and legal issues	4
People from my network/team	4
Mentoring/tutoring	3
Friends	3
NGO	3

While sharing mistakes and defining moments, our respondents gave the most diverse answers. Those which appear more than once are: legal/tax mistakes (3), communication mistakes (3), mistakes with a business plan (2), negotiation of less benefits than could have been negotiated (2). According to two young entrepreneurs, mistakes are important lessons and part of this job. For the defining points, only two were listed more than once: meeting people sharing similar interests/vision (3) and getting money to start (2).

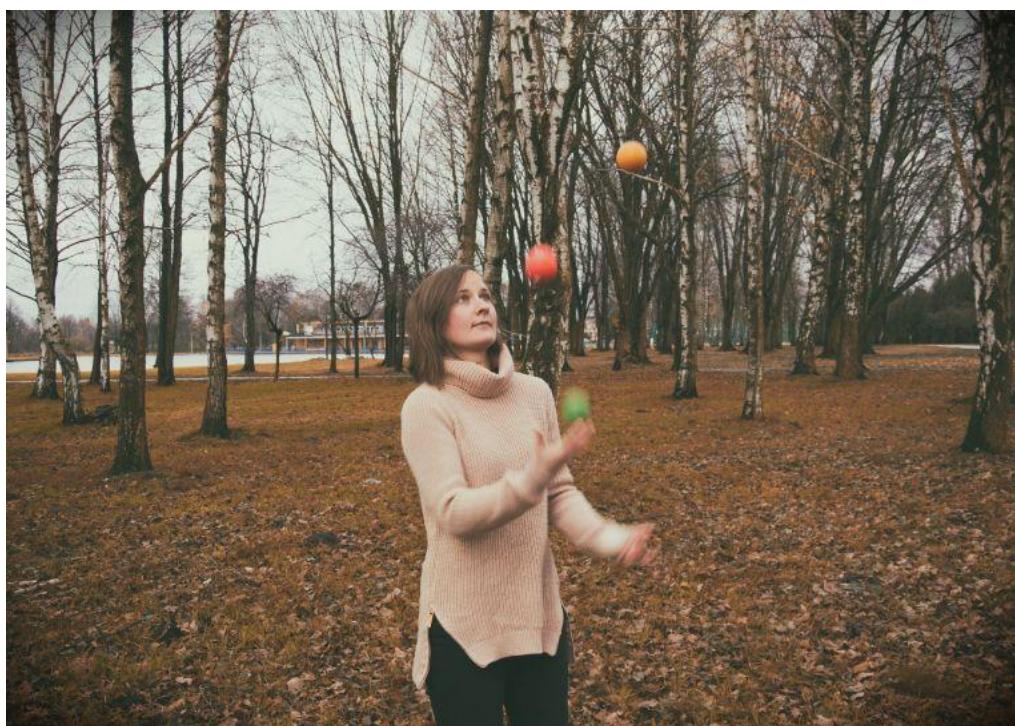
Finally, we gathered learning outcomes and reflections of the whole process.

#### **Learning outcomes**

Self-organisation	5
To manage/work with people	5
Personal development	4
Persistence in following own goal	4
Communication skills	4



We believe that the experience our respondents shared in this research may make young people and youth workers more conscious of the diversity of motivations, challenges and learning opportunities that related to own entrepreneurial initiative. It may be also used as stimulation or a checklist for planning a start- up or development of already existing ones. For the youth workers, the results of this research may give some directions connected with the challenges young people face, mistakes they make and support they need.





