



ENTREPRURAL SOCIALY

TOOLBOX FOR YOUNG SOCIAL ENTREPRENEURS

› PERSONAL DEVELOPMENT
› SOFT SKILLS

"ENTREPRURAL
SOCIALY" IS A
STRATEGIC
PARTNERSHIP
PROJECT:
EXCHANGE OF
GOOD PRACTICES,
ERASMUS+



Co-funded by the
Erasmus+ Programme
of the European Union

INTRO

This Toolbox is created to support and promote the role of Social Entrepreneurship, in combination with the methods Non Formal Education. Our mission is to create and help grow young entrepreneur, enhance social inclusion and employability of disadvantaged sectors of the youth population from rural area.

Here you will find valuable tools, methods and advise on how to become a successful, impactful and inspiring as the Change-maker and Leader in your society!

WHAT IS IT?

Social entrepreneurs have the mission to be the catalyst for positive social change. This differs from traditional entrepreneurship in its primary mission of creating social value rather than generating private economic gains. Transforming social problems into manageable problems by adopting innovative and creative strategies. Social entrepreneurs are driven by the sense of commitment and ethical responsibility to help others.

This Toolbox will present you some of the most useful instruments and good practices, essential on your way to achieving the positive, inspiring change you want to bring. Here you will find easy, practical cutting-edge methods to help you expand to your fullest potential.

WHY USE IT?



GETTING TO KNOW EACH OTHER

Before we dive into exploring what Social Entrepreneurship is, it is essential to break the ice, get to know each other and become a strong, connected team of supporting friends. This way we ensure the learning process will benefit us in it's fullest and our journey will bring us the biggest fruits. Who will hesitate to go the extra mile when supported by his/ her closest, full of optimism and motivation, close ones? And so it begins!

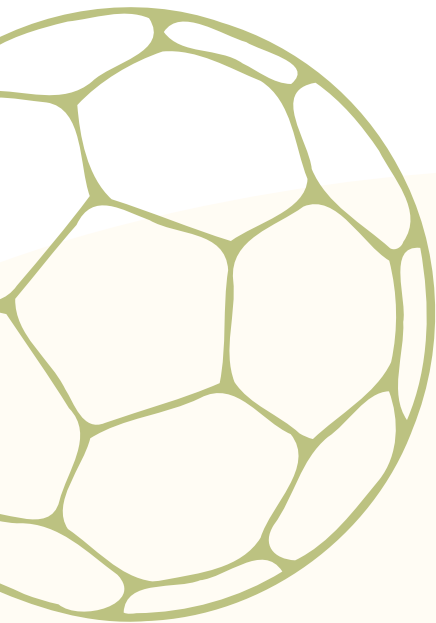
>ENERGIZERS<

>NAME GAMES<

>SPEED DATING<

>SECRET FRIEND<

>TEAMBUILDING GAMES<



GOING DEEPER

Erasmus+ and YouthPass Presentation

ESC(European Solidarity Corps) + EU Youth goals

- What is the program Erasmus+ and which are the many exciting, exclusive possibilities it offers?
- YouthPass and its 8 key competences will introduce us to the methods of non-formal education (NFE) and will be helping us throughout our journey not only to have fun, but learn deeply
- ESC will reveal a lot about Social Entrepreneurship: "In particular, young people managing the project could absorb in practice the concept of social entrepreneurship by creating new products or services that benefit local community or society in general and address important societal challenges."
- We will set our learning goals- competences, skills, experience, knowledge - things we want to achieve during the program. This step is the most important for each Entrepreneur, as it gives a strong focus to all intension and energy. Our goals are our guiding stars, which always remind us where we are supposed to go and why.



GOALS

My professional goals & strategies/plans for reaching them

Time: 60-80 minutes

Materials: sticky notes, markers, A4 blank paper, whiteboard or flipchart with drawn Wheel of Life and on another page - GANTT chart

Outcomes:

- Participants set personal goals, such that benefit them the best and take their professional path to the next level, giving a realistic perspective regarding the milestones, necessary recourses, time-frame etc.
- Wishes and dreams are taken into action

Set-up: The group sits together in a semi-circle, so that everybody can see the flipchart (which is covered for the moment). Each participants has 10 sticky notes, a marker and 2 sheets of paper in front of him/her.

