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ЦЕНТЪР ЗА ПРОФЕСИОНАЛНО ОБУЧЕНИЕ  
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TECHNOLOGY-ENHANCED  
Social Entrepreneurship Training based on  
Content and Language Integrated Learning

2015-1-BG01-KA202-014337

Report on Social Entrepreneurship in  
Bulgaria, Ireland, Romania, Spain and Turkey

Primary Research



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This project has been funded with the support of the European Commission. This publication reflects the views only of the authors, and the Commission cannot be held responsible for any use that can be made of the information contained therein.

**Development by:** SET2CLIL project team  
**Final report:** Fundatia Profesional (RO)

**Erasmus+ Action** : Strategic Partnerships for VET  
**Project Start Date** : 01-09-2015  
**Project Total Duration** : 24 months  
**Project End Date** : 31-08-2017  
Project Identification

**Project Partners**

Infocenter (BG)

Fundatia Profesional (RO)

College of Education and Liberal Arts (IE)

Avukat Mahmut Dusun Mesleki ve Teknik Anadolu Lisesi (TK)

IRMA SL (ES)



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## 1. INTRODUCTION

Across the EU, there is a plethora of initiatives operating at transnational, national, regional and even local levels. Whilst the volume of activity is good, there are concerns that the landscape of provision is too complex, and that many “all-age” initiatives in relation to social entrepreneurship are not suitable to our purpose namely: enhancing the social entrepreneurial content through CLIL methodology and IT.

This project seeks to address these challenges by exploring all the factors above and developing practical, friendly solutions towards a stronger and more equitable service by capturing, nurturing and capitalizing on target groups social entrepreneurial spirits.

The project SET2CLIL or ‘Technology-enhanced Social Entrepreneurship Training based on Content and Language Integrated Learning’ is a Strategic Partnership under the Erasmus+ Programme in the field of Vocational Education and Training. It involves partners from Bulgaria, Ireland, Romania, Spain and Turkey.

The Intellectual Outputs of the project are:

- I. Competence-based Curriculum that will be based on three pillars:
  - The CLIL(Content and Language Integrated Learning) methodology
  - Multiple Intelligence Theory
  - IT-enhanced Tools
- II. E-repository
- III. Trainer’s Guide

Commencing after the first meeting in December 2015 this research has been a substantial piece of work for all the partners. It has, via primary and secondary research created a national state of the art concerning Social Entrepreneurship and related opportunities to engage learners/trainers in targeted activities and projects.



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Partners have also researched the various approaches and practical solutions available locally, regionally and nationally to engage the target group to enter the Social Enterprise market with their own initiatives, services or products. This research focuses on initiatives that refocus expectations on language skills needed to create meaningful opportunities and IT to increase the quality of life for the target groups, the people who train them and wider society as a whole.

The Transnational Report is a research process in each country to ascertain the current state. It focuses on informal and non-formal opportunities or specifically to Social Entrepreneurship. The report also contains extra contextual information, which has augmented the primary and secondary research conducted at national level.

This research serves as the platform to springboard the activities and develops the needs analysis each partner has contributed to the application.

## 2. SOCIAL ENTREPRENEURSHIP: WHAT IS IT?

All the partner countries agreed on the social component, which differentiates the Entrepreneurship in general compared with the Social Entrepreneurship. For example:

### BULGARIA

“Social entrepreneurship is defined as a specific activity, based on a purposeful research of new risky, but efficient ways of management of social organizations.

The role of the state is to become aware of the potential of the social enterprises and the NGOs and to create friendly environment for their development.

A social enterprise (SE) is an operator in the social economy whose main objective is to have a social impact rather than make a profit. It operates by providing goods and services for the market in an entrepreneurial and innovative fashion and uses its profits primarily to achieve social objectives. It is



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managed in an open and responsible manner and, in particular, involves employees, consumers and stakeholders affected by its commercial activities.”

**IRELAND**

The manifesto of the Social Enterprise Task Force (SETF) in Ireland states that social enterprises engage in commercial activity for social and/or environmental purposes; they are committed to social justice, with social enterprise having three key components: Innovation, Enterprise and Finance. It states that social enterprise can contribute significantly to achieving the economic growth and employment objectives as well as the green economy agenda. SETF also recognises that Countries that acknowledge and value social enterprise as part of the ‘real’ economy have achieved significant growth in employment and output in the sector while addressing genuine social and environmental needs (SETF 2010, <http://www.socialenterprise.ie/gfx/uploads/textbox/Social%20Enterprise%20Task%20Force%20Report.pdf>)

Forfás and the Department of Jobs, Enterprise and Innovation in 2013 carried out research on Social Enterprises in Ireland, where they defined social enterprise as “an enterprise that trades for a social/societal purpose, where at least part of its income is earned from its trading activity, is separate from government, and where the surplus is primarily reinvested in the social objective.”

The report found that the social enterprise sector in Ireland has the potential to develop enterprises that can be self-sustainable. Such sustainable, self-reliant business models are important to the survival and development of social enterprises and it is in the shifting of the sector towards the commercially oriented model that job creation potential is foreseen.

The review identified a number of enabling measures that could aid the growth and sustainability of the social enterprise sector in Ireland. The recommendations, which link, directly to the SET2CLIL project are as follows:

**1. Capacity Building in the Sector**

In order for the sector to grow, social enterprises need to develop their business, leadership and management skills, as well as harnessing community, stakeholder and volunteer involvement.



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- To promote the development of the sector it will be important that curricula are changed (where appropriate) so that social enterprise and non-profit management are included in mainstream academic business courses. [Department of Education and Skills].
- There may be potential to increase participation on existing work placement programmes to assist in building management and technical capacity in social enterprises and to facilitate participation in social enterprises while maintaining work placement schemes' objectives.

## 2. Developing Leaders and Harnessing Community Support

Consideration needs to be given as to how best to develop sectoral 'champions' nationally and to improve local awareness about the benefits of social enterprise to local communities.

- Consider how best through existing work placement programmes to assist in building management capacity in social enterprises through increased participation. Consider how best successful, established social enterprises can support and replicate existing leadership development programmes.
- Initiatives being developed to build on work by the Taskforce on Active Citizenship and to develop a national volunteer policy should take full account of the potential for the development of social enterprise at local and community level.

The full report can be accessed in:

[http://www.environ.ie/sites/default/files/attachments/forfas\\_social\\_enterprise\\_in\\_ireland\\_sectoral\\_opportunities\\_and\\_policy\\_issues\\_publication.pdf](http://www.environ.ie/sites/default/files/attachments/forfas_social_enterprise_in_ireland_sectoral_opportunities_and_policy_issues_publication.pdf)

### ROMANIA

The diminishing funds available for NGOs, the high unemployment rate especially among disadvantaged groups, the risk of poverty and the inability to cover basic quality living standards and other social



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disparities led Romanian civil society to find entrepreneurial solutions to solve these problems otherwise unanswered by the public or private sector.

Currently, in Romania, social enterprises are seen by the general public and key stakeholders (government, non-profits, and social entrepreneurs) as a way to promote economic and social inclusion.

Due to the lack of a common understanding of the concept, it is difficult to get objective, accurate and up to date numbers. However, according to the most recent statistics realized by National Statistics Institute and the Ministry of Labour, Family, Social Protection and Elderly, the social economy in Romania includes approximately 70 000 registered organizations, out of which about 25 000 have been identified as active organizations, registered in the National Statistics Institute.

### SPAIN

Social entrepreneurship refers to a type of company which first meets the needs of the society in which they operate. While it is not a typical private enterprise capitalist sector, its logic does not satisfy either the paradigm of public enterprises in the state sector and the nongovernmental organizations.

Social enterprises are organizations implementing market strategies to achieve a social objective. The movement of social entrepreneurship includes both non-profit organizations that use business models to achieve its mission as for-profit organizations whose primary purpose is social.

Its aim – to fulfill objectives that are both social/environmental and financial at the same time - is often described as the "triple bottom line": achieving the social, environmental and economic benefit dimension. Social enterprises differ from commercial ventures in their social or environmental objectives which are always in the centre of their operations.

### TURKEY

Social Entrepreneurship can be called as what a social entrepreneur does. A social entrepreneur determines the need or problem of the social environment he/she lives in, and discovers a permanent game-changing solution to this problem without seeking any profit.



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There are four facts of social entrepreneurship that differ it from other entrepreneurships.

- social influence
- seeing the opportunities which may have social influence
- being innovative
- being sustainable

Each new idea of a social entrepreneur should be practical, easy-to-understand. By achieving that, people in a society get into act to make the new idea happen. In some point an entrepreneur is a role model for the society which is willing to make a change.

## 2.1. SOCIAL ENTREPRENEURSHIP IN BULGARIA

The first strategic document dedicated to social entrepreneurship in Bulgaria is the National Concept of Social Economy. It was adopted in 2011. Despite the clear vision that this sector should be supported, its implementation plan lacks clarity on how to develop sectoral policies so that social entrepreneurship develops its potential and achieves upgrading performance, durable over time.

The latest most important national documents on the topic are:

- Europe 2020: National Reform Programme, 2015 Update;
- National Concept for the Social Economy, 2011;
- Social Economy Action Plan 2014-2015, its preparation and implementation is assigned as a task of the interdepartmental working group to Ministry of Labour and Social Policy;
- The National Strategy on Reducing Poverty and Promoting Social Inclusion 2020;
- Human Resources Development Operational Program (2014-2020).

The concept of SE in Bulgaria has been developed mainly by the Bulgarian Center for Not-For-Profit Law, with the support of the USAID-funded Counterpart Project in 2002.



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Depending on their main characteristics, the social enterprises (SEs) in Bulgaria are separated into the following categories:

Depending on the sector SEs could be working as:

- distributor of social and health services;
- training and educational organizations;
- employer of people from marginalized groups or people with disabilities;
- engaged in the production of goods and trade.

Depending on their goals, SEs could be working for:

- economic development - by creating employment and prosperity of the target groups;
- labour integration of disadvantaged or disabled people, marginalized groups;
- business orientation and entrepreneurship;
- social protection.

In spite of the lack of serious practice in this field, the non-profit organizations and the social enterprises appear to be a main partner of the state and the municipalities in the development and delivering of variable social services.



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The organizations that are mainly involved in community development and are the closest to the concept of SEs are **NGOs with different profiles, social service providers, public cultural centres (“chitalishta”)** and **cooperatives** (these have the longest history - since 1890s and are regulated by the Cooperatives Act).

As it has already been emphasized, there is no strict definition of the term ‘social enterprise’. Social enterprises are social mission driven organizations, which apply market-based strategies to achieve a social purpose. This is a broad concept, which encompasses all existing models of community enterprises without limiting them to specific legal structures.

## 2.2. SOCIAL ENTREPRENEURSHIP IN IRELAND

Social enterprise has a strong and growing presence in Ireland, building on deep roots of community organisation, self-help and a native enthusiasm for enterprise. This spirit has created formidable and unique organisations such as the GAA, the credit union movement, the Irish Countrywomen’s Association (ICA), the agricultural co-ops, local development and enterprise organisations, along with a wide range of voluntary and charitable groups.

In 2009 and 2010 it was recognized that Social enterprise had a strong and growing presence in Ireland, however, the sector remained under-developed in Ireland compared to many other countries. It was felt that Social Enterprise needed to grow and put down deeper roots, in order to create a more favourable public and policy environment.

Therefore in 2009 **The Social Enterprise Task Force (SETF)**, was set up with a mission of developing a Manifesto that would identify the practical ways in which national and local policy could create a more supportive and receptive framework for social enterprise. The SETF Manifesto ‘Adding Value, Delivering Hope: The Role of Social Enterprise in National Recovery’ was launched by the Minister for Enterprise, Trade and Innovation in 2010.

