

Webinar

Raising entrepreneurship skills - Good practices of Chambers of Commerce working with schools and universities



Consortium partners



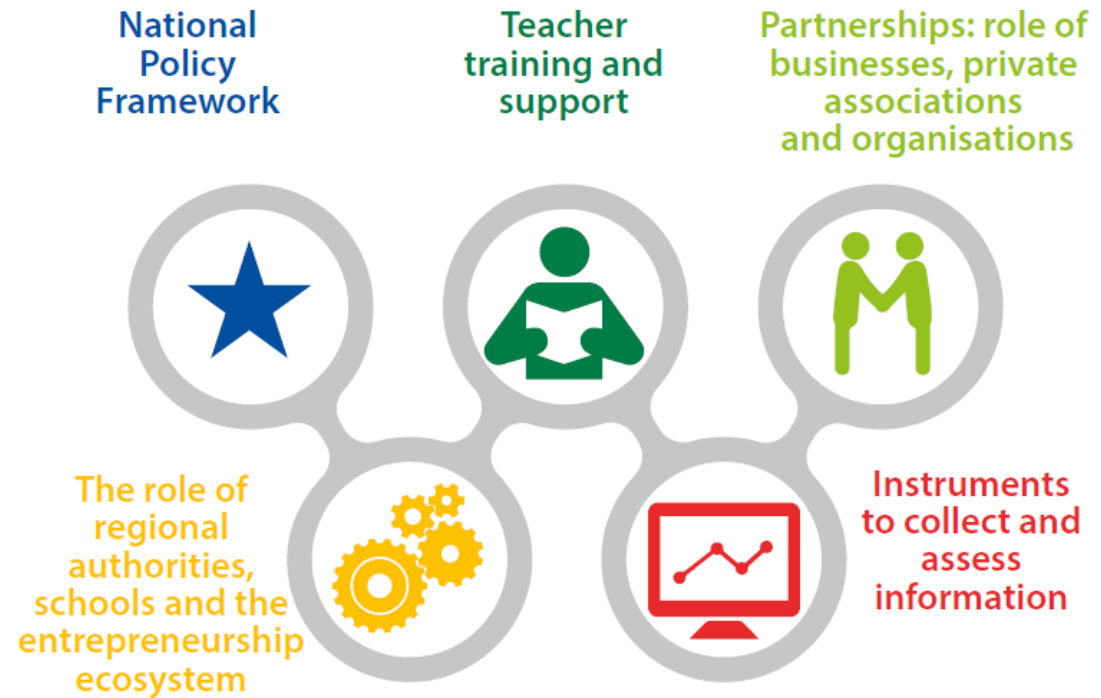
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The EE-HUB



European Entrepreneurship
Education NETwork



EE-HUB Experts



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The involvement of CCIs in raising entrepreneurship skills

Chambers of Commerce & Industry: key players in raising skills

Every year:

People receiving training qualifications from Chambers	1.800.000
Chambers involved in education and training	80%
Apprenticeships directly managed by Chambers	600.000
Chambers delivering initial or continuous VET	48%
Chambers providing entrepreneurial skills training	92%

At CCI Cantabria, our strategy to support entrepreneurship education lies in 4 pillars.

- 1. Observation and experimentation**
- 2. Role modeling**
- 3. Supporting teachers**
- 4. Skills development**

LABORESO project

- 800 secondary school students (16-17 years old)
- Spending 2 weeks in a company
- Enables an early contact with business world
- Awarded a national education award
- www.laboreso.es



Entrepreneurship Info-Days

- Bringing together entrepreneurs and students
- A channel to communicate with schools



Training sessions for teachers

- Familiarise teachers with entrepreneurship
- Provide them with tested material



Erasmus + project

- Developing an innovative platform to raise entrepreneurial skills

<http://www.hobplatform.com/site/>



Good Practice Berlin CCI



European Entrepreneurship
Education NETwork

IMMS-Be self-employed! a local initiative by employers organisation

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Gain Creators / Outcomes

- Students are motivated, encouraged and sensitized to consider self-employment as an alternative to a career as an employed person
- Eventually, after receiving further education, students decide to start their ...



Gains / Needs

Students need to know more about self-employment and especially about opportunities, about needs, career and work in this field. It is not yet part of many national curriculums. Schools need updated information from the ...

Target Group

Regional authorities and organisations like the Chambers of Commerce can adapt/implement this good practice.

IMMS-Be self-employed!

The initiative wants to make a contribution to the professional orientation of young people and sensitize on the subjects of entrepreneurship and self-employment. This is done through live events taking place at schools and universities. The core of the initiative are the entrepreneurs who share their "Starting a business" experience with the students in order to encourage young people to use their potential and to motivate them to be self-responsible, creative and take action. They talk ...