Visualization: All sit comfortably with their eyes closed, arms and legs in a free position, spine erect. Relax and start to breath easy, deep and slow. The facilitator guides the group for a brief visualization around their body, which travels to their future body: 5 years from now, when they are their **ideal self**. Facilitator invites the group to feel it vividly, how it is to be alive in it, healthy etc. Even if somebody can't visualize, it's okay, whatever comes and sensations or images is good enough.

After few moments, the group is invited to open their eyes, still being their Ideal Self and draw IN SILENCE on the paper in front their experience. It can be a symbol/ an image/ words of what they just saw and felt. The technique or art skills are not important.

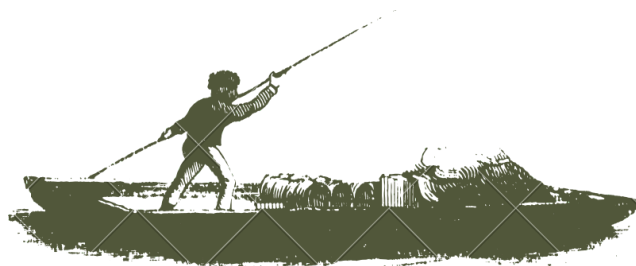
After everybody is ready, the Facilitator reveals the Wheel of Life Chart. Participants redraw the chart and mark where they are, being their Ideal Self, on each scale> They close their eyes again and with a sharp sound, Facilitator announces that they have returned to the here-and-now and can open their eyes again. After that they fill in their realistic current situation on the same scales in the Wheel of Life Chart, ending up with 2 overriding shapes.

Facilitator reveals the next sheet on the flipchart with the GANTT Chart and explains what it is, giving examples. It has 5 consecutive empty boxes for each year (Year 1, Year 2..). On another sheet of paper they make 5 columns for each year. In each Year Box they have to put at least 2 actions (written on the sticky notes) and tape them chronologically, using the Chart and their drawing for help and inspiration.

II Part: Participants are divided into pairs of 2 and each couple finds a quiet place for the next part. They have the roles of A and B. A goes first. B observes and asked supportive, guiding questions. Afterwards the roles switch.

A puts the paper with the drawing of their Ideal Self 5 steps in front. Each step symbolizes each consecutive year (Year 1 is the closest to the participant and the drawing is positioned in Year 5). A puts the sticky notes with actions for Year 1 before him/ her and steps on them. He/she has to vividly imagine taking these actions and B is closely observing and supports him with guiding questions (e.g. where they are feeling worried, do they encounter any limiting beliefs, is the body language changing etc.). After A has reached year 5 and his Ideal Self, B is asking how they are feeling, how was the road to here and any otehr important details. Afterwards B gives his/ her feedback and observations. Roles switch

Debriefing: The group meets back in 30 minutes. Facilitator asks questions to check how was the experience and what are the lessons learnt.



THE DANCE

Building or renewing identity/ self-esteem

Time: 20 minutes

Materials: paper, pen for each participant

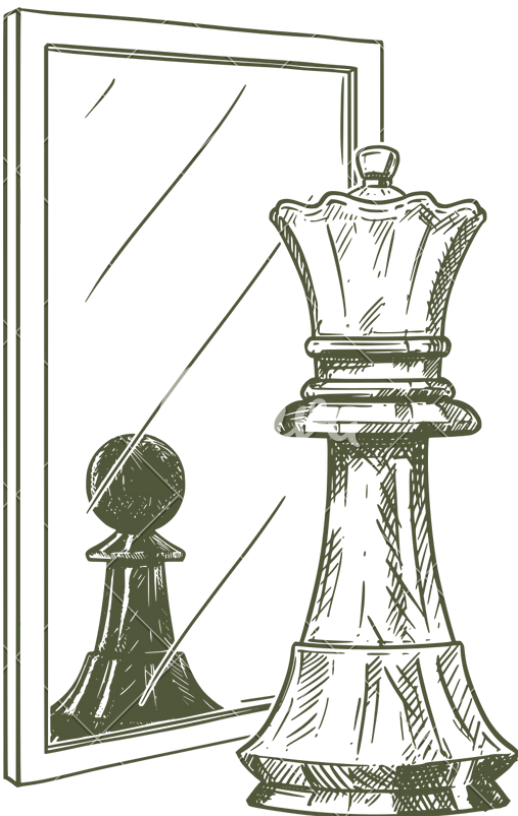
Outcomes:

- Participants become more self-aware and familiar with their inner critic.
- Participants become empowered and more self-compassionate and reflective;

Increasing awareness of self-critical talk: Facilitator leads the group:

"To begin tapping into your self-awareness, take some deep breaths. When you realize that your inner critic is doing the talking inside your head—perhaps when you are unsuccessful at something—pay attention to what that self-talk sounds like. Are there specific core phrases that you tend to say to yourself? How does that negative voice sound?" Participants are asked to write down in silence the 3 things, which first come to mind. When the group is ready, Facilitator continues.

Taking action to soften your self-critical voice: "Once you've become aware of when you're criticizing yourself, it's time to try self-compassion instead. Consider what you might say to a dear friend if they were in the same scenario.



Try to come to terms with what exactly it is that you're being self-critical about, feature of character or is it something else? Is there something you might learn from this criticism if it were presented more constructively instead?"

Debriefing: Facilitator guides the sharing among the group, asking questions to check how was the experience and what are the lessons learnt.

Bonus: Facilitator asks each participant to write down 20 of his positive qualities, giving the assurance, that it is very normal if somebody can't do it at the spot.

RAPPORT

Improving social relations and emotional intelligence

Time: 90 minutes

Materials: paper, pen for each participant

Outcomes:

- Participants develop their emotional intelligence (EI)
- Participants become more self aware and observant

Introducing Rapport: Facilitator introduces the fine details in communication, giving examples of each and asking the group to give as well.

Physiology 55%

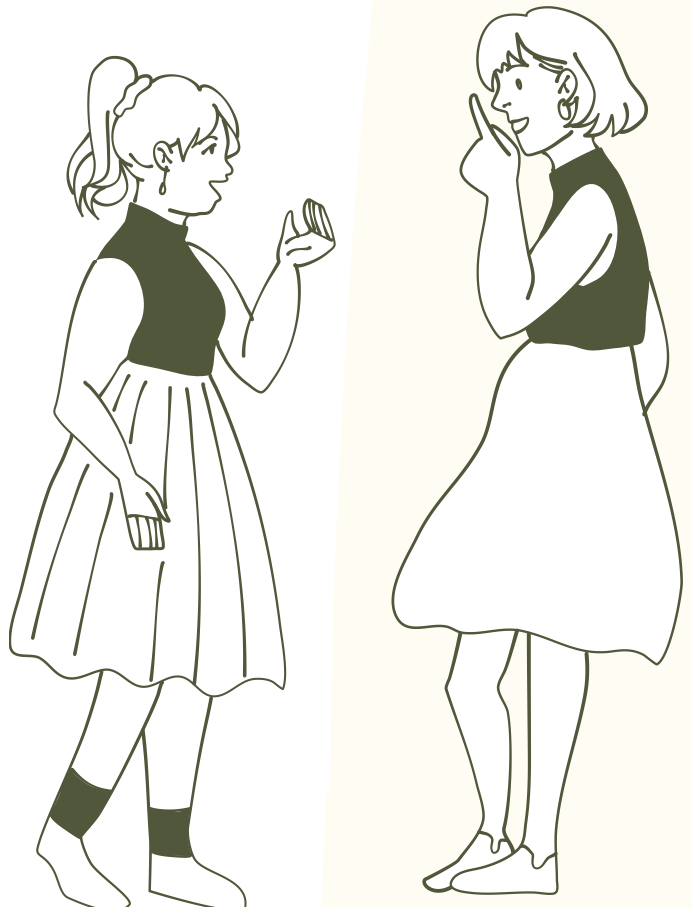
- Posture (including tilt of head & spine)
- Gestures (when it's YOUR turn to speak)
- Facial expression & blinking
- Breathing – This is the single most important component of body language

Tonality 38%

- Tempo/ speed (speed, pace, or rhythm)
- Volume (loudness)
- Tone (pitch or frequency)
- Timbre (quality – clear or raspy)

Words 7%

- key words
- Common experiences & associations
- Content chunks



Matching/Mirroring

1. 2 persons A&B
2. Person A picks a mildly controversial topic that they disagree on
3. Person B, disagree and match the body language of A.
4. After 2-3 minutes, person B then agrees with A and mis-match body language
5. After 1-2 minutes, person B matches A and has the conversation continue for about 2 minutes.
6. Person A, notices at which point(s) he/she felt comfortable with person B, and which point(s) you didn't.