Link: [www.socialenterprise.ie](http://www.socialenterprise.ie)

Many social enterprises in Ireland provide services that the government does not offer to citizens, either because the state has outsourced or cannot provide these services to the same standard, or they do not provide them. Social enterprises provide services that may not be commercially viable for conventional enterprises. Social enterprises operate based on the need to be socially driven and economically sustainable.



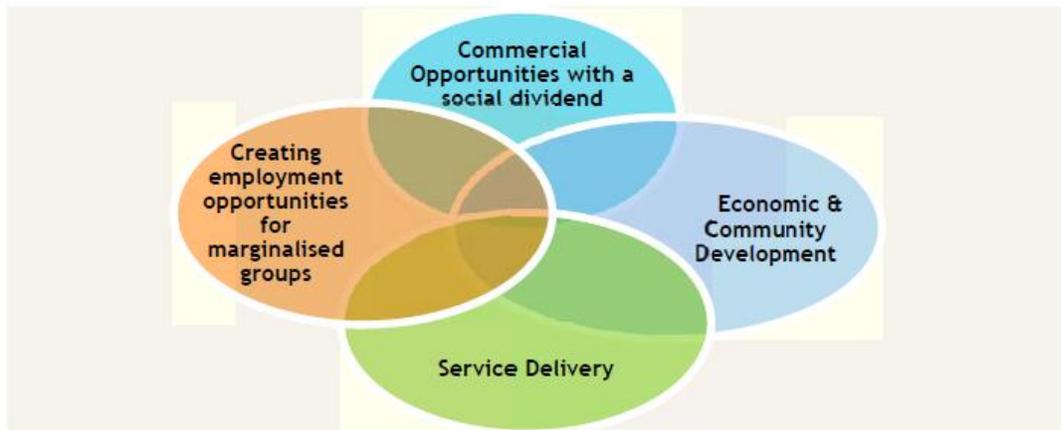
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In Ireland, there are four main types of social enterprise, and often social enterprises may overlap in these goals:

- those with commercial opportunities that are established to create a social return;
- those creating employment opportunities for marginalised groups;
- economic and community development organisations; and,
- those that deliver services. Social Enterprises are business models set up to tackle social, economic or environmental issues. While they are driven primarily by social and/or environmental motives, they engage in trading or commercial activities to pursue these objectives, produce social, and community gain.

Figure 1 Types of Social Enterprise





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Table 1 Types of Social Enterprise

| Type of Social Enterprise                                 | Description   |
|---|---|
| Commercial opportunities with a social dividend           | An organisation that trades in a service or product that has a social good AND a high potential income generation capacity.<br>Example: an environmental services company that has been established as a social enterprise.   |
| Creating employment opportunities for marginalised groups | An organisation that works with individuals who are marginalised and disadvantaged and seek market opportunities in suitable sectors and industries for their labour.<br>Examples: an enterprise that provides training and employment to ex-offenders or an enterprise that provides training and employment to those with a physical or learning disability |
| Economic & community development                          | A local organisation that identifies a gap in infrastructure or services where the private sector has not been able to develop a commercially viable solution.<br>Examples: a community-run enterprise centre (some key examples include Dunhill Rural Enterprises Ltd and Innovation Wexford) or a community shop.   |
| Service delivery  | An organisation that is primarily a delivery agent of public sector services (often, but not always to individuals and groups who are not in a position to pay full commercial rates for services).<br>Examples: a crèche or elderly home-care services   |

Some of the associations, networks and funding organisations working with and supporting Social Enterprises in Ireland are as follows:

**The Irish Social Enterprise Network** which help social enterprises, social entrepreneurs and social innovators in getting their idea off the ground and providing the supports to grow. They build a



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network that will change and impact their social mission as well as foster an entrepreneurial sphere of passionate and groundbreaking models of social change. They are there to:

- Be an open and inclusive network for social enterprise social entrepreneurs and social innovators
- Provide and direct people to supports and training
- Help shape public policy
- Provide visibility and a channel for telling the stories of each enterprise, innovator, and entrepreneur
- A safe space for developing social enterprises, entrepreneurs and innovators

Link: <http://www.soцент.ie/>

**Social Entrepreneurs Ireland** seeks out social entrepreneurs who have the most potential to positively impact upon challenges in the country. They work with them intensively to develop their projects and ensure that their ideas are implemented as effectively, efficiently, and sustainably as possible. Through their Awards Programme, they provide up to €140,000 in support per social entrepreneur over the course of two years.

Since 2004, Social Entrepreneurs Ireland have supported 190 social entrepreneurs, investing more than €6.26 million in their projects, as well as providing significant training and mentoring supports. These projects in turn have directly influenced the lives of 380,000 people across Ireland, and created 1,080 jobs in the process forming the largest network of social entrepreneurs in Ireland.

Link: <http://socialentrepreneurs.ie/about/our-story/>

**The Ideas Collective** is a new programme being run by **Suas**, an organisation that aims to give all young people the opportunity to receive a good education. The Ideas Collective is essentially an incubator programme for social and environmental ideas and entrepreneurs who are just starting out. It is aimed at, though not exclusive to, 18 – 30 year olds. Link: <http://www.stand.ie/ideas/>

**The Animate Programme of Social Innovation Fund Ireland** supports early stage innovations, projects, or organisations to get to the next stage of their development. Our aim at the end of *Animate* is to make sure that you are ready for next stage social finance or philanthropic investment.

The Animate programme consists of several elements. An award fund of €75,000, made up of a cash award fund of roughly 50% in grants and non-financial supports. We expect to make 3 equal awards of €20,000 in value each, and non-financial supports to the value of 50% also. Although the Board does reserve the right to vary this based on the applications received.

Link: <http://www.socialinnovation.ie/can-we-help-you/our-animate-programme/>



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**Social Innovation Fund Ireland's Growth Programme** offers growth capital in the range €150k – €1m, usually across several years (usually in the form of a grant) and tailored non – financial supports targeted at growth, such as growth planning, mentoring, impact measurement, networking.

Link: <http://www.socialinnovation.ie/can-we-help-you/our-growth-programme/>

## 2.2. SOCIAL ENTREPRENEURSHIP IN ROMANIA

Social enterprises in Romania can choose to function either in a non-profit or in a for profit legal form. Social enterprises functioning in non-profit legal form can only carry out business activities in a complementary manner. Those social enterprises, which have a special public benefit status, may enjoy some discounts or exemptions from taxes, duties and customs. Business activities are regulated in different legal norms, which are sometimes inconsistent, and the related concepts are unclear.

In general, a major challenge perceived by stakeholders is the lack of a clear legal and regulatory framework for social enterprises. Furthermore, the lack of a common understanding of the concept and a fostering policy framework brings out some other challenges social entrepreneurs face:

- Difficult access to finance; SEs are ignored or discriminated by mainstream financiers, such as banks.
- Lack of access to markets; SEs are excluded from public procurement processes.
- Various challenges working with state institutions, as the concept is not known and policies are most often subject to interpretation.

A limited number of examples of social enterprises networks have been identified in Romania. These include:

- “We act responsibly! – The CSR Social Network”<sup>19</sup>, which received ESF funding between 2007 and 2013, involves over 300 member organisations (including associations, foundations) and over 1,000 individuals. The network's objective is the facilitation of knowledge exchange and the promotion of the concept of corporate social responsibility.



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- The ‘Societal’ network<sup>20</sup>, which promotes the introduction of social responsibility indicators for the management and monitoring of NGOs. The network involves about 20 NGOs. Between 2010 and 2013, Societal benefited from the financing of the ESF.
- The Romanian network of work integration social enterprises (‘Asociatia RISE Romania’<sup>21</sup>) involves 8 NGOs operating with the objective of supporting work integration of disadvantaged individuals.

Evaluating and monitoring impact seems to be an external request for most SEs. The most monitored indicator is employment-related. However, there is no national wide statistic regarding social enterprise impact.

“Experts and Consultants Association in Romanian Social Economy” (ACE-ES Romania) a network for social enterprises launches invitation to the Working Group "social economy, where to?" to all specialists and experts interested in the development of this field in Romania. The topics are the following (without only):

- 1.The certification structures of social economy
- 2.Social impact assessment
- 3.Non-traditional businesses
- 4.Human Resources in social economy
- 5.Structure support for the social economy

Registration is by giving short presentations of experiences and qualifications, and motivation to be part of the working group (no more than 1 page), by email:

[ace\\_economiesociala@yahoo.com](mailto:ace_economiesociala@yahoo.com)

“Experts and Consultants Association in Romanian Social Economy” (ACE-ES Romania) has the status of authorized training provider (according to regulations in force) training program “Social enterprise Manager”.

Social Economy Act was published on 14 February 2014 after being debated in the specialized committees of the Senate, following that, then, to arrive in the Chamber of Deputies, decisional chamber.



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Social Economy Institute (SEI), together with the Social Enterprise Network Reinforcement - RISE Romania, Close to You Foundation and UNCARS (National Union of Employees' Credit Union) has developed a series of amendments to this bill.

It is estimated that there are 7,000 social enterprises in Romania that would meet the criteria laid out by the SBI definition. Associations and foundations represent the biggest proportion of social economy entities in Romania, however in 2012 only around 12 per cent (4,058) of these performed economic activities. In 2012, the following sectors had the highest share of economically active associations and foundations: forestry (51% of total associations and foundations operated in this sector); agriculture (31%); professional (12%), followed by education, cultural and development/tourism sectors (each with 9%).

An additional category of social enterprise namely 'social insertion enterprise' is also being present on the social economy market. *Social insertion enterprises* must meet additional criteria e.g., 30 per cent of their permanent staff should comprise members of a vulnerable group; 60 per cent of their profits should be reinvested to support the main social objective of the enterprise (Article 11 (1)).

Cooperatives are another category included in Social Economy Sector According to Law 1/2005 regarding the organisation and functioning of the cooperative system, a cooperative society is defined as an autonomous association of natural and/or legal persons, established by their free consent, *with the purpose to promote the economic, social and cultural interests of the cooperative members*, being owned jointly and controlled in a democratic manner by its members, according to the cooperative principles.

According to Law 448/2006 regarding the protection of the disabled people rights, an accredited protected unit is defined as an economic operator, public or private, with its own financial administration, where at least 30 per cent of the total employees that have individual labour contract are people with disabilities.

Accredited protected units can be of two types: (a) with legal personality; (b) without legal personality, with its own financial administration, in the form of sections, workshops or other structures organised within economic operators, public institutions or NGOs, as well as those set up by an authorised disabled person, under the legal framework, to run independent economic activities. In Romania, companies which have at least 30 per cent of their staff formed of disabled people or which contract



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products and services from accredited protected units prefer to register as accredited protected units because they are exempted from paying taxes if they reinvest the profit.

The 2012 atlas report elaborated by the National Centre for Training in Statistics (CNPS) in partnership with the Ministry of Labour, Family and Social Protection estimates that the Gross Value Added of the social economy represents 1.9% of the national economy (Barna, 2014).<sup>25</sup> This is an increase from 1.3% recorded in year 2011.

The Social Economy Atlas only comprises data on active organizations - which submit financial reports at the end of each fiscal year. The number of social economy organizations is expected to be significantly higher if one considers entities that do not submit a financial report. For example, NGO Register of the Ministry of Justice suggests that at the end of 2012 there were 72,099 associations and foundations, yet according to the 2014 Atlas only 33,670 submitted the financial report at the end of fiscal year 2012.

