

## Coach for Entrepreneurial Opportunities

2013-1-NL1-LEO05-12232

<http://www.adam-europe.eu/adam/project/view.htm?prj=10742>

## Projektinformation

Titel: Coach for Entrepreneurial Opportunities

Projektnummer: 2013-1-NL1-LEO05-12232

Jahr: 2013

Projekttyp: Innovationstransfer

Status: bewilligt

Land: NL-Niederlande

Marketing Text: Entrepreneurship is an important way to create economic growth and strengthens a society. In order to create jobs and empower economically and socially and leverage creative and innovative capacities, Europe needs to pave pathways that should be sensitive to the needs of different groups, their expectations and their norms with regards to how advice and information is delivered and received.

The project Coach for Entrepreneurial opportunities (C-EO) responds to above mentioned developments and its resulting need. The partnership pursues more skilled professionals in VET-institutions, employment offices and companies to support and guide upcoming entrepreneurs.

Zusammenfassung: Entrepreneurship is an important way to create economic growth and strengthens a society. Recently the European Commission published the 'Entrepreneurship 2020 Action Plan; reigniting the entrepreneurial spirit in Europe' (January 2013). This blueprint includes the support of groups that are underrepresented among the entrepreneurial population. The demographic groups who are underrepresented within the entrepreneurial population are young people, women, disabled and/or migrants. In order to create jobs for them and empower them economically and socially and leverage their creative and innovative capacities, Europe needs to open up for them and must pave pathways that should be sensitive to the needs of different groups, their expectations and their norms with regards to how advice and information is delivered and received.

The project Coach for Entrepreneurial opportunities (C-EO) responds to above mentioned developments and its resulting need. Based on an extended inventory we will analyze the national legislation, training and educational programs and facilities for upcoming entrepreneurs. Apart from constructing a profile of the 'Entrepreneurial Coach' and developing a training for Entrepreneurial Coaches, the partnership of C-EO will develop an Entrepreneurial Passport and a web tool for the target group of unemployed, senior workers and youngsters.

Beschreibung: Based on an extended inventory we will analyze the national legislation, training and educational programs and facilities for upcoming entrepreneurs. Apart from constructing a profile of the 'Entrepreneurial Coach' and developing a training for Entrepreneurial Coaches, the partnership of C-EO will develop an Entrepreneurial Passport and a web tool for the target group of unemployed, senior workers and youngsters.

Themen: \* Lebenslanges Lernen  
 \* Anerkennung, Transparenz, Zertifizierung  
 \* Berufsorientierung und -beratung  
 \* Zugang für Benachteiligte

Sektoren: \* Handel; Instandhaltung Und Reparatur Von Kraftfahrzeugen  
 \* Erziehung und Unterricht

Produkt Typen: Beschreibung neuer Berufsprofile  
 Programme/Curricula  
 Homepage

Produktinformation: 1. Profile of the Coach for entrepreneurial opportunities  
 2. Trainingsprogramm for coaches who creates entrepreneurial opportunities  
 3. Entrepreneurship pasport

## Projektinformation

Projektwebseite: [www.kch.nl](http://www.kch.nl)

## Vertragnehmer

Name: Stichting Kenniscentrum Handel (KCH International)  
Stadt: Ede  
Land/Region: Gelderland  
Land: NL-Niederlande  
Organisationstyp: Öffentliche Einrichtung  
Homepage: <http://www.kch.nl>

## Kontaktperson

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## Koordinator

Name: Stichting Kenniscentrum Handel (KCH International)  
Stadt: Ede  
Land/Region: Gelderland  
Land: NL-Niederlande  
Organisationstyp: Öffentliche Einrichtung  
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## Partner

### Partner 1

Name: MBO Raad  
Stadt: Woerden  
Land/Region: Utrecht  
Land: NL-Niederlande  
Organisationstyp: Gemeinsame Einrichtung  
Homepage: <http://www.mбораad.nl>