Activities

- Finding schools/universities to host the events
- Finding entrepreneurs who will volunteer in the project
- Organising the 90 min. event at schools/universities

Implementation Method

The initiative "IMMS" brings entrepreneurs and representatives of the Chamber of Commerce Berlin to high schools and universities to present ...

Resources

For this project financial resources are needed mainly to fund personnel to organise the events, do marketing and host the website One part-time project manager and ...



Pain Relievers / Solutions

- The events are very credible for the students through the real experience of learning from real business men/women
- Entrepreneurship and self-employment are put on the agenda in the schools



Pains / Challenges

- Difficult age-group to motivate/satisfy
- Teachers lack training in learning-by-doing 'entrepreneurial' methods
- Students and entrepreneurs do not know each other enough

Success factors of the Good Practices:

- Many participating schools
- Many participating volunteer-entrepreneurs
- Good organisation of the events

Good Practice Antwerp CCI

Entrepreneurship Academy (Belgium)

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+ Gain Creators / Outcomes

In the Entrepreneurship Academy programme, Chambers of commerce play an intermediary role between their member entrepreneurs and schools and universities. The programme successfully results in raising entrepreneurship ...

✓ Gains / Needs

92% of Chambers of Commerce in Europe are involved in raising entrepreneurship skills and contribute in that sense to reduce the skills mismatch between students and the labour market. To do so, programmes ...

Target Group

Chambers of Commerce or other business intermediaries.

Entrepreneurship Academy (Belgium)

The Entrepreneurship Academy is a programme that inspires students about entrepreneurship, provides them with the necessary knowledge for an entrepreneurial career and offers them the chance of experiencing the different aspects of setting up a business during a 10-week series of intense workshops.

Activities

- Organise inspirational sessions where 4 to 5 young entrepreneurs (preferably less than 30 y.o.) discuss their experiences and their passion for entrepreneurship.

Implementation Method

1. Set up partnerships with schools
2. Recruit young entrepreneurs to share experience and tips with students

At the end of the programme, students know whether an entrepreneurial career is something for them and have all the necessary skills and competences to develop an ...

Resources

- Human resources to organise the different sessions.
- Young entrepreneurs to inspire the students.
- Business coaches to give the workshops and coach ...

👍 Pain Relievers / Solutions

The Entrepreneurship Academy addresses these challenges by providing:

- Inspirational role models that took the leap of faith and are happy they did
- Proof that you can be very happy doing something you are passionate about

👎 Pains / Challenges

Despite the fact that most countries have put in place policies to promote entrepreneurship, a lot of students still don't see entrepreneurship as a valid career choice.

Success factors of the Good Practices:

- For not-for-credit programmes, working together with student organisations could be a boon for the programme. They can do all the promotion towards the students.
- For for-credit programmes, going straight to lecturers to see how the programme could be integrated in the curriculum is much easier than going top-down.

All good practices are available at

<http://content.ee-hub.eu/index.php>



Thomas Cooney
Professor in Entrepreneurship
Dublin Institute of Technology

Experiential Learning at DIT

1. **Charity Events** – students work in groups of 3 and organise their own event and choose the charity they wish to support. Over €600,000 has been raised by students since this initiative was first introduced over a decade ago and last November a group of 3 students raised over €5,000 when they organised a Golf Classic.
2. **Farmers' Markets Stalls** – students work in groups of 4 and sell products of their choice at Farmers' Markets. The profit made by each group is donated to a charity of their choice.
3. **Pitches to Venture Capitalists** – a common feature of entrepreneurship courses is the requirement to produce a Business Plan. This task has now been strengthened by asking the students to pitch their business ideas and plans to a panel of venture capitalists who offer immediate feedback to their proposals.
4. **Student Enterprise Videos** – students work with a specific social enterprise to develop a video that can be used as part of their promotional activity. Examples of this output can now be seen on the home pages of organisations such as Reachout and Chifundo.
5. **Consultancy Projects** – a wide variety of modules are using consultancy projects as part of the desire to increase experiential learning. Organisations that have benefited include The Solas Project and Value Added Africa.

More webinars coming up!



- 15 November** **How business & education can work together to increase entrepreneurship education in Europe** (hosted by JA Europe)
- 16 November** **Teaching entrepreneurship as a key competence in pre-tertiary education** (hosted by SEECEL)
- 7 December** **Time to act: Develop your national entrepreneurship education strategy** (hosted by JA Europe)
- 8 December** **Raising entrepreneurship skills - Good Practices from the European Chambers of Commerce creating a startup ecosystem** (hosted by Eurochambres)
- 13 December** **Teacher competences for entrepreneurial learning** (hosted by SEECEL)

More info and registration at

<http://ee-hub.eu/peer-learning.html>



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