



LEARNER'S DIARY FROM EMMANUEL

A – Immigrants business plan (Léonardo)

1) AJJACIO, CORSICA – June 2010

Our meeting in Corsica has taken place in the very beautiful city of Ajaccio and our working sessions have taken place in the SCOOP SUD CONSEIL office. Thanks to our Corsica partners, several presentations were made about the local job market and about immigration in Corsica, which main characteristics are the following ones :

- The local job framework consists in small business firms, generally of less than 3 persons (there are only 25 firms with more than 25 persons, such as the air company, a subsidiary of Air France).
- These firms are involved in different sectors such as construction, real estate, tourism, distribution and local services.
- Most of EU migrants usually come from Poland and other EU Eastern Europe countries.
- The non-EU migrants in Corsica usually come from Morocco, Sardinia (Italy), Southern Europa (for example : Serbia) and now Eastern Europe (for example : Russia).
- Most of the migrants' projects supported by the training firms consist in some individual projects connected with the creation of a one-person business or firm in the field of the local job framework, previously described above, particularly in construction and in local services.

During the meeting, some examples of local migrant initiatives were presented by our Corsican partners, especially one from a migrant from Poland, who was able to create a small construction service firm directly integrated in the local construction sector, and who was able to find a lot of contracts and development perspectives. What impressed me at most, is the ability of this migrant to find a job project directly connected by the local Corsican demand in this sector. I realize that in this case, it is far much easier to develop the job project. But, integration requests also the ability to speak the local language. If both factors (job project + language) are ok, things tend to be easier and to go faster.

What is more difficult from my point of view is how to deal with some migrants, who are not in position of speaking the local language and who have not a job project which can answer the local demand either. How to deal in such situations ? How can a trainer/coach help the migrant in this situation ? That is my more important question at this stage of the program.

The Corsican partners show us how it can work in France, with the description of several programs in order to give the migrants some support in offering to the migrants :

- Some language training sessions,
- Some one-to-one training and coaching in order to find a firm creation opportunity, which can be successful according the local economical market.



I have appreciated all our exchange discussions during the session, because the examples presented has lead to several questions and more precise exchanges about some comparisons and some differences between our different countries concerning the support given to migrants in the process of creating business.

What I would like to discuss further and to exchange for further meetings, is to better understand is the identification of other successful key factors in Europe, which can help the migrants in the creation of their project and their integration, especially from the migrant's point of view, and also from the coach's point of view.

But, given this positive presentation, we were also informed that the help for migrants can take a lot of time to be implemented by the local support system. For example, there are a lot of obstacles, such as :

- the administrative matters, which take a while,
- the ability to give some credibility to the job creation project, which requires a great attention to prepare a business plan and some real perspectives (contracts and opportunities);
- the bank support, which is necessary : this is a hard step to overcome and which requires some preparation and some negotiation skills;
- And the will of the migrant to overcome all these very long steps.

What is for me the most crucial issue for the migrant is how to manage the period between the arrival of the migrant and his decision to create a business, and the starting of the project (creation of the firm). What is the necessary support to be given (training, housing, time, money...) and how to be sure that every support can will be there at the right date ? That is my personal question at this stage of the program, and I need some answers about it.

To conclude on the Ajaccio's meeting, I now feel completely informed about the challenge of the program and I now effectively understand the human considerations for a migrant to be able to succeed in a business creation project abroad.