### Partner 2

Name: CPV  
Stadt: Vicenza  
Land/Region: Veneto  
Land: IT-Italien  
Organisationstyp: Kammer  
Homepage: <http://www.cpv.org>

### Partner 3

Name: ISQ  
Stadt: Oeiras  
Land/Region: Lisboa  
Land: PT-Portugal  
Organisationstyp: Forschungseinrichtung  
Homepage: <http://www.isq.pt>

### Partner 4

Name: CECOIA  
Stadt: Oeiras  
Land/Region: Lisboa  
Land: PT-Portugal  
Organisationstyp: Weiterbildungseinrichtung  
Homepage: <http://www.cecoa.pt>

## Partner

### Partner 5

Name: NewHam College  
Stadt: London  
Land/Region: Inner London  
Land: UK-Vereinigtes Königreich  
Organisationstyp: Universität/Fachhochschule/Akademie  
Homepage:

### Partner 6

Name: Agefa  
Stadt: Puteau  
Land/Region: Ile De France  
Land: FR-Frankreich  
Organisationstyp: Weiterbildungseinrichtung  
Homepage: <http://www.agefa.org>

## Projektdateien

### 2.R7\_Comparative report WP2\_final.pdf

[http://www.adam-europe.eu/prj/10742/prj/2.R7\\_Comparative%20report%20WP2\\_final.pdf](http://www.adam-europe.eu/prj/10742/prj/2.R7_Comparative%20report%20WP2_final.pdf)

WP 2: Inventory and Analysis; Final consolidated state-of-the-art Report and SWOT analysis

The overall objectives of WP 2 Inventory & Analyses is to examine and analyse each partner situation related to national entrepreneurship legislation, VET systems and educational/training programs for entrepreneurs and their coaches; to develop a state-of-the art Report and to construct SWOT analysis on entrepreneurship policy, instruments and training programs mainly targeting the most vulnerable groups.

The consolidated report starts by illustrating the current background policy context on entrepreneurship in Europe and international perspectives in implementing efficient entrepreneurship support. A conceptual background taking into consideration the multidimensional aspect of entrepreneurship clarifying some key concepts and a detailed overview of the research methodology applied during the production of the national reports are also provided. The main purpose of the methodological framework is to combine the review of the state-of-the art and current trends regarding entrepreneurship policies and initiatives mainly targeting the most vulnerable groups at national level with a practice-oriented research design mainly focusing on a certain number of national/regional practices and experiences.

### 5.2R17a\_EO Flyer\_NL.pdf

[http://www.adam-europe.eu/prj/10742/prj/5.2R17a\\_EO%20Flyer\\_NL.pdf](http://www.adam-europe.eu/prj/10742/prj/5.2R17a_EO%20Flyer_NL.pdf)

### 5.2R17b\_C-EO Flyer\_PT.pdf

[http://www.adam-europe.eu/prj/10742/prj/5.2R17b\\_C-EO%20Flyer\\_PT.pdf](http://www.adam-europe.eu/prj/10742/prj/5.2R17b_C-EO%20Flyer_PT.pdf)

### 5.2R17c\_C-EO Flyer\_FR.pdf

[http://www.adam-europe.eu/prj/10742/prj/5.2R17c\\_C-EO%20Flyer\\_FR.pdf](http://www.adam-europe.eu/prj/10742/prj/5.2R17c_C-EO%20Flyer_FR.pdf)

### 5.2R17\_C-EO Flyer\_ENG .pdf

[http://www.adam-europe.eu/prj/10742/prj/5.2R17\\_C-EO%20Flyer\\_ENG%20.pdf](http://www.adam-europe.eu/prj/10742/prj/5.2R17_C-EO%20Flyer_ENG%20.pdf)

### 5.2R17d\_C-EO Flyer\_IT.pdf

[http://www.adam-europe.eu/prj/10742/prj/5.2R17d\\_C-EO%20Flyer\\_IT.pdf](http://www.adam-europe.eu/prj/10742/prj/5.2R17d_C-EO%20Flyer_IT.pdf)