Table 1. Social economy organisations operating as social enterprises in Romania: number, surplus, employment

| Type of label  | Total number (registered) | Estimated % meeting EU operational criteria | Estimated Number of SEs (as per EU definition) |
|--|---------------------------|---|--|
| Law protected units – run by NGOs*                             | 372                       | 100%  | 372  |
| Mutual aid associations for pensioners**                       | 2,780                     | 100%  | 2,780  |
| Associations & Foundations developing commercial activities*** | 33,670                    | 12%   | 4,058  |
| <b>Total</b>   | <b>36,822</b>             |   | <b>7,210</b>                                   |



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#### 2.4. SOCIAL ENTREPRENEURSHIP IN SPAIN

The current configuration of the Spanish Social Economy is marked by the adoption of Law 5/2011 of 29 March, on Social Economy, which undoubtedly marked a turning point unprecedented for recognition, visibility and development of the sector, both within the State itself and the European Union. Recently, the approval of Law 31/2015, of 9 September, amending and updating the rules on self-employment and building measures and promotion of self-employment and social economy are adopted, it has come to complete this regulatory framework establishing measures for development and promotion of the Spanish social economy.

The wording of the Act defines the social economy as a set of economic and business activities in the private sector carry out those entities that, in accordance with the following principles, pursue the general economic or social interest, or both. The principles that guide the Social Economy in Spain are:

- Primacy of people and the social order on capital, which materializes in an autonomous and transparent, democratic and participatory management, leading to prioritize decision making more based on people and their contributions work and services rendered to the entity or according to the social order, in relation to their capital contributions.
- Implementation of the results of economic activity mainly based on the work and service provided or activity undertaken by the members and partners or its members and, where applicable, the social purpose for each entity.

Contribution of the social economy to the Spanish economy:

- Social economy enterprises in Spain:
  - o 10% Spanish PIB.
  - o 12,5 % of the employment.
  - o 42,8 % population linked to the social economy.
- Generate employment and stable quality. 80% of indefinite contracts.
- Companies in all the ECONOMIC SECTORS with companies all sizes
- 29.000 NEW COMPANIES in the last 8 years
- 190.000 NEW JOBS in the last 8 years
- 47% OF JOBS They belong to under 40 years



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- A MODEL I BET YOU PEOPLE The Social Economy has destroyed 6.5 % employment less the other companies

- SOCIAL INNOVATION Social Economy leading business transformations of commercial companies Social Economy companies

- WITHOUT EXCLUSIONS 128,000 PEOPLE WITH DISABILITIES or at risk of exclusion are working in the Social Economy.

## 2.5. SOCIAL ENTREPRENEURSHIP IN TURKEY

Given the rather limited level of participation and support from the Turkish population at large, ostensibly small civil society staff and volunteer teams, and rather modest amount of resources available for projects, it is quite apparent that the success of many projects to date rests on the shoulders of a rather small group of citizens. The dedication and perseverance of these individuals is truly inspiring as they generously donate their personal funds and time to their organizations. Although current levels of participation of the general population are rather low, recent studies show that 1 in 2 people believe that social entrepreneurship projects can make a positive contribution to society. This demonstrates a potential for social entrepreneurship projects to build greater level of members and volunteers.

Some of the major associations working on social entrepreneurship in Turkey are as follows:

- Research & Rescue Association: AKUT is entirely a voluntary, non-governmental organization involved in searching, assisting and rescuing all who require aid within its authority and means, in mountain or other nature-related accidents, natural disasters and all other emergency conditions by means of trained, disciplined, high-standard personnel and equipment, passing on knowledge to society with no political affiliation.
- Alternative Life Association: AYDER was established for the disabled and all disadvantaged groups in Turkey, producing innovative and sustainable projects, proposing alternative solutions to the phenomenon called “Disability”



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- Women Cooperatives: This association was established by local groups of women to enhance the services for themselves by their needs and priorities. It is a very important step to create lasting solution to their problems, be able to the priorities and needs of the agenda, and policies and resource allocations for the empowerment of women.
- Children of Hope: The association's projects aim to help to those has to live without their parents because of poor conditions, abused children by their parents besides the trainings given to schools, colleges etc. to prevent/heal/rescue the children in need.
- Community Volunteers Foundation:\_TOG was founded in December 2002. TOG contributes to the personal development of young people through encouraging young people to participate in the social responsibility projects as volunteers. By this way, it increases the young people's community involvement on a voluntary basis.
- The Third Sector Foundation: TUSEV has been started to implement a project in 2009, entitled as "Social Entrepreneurship Project" with the support of the British Council and it has been one of the significant and major initiatives to analyze the current situation in Turkey by demonstrating the needs and raising awareness on the topic. The project undertook a series of activities ranging from publishing a need assessment report to prepare an interactive web page for social entrepreneurship

As time passes by, social entrepreneurship is taken into account by universities in Turkey such as that in 2009, On Sekiz Mart University in Çanakkale, Turkey announced that the theme of their annual congress "social entrepreneurship"; since 2010, İstanbul Bilgi University holds a contest to find young social entrepreneur of the year.

There is no financial or legal arrangement and/or encouragement in Turkey, as a consequence bureaucracy takes too long to put up with. These institutions are counted as companies by government in Turkey, and the advantages they serve are overlooked.



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2.6. CONCLUSION ON SOCIAL ENTREPRENEURSHIP

From this chapter dedicated to SE in the partners countries we can easily draw the following conclusions: there are two categories of countries Bulgaria, Romania and Turkey with timid and limited development of the SE sector and Ireland and Spain where things have a definite tradition and the initiatives and laws (Spain) are favourable to enhancing and sustain national economy through the contribution of this sector.

In Bulgaria, Romania and Turkey the Social Economy Sector is poorly supported, its implementation plan lacks clarity on how to develop sectoral policies and the term “social” is associated with the activities of charities, and not entrepreneurship. Success cases of social enterprises are hardly known and understood by the public. Besides there is no policy framework encouraging or supporting the creation and development of social enterprises. An eco-system for social enterprise is lacking.

Fiscal incentives are limited and rather attached to the non-profit purpose of the legal form hosting the social enterprise. Associations and foundations carrying out economic activities are treated similarly to regular companies in terms of administrative burdens and fiscal regime. Access to public funding, except for a very few dedicated ESF grants schemes, does not place the social enterprises forms in privileged positions against regular companies.

The study in this field demonstrates that there are several public policy tools available for the SE Sector (legal regulations, funding mechanisms etc.). Yet, all these are still insufficient and were created at different moments in time and without a common purpose which has resulted in a lack of consistency in the approaches.

On the other hand, Ireland and Spain have enough examples which can be transferred in the other category of countries as good practices. For example in Ireland Social Enterprise needed to grow and put down deeper roots, in order to create a more favourable public and policy environment and therefore in 2009 *The Social Enterprise Task Force* (SETF), was set up with a mission of developing a Manifesto that would identify the practical ways in which national and local policy could create a more supportive and receptive framework for social enterprise. The SETF Manifesto ‘Adding Value, Delivering Hope: The Role of Social Enterprise in National Recovery’ was launched by the Minister for Enterprise, Trade and Innovation in 2010. Link: [www.socialenterprise.ie](http://www.socialenterprise.ie)



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The initiative started from the grass root towards the government which assured a friendly environment created to the SE.

The current configuration of the Spanish Social Economy is marked by the adoption of Law 5/2011 of 29 March, on Social Economy, which undoubtedly marked a turning point unprecedented for recognition, visibility and development of the sector, both within the State itself and the European Union. Recently, the approval of Law 31/2015, of 9 September, amending and updating the rules on self-employment and building measures

What is very interesting in the data provided by the Irish partner is the contribution of the SE Sector to the National Economy. 190 social entrepreneurs have been supported, investing more than €6.26 million in their projects, as well as providing significant training and mentoring supports. These projects in turn have directly influenced the lives of 380,000 people across Ireland, and created 1,080 jobs in the process forming the largest network of social entrepreneurs in Ireland.

Training and mentoring, general awareness and understanding of the concept. in the SE can be a solution for growing both the quality and the quantity of this sector in the first category of the partner countries, namely Bulgaria, Romania and Turkey.



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### 3. YOUTH UNEMPLOYMENT FIGURES

The rates below show youth (16 to 24+ year old) unemployment figures from late 2014/2015/2016.

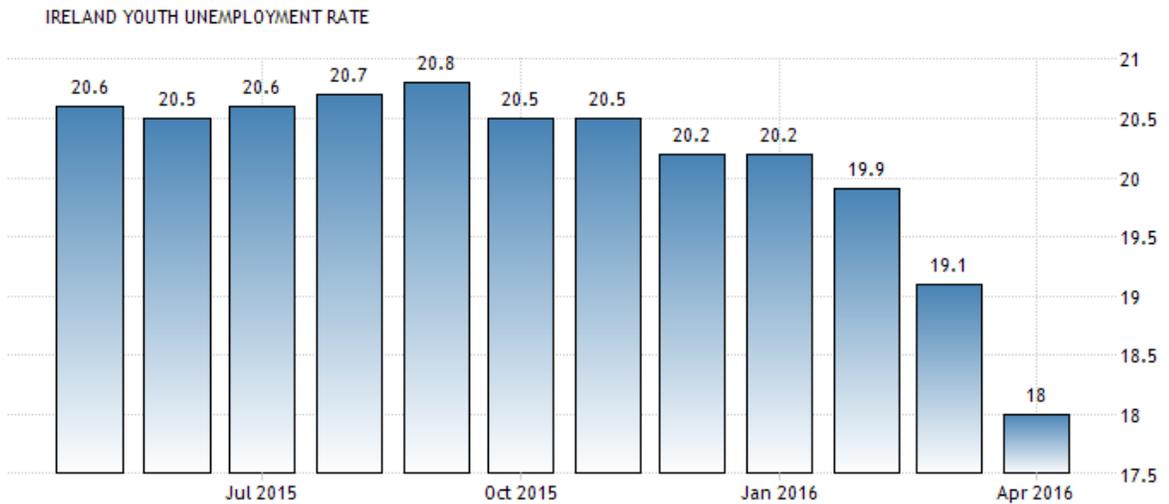
| Country         | YUF level in partner countries countries   |
|-----------------|--|
| <b>Bulgaria</b> | In 2014 about 22% of 751,900 persons aged 15 to 24 in Bulgaria were NEETs (young people not in education, employment or training). According to this indicator, Bulgaria ranked second among the EU countries, following Italy. Comparing with 58.3 percent of men and women under 24 which means a total of 32.4 million people in EU-28 who were inactive, in Bulgaria this category rises to 72.8%. The main problem in small communities and rural areas is the high level of long-term unemployment. Much of the economically inactive population aged between 15 and 29 years, deals only with domestic and family responsibilities However, it is extremely difficult to find qualified workers by entrepreneurs in these regions, the main reason for that is lowering the quality of work force due to deterioration of the educational and age structure of the population. Bulgaria YUF:Feb 2016 - 20.80% |
| <b>Ireland</b>  | “Youth Unemployment Rate in Ireland decreased to 18 percent in April 2016 from 19.1 percent in March, hitting its lowest level since December 2012. Youth Unemployment Rate in Ireland averaged 18.50 percent from 1983 until 2016, reaching an all time high of 31.20 percent in June of 2012 and a record low of 6.20 percent in November of 2000. Youth Unemployment Rate in Ireland is reported by the Central Statistics Office Ireland.”   |



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Romania



SOURCE: WWW.TRADINGECONOMICS.COM | CENTRAL STATISTICS OFFICE IRELAND

<http://www.tradingeconomics.com/ireland/youth-unemployment-rate>

Table source CSO : Seasonally adjusted monthly unemployment by sex - persons aged 15-24 years

Population by age and sex, 1<sup>st</sup> January 2014

The pyramid of ages most reliably reflects the generation’s chronicle, pointing out the disparities in the population’s structure by age and by sex. The reduction of the young population narrowed once more the basis of the age pyramid. The demographic and economic effects of this evolution are to be felt over time and will entail changes at the level of various sub-populations (school age population, fertile age population, working age population).The total population of Romania is 19,910,995. Youth Unemployment Rate in Romania remained unchanged at 21.20 percent in September from 21.20 percent in August of 2015. Youth Unemployment Rate in Romania averaged 20.16 percent from 1999 until 2015. Locally was 25.8% totaling 2716 people which represents 1.7% out of national young people. If we



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compare with the Unemployment rate in Romania the rate among young people is by far higher than that in the EU, generally with approximately 3%.

