

## BLENDED LEARNING BEST PRACTICES

<b>Youth Empowerment by Entrepreneurial Skills</b>	
<b>ERASMUS+ KA2: Cooperation for innovation and the exchange of good practices, 2018-2-NL02-KA205-002202</b>	
<b>September 2018 - August 2020</b>	<b>Partnership</b>
Element	Guiding questions
<b>Type of document</b>	Information sheet
<b>Publisher</b>	Partner organisations: - EURObizz Academy BV (the Netherlands) - JO CONSULTING SRL (Italy) - DOREA Educational Institute (Cyprus) - BRIDGING TO THE FUTURE LTD (UK) - European Social Entrepreneurship and Innovative Studies Institute (Lithuania)
<b>Target audience</b>	Young people aged between 18 and 25 years old with learning difficulties (e.g. lack of motivation, educational capabilities limitations).
<b>Field</b>	Entrepreneurship
<b>Objective</b>	The main objective of the YES project is to help young workers to concretely learn entrepreneurship strategies, with the support of digital tools, that are essential to develop a business project plan.
<b>Location /geographical coverage</b>	Action: YES youth blended training City: Catania (Hotel Agathae, Etna Street 229, 95124) Region: Sicily Country: Italy Timeframe of the activity: 10-14 February 2020
<b>Introduction</b>	Within the framework of the Europe 2020 Strategy, the practice of this activity which took place in Catania contributed to entrepreneurial education and training to contrast youth unemployment.
<b>Stakeholders and Partners</b>	<ul style="list-style-type: none"> <li>• Beneficiaries: CSO (Civil Society Organisations), experts and practitioners of the Entrepreneurship Education and Training.</li> <li>• Target group: Youth Trainers/ Youth Workers &amp; Youth (18 -27 years old) based in the Netherlands, Cyprus, Lithuania, Italy and UK.</li> <li>• Stakeholders: experts and practitioners of the Entrepreneurship, start-ups, hub and incubators networks.</li> </ul>

<b>Financing Body</b>	YES Project is Co-funded by the Erasmus+ Programme of the European Union (Grant Agreement N. 2018-2-NL02-KA205-002202)
<b>Context</b>	<p>Very often, today, a lot of young people who already finished their study are not able to find a job easily.</p> <p>In response to this need, the YES project helps Youth Workers very practically to concretely learn entrepreneurship strategies, with the support of digital tools, within their Venture Achievement Pathway (VAP), that is their business project idea.</p>
<b>The main objectives</b>	Youth Workers have been trained by entrepreneurs who shared their knowledge and experience with them. Youth workers have developed the basic skills and confidence to create their own business and know how to use the practical tools to do that.
<b>The description of the practice</b>	<p>During the 5 days training, youth from The Netherlands, Cyprus, Sicily (Italy), UK and Lithuania explored the following topics:</p> <ul style="list-style-type: none"> <li>• 21st century skills and digital competences</li> <li>• Canvas Business Model</li> <li>• Minimum Viable Product</li> <li>• Marketing</li> <li>• Creating Team &amp; Dividing Tasks</li> <li>• Corporate Identity</li> <li>• Innovation and Creativity</li> </ul> <p>Young trainers also had the opportunity to meet local businessmen and other guest speakers (and they also discovered the beautiful city of Catania).</p> <p>The blended training programme was based on the combination of face-to-face activities involving Internet-based tools and eLearning.</p> <p>The curriculum included:</p> <ul style="list-style-type: none"> <li>• a complete guide describing the pedagogical approach of the learning activities, that is a combination of the Effectuation Methodology and the Valuation of Prior Learning (VPL);</li> <li>• the Effectuation Methodology;</li> <li>• the VPL methodology consisted of assessing and validating personal competences within individuals' social-economic context. It also and offered a personal development-strategy;</li> <li>• pedagogical materials, divided into nine Learning Outcomes, organized in modules;</li> <li>• four specific tools for each module, that are the training plan setting, a ECVET/Europass competences' grid examination and evaluation, a short video, and an assessment form;</li> <li>• a group of Internet-based tools that were embedded in the eLearning platform;</li> <li>• a mentoring programme;</li> <li>• an assessment tool;</li> <li>• ECVET and Europass tools for Learning Mobilities.</li> </ul>