### B1.1R4a Leaflet EMEC\_ENG.pdf

[http://www.adam-europe.eu/prj/10742/prj/B1.1R4a%20Leaflet%20EMEC\\_ENG.pdf](http://www.adam-europe.eu/prj/10742/prj/B1.1R4a%20Leaflet%20EMEC_ENG.pdf)

Result WP1

### B1.1R4\_Entrepreneurship module eligible for certification ENG.pdf

[http://www.adam-europe.eu/prj/10742/prj/B1.1R4\\_Entrepreneurship%20module%20eligible%20for%20certification%20ENG.pdf](http://www.adam-europe.eu/prj/10742/prj/B1.1R4_Entrepreneurship%20module%20eligible%20for%20certification%20ENG.pdf)

Result WP1

### B1.2R5\_Profile of entrepreneurial teacher or manager\_ENG.pdf

[http://www.adam-europe.eu/prj/10742/prj/B1.2R5\\_Profile%20of%20entrepreneurial%20teacher%20or%20manager\\_ENG.pdf](http://www.adam-europe.eu/prj/10742/prj/B1.2R5_Profile%20of%20entrepreneurial%20teacher%20or%20manager_ENG.pdf)

## Projektdateien

### B1.3R6\_Training referential for Entrepreneurship.pdf

[http://www.adam-europe.eu/prj/10742/prj/B1.3R6\\_Training%20referential%20for%20Entrepreneurship.pdf](http://www.adam-europe.eu/prj/10742/prj/B1.3R6_Training%20referential%20for%20Entrepreneurship.pdf)

Result WP1

### B1.4R.extra1b\_Evaluation report WP1 Final.pdf

[http://www.adam-europe.eu/prj/10742/prj/B1.4R.extra1b\\_Evaluation%20report%20WP1%20Final.pdf](http://www.adam-europe.eu/prj/10742/prj/B1.4R.extra1b_Evaluation%20report%20WP1%20Final.pdf)

Result WP1, evaluation report transfer products

### B4.R10.1a C-EO\_Training exercises overview contents page OFFLINE version.pdf

[http://www.adam-europe.eu/prj/10742/prj/B4.R10.1a%20C-EO\\_Training%20exercises%20overview%20contents%20page%20%20OFFLINE%20version.pdf](http://www.adam-europe.eu/prj/10742/prj/B4.R10.1a%20C-EO_Training%20exercises%20overview%20contents%20page%20%20OFFLINE%20version.pdf)

Training excersises overview

### B4.R10.1b C-EO training unit 1\_Offline version.pdf

[http://www.adam-europe.eu/prj/10742/prj/B4.R10.1b%20C-EO%20training%20unit%201\\_Offline%20version.pdf](http://www.adam-europe.eu/prj/10742/prj/B4.R10.1b%20C-EO%20training%20unit%201_Offline%20version.pdf)

### B4.R10.1b C-EO training unit 2\_ Offline version.pdf

[http://www.adam-europe.eu/prj/10742/prj/B4.R10.1b%20C-EO%20training%20unit%202\\_%20Offline%20version.pdf](http://www.adam-europe.eu/prj/10742/prj/B4.R10.1b%20C-EO%20training%20unit%202_%20Offline%20version.pdf)

### B4.R10.1b C-EO training unit 3\_offline version.pdf

[http://www.adam-europe.eu/prj/10742/prj/B4.R10.1b%20C-EO%20training%20unit%203\\_offline%20version.pdf](http://www.adam-europe.eu/prj/10742/prj/B4.R10.1b%20C-EO%20training%20unit%203_offline%20version.pdf)

### B4.R10.1b C-EO training unit 4\_offline version.pdf

[http://www.adam-europe.eu/prj/10742/prj/B4.R10.1b%20C-EO%20training%20unit%204\\_offline%20version.pdf](http://www.adam-europe.eu/prj/10742/prj/B4.R10.1b%20C-EO%20training%20unit%204_offline%20version.pdf)