ROMANIA YOUTH UNEMPLOYMENT RATE



SOURCE: WWW.TRADINGECONOMICS.COM | EI

## Spain

Youth unemployment in Spain is a problem in the labor market, without forgetting that the business cycle downturn is impacting more on this group. All this has serious consequences in the present and future situation of young Spaniards and limits the potential growth of the Spanish economy. However, employment in Spain experienced more harshly than other countries the negative effects of the adverse economic situation, especially in the young population, which has high unemployment, affects all levels of education, is persistent over time, it tends to produce long-term unemployment and creates a greater risk of social exclusion.



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SPAIN YOUTH UNEMPLOYMENT RATE



| Actual | Previous | Highest | Lowest | Dates | Unit        | Frequency       |
|--------|----------|---------|--------|-------|-------------|-----------------|
| 45.00  | 45.00    | 45.50   | 55.90  | 17.20 | 1986 - 2016 | percent Monthly |

Turkey

According to the data of Turkish Statistical Institute, the number of unemployed above the age of 15 increased by 401 thousand people compared to the same period of the previous year. In February 2015, 3 million 226 thousand people were unemployed. The unemployment rate stood at 11.2% with a 1 percentage point increase. In the same period non-agricultural unemployment rate was estimated at 13.2% with a 1,1 percentage points increase. Youth unemployment rate included 20% with a 3 percentage point increase, the rate was 11,4% with a 1,1 percentage points increase in the 15-64 age group.

3.1. CONCLUSION ON YUF

| Spain | Romania | Bulgaria | Turkey | Ireland |
|-------|---------|----------|--------|---------|
| 45.3% | 20.9%   | 20.8%    | 20%    | 18%     |



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Youth Unemployment Rate is by far the highest in Spain with 45.3% in February 2016. The rate among Youth in Romania is 20.9% and is by far higher than that in the EU, generally with approximately 3%. Bulgaria comes immediately after, with 20.8. In Turkey YUF is 20% and in Ireland it decreased to 18% in April 2016 from 19.1 percent in March, hitting its lowest level since December 2012.

4. SOCIAL ENTREPRENEURSHIP AND TRAINING

| COUNTRY  | ENTREPRENEURSHIP IN FORMAL EDUCATION  | ENTREPRENEURSHIP IN NON-FORMAL OR INFORMAL EDUCATION  |
|----------|---|---|
| Bulgaria | <p>There are serious discrepancies between the education offered by vocational schools and the labour market demands. Vocational education and training is not flexible enough and adapts to the dynamics of the labour market with difficulty. Vocational schools lag behind in offering new professions, while some produce graduates whose career development is problematic. This imbalance is one of the reasons for young people having graduated from secondary schools or colleges with a particular profession to remain "overboard" and join the NEETs group.</p> | <p>Vocational training and life-long learning were among the key aspects of the Human Resource Development Strategy of Bulgaria for the period of 2007-2013. This opened a new window of opportunity for NGOs that are specialized in providing training, vocational courses and educational activities. If the training providers are to be competitive on this market, they should receive a license from the National Agency for Vocational Education and Training.</p> <p>Training services is one of the fields where SEs participate most intensively. This is due to their orientation towards implementing innovations and promotion of the "lifelong learning" concept.</p> <p>The regulations in Bulgaria do not foresee any special rules related to the training activity of SEs. In order to</p> |



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The policies and measures related to vocational education and training are covered in the Strategy for Development of Vocational Education and Training in the Republic of Bulgaria for the period 2015-2020 and the Vocational Education and Training Act. The envisaged changes in the VET Act, which are associated with the introduction of dual education, a system for validation of the acquired knowledge and skills, and a system for accumulation and transfer of credits in vocational education and training, are accepted as part of the measures aimed at NEETs as they will enable the acquisition of practical skills and the recognition of subsequently acquired skills and qualifications by persons who have so far been excluded from the system.

Entrepreneurship and self-employment offer pathways for young people to emerge from unemployment. In this context, special attention is paid to the social entrepreneurship model, which is embedded in the real economy, close

develop different kinds of training, a valid accreditation and licence are needed. The training taxes collected from the participants or a contracted body are used to self-support the SE.

The provision of training and educational services is among the key sectors for social enterprises in Bulgaria. This is becoming a major income generating activity for the social enterprises that have to constantly invest in improving the quality of their services. Recognizing the need for various language proficiencies and skills, as Bulgaria joins the European Union, the social enterprise training providers hope to increase their business competitiveness through diversification of the training courses.

Trainings, art education or vocational qualification courses are provided to specific groups – marginalized, physically disabled or vulnerable groups - by the “chitalishta” (a specific form of cultural associations, which support educational and cultural activities in local communities). Their status is regulated by a specialized law – the Law on public “chitalishta”. What is significant about them is that they are particularly focused on cultural activities, arts, training events, clubs, performances, public readings, etc.

In spite of the difficulties in creation and development of social enterprises in Bulgaria one can see the trend to use the capacity of non-profit organizations for employment creation and integration of disadvantaged groups, for social inclusion and delivering of social services.



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Ireland

to people and to local communities, and primarily aimed at contributing to the general good of society.

In September 2014 the Government launched a national policy statement on Entrepreneurship in Ireland which singled out the education system as having a critical influence in shaping entrepreneurial attributes from an early age (DJEI 2014). The Regional Action Plan for Jobs and IBEC's policy document on entrepreneurial education (IBEC 2015) also acknowledges the important role education can play in promoting and encouraging an entrepreneurial mindset among our younger generations in primary, More than half of Irish universities second and tertiary education and institutes of technology have institute-wide policies and plans to assist with the development of entrepreneurial behaviours, skills, experiences and mind-sets. However, entrepreneurship education remains fragmented, if prolific. A review in 2011 found that in third level institutions there were 44 full entrepreneurship education awards and 416 courses with credit-bearing entrepreneurship modules. However in the main, particularly at third-level,

In addition to the formal entrepreneurship education elements of the curricula in Irish primary and secondary schools, students may participate in entrepreneurship activities (awards competitions etc) instigated by external organisations such as government agencies (e.g. CEBs) and NGOs (e.g. Junior Achievement). In many instances these activities have become an accepted part of the school programme and have been endorsed by the Department of Education and Skills though not part of the formal curriculum.

**Bí Gnóthach Enterprise Programme (BG)**

The aim of the Bí Gnóthach programme is to promote enterprise education in 4th, 5th and 6th classes at primary level by introducing students to many aspects of setting up and running an enterprise while also learning about the world of work. The programme is founded on the key principles of the primary curriculum, the centrality of the child as learner, the importance of active participatory and the necessity for skills development. There is an emphasis on teamwork and interpersonal skills.

The programme was developed by the Curriculum Development Unit of Mary Immaculate College, University of Limerick, in association with the CEBs. The programme includes a video and resource pack with teacher's notes and activity sheets. Bí Gnóthach is a cross-curricular programme designed so that it can be integrated effectively into many subject areas of the curriculum.

**Junior Achievement Ireland (JAI)**

Junior Achievement Ireland was established in Ireland in



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entrepreneurship programmes are not available to students of non business programmes.

To date, entrepreneurial thinking within education is primarily viewed from an economic perspective. This works well for elective courses at third level, many of which relate to business disciplines. However, the infusion of entrepreneurial thinking into the non business disciplines such as arts, humanities and science, and at primary.

Although entrepreneurship education is not explicitly recognised as an objective at primary school level, at secondary school level, it is recognised as a cross-curricular objective.

There are a number of entrepreneurship modules, courses and short courses addressing the topic.

In secondary education, entrepreneurship skills are integrated in

Optional subjects such as "Business Studies" and "Business". Ireland does not have a specific national strategy for Entrepreneurship education, but the Leaving Certificate Vocational

1995 as part of a worldwide organisation reaching out to some 10 million young people each year, encouraging them to remain in education and teaching them the skills they need to succeed in a changing world.

The international networks 'Young Enterprise Europe' and 'Junior Achievement' merged in September 2002. JAI programmes are especially designed for students between the ages of 5 and 16 years, and are generally based on an early understanding of the world of business, on case studies and learning by playing.

From an initial base of 500 pupils in 1996, JAI has built up a strong demand from schools throughout the country and is currently working with 66,000 pupils and 470 schools nationwide (school year 2010/2011).

### Junior Entrepreneur Programme (JEP) in Kerry region

The Junior Entrepreneur Programme (JEP) is a programme for primary school pupils in the Kerry region. It was launched in February 2011 by the founders of the very successful Young Entrepreneur Programme (described below) who teamed up with Mary Immaculate College and Kerry County Enterprise Board.

The JEP, in conjunction with the Primary curriculum, aims to develop the social, emotional and cognitive skills of the children as well as to promote self-confidence and reward initiation. Students develop skills such as presentation, writing, drawing, technical skills, dealing with money and storytelling during the ten week period. During the programme they work in teams to research and develop their product or service ideas and eventually sell them in their schools whereby they will learn about the cost of producing and selling a product or service.

### Local Enterprise Offices Initiatives

Individual initiatives are also organised including the following:

Interview with an Entrepreneur: Tipperary North



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Programme and the Leaving Certificate Applied Programme are visible policy tools, which embed the objective of fostering and underpinning entrepreneurial mind-sets. Another way to promote entrepreneurship skills in the Irish education system is the “Transition year”. They are offered at School level, at the end of the junior cycle, to facilitate pupils’ transition to the Upper cycle. Transition years are optional and are usually not bound by a Strict curriculum. Teachers have the freedom to develop their own programmes, focusing on their passions and interests, very often reflecting local Cultures and needs.

Enterprise Rocks: South Tipperary  
Primary school programme: Wexford  
‘Let’s Do Business’: Donegal  
Student Enterprise Programme: Carlow  
Practical Enterprise Programme (PEP): County Laois;  
Communications Workshop: Laois  
Most Enterprising Student initiative: Offaly

**Transition Year Mini Companies**

In their 2005 final report the Expert Group in the EU Best Procedure Project singled out the running of Mini-Companies by students as the pedagogical tool of choice across Europe to stimulate entrepreneurial attitudes and skills in secondary schools. They defined a student mini-company as a pedagogical tool based on practical experience by means of running a complete enterprise project, and on interaction with the external environment. The promotion of this tool had been recommended earlier in the EU detailed work programme Education and Training 2010 presented to the Barcelona European Council in 2002.

**Student Enterprise Awards programme (SEA)**

The Student Enterprise Awards is perhaps the highest profile extracurricular EE activity programme in second level education. Organised by the County and City Enterprise Boards, the SEA is run in schools all over Ireland for students from first year right up to Leaving Certificate level. Some 15,000 students take part in the Awards every year and the programme culminates in a grand finale at the National Finals (in 2011 held in the Croke Park Conference Centre in April).

The SEA has an established pedigree: the programme was introduced in the 2002/03 academic years, replacing the Golden Vale Young Entrepreneurs Scheme which had in 1999 replaced the original Young Entrepreneurs Scheme (YES) inaugurated in 1991. The SEA gives second level



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students in Ireland the chance to set up and run their own business, bringing a taste of real life business into the classroom. Students get to experience all the realities of entrepreneurship from coming up with their business idea and writing a business plan to producing the product, carrying out market research, promoting the business and managing the books.