<b>Outcomes of the practice</b>	<ul style="list-style-type: none"> <li>• At the end of the practice, trainees were expected to: <ul style="list-style-type: none"> <li>– identify and activate entrepreneurship potential</li> <li>– be more determined and motivated to take control of their own vocational pathway</li> <li>– increase their entrepreneurial competences</li> <li>– become a reference model for other young individuals</li> <li>– explore their human capital qualities (self-confidence, skill development) and increase their levels of wellbeing globally</li> <li>– create strategies to assist socially disadvantaged people.</li> </ul> </li>   <li>• Effects on the participating organisations: <ul style="list-style-type: none"> <li>– they became more conscious of the potential of EET programmes to contrast youth employment</li> <li>– they reinforced Youth Workers capabilities to implement EET;</li> <li>– they enhanced collaborative work with the Youth Work at EU level among Civil Society Organisations operating in the Youth Work field</li> <li>– they acquired more knowledge on entrepreneurship (up-to-date trends, educational approaches and methodologies to be practiced in their pedagogical environment)</li> <li>– they improved entrepreneurship training competences of their staff.</li> </ul> </li>   <li>• Effects on the beneficiaries and stakeholders: <ul style="list-style-type: none"> <li>– they were encouraged to provide more measures to contrast youth unemployment</li> <li>– they became more conscioues on the need of adjusted public policy interventions, regulations, labour agreements, fiscal policy, training funds, by public authorities and social partners, within the field of young entrepreneurship initiatives</li> <li>– they promoted intelligent growth within a cooperative flow between stakeholders of the EET</li> <li>– they increase their multi-agency cooperation and their good practices sharing with institutions, employment services, skill training suppliers.</li> </ul> </li> </ul>
<b>Success Factors</b>	Innovation, involvement and accessibility
<b>Lessons learned</b>	This program wants to stimulate and practise the use of digital skills among young people, including literacy skills like 3D printing, Virtual Reality, website and e-commerce design and media literacy through e-learning. In addition, the program will enforce young people’s soft skills like conceptual and creative thinking, team working, problem solving, to shape their entrepreneurial spirit.
<b>Sustainability</b>	The YES integrated approach facilitates the replication and/or transfer of the training model beyond the project’s scope, including in other sectors of activity that the one that are targeted in the present proposal, local and regional areas, or countries.
<b>Development of the practice</b>	The material will remain available online and usable free of charge and may serve as a starting base for further projects.
<b>Conclusion</b>	Say YES – wants to open the door for the next generation of successful business leaders and entrepreneurs. YES project is designed for Youth Workers to learn and explore free innovative entrepreneurship resources with all modern and digital tools, in

	<p>order to enable the engagement with youth and to pass on the skills aimed at fighting youth unemployment.</p> <p>YES programme is more than preparation on how to run a business. It is about how to develop the entrepreneurial attitudes, skills and knowledge which should enable youth to 'turn ideas into action'. Youth Workers cannot teach how to be entrepreneurial without themselves being entrepreneurial, that's what 'YES programme entrepreneurship education for youth workers' is designed for. Entrepreneurial competences require active methods of engaging youth to release their creativity and innovation. Entrepreneurial competency and skills can be acquired or built only through hands-on, real life learning experiences, thus join us today and raise your skills and awareness of entrepreneurial principles which are able to ignite the 'entrepreneurial spark' and inspire youth right from the beginning of their professional career.</p>
<b>Related resources that have been developed</b>	<p><a href="http://yesproject.eu/">http://yesproject.eu/</a></p> <p>- Available training modules: <a href="http://yesproject.eu/courses-grid/">http://yesproject.eu/courses-grid/</a></p> <p>- Detailed programme of the practice: <a href="http://yesproject.eu/wp-content/uploads/2020/02/Agenda-YES-training-Catania-10-14-Feb-2020-1.pdf">http://yesproject.eu/wp-content/uploads/2020/02/Agenda-YES-training-Catania-10-14-Feb-2020-1.pdf</a></p>
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