Swap around and repeat the exercise.

Tips & Tricks:

1. Pay Attention to Your Body Language
2. Behave Like a Social Person
3. Practice Good Manners
4. Ask Open-Ended Questions
5. Encourage Others to Talk About Themselves
6. Offer Compliments Generously

THE GRAND SOLUTION

Developing critical thinking

Time : 90 minutes

Materials: paper, pen for each participant; printed questions for each couple

Into: Our world will always have problems that need critically considered and brilliantly designed solutions. What do you think is the biggest problem in the world today?

Set-up: Participants are divided in groups; each group receives a paper with the below questions, they are free to use any materials for their presentation. They have to identify the biggest problem the World faces and give a solution how to solve it.

Questions:

- What is the most urgent problem in the world today?
- What is the background of this problem?
- How did it originate?
- Has a solution been attempted before?
- Why has the problem gotten worse?
- What do we feel is the best solution for this problem?
- Why do we feel our solution will work?
- What would it take to make this solution a reality?
- What can we do about the problem RIGHT NOW?

Presentations & Debriefing: Each couple has 2 minutes to present their work. Facilitator aids the process and interactive discussion.

PROBLEM/SOLUTION TREE

Practical session of devising innovative initiatives,
addressing pressing Rural challenges.

Time: 90 minutes

Materials: Post it notes, A4 paper, 1 flipchart page for each group, markers

Aim: Creating innovative initiatives, addressing pressing Rural challenges

Description of the activity:

- Each participant individually on A4 paper is writing any problem what they see in the Rural area and when he/ she is ready, they place it on the floor in front.
- Participants go around the room, reading the papers. In 2 minutes everyone chooses a problem by standing near paper (max 4 people for each paper).
- Each group needs to make the Problem Tree - problem (trunk), causes (roots) and effects (branches)

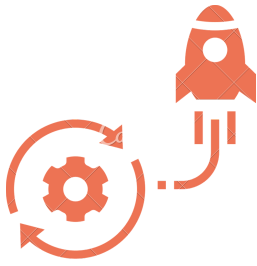
Video <https://www.youtube.com/watch?v=S53DCEd6Avc>

>Problem tree 1:23 - 2:58

>Solution tree 2:58 - 4:13

- After the Problem Tree they need to make Solution Tree

When the participants are ready, they need present one solution activity and what kind result they want to reach.



PITCH IT!

developing RURAL Social Entrepreneurship idea

Time: Full day - 4 sessions. Each session is 90 minutes.

Materials: paper, pen for each participant, flipchart and sticky notes

Aim: - Introduce participants to concept of Social Entrepreneurship (SE) and understand differences in it between the countries. Develop a personal Social Entrepreneurial start-up project and present it.

Intro: Participants share what they know about Social Entrepreneurship, Facilitator writes down key words on the flipchart.


SE idea in rural area - Design Thinking: Participants in the teams of 3 have 60 minutes to create a SE Rural Start-up and present it to the jury and other part of the group. It can be theater play, can be a video, can be a song - any creative way of presentation.

The presentation has to be detailed, appealing, using the skills learnt so far (body language, EI, SMART planning etc.). Each group will have 3 minutes to get their Pitch.

Pitch - Presentations:


Participants present their SE rural Start up in front of the audience. The jury carefully observes, writes down constructive feedback and a grade for each team. Later on the winners are announced and each team receives their feedback.





This project was the first of this kind for me. It was also very nice and all the activities were very interesting, I felt great with you guys and I hope to see you in other projects

DENISA (ROMANIA)



This week was an amazing experience, with great learnings and challenges, many things happening around all the time, well chosen activities, intense reflection and honest connections.

