

# Entrepreneurial Skills Training

provided by Chambers of Commerce & Industry across Europe



**3000**  
new entrepreneurs  
participated since 2009

## Erasmus for Young Entrepreneurs

Erasmus for Young Entrepreneurs (EYE) allows new entrepreneurs to spend time with experienced "host" entrepreneurs in another member state and learn first-hand how to manage an SME. EUROCHAMBRES acts as Support Office since the launch of the programme in 2009.

[www.erasmus-entrepreneurs.eu](http://www.erasmus-entrepreneurs.eu)

## Entrepreneurial skills training...

... are forms of teaching and exercise that support people in the process of identifying and starting a business venture, identifying and organising the required resources and taking the risks associated with the venture.

### Austria ► Entrepreneurial Skills Pass

The ESP is a unique and new qualification that proves secondary students have had a real entrepreneurship experience and have the necessary knowledge, skills and competences to start a business or to be successfully employed. The qualification, which is based on an Austrian programme, requires the completion of a mini-company experience (1 school year), a self-assessment test and a final exam. Since 2014, the programme is also offered in 9 other countries. Schools can integrate the ESP into their curriculum, in some cases it is offered as an extracurricular activity. The young people are also in direct contact with entrepreneurs that are mentors in the practical part of the training.

[www.entrepreneurialskillspass.eu](http://www.entrepreneurialskillspass.eu)

## Working with schools



### Italy ► School, Creativity and Innovation - Unioncamere Award

The annual "School, Creativity and Innovation - Unioncamere Award" competition aims at increasing secondary school students' awareness that their ideas and dreams can be turned into business opportunities. It also promotes their ability to think about their work with an entrepreneurial mindset. The award aims to encourage secondary school students to develop their team work skills and to turn an idea into a concrete entrepreneurial project. Teachers and businesses coach the students during the competition.

[www.premioscuola.unioncamere.it](http://www.premioscuola.unioncamere.it)



Chambers providing  
entrepreneurial skills training

**92%**

## Working with universities

### Belgium ► Startup@Campus

Start-up@Campus, a programme by CCI Antwerp-Waasland, allows students to gain credits during their Bachelor programme while starting up their own company. Together with a coach entrepreneur, the students undergo several phases like "Tackle your idea", a pitching session and an "Awesome Presentation". Students with successful projects can use their business as a case for other courses (marketing, finance, ...) and replace some classes. Start-up@Campus gives students a better understanding of their entrepreneurial aptitude and helps to make the right career choice.

[www.kdg.be/startup-at-campus](http://www.kdg.be/startup-at-campus)

### France ► Incuba'school

Incuba'School is the incubator of the campus of the Chamber of Commerce and Industry Paris Ile-de-France. Since its creation in 2005, more than 500 entrepreneurs have been accompanied and more than 300 businesses have been established in its premises. Incuba'school offers space for entrepreneurs, specific training and promotes entrepreneurship among students. Its mission is now to develop actions that support the entrepreneurial skills training within the business schools.

[www.incubaschool.fr](http://www.incubaschool.fr)

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## Connecting young entrepreneurs through networks

### Belgium ► Bryo (Voka Flemish Chambers of Commerce)

Bryo (Bright and Young) is a community geared at young potentials that have an entrepreneurial itch but don't exactly know where to scratch. Bryo offers coaching with experienced entrepreneurs and workshops that should help them to develop their business opportunity. The community works with a zest of (positive) peer pressure. Each month they have to tell the other participants what they did in the last month and what steps they took in their project. Bryo's positive peer pressure, the contact with peers and the new know-how grooms the young potentials into entrepreneurs.

<http://www.bryo.be>

### Turkey ► Young Entrepreneurship Councils

Created in 2009, the TOBB Young Entrepreneurship Councils aim to provide career development opportunities and to foster entrepreneurship and business sustainability. The training programmes and networking events in 81 provinces focus on issues like "Decision Making and Leadership" and "Management Techniques".

[www.tobb.org.tr](http://www.tobb.org.tr)

## Creating a start-up eco-system

### Germany ► Berlin Chamber of Commerce and Industry

The Berlin CCI is currently establishing a complete start-up ecosystem that intends to provide the necessary knowledge, support and contacts to aspiring entrepreneurs. Since the beginning of 2014, a dedicated support team creates new services and synergies between existing projects. A Business Welcome Service helps foreign entrepreneurs with advice on visa and other issues to do business in Berlin. An online funding guide and crowdfunding training programme help to access finance. "Pitch-me" events train future entrepreneurs to prepare for pitching sessions. Cooperation activities with initiatives like TEDx and a "Long night of Start-ups" facilitate the exchange between business founders. A press and communication campaign is accompanying these activities.

[www.ihk-berlin.de](http://www.ihk-berlin.de)



### Spain ► Chamber of Commerce in Terrassa

Since 2009, the Chamber organises an annual New Entrepreneurs Day, a meeting place for new entrepreneurs. More than 800 attendees receive practical knowledge about the organisation and management of business projects. The event is part of a larger ecosystem fostering entrepreneurship, including services to foster mobility (Erasmus for Young Entrepreneurs), local public-private partnerships to promote the development of new business projects and direct support to new entrepreneurs by the Chamber. Businesses created with the support of the Chamber have a survival rate higher than 65% three years after their creation. In 2013 the Chamber trained and followed up on 508 new entrepreneur projects, as a result 140 new businesses were created.

[www.cambraterrassa.es](http://www.cambraterrassa.es)

## Chambers of Commerce & Industry: key players in raising skills

Every year:

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

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