Erasmus+

ARTE  
EGO  
FUNDACJA

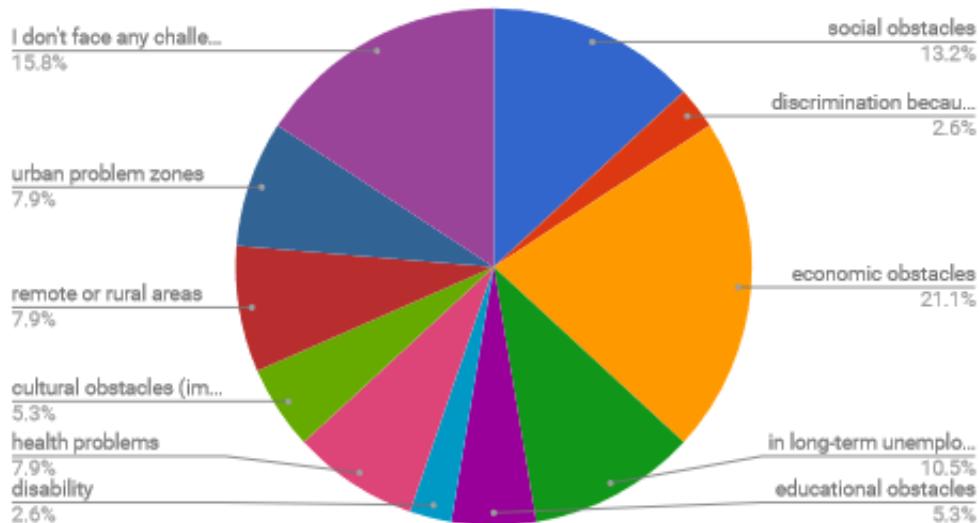
## STUDY SAMPLE

In total, 34 youth entrepreneurs took part in our research: 17 participated in the survey and 17 in the in-depth interviews. The majority (80%) was between 25 and 30 years old (including one person with disability who was over 30), and 20% between 18-25.

### PARTICIPANTS BY COUNTRY AND BY CHALLENGES FACED

Responders who took part in the survey were from Poland (8), Germany (2), Greece (5), Macedonia (1), Portugal (1). Those who gave in-depth interviews were from Germany (1), Italy (1), Poland (12), Syria (1) and the Netherlands (1).

Number



Obstacle	Number
social obstacles	5
discrimination because of gender / sexual orientation	1
economic obstacles	8
in long-term unemployment	4
educational obstacles	2
disability	1
health problems	3
cultural obstacles (immigrant background, refugee family)	2
remote or rural areas	3
urban problem zones	3
I don't face any challenges	6

# What is your entrepreneurial initiative? How you came to the idea?

Type	Frequency
Own enterprise	17
Social enterprise	7
Co-funding of an organisation	4
Freelancing	4
Studies away from home	2

## OWN ENTERPRISE

*Propagation, Cultivation & exports of dried herbs*

*I started working as a jeweller since 2012*

*My activity as a mental trainer is to work with athletes and sports teams and build among them the awareness of own way of thinking and the way the brain works in general. I work with the players to build their mentality which is needed in sports to use their mental potential during the competition and not to interfere in achieving their goals. In a situation where I work with a team I also support the building the so-called team spirit - to create a synergy effect to be able to cooperate, communicate and interact with each other in order to achieve the most effective results.*

*My initiative is to provide pedagogical services and to prevent addictions. It focuses on promoting a healthy lifestyle and helping people in a difficult life situation. My activity is not focused on one thing but it has a number of different activities. From therapy and art therapy to the prevention of addictions. I work in a center or as street worker - so everything related to the topic of addiction and helping people.*

*Online communication systems such as private tutoring online platform*

*Public procurement training and counselling*

*Industrial design, I design objects for everyday use*

*Graphic design and photography*

*Together with my boyfriend we founded a clothing design enterprise – we create mainly T-shirts, sweatshirts expressing my style*



## SOCIAL ENTERPRISE

*Social entrepreneurship with basic idea of producing substrates for soil less cultivation. Substrates are made from organic waste and during the process we care for the nature. Our employees will be young people, particularly single parents, who have problems with social inclusion because of the inability to work during normal working hours.*

*We are a cooperative of fashion designers and professionals that provide for the livelihoods of refugees, survivors victims of human trafficking and Greek unemployed living in risk of survival through integration into work and micro-entrepreneurship. We produce from sustainable materials. We create value for everyone involved.*

*We have created a forest kindergarten – when we started, here were 5 of them in Poland (now around 30-40). We contacted and met people who made the first one in Poland but here is no “recipe” how to do it in Poland, in Polish conditions, with Polish society. We also have a strong democratic approach, which means that children do not have to participate in everything that we propose them. We suggest some things to them and they do not have to go into it.*

## CO-FUNDING OF THE ORGANISATION

*Co-founder of the organisation offering help for the refugees or at the battle field, war zones*

*Unique Minds is an innovative non-profit organisation whose purpose is to assist students and young adults to identify and follow their ideal academic path. UM aims to provide students with the most useful information in order to help them make their mind about the university they want to study at. This would not only encourage them to follow their dreams, but also guide them to becoming successful professionals and content adults.*

*I would not call it entrepreneurial activity or how you call it. I am not looking for self profit. I think culture and art has a community spirit, something you do not do for your own. Because without audience theatre is not existing. With writing you can discuss if it is already or not but with theatre is really quite impossible. And to have the idea to get a big profit from arts is yes, also not really, yes.*

## FREELANCING

*circus workshops*