**Young Entrepreneur Programme (YEP)**

The Young Entrepreneur Programme (YEP) is a good example of a strong locally based entrepreneurship scheme. YEP straddles second and third level education and is aimed at 15–23 year olds in the Kerry area. The programme, aims to foster and nurture a spirit of enterprise in students and thereby identify, inform, recognise and celebrate Kerry’s next generation of business leaders. The programme runs for an academic year and is offered to all 2nd level schools in Kerry as well as in the 3rd Level Institutions of Technology in Kerry and Limerick.

**Celtic Enterprise Programme (CEP)**

The Celtic Enterprise Programme is a good example of a vibrant local entrepreneurship activity programme but with an international dimension. Launched in March 2004, CEP was a European pilot initiative for second level schools in South East Ireland and West Wales funded through the Ireland/Wales INTERREG IIIA Programme. All applications had to have a partner in both Wales and Ireland.

**Network for Teaching Entrepreneurship (NFTE) Ireland**

National Foundation for Teaching Entrepreneurship (NFTE) is an international non profit organisation first established in the US by businessman Steve Mariotti who demonstrated that showing young people in disadvantaged areas how to make money through setting up and running their own business could enable them to



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make a better future for themselves.

NFTE Ireland’s objectives are to build self confidence and interpersonal skills, utilise life skills as a vehicle for employability, increase career and college aspirations, increase business knowledge and encourage school completion.

Generally, students participating in NFTE range from 13–18 years of age.

### **BT Young Scientist & Technology Competition**

While explicitly a Science & Technology competition, its winning entries invariably display a very substantial entrepreneurship element and many progress to become feasible commercial projects. Accordingly we feel this competition merits inclusion in any compilation of second level entrepreneurship activities.

### **Entrepreneurship Centres**

The EU BEST Expert Group’s 2008 report, *Entrepreneurship in higher education, especially in non-business studies*, noted that a good way to achieve high visibility for the entrepreneurial commitment of an institution is through the provision of dedicated spaces to support students’ start-up ambitions. These facilities include ‘hatcheries’ (pre-incubators) where students can prepare their business plans and incubators where they can prepare to trade. A key component in this institutional support is the provision of ‘entrepreneurship tutors’ to guide and encourage the incubator participants.

The Irish Government has allocated substantial funding in its recent National Development Plans to establish Technology Transfer Offices/Industry Liaison Offices in all HEIs and to equip them with campus incubation facilities. These incubators tend to be mainly used by science and technology graduates who have identified commercial



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opportunities for their research results. A number of these graduates would have been encouraged to start their own business through their exposure to entrepreneurship modules while studying as undergraduates.

### HE Student Entrepreneurship Awards

#### ***Newstalk 106-108 fm Student Enterprise Competition***

Denis O'Brien, owner and chairman of the global Digicel group and founder of the Communicorp media group, launched the annual Newstalk 106-108 fm Student Enterprise Competition back in 2006 to promote early-stage entrepreneurship among third level students in Ireland's 15 Institutes of Technology and the National College of Ireland. He continues to chair this high-profile national entrepreneurship competition which attracts over 1,300 students annually

#### ***Enterprise Ireland Student Enterprise Awards***

The Enterprise Ireland Student Enterprise Awards is a all-island entrepreneurship competition sponsored jointly by Enterprise Ireland, Invest Northern Ireland and Cruickshanks Intellectual Property Attorneys. Established back in 1944 it was designed to encourage innovation, promote enterprise and foster a spirit of entrepreneurship among third level students. The scheme is open to students from all academic disciplines and courses of study; anyone with a novel idea that he/she thinks has commercial potential can compete for the title of College Entrepreneurs of the Year.

#### ***In-house College Enterprise awards***

Several HEIs hold their own in-house College Enterprise awards:

#### **Entrepreneurship Societies and Clubs**

University enterprise clubs and societies form an integral part of the education experience in entrepreneurial HEIs. Being peer-to-peer fora they have a unique capacity to



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## Romania

Applying entrepreneurship within social organizations will generate positive effects for the entire society. Under these circumstances, the next inherent questions arise: Why is social entrepreneurship “underdeveloped” and how could we fix this problem? One reason for the underdevelopment of entrepreneurship within social organizations is that most social leaders do not have adequate training in economics.

Even if some entrepreneurial traits such as creativity, originality, risk-taking, initiative, may be innate, in the absence of economic and management knowledge, social leaders will either fail or be unable to act efficiently. On the other hand, graduates of Economics, who possess knowledge and entrepreneurial skills as well, do not show a strong inclination towards the social component. A possible cause of their low interest in the social field could be the curriculum in Economics that does not include an approach of issues in terms of non-profit organizations. Based on these considerations, we argue that higher education institutions are directly accountable

galvanise enthusiasm for the entrepreneurial mindset among young students from all disciplines anxious to explore new outlooks on their world.

People in Romania have started also to become aware of the role that social entrepreneurship can play for the improvement of the well-being of all individuals. Two Romanian organizations acting in this field are RoPot, which intends to be the nucleus of a network of social entrepreneurs and ASER Bucharest (Association of Romanian Students in Economy), who launched the first project of social entrepreneurship in 2009, under the name of club Change makers.

However, in Romania the number of social enterprises is very low, in spite of the significant funding that was provided through European programs aimed at developing the Romanian social entrepreneurship. Some examples of such programs are: the summer school “Together for social change”,

the project “School of entrepreneurship in social economics”; the series of Centres of social entrepreneurship founded in the south, south-west and south-east regions of Romania as well as in Bucharest and Ilfov. Despite all these, the effects are minor.

Numerous projects for training social entrepreneurs funded by European funds did not return social effects corresponding to the amount invested. The fact that, generally speaking, these projects are carried out over short periods of time, which does not allow the proper acquisition of notions and even less a change in attitude and behaviour which would lead to a different acting pattern, correlated with the fact that individuals subjected to education are often beyond the age at



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for both the existing situation and identifying and implementing some measures for entrepreneurship development in the social sector.

The lecturers from University education sustain that, since non-formal education in the programs developed so far did not lead to any substantial changes, it is necessary that Romanian universities increase their degree of involvement in promoting social entrepreneurship. If higher education institutions introduced social entrepreneurship as a new subject, the generated effects would be much greater, and the costs implied much lower. Firstly, the number of <http://www.learninginnovation.org/index.php> <http://www.learninginnovation.org/index.php> International Conference on Entrepreneurship Education - A Priority for the Higher Education Institutions, Bucharest, ROMANIA, OCT 08-09, 2012

Even if the results of being educated in University is more focused on a theoretical approach and does not develop skills and competences the Technical University of Cluj Napoca, North University Center of Baia Mare, insist on proposing a specialization in

which they can be easily modelled, are the main reasons why short term programs did not succeed in generating a significant change in the environment of the Romanian social entrepreneurship. Other reasons are the short period of time elapsed from the initiation of these programs, as well as the non-formal character education has within these programs.

The Business Plan Competition, aimed at all registered training firms, was introduced in the school year 2008/09 as a joint initiative of the Ministry of Education, Research, Youth and Sports, the National Centre for the Development of Vocational and Technical Education, and KulturKontakt Austria and other social partners.

Since 1993, Junior Achievement (JA) has implemented economic, entrepreneurship, financial and vocation guidance programmes in the Romanian schools. Junior Achievement has developed both optional programmes/school-based curriculum for all levels of education and programmes for extracurricular activities including social entrepreneurship. The JA programmes are implemented in over 1 000 public schools throughout the country, due to the partnership No. 10184/2003 with the Ministry of Education and the financial support provided by the business community. (<http://www.jaromania.org>)

The measures and actions proposed within Priority 'Promoting an entrepreneurship culture and making entrepreneurship education efficient' refer to:



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Spain

Management and that individuals who would get into direct contact with this subject would be greater than it is in the framework of the programs carried out currently by NGOs supported by EFS programme.

Secondly, they say that teaching social entrepreneurship for an entire semester will allow a more thorough and appropriate acquisition of notions.

Thirdly, the individuals subjected to the learning process would still be young enough to be easily educated.

Fourthly, the correlation between effect two and effect three will lead to a change in attitude, behaviour and acting pattern in students, a change which is significantly more visible in the world of social business as compared to the one generated by currently existent programs.

The National Catalogue of Professional Qualifications (CNCP) is the instrument of the National System of Qualifications and Vocational Training

Continuous development of the education system in order to efficiently support the promotion of an entrepreneurship culture, with the following actions:

- e.g. Developing specific modules within the school curriculum, which provide students with the opportunity to learn concrete things and the option of extending their social entrepreneurship knowledge;
- Appropriate teacher training;
- Supporting the partnership between businesses and the education system with a view to promote entrepreneurship by developing curricula, in cooperation with local businesses, which provide students with the opportunity of hands-on experience through activities in a company.<http://www.fonduristrutturale.ro/detaliu.aspx?t=Stiri&eID=8780> (only RO)

In the framework of the strategic project 'Training Teachers' in technical and vocational education and training – the SERVICES profile in order to expand the use of the modern training firm method, implemented by the CNDIPT in 2010-2013, teacher training for the implementation of the training firm concept is taking place. The Ministry of Education organises dissemination actions as a follow-up. (<http://firmaexercitiu.tvet.ro/>)

SOCIAL, CULTURAL AND COMMUNITY SERVICES  
LEVEL 2



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Turkey

(SNCFP) ordering susceptible professional qualifications recognition and accreditation, identified in the production system based on appropriate competencies for professional practice.

It comprises the most significant professional qualifications of the Spanish production system, organized in professional and family levels. It constitutes the basis for developing the training offer of degrees and professional certificates.

The CNCP includes the content of training associated with each qualification, according to a structure of training modules.

The National Institute of Qualifications is responsible to define, develop and update the CNCP and the corresponding Modular Catalogue of Vocational Training.

There are 5 levels

As the term of "social entrepreneurship" starts to become fundamental for realistic solutions to

- Social care to people at home .
  - Geriatric care for dependent people in social institutions
  - Telecare call management .
  - Revitalisation of activities for children and youth educational leisure.
- LEVEL 3
- Personal skills education and social autonomy.
  - Job placement of persons with disabilities.
  - Community mediation .
  - Attention to students with special educational needs (SEN) in schools.
  - Invigoration , programming and development of cultural activities .
  - Mediation between the deafblind person and the community.
  - Teaching training for employment.
  - Promotion, development and participation of the deaf community.

Hence NGOs and foundations work hard to educate young people about the subject. One of the best example of these trainings is done by Community Volunteer



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social problems, government of Turkey gives more attention to promoting it. Turkish Institution of Work and Labor gave lectures to their employees about social entrepreneurship. According to their data; 21 training programs are arranged, 524 employees are educated in social entrepreneurship by these programs.

Students at higher education are eager to learn about social entrepreneurship, too.

In 2013, Pamukkale University train their students in cooperation with the association of young social entrepreneurs. The training consists of: defining social entrepreneurship ; the principles of social entrepreneurship; social awareness; networking among sectors; monitoring and evaluation.

Foundation with the partnership of South East European Youth Network and Koç University. They bring 26 volunteers from 12 different country to Istanbul, Turkey. They discuss about their ideas, and find an achievable target.

In 2014, Youth for Exchange and Understanding calls 30 young people from the countries members of Council of Europe to train them in social entrepreneurship. The main objectives are to explore current situation regarding unemployment and social exclusion and the link between them; to work with the social entrepreneurship principles; to create the strategic plan of their social entrepreneurship initiative. They encourage participants to transform these problems into a solution, going through the social entrepreneurship principals with experiential methods. Trainers will also support participants to create their own strategic plan.



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5. PROMOTING SOCIAL ENTREPRENEURSHIP

BULGARIA

5.1. LOCAL LEVEL

The most important priorities at municipal level are:

- sustainable development of competitive economy;
- increase of social and employment opportunities;
- modernization, innovations and high technologies encouragement;
- investment into human resources.

Some examples of social activities within the municipality of Tryavna.