### B4.R10.1c C-EO training unit 1\_online version.pdf

[http://www.adam-europe.eu/prj/10742/prj/B4.R10.1c%20C-EO%20training%20unit%201\\_online%20version.pdf](http://www.adam-europe.eu/prj/10742/prj/B4.R10.1c%20C-EO%20training%20unit%201_online%20version.pdf)

### B4.R10.1c C-EO training unit 2\_online version.pdf

[http://www.adam-europe.eu/prj/10742/prj/B4.R10.1c%20C-EO%20training%20unit%202\\_online%20version.pdf](http://www.adam-europe.eu/prj/10742/prj/B4.R10.1c%20C-EO%20training%20unit%202_online%20version.pdf)

### B4.R10.1c C-EO training unit 3\_online version.pdf

[http://www.adam-europe.eu/prj/10742/prj/B4.R10.1c%20C-EO%20training%20unit%203\\_online%20version.pdf](http://www.adam-europe.eu/prj/10742/prj/B4.R10.1c%20C-EO%20training%20unit%203_online%20version.pdf)

### B4.R10.1c C-EO training unit 4\_online version.pdf

[http://www.adam-europe.eu/prj/10742/prj/B4.R10.1c%20C-EO%20training%20unit%204\\_online%20version.pdf](http://www.adam-europe.eu/prj/10742/prj/B4.R10.1c%20C-EO%20training%20unit%204_online%20version.pdf)

## Projektdateien

### B4.R10.1 C-EO\_Training manual.pdf

[http://www.adam-europe.eu/prj/10742/prj/B4.R10.1%20C-EO\\_Training%20manual.pdf](http://www.adam-europe.eu/prj/10742/prj/B4.R10.1%20C-EO_Training%20manual.pdf)

Training manual

### B7.R15.b\_Final evaluation report external evaluator.pdf

[http://www.adam-europe.eu/prj/10742/prj/B7.R15.b\\_Final%20evaluation%20report%20external%20evaluator.pdf](http://www.adam-europe.eu/prj/10742/prj/B7.R15.b_Final%20evaluation%20report%20external%20evaluator.pdf)

### B8.3R17a\_C-EO Flyer\_NL.pdf

[http://www.adam-europe.eu/prj/10742/prj/B8.3R17a\\_C-EO%20Flyer\\_NL.pdf](http://www.adam-europe.eu/prj/10742/prj/B8.3R17a_C-EO%20Flyer_NL.pdf)

### B8.3R17b\_C-EO Flyer\_PT.pdf

[http://www.adam-europe.eu/prj/10742/prj/B8.3R17b\\_C-EO%20Flyer\\_PT.pdf](http://www.adam-europe.eu/prj/10742/prj/B8.3R17b_C-EO%20Flyer_PT.pdf)

### B8.3R17c\_C-EO Flyer\_FR.pdf

[http://www.adam-europe.eu/prj/10742/prj/B8.3R17c\\_C-EO%20Flyer\\_FR.pdf](http://www.adam-europe.eu/prj/10742/prj/B8.3R17c_C-EO%20Flyer_FR.pdf)

### B8.3R17\_C-EO Flyer\_EN.pdf

[http://www.adam-europe.eu/prj/10742/prj/B8.3R17\\_C-EO%20Flyer\\_EN.pdf](http://www.adam-europe.eu/prj/10742/prj/B8.3R17_C-EO%20Flyer_EN.pdf)

### B8.3R17d\_C-EO Flyer\_4\_IT.pdf

[http://www.adam-europe.eu/prj/10742/prj/B8.3R17d\\_C-EO%20Flyer\\_4\\_IT.pdf](http://www.adam-europe.eu/prj/10742/prj/B8.3R17d_C-EO%20Flyer_4_IT.pdf)