CRISTINA (ROMANIA)

During my first Erasmus, I have learned the importance of communication in international society. This week in Varna has taught me a lot, especially the unique experience of living with different cultures and seeing them everyday. There are a lot of similarities and differences, but all together we understood each other really well. Also every single one of you here are super friendly and helpful, which made this project very enjoyable.


AMANDA (LATVIA)

This week we learned how to be Latvian, how to be Romanian, how to be Bulgarian, how to be European but specially how to be better citizen of this world, we learned about rural entrepreneurship and improved our social skills, getting a step forward towards our dreams day by day we created new connections, and endless friendships. This week was an unforgettable experience, made of moments that now will become memories, which we will always carry in our hearts, like the people who were part of it.

ITALIAN TEAM

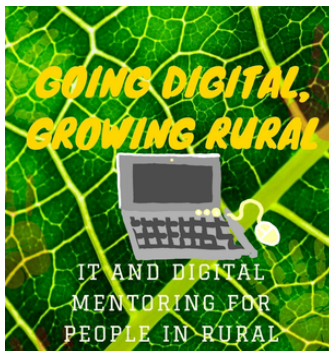
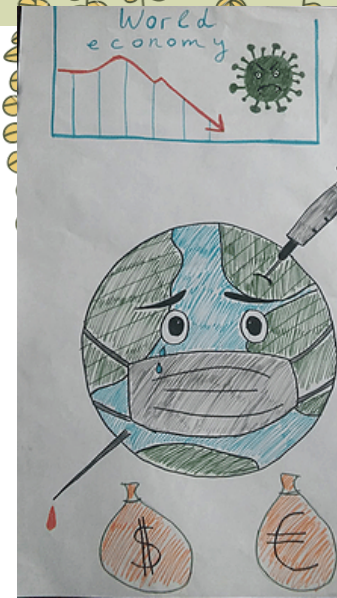
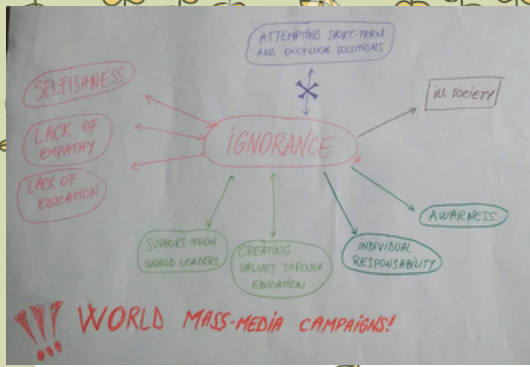
Experience of the LIFETIME. I can't express how grateful I feel about this week - so much is gained in such a short amount of time just thanks to this great project. Mycelium of 40 people did make this project unforgettable, remarkable and plain beautiful. Do join! There is only one mistake you can make in your life - not to apply to youth projects, I'll tell you that.

RĒVALDS (LATVIA)



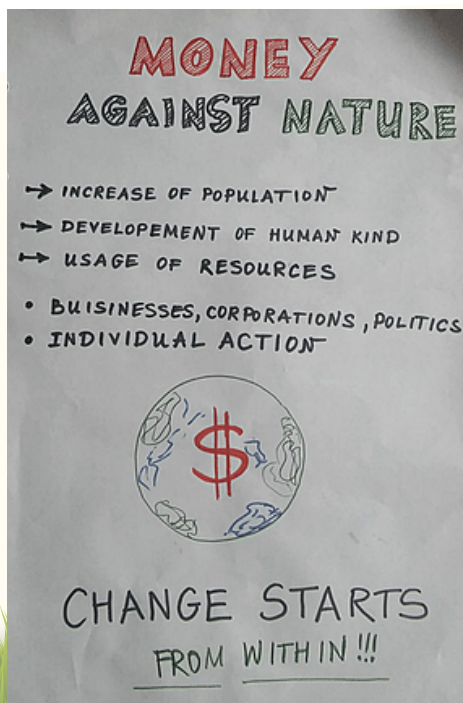
Creating a beautiful, friendly and open environment isn't always easy, but all of you amazing people managed to do it. I am so thankful for being part of this open safe space we created together and I learned a lot from every one of you through all the activities, shared moments and emotions during this project.

MARGARITA (BULGARIA)



COUNTRY LIFE BENEFITS

INFOGRAPHIC





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Agency for International
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