Social Integration and Rehabilitation Center (SIRC)

A Total of 1281 people live on the municipality’s territory with different degrees of disablement and different levels of disability, 220 of them need personal assistance.

There are 33 children with disabilities living in our municipality, also with different levels of disabilities.

SIRC and Tryavna Municipality work actively to increase employment and social inclusion opportunities for these people, including through encouraging social entrepreneurship and creating municipal social enterprises.



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The Social Integration and Rehabilitation Center is actually a community social service for more than 40 attendants and 8 employed persons situated in the Social Complex building. The staff consists of social workers, psychologists, rehabilitators, pedagogues, and labor therapist.

The Center offers the following services:

- psychological, social, and pedagogical consulting /individual and group/ for persons with communication difficulties, children at risk, people with disabilities;
- opportunities for people with disabilities and children at risk to acquire computer skills;
- rehabilitation courses in therapeutic physical training hall and at home;
- help with institutions dealing with disabled people's social integration and professional realization;
- help with schools: consulting, mediation, space for preparation for school;
- inclusion into club workshops and activities depending on consumers' interests;
- focus on people with disabilities and children at risk is a priority.

**HOUSE FOR ELDERLY PEOPLE** – specialized institution for a short-term service (one to three months) for 40 users and 18 staff members.

This service is situated in the Social Complex Building which is very well equipped. There are single, double, and triple rooms. The customers are offered social program corresponding to their desires and abilities.

**TRYAVNA SOS CHILDREN'S VILLAGE** is a residential type of social service. It offers conditions similar to traditional family environment based in separate residences with 7 to 10 children with necessary staff taking care of them. The children age 0 to 18 from institutions are accommodated there. The complex offers very good micro climate and equipment for the target group.



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### Services offered by NGOs:

There are two non-governmental organizations, Chance and Support Association and Faith Foundation in the city of Tryavna experienced in working on the social field and under national and international partner projects, as well as in providing services for people with disabilities and children at risk.

In addition, many local actors are involved in a number of social entrepreneurship initiatives funded by the ESF.

### 5.2. REGIONAL LEVEL

The only cooperative in the region providing jobs only to people with disabilities is located in the Municipality of Tryavna. It is an enterprise producing knitwear and cardboard.

Many NGOs at regional level are also working very actively, including the world famous Bread Houses Network.

### 5.3. NATIONAL LEVEL

The first official state programme recognizing and addressing the problems of social enterprises was the Pilot Social Enterprise Support Programme as part of the Human Resource Development Operational Program implemented through the Agency for Social Assistance with a total budget of 15 680 000 BGN (approx. 8 million EUR). The Program covered two main components:

1. support for *existing social enterprises*, and
2. support for the *foundation of new social enterprises*.

This has been a commendable initiative showing the early sign of state support for social enterprises although the Programme has been heavily criticized for its lack of focus and clear criteria about what social entrepreneurship is. Regardless of this lack of clear definitions and understanding the Ministry of Labour and Social Policy and the Programme funded 46 social projects of social service providers and other NGOs. The organizations that have been funded however did not have the capacity to develop a



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business within a non-for-profit organization, as they lacked basic business, marketing and product development skills. This made the Programme more unsustainable than it should have been, as it invested funds into organizations without any guarantees of their financial independence and market orientation, which is what social entrepreneurship is all about.

For the period 2014-2020 there are funds under two operational programs<sup>9</sup> planned to be used to promote social entrepreneurship but the situation still remains unclear how in practice they will promote sustainable models and initiatives without creating favourable regulatory conditions and without providing relevant trainings to staff.

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The Bulgarian Center for Not-for-Profit Law (BCNL) (founded in July 2001) is operating at national level in close cooperation with various other organizations, providing support for the development and establishment of favourable legal and policy environment conducive to an independent civil society, including Bulgarian NGOs; it facilitates an improved cooperation between the state and the NGOs and the actual and active civil participation in decision making processes.

A lot of international events on social entrepreneurship often take place in Bulgaria. The last one being the Fifth European Forum on Social Entrepreneurship held 31 March - 3 April 2016 in Plovdiv, Bulgaria

IRELAND

5.4. LOCAL LEVEL

5.4. Local Level ent as a core function of Higher Education on the island of Ireland, by better enabling Higher Education Institutions (HEIs), their staff and students across all disciplines, to engage with the



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needs of the communities they serve. - See more at: <http://www.campusengage.ie/about-campus-engage#sthash.QnIm6cQd.dpuf>

**PAUL Partnership** is a Local Development Company, based in Limerick City. They work with local communities that have benefited least from economic and social development and aim to promote social inclusion and improve the quality of life of people living in Limerick City.

- Working directly with individuals to support them to access employment, enterprise, education and training programmes
- Supporting local community-based organisations to develop and deliver social inclusion services and supports at a local level
- Building the capacity of in their own communities

## 5.5. REGIONAL LEVEL

**The implement programmes and actions across a number of areas, including:** Community Development, Employment Support, Enterprise Support, Education and Lifelong Learning, Early Years. individuals and communities to have a say in the policies and decisions and that affect the quality of life

**Ballyhoura Development Limited** is a community led Local Development Company. Established in 1989 we support communities, individuals and businesses within the Ballyhoura area of East Limerick and North Cork to increase their economic sustainability and improve their quality of life.

25 years of successful strategic planning and implementation of a range of National and EU funded social and economic programmes \_has enabled a sustainable network of communities and progressive economic development throughout the area.

Ballyhoura Development offers community groups, individuals and businesses information, guidance and mentoring, training, research and development and capital support. We especially wish to work with people most in need of assistance to access opportunities to achieve significant improvements for themselves and their communities.



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**West Limerick Resources** is a community development organisation that works to achieve positive change in the lives of people and groups in West Limerick. The efforts of West Limerick Resources are directed at building a stronger community through the enhancement of personal and community identity, values, places, structure and services.

Local Enterprise Offices (LEO) provides a range of services directly to the small and microenterprise sector as well as helping to create a beneficial environment in which the sector can flourish.

- provide direct financial supports to businesses\*.
- advise on a range of alternative funding options available.
- offer business information, advisory services and enterprise support.
- deliver high-quality training to meet the needs of your business including; Start Your Own Business, Managing Your Business e.g. Marketing, Sales, Financial Management, Strategy and Business Planning.
- mentor you and your business with experienced experts.
- guide you to the services most relevant to support the growth and development of your business.
- connect you with appropriate State resources for your business including relevant agencies such as;

**5.6. NATIONAL LEVEL**

- Department of Social Protection ‘Back to Work Enterprise Allowance’

Solas ‘Employer Job Incentive Scheme’

- Microfinance Ireland ‘Microenterprise Loan Fund’
- Revenue ‘Seed Capital Scheme’
- Irish Patents Office ‘Intellectual Property for Business’

- create progression pathways for high-potential startups and high growth companies to Enterprise Ireland.



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- advise on and provide access to local property solutions for start-ups and business expansions.
- organise key enterprise events.
- facilitate effective business networking.
- promote and develop entrepreneurship education in the local community.

Link: [www.localenterprise.ie](http://www.localenterprise.ie)

<http://www.campusengage.ie/about-campus-engage>

“The Campus Engage National Network” promotes civic engagement.

## ROMANIA

### 5.7. LOCAL LEVEL

The case illustrates Util Deco, a work integration social enterprise (in the form of a sheltered workshop, according to the Romanian terminology) established by a social services providing foundation, “Alaturi de Voi” Romania, in a major city in Romania (Iasi).

Over the years, the foundation established branches of Util Deco in two other major cities - Targu Mures and Constanta, and production and service facilities in rural neighbouring area for the socio-professional integration of the clients of its social services. ‘Util Deco’ started as a sheltered workshop for the disabled, but it currently includes other types of disadvantaged workers.

**Util Deco** has diversified its services and extended its volume of sales significantly over quite a short period of time. Being one of the few successful work integration social enterprises in the area, Util Deco is a very good example of a social business that is also an important market player.

**Motivation Romania Foundation** and Motivation SRL Motivation Romania Foundation is a non-governmental organisation established in 1995 and registered under Government Ordinance 37/2003, whilst Motivation SRL is a limited liability company owned by Motivation Romania, that was established in 2001 to generate revenue to support social services provided by its sole shareholder, Motivation



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Romania Foundation. 30% of the employees are people with disabilities. Motivation SRL therefore has a certificate as a sheltered unit provided by the National Authority for People with Disabilities. In 2012, the Foundation had 102 employees (12 disabled) and the SRL 27 (8 disabled).

It supports people with disabilities through three programmes:

- 1) Peer Group Training and Wheelchairs: an intensive training programme for new wheelchair users;
- 2) Employment of People with Mobility Disabilities: promotes the employment of people with disabilities by providing them and their employers with training and support;
- 3) Community care services for Children with Severe Disabilities: aims to develop community-based alternatives to the institutionalisation of children with physical disabilities. Motivation SRL obtained the following economic results: • sales growth of close to 600% from 2002 to 2006; • profit for the year 2011 (EUR 123000) which is double the profit of the previous year. Moreover, it obtained ISO 9001 certification and included business and non-profit partners in the financing of its activity. For more information see: [www.motivation.ro](http://www.motivation.ro).

## 5.8. REGIONAL LEVEL

Another way to promote social entrepreneurship is to embed it as a key element in local or regional economic development strategies.

The government financed social enterprises through national calls for project within POSDRU 6.1. (European Social Fund) and other indirect call for legal entities (National Programme for Rural Development, priority 3, National Programme for Young Entrepreneurs).

- The Swiss - Romanian Cooperation Programme and the European Economic Area Mechanism both managed by The Civil Society Development Foundation.
- Horizon 2020 call for proposals, Erasmus+ calls, and other European Commission's grants.



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## 5.9. NATIONAL LEVEL

<http://www.nesst.org/romania-eng/tag/romania/>

NESsT is one of the only dedicated players providing long-term support for social enterprises in Romania, having invested over \$ 1 mil in capacity building and direct funding of start-ups and developing social enterprises.

Social Challenge Small farmers in rural areas are unable to pay the high price to get their products to a larger market and reach higher sales volumes. There are also limited alternative job opportunities in the community where they live.

See more at: <http://www.nesst.org/romaniaeng/?portfolio=agapis#sthash.7MjNmizJ.dpuf>

NESsT Enterprise Agapis' social enterprise, Valea Barcaului, produces two lines of gourmet, healthy honey and dried fruits with an emphasis on nutritional value, under the brand Sanatate Dulce.

See more at: <http://www.nesst.org/romania-eng/?portfolio=agapis#sthash.7MjNmizJ.dpuf>

The NESsT incubators NESsT supports social enterprises at all stages of development and operates in 10 countries around the world, including Croatia, Czech Republic, Hungary, Romania and Slovakia. It provides financial support, alongside training and mentoring services, for social enterprises at pre-start-up and start-up stages, as well as on-going support, including for expansion. NESsT was founded in 1997 as a non-profit organisation in order to promote social entrepreneurship. It has developed a multi-step 'portfolio process' where each step builds upon the previous one, and progression is based on the achievement of certain goals. The portfolio process covers planning, incubation and scaling up. Through competitions, NESsT identifies potential social enterprises and provides support, including training and mentoring for around 9 to 12 months in which the organisation or individual can develop their business idea. Following this is a 2-4 year incubation phase which provides financial support (through grants and/or loans) and access to a Business Advisory Network. At the same time, appropriate metrics are developed which enable the social enterprise to measure its impact – both financially and socially. The process is rigorous and focuses on developing successful social enterprises. In the 2009-2010 Social Enterprise Competitions, 50 applicants received initial training, of which 22 went onto complete



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business plans and 11 moved into the incubation phase. The 2010 impact report following all NESST social enterprises noted that the enterprises, on average, had increased their income by 39%, employed 24 people permanently, and, where the focus was on jobs, had increased their employment by 23%. For more information: <http://www.nesst.org>

Promoting positive attitudes towards social entrepreneurship can be a preliminary step towards social enterprise creation. One of the ways to achieve this, and to attract young talent into the sector, is through inserting social entrepreneurship within entrepreneurship education activities in schools, vocational education and training colleges and universities. This can be a key element in broader strategies for promoting social entrepreneurship amongst young people.