### BR9\_Final\_Profile of the entrepreneurial coach.pdf

[http://www.adam-europe.eu/prj/10742/prj/BR9\\_Final\\_%20Profile%20of%20the%20entrepreneurial%20coach.pdf](http://www.adam-europe.eu/prj/10742/prj/BR9_Final_%20Profile%20of%20the%20entrepreneurial%20coach.pdf)

Profile of the entrepreneurial coach

## Produkte

- 1 Comparative report WP 2
- 2 WP1 Transfer and adaptation
- 3 WP 3 Profile of the entrepreneurial coach
- 4 WP 4 Trainingsprogramme
- 5 WP 5 certifying method

## Produkt 'Comparative report WP 2'

Titel: Comparative report WP 2

Produkttyp:

Marketing Text: The consolidated report starts by illustrating the current background policy context on entrepreneurship in Europe and international perspectives in implementing efficient entrepreneurship support. A conceptual background taking into consideration the multidimensional aspect of entrepreneurship clarifying some key concepts and a detailed overview of the research methodology applied during the production of the national reports are also provided. The main purpose of the methodological framework is to combine the review of the state-of-the art and current trends regarding entrepreneurship policies and initiatives mainly targeting the most vulnerable groups at national level with a practice-oriented research design mainly focusing on a certain number of national/regional practices and experiences.

Beschreibung: WP 2: Inventory and Analysis; Final consolidated state-of-the-art Report and SWOT analysis

Zielgruppe:

Resultat: The overall objectives of WP 2 Inventory & Analyses is to examine and analyse each partner situation related to national entrepreneurship legislation, VET systems and educational/training programs for entrepreneurs and their coaches; to develop a state-of-the art Report and to construct SWOT analysis on entrepreneurship policy, instruments and training programs mainly targeting the most vulnerable groups.

Anwendungsbereich:

Homepage: [www.cfeo.eu](http://www.cfeo.eu)

Produktsprachen: Englisch

## Produkt 'WP1 Transfer and adaptation'

Titel: WP1 Transfer and adaptation

Produkttyp: Verbreitungsmethoden

Marketing Text: R 4, 5, and 6 have been systematized by responsible partners and translated into English (from Dutch and Portuguese). Within the WP1 a Transfer product evaluation report was realized to analyze with experts the transferability potential of the translated products. Analysis was done on the basis of answers to a questionnaire.

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Zielgruppe: Projectpartners

Resultat: R4 – Module for “Certification of Entrepreneur” 31/12/2013 Ok  
R5 – Profile of Entrepreneurial teacher 31/12/2013 Ok  
R6 – Training referential for Entrepreneurial competences 31/12/2013 Ok

Anwendungsbereich: -

Homepage: [www.cfeo.eu](http://www.cfeo.eu)

Produktsprachen: Englisch

### product files

B1.4R.extra1b\_Evaluation report WP1 Final.pdf

[http://www.adam-europe.eu/prj/10742/prd/2/1/B1.4R.extra1b\\_Evaluation%20report%20WP1%20Final.pdf](http://www.adam-europe.eu/prj/10742/prd/2/1/B1.4R.extra1b_Evaluation%20report%20WP1%20Final.pdf)  
evaluation report of the transferproducts

## Produkt 'WP 3 Profile of the entrepreneurial coach'

Titel: WP 3 Profile of the entrepreneurial coach

Produkttyp: Beschreibung neuer Berufsprofile

Marketing Text: In order to prepare the profile a questionnaire was developed to be used with practitioners and stakeholders. The delivery of the questionnaire brought out many conceptual difficulties in filling it in. At the Paris meeting, a very long discussion took place, as to some partners it seemed that from the questionnaires already completed not many useful indications were coming. The decision taken was to consider beside the three translated profiles, two additional profiles from the projects Inside - Out and Intent. The results of the questionnaires have been used to control the profile, adjust it and also pre validate the final version with the stakeholder's contributions. After the development of the profile, it was used in a focus group that partners realised also with key actors and experts, using a common template. Once again, the final WP3 report assembles the « Outcome of the Focus Group in each partner country» as well as the «Synthesis Results Outcome of the Focus Groups».

