



**Organiser**

Coopérative  
Sud Concept

**Coordinator**



## Leonardo Partnership The immigrant's business plan

### Minutes from the 3<sup>rd</sup> meeting in Ajaccio - Corsica 17th to 20th June 2010

Participants:

Belgium	Kerstin			
Czech Republic	Lucie	Barbora		
France (ITG)	Cédric	Emmanuel		
France (Sud Concept)	Noël	Sylvie	Claire	Marie-Florence
	Christophe	Béatrice		
Germany (Initial)	Joerg	Andrea	Sabine	
Germany (TTG)	Manuela	Isabella	Sina	
Greece	Elias	Maria		

Topic 4: Types of self-employment, founder personalities

- Personal preconditions
- Professional competence
- Entrepreneurial skills
- Self-employment of marginalized people and people with low education levels
- Personal aptitude, personal and professional preconditions
- Personnel and family network

Exchange of experiences and discussion

**Date**

17<sup>th</sup> - 20<sup>th</sup> June 2010, Ajaccio (Corsica)

**Organiser**

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**Thursday,  
June 17th, 2010**

Arrival of participants in Ajaccio

20.30

Welcome dinner at the port of Ajaccio

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Friday,  
June 18<sup>th</sup>, 2010

09.30 - 10.00	Coopérative Sud Concept: Welcome + getting to know each other
10.00 - 10.30	<u>Situation of migrants in Corsica; company makers</u> (presentation)  To start, a general overview on what is done in Corsica/France from and for migrants' entrepreneurs has been made. This presentation has led to a discussion among partners: even though each country supports migrants' entrepreneurs in different ways and with different means, there are some common existing barriers helping the migrants from setting up their own business, <i>id est</i> : <ul style="list-style-type: none"><li>- Language barriers + difficulty to have access to (practical/administrative) information</li><li>- Almost no vocational training</li><li>- Difficulties in receiving bank loans</li><li>- Almost no recognition of their qualifications (degrees and diplomas from abroad, etc.) especially in sectors dealing with health, security, national procedures, etc.</li></ul>
10.30 - 11.30	<u>Cédric: Presentation of best practices (excel sheet)</u>  Even though many similarities exist, some differences among the countries, especially at a national level, can be pointed out. Some extra best practices should be added to illustrate the conclusions. Partners must send other examples to Cedric.
11.30 - 12.30	<u>Steering committee</u>  Workshop 1 : Personal preconditions & Professional competence Each country presented/explained how they deal with this topic focussing on best practices (=success stories), analysing factors of success and obstacles/difficulties encountered (10'/country)  Discussion: According to the „entrepreneur's features“ questionnaire, a discussion was held among the partners on the differences between „personal competences“, „social competences“ and „methodical competences“.  Firstly, not all countries use the same methods to get the information on competences from the client (even though there are some similarities) : <ul style="list-style-type: none"><li>- In Greece : face to face interview, questionnaire</li><li>- In France : face to face interview</li><li>- In Germany : face to face interview</li><li>- In Czech Republic : questionnaire, face to face interview.</li></ul> Secondly, as regards differences in the „entrepreneur's features“, partners have different opinions : for some people, preconditions to build up a successful business can be the same in every country; for others, according to national policies, those preconditions differ.
12.30 - 14.30	Lunch
14.30 - 15.30	Workshop 2 : Entrepreneurial skills & Self-employment of marginalised people and people with low education levels Each country presents/explains how they deal with this topic focussing on best practices (10'/country)
15.30 - 16.30	Workshop 2 : Personal aptitude, personal and professional preconditions/Personal and family network Each country presents/explains how they deal with this topic focussing on best practices (10'/country)

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	16.30 - 18.00	<p>Discussion on differences and similarities =</p> <p><b>Conclusion :</b> the targeted group of people needs far more training in developing their business competences and their personal skills. To do so, coaching processes and work in groups can be developed. Furthermore, training method could be useful.</p> <p>Family and community networks play an important role in helping the migrants to set their own business, <i>id est</i> by supporting them. Since they find out huge help from their relatives, it appears that migrants prefer building up on their own, without any national support.</p>
	20.30	Free Dinner
<b>Saturday, June 19<sup>th</sup>, 2010</b>	09.30 - 10.30	Preparation of intermediate report & result of our project (steering committee 2)
	10.30 - 12.00	<p>Results of the previous session (guided worktime)</p> <ul style="list-style-type: none"> <li>- Preparation of guidelines</li> <li>- Preparation of tools</li> </ul>
	12.00 - 13.00	Further detailed planning of work until next meeting
		<p><b>Results :</b></p> <p>Some tasks have been attributed to each partners as regards best practices, guidelines, website, flyer, etc.</p> <p>Review of the needed elements to write the intermediate report: every partner has been assigned a defined task to check nothing is missing.</p> <p>Preparation of forthcoming meeting in Brussels :</p> <p>Redefinition of the main topics to deal with = concentration on most important topics dealing with the targeted group. Therefore, each partner will send information/best practices about his own country for the workshops.</p>

### Preparing Brussels meeting

				who is in charge of preparing the meeting workshop
finances	Coming with examples and tools	morning	Friday	Belgium - Brussels
marketing, business plan	Target: best practice examples apporter malette BG train the trainer games	afternoon		Germany & Czech Republic & Greece
neighbourhood management	Contact with local communities, support Where should I settle my company: in the ghetto or out of the ghetto? Target: Coming with a resumé and some questions	morning	Saturday	France - Paris

guidelines	Further development of the guidelines	afternoon	France - Corsica
steering comitee	Review work plan, tasks for next meeting	afternoon	All partners

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**Sunday,  
June 20<sup>th</sup> 2010**

**Departure**

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