SPAIN

5.9. LOCAL LEVEL

The Spanish Business Confederation of Social Economy (CEPES) is the largest institution representing the Social Economy in Spain. It was incorporated in 1992 and currently integrates and brings together different organizations under the title: cooperatives, special employment centers, etc. (entities called social economy). Only it represents the social enterprise sector if organizations adopt some of these legal forms. The law states that cooperatives, labor societies, mutual societies, special employment centers, insertion companies, fishermen, associations and foundations are entities that can be part of this group. Among its duties are to promote social and internal solidarity and stand as independent institutions of public authorities.

**SOCIAL ENTREPRENEURSHIP**

- ASHOKA: [www.ashoka.org](http://www.ashoka.org)
- SCHWAB FOUNDATION: [www.schwabfound.org](http://www.schwabfound.org)
- SKOLL FOUNDATION: [www.skollfoundation.org](http://www.skollfoundation.org)
- INTERNATIONAL YOUTH FOUNDATION: [www.iyfnet.org](http://www.iyfnet.org)



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- YOUTH ACTION NET: [www.youthactionnet.org](http://www.youthactionnet.org)
  - PROGRAMA YES DE EMPRENDIMIENTO SOCIAL JUVENIL:  
[www.yesweb.org](http://www.yesweb.org)
  - FUNDACIÓN BERTELSMANN, Apoyo al Emprendimiento Social Juvenil: [www.fundacionbertelsmann.org](http://www.fundacionbertelsmann.org)
  - GIRL TANK: [www.girltank.org](http://www.girltank.org)
  - FUNDACIÓN CLARITAS: [www.claritas.org](http://www.claritas.org)
- UNIVERSITY NETWORKS SUPPORT SOCIAL ENTREPRENEURSHIP
- RED UNES, Red Latinoamericana de Universidades por el Emprendedurismo Social: [www.redunes.org](http://www.redunes.org)
- ECOSYSTEMS AND ASSOCIATIONS OF SOCIAL ENTREPRENEURSHIP
- THE HUB: <http://madrid.the-hub.net>
  - EUTOKIA BILBAO: [www.eutokia.org](http://www.eutokia.org)
  - UP SOCIAL: [www.upsocial.org](http://www.upsocial.org)
  - RED DE EMPRENDEDORES SOCIALES: [www.socialemprende.org](http://www.socialemprende.org)
  - SOCIALNEST, Incubadora de Empresas Sociales: <http://socialnest.org>
  - CDI ESPAÑA: [www.cdiespana.org](http://www.cdiespana.org)

**FINANCING OF SOCIAL ENTREPRENEURSHIP**

- CREAS, Social Venture Capital: [www.creas.org.es](http://www.creas.org.es)



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- RED ESPAÑOLA DE BUSINESS ANGELS: [www.esban.cecot.org](http://www.esban.cecot.org)
- ASOCIACIÓN ESPAÑOLA DE FUNDRAISING: [www.aefundraising.org](http://www.aefundraising.org)
- ASOCIACIÓN ESPAÑOLA DE FUNDACIONES: [www.fundaciones.org](http://www.fundaciones.org)
- ENISA, Empresa Nacional de Innovación: [www.enisa.es](http://www.enisa.es)
- GOTEQ: [www.goteo.org](http://www.goteo.org)
- LANZANOS: [www.lanzanos.com](http://www.lanzanos.com)
- TEAMING: <https://www.teaming.net/que-es-teaming>
- COOP 57: [www.coop57.coop](http://www.coop57.coop)
- FIARE: [www.proyectoifiare.com](http://www.proyectoifiare.com)

### 5.9.2. REGIONAL LEVEL

- REAS, Red de economía alternativa y solidaria:  
[www.economiasolidaria.org](http://www.economiasolidaria.org)
- CEPES, Confederación Empresarial Española de la Economía Social:  
[www.cep.es](http://www.cep.es)
- OBSERVATORIO ESPAÑOL DE LA ECONOMÍA SOCIAL:  
[www.observatorioeconomiasocial.es](http://www.observatorioeconomiasocial.es)
- RIPESS, Red intercontinental de promoción de la economía social y solidaria: [www.ripest.org](http://www.ripest.org)



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- AERESS, Asociación española de recuperadores de economía social y solidaria: [www.aeress.org](http://www.aeress.org)
- ECONOMÍA DEL BIEN COMÚN: [www.economia-del-bien-comun.org](http://www.economia-del-bien-comun.org)
- FAEDEI, Federación de Asociaciones Empresariales de Empresas de Inserción: [www.faedei.org/es/](http://www.faedei.org/es/)

**5.9.3.NATIONAL LEVEL**

**SOCIAL ENTREPRENEURSHIP AWARDS**

- LA CAIXA, Convocatoria Emprendimiento Social:  
[http://obrasocial.lacaixa.es/ambitos/convocatorias/emprendimientosocial\\_es.html](http://obrasocial.lacaixa.es/ambitos/convocatorias/emprendimientosocial_es.html)
- UNIVERSIDAD EUROPEA DE MADRID, Premio Jóvenes Emprendedores Sociales: [www.emprendedoresocialesuem.com](http://www.emprendedoresocialesuem.com)
- FUNDACIÓN TELEFÓNICA, Think Big:  
[www.thinkbigjovenes.fundaciontelefonica.com](http://www.thinkbigjovenes.fundaciontelefonica.com)
- FUNDACIÓN EVERIS, Premio Emprendedores: [www.everis.com](http://www.everis.com)
- ESADE-BBVA, Premio Momentum Project: [www.momentumproject.org](http://www.momentumproject.org)

**OPEN KNOWLEDGE AREAS**

- FINANZAS ÉTICAS: <http://finanzaseticas.org>



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- SOCIOECO, Recursos de la Economía Social y Solidaria:

[www.socioeco.org](http://www.socioeco.org)

- NITTUA, Banco de Conocimiento Libre: <http://nittua.eu/moodle/>

- FUNDACIÓN DOMUS LABORA, Guía Emprendedores Sociales:

<http://guiaemprededoressociales.org/>

## TURKEY

### 5.9.4. LOCAL LEVEL

According to the data of the council of higher education of Turkey, there are four universities in Gaziantep; three of them are foundation, and the other is state university and 44,709 students are educated in Gaziantep<sup>16</sup>. Most of those students are at their 20s, and aware of their general responsibilities; they both enjoy their academic studies and being a part of social and result oriented projects willingly. Each university has student clubs, which are about social projects; in addition, there is some lectures about social entrepreneurship such as Community Service Practices, Civil Involvement Projects. Also, associations can work with students at universities. Those associations, like Turkish Education Volunteers Foundation<sup>17</sup>, Community Volunteer Foundation, The Turkish Foundation for Combating Soil Erosion for Reforestation and the Protection of Natural Habitats, give lectures to their members and do activities to stay their members motivated. Their role in gaining experience in volunteer projects, working of monitoring and evaluation, and finding out how to resume a project successfully cannot be ignored.

Gaziantep University, the state university, has been host several congress of foundations about social entrepreneurship. For instance, on 11/12/2013, Turkish Education Volunteer Foundation held a congress in Gaziantep University, Ataturk Cultural Centre. The date was set as international



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volunteers' day by the foundation, and the congress is called "Invisible Volunteer" which is about social entrepreneurship.

Gaziantep University was chosen the major centre of civic involvement projects in 2013 during the congress held at Gaziantep University by Community Volunteers Foundation. Also at the congress, the dean of the university said that they wanted to be a part of social innovation by projects about social involvement, and entrepreneurship.<sup>10</sup>

Zirve University, one of the private universities in Gaziantep, held a congress about social entrepreneurship to show their students best practices of the projects of social entrepreneurship.<sup>2</sup> Also the coordinator of community of civic involvement in Zirve University, Tuğba Civan Kaya, states that they are open to new ideas and willing to be a part of any project which is efficacious in terms of their aim.

Okan University, which is a Istanbul based foundation university, held a congress in Gaziantep in 2012<sup>22</sup>. Aim of the congress is to gather associations together and brainstorm about social entrepreneurship and major theme of the forum is woman and entrepreneur.

### 5.9.5. REGIONAL LEVEL

As the Southeastern Anatolian Region, which Gaziantep in, is little far from the capital of Turkey, access of the innovations might be hard for people living here. People are conventional and tend to live according to those.

However, most of the social entrepreneurship projects done by both associations and government concern with the region. The main aim of these projects is improve the region in terms of education, independency, health etc. Some examples of these projects are:

- a- Haydi Kizlar Okula! : The school enrolment project for gender parity was done by UNICEF in Turkey, specifically in Southeastern Anatolian Region. 350,000 children (250,000 girls and 100,000 boys) enrolled as a result of this 2003-2007 Girls Education Campaign. Also, gender disparity in Turkish education reduced from 7.15% in 2003 to 0.37% in 2010-11.<sup>25</sup>



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b- **The Southeastern Anatolia Project (GAP):** The Southeastern Anatolia Project (with its Turkish acronym GAP) is a major and comprehensive initiative, also giving a brand to Turkey in international arena, that aims at improving the income level and life quality of people living in the region , reducing regional disparities and contributing to country’s economic and social development by mobilizing and utilising the resources of the region. At the very outset, the GAP was perceived as a programme to develop water and land resources in the region and planned as a package that comprised of 13 individual projects on irrigation and energy production on the Euphrates-Tigris basins. Altogether, these projects envisaged the construction of 22 dams, 19 hydraulic power plants (HPP) and irrigation networks for an area of approximately 1.8 million hectares. In the GAP Regional Plan, developed in 2002, the GAP Programme of the General Directorate of State Hydraulic Works (SHW) this area was stated as approximately 1.8 million hectares. Upon the development of Master Plan back in 1989, the GAP transformed into an integrated regional development project now also comprising infrastructure development in agriculture, industry, transportation, education, health and urban & rural facilities.

**5.9.6. NATIONAL LEVEL**

In addition to those movements of foundations and associations, government itself works to inform people whom work for about social entrepreneurship. There is a department called Human Recourses Development through Vocational Education and Training Projects reporting to Ministry of Education. The department held a congress to improve skills of social entrepreneurship in Gaziantep.

As a part of non-formal education, Turkish Ministry of Education gives lectures, whose fields are vary, to those who wants to benefit from. The age or educational background is not an issue; if a person wants to attend, all he/she has to do is to choose the class and enroll. Also, teachers working in courses may be volunteers.

6. EVENTS PROMOTING ENTREPRENEURSHIP



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BULGARIA

Annually, a significant number of seminars, workshops, forums, conferences, trainings and various other events are being carried out at national level. All those initiatives in the social sector aim at promoting entrepreneurial spirit and raising awareness of relative skills, making the SE objectives accessible and understandable to a broader audience, thus ensuring the inclusion of more stakeholders and further positive outcomes. A lot of materials on events and initiatives already held, up-to-date calendar on upcoming activities and trainings are available to the general audience at (but not only):

- [http://startup.bg/;](http://startup.bg/)
- [http://empatheast.net/;](http://empatheast.net/)
- [www.sociale.bg;](http://www.sociale.bg;)
- <http://socialenterprise.bg/bg/;>
- <http://www.csr.bg/;>
- <http://www.fscibulgaria.org/en/;>
- <http://ngobg.info/bg/index.html;>
- <http://www.bcnl.org/en/index.html, etc.>

Examples of SE promoting events

EMPATHEAST: Forum for empathy-driven social change in Eastern Europe.