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Zielgruppe: Entrepreneurial coaches

Resultat: Profile of the entrepreneurial coach

Anwendungsbereich: -

Homepage:

Produktsprachen: Englisch

## Produkt 'WP 4 Trainingsprogramme'

Titel: WP 4 Trainingsprogramme

Produkttyp: Lehrmaterial

Marketing Text: The training programme has been designed to develop the knowledge, skills and behaviours of the entrepreneurial coach so he/she can encourage those in the “at risk” groups to develop their own entrepreneurial / intrapreneurial skills, knowledge and behaviours – which in turn promotes an atmosphere of positive options for these groups.  
The programme has been developed to be flexible to meet the needs of the entrepreneurial coach in all his/her circumstances. It can be delivered offline, for example as a workshop or class activities. There is also an online version using social media platforms such as Adobe Connect and Google Hangout so the entrepreneurial coach can access the training remotely.

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Zielgruppe: entrepreneurial coaches

Resultat: trainingsprogramme

Anwendungsbereich: -

Homepage: [www.cfeo.eu](http://www.cfeo.eu)

Produktsprachen: Englisch

## Produkt 'WP 5 certifying method'

Titel: WP 5 certifying method

Produkttyp: Transparenz und Zertifizierung

Marketing Text: It provides employers and employees, trainers and trainees with a record of progress in key attributes of the learning outcomes of the entrepreneurial coach. It is structured in three parts: 1. A Biography of the Entrepreneurial coach experience in which assessees may record personal experiences and encounters that may have contributed to their (entrepreneurial) coaching development. Assesseees create their CV.2. A Passport of the Entrepreneurial coach competences which summarily records all formally assessed learning outcomes;3. A Dossier of Evidence of the Entrepreneurial coach competences in which assesseees may keep any documentary or recorded evidence of their progress and actual competence to date. The web tool for the entrepreneurial passport was designed in the final weeks of the project. Under proposal from the lead partner, the entrepreneurial passport was transformed in electronic format, to be hosted in C-EO web site and made available for self filling in.

Beschreibung: The entrepreneurial passport was finalised in December 2015. It provides employers and employees, trainers and trainees with a record of progress in key attributes of the learning outcomes of the entrepreneurial coach. It is structured in three parts:

1. A Biography of the Entrepreneurial coach experience in which assesseees may record personal experiences and encounters that may have contributed to their (entrepreneurial) coaching development. Assesseees create their CV.
2. A Passport of the Entrepreneurial coach competences which summarily records all formally assessed learning outcomes;
3. A Dossier of Evidence of the Entrepreneurial coach competences in which assesseees may keep any documentary or recorded evidence of their progress and actual competence to date. The web tool for the entrepreneurial passport was designed in the final weeks of the project. Under proposal from the lead partner, the entrepreneurial passport was transformed in electronic format, to be hosted in C-EO web site and made available for self filling in.

Zielgruppe: entrepreneurial coaches

Resultat: certifying method

Anwendungsbereich: -

Homepage: [www.cfeo.eu](http://www.cfeo.eu)

Produktsprachen: Englisch

## Veranstaltungen

### Transferwork

Datum 23.12.2014

Beschreibung Based on the partner country specifications defined in the inventory and analysis and the profile of an Entrepreneurial coach we refer in this Work package on the development of Workshop program in which the use of the transfer products and the inventory and analysis results can be transferred. In this Work Package the internal transfer is a priority. The content of the training is translated and interpreted by the project partners for the project partners during a workshop for the project partners, the transfer workshop

Zielgruppe trainers

Öffentlich Geschlossene Veranstaltung

Kontaktinformation [www.c4eo.eu](http://www.c4eo.eu)

Zeitpunkt und Ort February 2014