The main objective of EMPATHEAST is to firmly put Bulgaria and the Balkans on the world map of social innovation and social entrepreneurship. As a region which deals with a dysfunctional political, economic and social systems on a daily basis, the Balkans are a unique ground where

social innovation can solve old challenges in a new way. EMPATHEAST is challenging the creativity for social change through lectures, installations, games, concerts and performances, stimulating collective intelligence and systems thinking. It is demonstrating the meaning of "public visioning" (creating a shared vision) and reflecting on intuitive and empathic leadership, self-organizing civil systems, ethical finance, energy independence, human centered design, and many more.



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<http://empatheast.net/>

Program for Social Entrepreneurship /2015/

The initiative is organised for the fourth consecutive year by the Bulgarian Centre for Not-for-Profit Law (BCNL) and UniCredit Foundation, supported by America for Bulgaria Foundation. The purpose is to aid nongovernmental organisations in the planning and execution of their profit activities.

<http://www.bcnl.org/en/news/1469-60-organisations-applied-to-this-years-edition-of-the-program-for-social-entrepreneurship.html>

International NGO Summer School

The summer school is intended for people working in NGOs and young people interested to acquire practical information and skills regarding the operation of NGOs. The main topics are related to important areas of NGO operation and development.

<http://www.bcnl.org/en/news/1272-international-ngo-summer-school-25-september-2014-arkutino-bulgaria.html>

The European Union’s commitment to growth and jobs is not just about boosting major infrastructure investment, promoting exports or improving the business environment. The EU vision is much broader, embracing the development of human potential. For the sake of its own citizens, as well as if it wants to stay competitive, Europe needs to invest in people, in their skills, in their ability to adapt and in their ability to innovate. The challenges of modern society can be met only when its members develop a sense of what it is to be an active, critical and responsible citizen of Europe, and when they are equipped to make the best choices for themselves in a constantly changing world. To achieve this, there is a need to encourage young people, to instil a spirit of entrepreneurship from early on in life — initiative, confidence, calculated risk-taking, creativity, organisation, tenacity — and to help them in the transition from school to adulthood.

Promoting an entrepreneurial culture is one of the most underdeveloped strategic areas of entrepreneurship development worldwide and is poorly articulated in policy terms. In order to promote an entrepreneurial culture among young people, it is essential to know more about young people’s attitudes, awareness and aspirations towards entrepreneurship and business.



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An effective way of promoting an entrepreneurial culture among the young population is to call upon successful entrepreneurs. They are the best ambassadors, as they deliver an image of independence, success and achievement and they can motivate young people to consider and explore entrepreneurship and self-employment.

Other initiatives such as youth business fairs, exhibitions and public relations campaigns are useful tools for introducing entrepreneurship to young people. Youth business events (e.g. galas, concerts, open business days), competitions and awards are other ways to tap into the youth culture and to gain media exposure<sup>10</sup>.

## ROMANIA

Recognising that, across Europe, social enterprises face a number of important barriers, the European Commission adopted the “Social Business Initiative” in 2011, with the aim of creating an eco-system conducive to developing social businesses and to facilitating access to funding. The Social Business Initiative proposes ways to improve social businesses’ access to funding, including EU funding through Structural Funds, and the future establishment of a financial instrument to provide social investment funds and financial intermediaries with equity, debt, and risk-sharing instruments. It also envisages activities to measure social business activity and improve the visibility and recognition of social businesses and to create a simplified regulatory environment, including a future proposal for a European Foundation Statute, as well as a forthcoming revision of public procurement rules and state aid measures for social and local services

Romanian gas and oil producer Petrom, in strategic partnership with NESsT, launched Made in Andrei’s Country – the largest social enterprise competition in Romania providing grants up to 350,000 Euros to create jobs and solve problems within Romanian communities. - See more at: <http://www.nesst.org/romania-eng/#sthash.YUXnX3GT.dpuf>

NESsT develops sustainable social enterprises that solve critical social problems in emerging market economies. - See more at: <http://www.nesst.org/romania-eng/#sthash.L1kn0p6G.dpuf>

### EVENT SPOTLIGHT

[NESsT Romania Launches Social Enterprise Competition 2015](#)



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When NESsT first started working on local-based activities in Romania in 2007, very little was known about social enterprise and its potential to improve the lives of excluded communities in the country. Today, the ecosystem is quite different, and many people and groups are involved in the social economy. Although this is great news, our message now is the same as it was in the beginning: Social enterprise offers a lasting solution to social, economic, and environmental challenges—but sustainability requires time, patience, and some appetite to accept the risk of failure. If we are serious about social enterprise, we need social enterprise to be taken seriously. To that end, I am proud of the enterprises in NESsT’s portfolio not only because they are based on sustainable business models but also because they are led by people who are dedicated enough to turn their vision into a reality and brave enough to start over when something isn’t working as well as it could be. To me, those are the qualities that define a true entrepreneur. - See more at: <http://www.nesst.org/romania-eng/?publication=nesst-romania-annual-report-2013#sthash.zppqwMXQ.dpuf>

NESsT Romania Foundation today announced the launch of “Enhancing Social Entrepreneurship, Building Bridges,” a project co-financed by a grant from Switzerland through the Swiss Contribution. - See more at: <http://www.nesst.org/romania-eng/#sthash.YUXnX3GT.dpuf>

**SOCIAL ENTERPRISE DAY 2013**

On 12 December 2013, in Bucharest, the second edition of Social Enterprise Day took place, an event that gathered 150 participants with a common interest: social enterprises in the Romanian context. Key actors and practitioners from Romania and abroad participated in lively discussions on practical issues related to the social enterprise sector, a Social Enterprise Marketplace and a pitching exercise.

See more at: <http://www.nesst.org/romaniaeng/sectorbuildinginitiatives/#sthash.lk4xXNU4.dpuf>

In Romania, where the 28 percent poverty rate (according to Eurostat) is one of the highest in Europe, social entrepreneurship is swiftly gaining support as a way to address such harsh economic realities and social disparities. Despite receiving increased attention in the past year, however, Romanian social entrepreneurs still face substantial challenges, including insufficient business experience, limited capacity, and difficulty attracting investors. With support from UniCredit Foundation and other sponsors, NESsT Romania—a social enterprise incubator currently supporting a portfolio of nine high-impact social enterprises—aims to strengthen the sustainability and capacity of Romanian social entrepreneurs as agents of positive change and inclusive growth in low-income, marginalized



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communities. - See more at: <http://www.nesst.org/romania-eng/unicredit-foundation-invests-in-the-social-enterprise-sector-in-romania/#sthash.vj30WTYe.dpuf>

## SPAIN

Strategy Entrepreneurship and Youth Employment is an initiative of the Ministry of Employment and Social Security adopted in February 2013, after a process of dialogue and engagement with the social partners, to respond to the employment situation in which many young people are in Spain.

Includes actions to enhance employability, facilitate insertion into the workplace, promote entrepreneurship and improve their situation in the labor market. To make this possible, the Strategy contains 100 measures to promote the employability of young people, whether employed or through entrepreneurship.

Catalog of measures Strategy Entrepreneurship and Youth Employment, which is part of the Youth Guarantee, includes a catalog tailored to the different profiles of youth measures.

The measures provided are structured around four main axes lines of action:

- Improving intermediation
- Improving Employability
- Incentives to hire
- Promotion of entrepreneurship

## COLLECTIVE ENTREPRENEURSHIP

Objective: Promote the collective and social entrepreneurship and encourage the incorporation of young unemployed under 30 years companies in the Social Economy.

Development of the measure: It is encourage and promote collective entrepreneurship through the development of a package of measures related to social economy and support for the activity carried



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out by cooperatives, labor societies and integration companies. In fact, the social economy and, in particular cooperatives and integration companies have demonstrated a greater capacity to maintain employment during the years of economic crisis by adopting measures of internal flexibility. Similarly, the Social Economy contributes very effectively to local development way, by creating quality jobs and cannot be relocated .It is therefore very appropriate to undertake and is a real alternative and traditional wage labor successfully employed formulas. In particular, and in parallel with measures capitalization of benefit existing unemployment, incorporating unemployed youth under 30 cooperatives and labor companies as working partners will be encouraged , through a bonus share business to Social Security of 800 euros per year for a total of 3 years.

Similarly, the same incentive for companies to hire young insert people who are at risk of social exclusion will be established. Public services must

have the technological tools that allow greater use and increased effectiveness and efficiency in the development and implementation of public policies.

TURKEY

In 2009, On Sekiz Mart University in Çanakkale, Turkey announced that theme of their annual congress is social entrepreneurship<sup>9</sup>.

Since 2010, İstanbul Bilgi University holds a contest to find young social entrepreneur of the year.

In 2012, Okan University, which is a İstanbul based foundation university, held a congress.Aim of the congress is to gather associations together and brainstorm about social entrepreneurship and major theme of the forum is woman and entrepreneur.

In 2013, Turkish Education Volunteer Foundation held a congress in Gaziantep University, Ataturk Cultural Centre. The date was set as international volunteers’day by the foundation, and the congress is called “Invisible Volunteer” which is about social entrepreneurship.<sup>19</sup>

Associations, like Turkish Education Volunteers Foundation<sup>17</sup>, Community Volunteer Foundation, The Turkish Foundation for Combating Soil Erosion for Reforestation and the Protection of Natural



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Habitats<sup>18</sup>, give lectures to their members and do activities to stay their members motivated. Their role in gaining experience in volunteer projects, working of monitoring and evaluation, and finding out how to resume a project successfully cannot be ignored.

## 7. CONCLUSION AND KEY OBSERVATIONS

Assessing the scale of social enterprises was hampered by varying definitions of the sector, and by the nature of their role, which was driven by political and social ideologies of each country reviewed. It is difficult to differentiate social enterprise from the wider non-profit sector. Data on the sector are limited, and are hampered by the lack of a universal definition.

### Key Observations

- There is a genuine interest in social enterprise and its visibility has risen;
- There is, however, still very little awareness and a lack of recognition and understanding of its models, its professionalism and value creation; The description of social enterprises needs to be further clarified.
- There is an interest in continuing the discussion on framing the concept of social enterprise, as part of a broader and holistic plan to support and promote the social economy, its principles and values, and clearly separating it from corporate social responsibility (CSR);
- Citizens, civil society and social enterprises must be at the heart of European Strategies aimed at promoting social cohesion, social inclusion and well-being;
- Few Member States have implemented national support programmes, however more activities are happening at local level in some Member States;



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- Without clear political will and ownership by public authorities at all levels (EU, national, regional, local) the full potential of this type of enterprises will not be fully unleashed;
- Parts of the ecosystem to grow social enterprise in Europe and at Member State level already exist, but need to be pieced together and placed within a coherent framework that spans policy areas;
- Exchange of best practices is crucial to inspire and build a social enterprise community in Europe, but must also include an element of transferability between countries;
- Support programmes and suitable financing must also be developed for the post start-up and scaling-up phases to ensure sustainability. Social enterprise support must therefore be developed using a lifecycle and holistic approach;
- A key area to address is capacity building for public authorities, the private sector and social enterprises in areas such as recognition, social impact measurement, investment readiness, startup and entrepreneurship programmes, etc.;

More value should be placed on social impact and results and they should be included in more reporting as a complement to economic reporting. However awareness raising and training in current methods are crucial.

The biggest challenge is awareness – a proper understanding of what social enterprise with a real danger of it being limited to very narrow legal forms in some countries. Access to finance and public service markets also represent significant barriers, along with articulating and measuring social value in practical and inexpensive ways.

There is growing interest in social enterprises from potential social entrepreneurs, governments (at national regional and local level) and other public bodies, some private businesses, educational establishments and financial institutions. Social enterprise could play a much bigger role helping tackle the challenges that face Europe around the youth population, the environment and unemployment.



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