#TCP2016 FORUM

Towards Collaborative Practice
Forum on Social Innovation and Entrepreneurship

Lecce, Italy - Nov 28 – Dec 2, 2016

www.tcpcommunity.eu

FINAL REPORT
Outcomes and Evaluation

Funded by the “Erasmus+” EU programme and co-organised by the Italian “Erasmus+” National Agency and the SALTO-YOUTH Participation Resource Centre, in collaboration with the Bulgarian, Danish, French, Hungarian, Maltese, Spanish and UK “Erasmus+” National Agencies.
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Introduction

#Background of #TCP2016 Forum

The #TCP2016 Forum builds upon the outcomes of the “Towards collaborative practice 2015. European conference on youth work, social innovation and entrepreneurship”, organised in Malmö Sweden in November 2015. The conference aimed to explore the potential of youth work to support social innovation and entrepreneurship and to advance collaborative practice. It created a platform to discuss social innovation, entrepreneurship and young people and to map support structures, initiatives, programmes and financial schemes at the national and European levels.

One of the most important conclusions of the conference was that cross-sector collaborative practice was indeed the key to successful, sustainable and innovative entrepreneurial projects. The conference also reinforced our belief that the youth work sector needed more examples of social innovation and entrepreneurship practice, projects, success stories/failures, methods and tools to familiarize itself with these concepts, learn from previous experiences and improve the quality of its projects.

#TCP2016 Forum Concept

With this in mind, we decided to take the next step and design the #TCP2016 Forum, an eminently dynamic and interactive event, where participants would be given the floor to give and receive information and inspiration.

The #TCP2016 Forum was a laboratory of ideas, methods and tools where experienced people, who work in the field of entrepreneurial learning/entrepreneurship/social innovation, interacted with participants on how to make their innovative projects sustainable. Participants were able to network and initiate international cooperation projects within the youth sector and beyond.

The wider aim of the event was to build a European network of projects, ideas and experiences of social innovation and entrepreneurship, with a particular focus on Erasmus+/Youth in Action opportunities. The forum was also an opportunity to discuss future pathways for social innovation and entrepreneurship, explore new opportunities and build a platform for cooperation on innovative projects and initiatives.

#Objectives

- Create a common understanding of social entrepreneurship and social innovation, and impact creation;
- Facilitate networking and collaboration among participants;
- Offer an opportunity for sharing ideas, tools, methods, challenges and good practices;
- Provide information on Erasmus+ funding opportunities to promote project building to foster social innovation and entrepreneurship.

Programme

The #TCP2016 Forum used innovative and creative methods to bring concrete examples, share methods, practices across sectors, and experience the local realities of innovation and social entrepreneurship face-to-face during the field visits.

There were several opportunities for participants to interact and contribute to the #TCP2016 Forum objectives. Workshops were led by experts and participants selected during the application process.

Likewise, good practices, innovative methods, tools, and learning experiences on how to overcome obstacles were offered a space on the stage for showcasing. Open space was available to everyone for a structured brainstorming so as to tackle not only pending topics but also to facilitate networking and project building among participants.
### November 29th

<table>
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<th>Time</th>
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| 9.30 - 11.00 | Opening Ceremony  
Greetings from the organizers  
Toward our experience - What has been done  
#TCP2016  
Connecting the dots |
| 11.30 - 13.00 | Tweeting on Social Innovation and Entrepreneurship  
John Stevens - Royal College of Art  
Roberto Guerra and Domenico Sciacovelli - Banca Etica |
| 15.00 - 16.30 | Problem Solving Exercise  
Round Tables with experts.  
Roberto Guerra e Domenico Sciacovelli - Banca Etica  
Erica Cornaglia - Ashoka Movement  
Alan Johnson - Symbiont consulting ltd  
Claudia Reich - Europa-Service Nordthüringen  
Mohamed Yassein Hussein  
Mohamed Salman - Mesaha for community Development |
| 21.00 | Visit of Lecce |

### November 30th

<table>
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<th>Time</th>
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| 9.30 - 11.00 | Collaborative Practices  
Showcases round 1  
Danny Quinn - Blacksheep Collective - UK  
Riccardo Maiolini - Italiacamp - IT  
Sophie Choron - Osons Ici et Maintenant - FR  
Julie Murat - Bridge for Billions - ES |
| 11.30 - 13.00 | Collaborative Practices  
Showcases round 2  
Angela Maiello - Fork in Progress - IT  
Duncan Chamberlain - Bridging to the Future - UK  
Anna Sowa - Chouette Films - UK  
Mahjoub Chahine - APEFE - BE |
| 15.00 - 18.00 | Study Visits  
SellaLab - Lecce  
Wip - Galatone  
Boboto - Lecce  
(Officina Creativa) Made in Carcere - Lequile  
Luna laboratorio rurale - Secli Staisnergico - Racale |
| 21.00 | European Fair |

### December 1st

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<th>Time</th>
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| 9.30 - 10.00 | Keynote Presentations - Erasmus+ and Good examples  
Fumie Izaki - UK National Agency  
Duncan Chamberlain, Bridging to the Future - UK |
| 10.00 - 11.30 | Open Space Technology, collecting ideas  
Working on the ideas in smaller WG |
| 15.00 - 16.30 | Inspirational Talk - Radu Seuche  
Promises and Action Plans |
| 17.00 - 18.30 | Movie with pictures of the Forum  
Passing the Pomo  
Bye Bye, see you in UK |
| 21.00 | Concert |
Connecting the dots

‘Connecting the dots’ was designed as a cross-cutting activity to set goals, check the progress of the event, draw conclusions and create action points and promises for the follow-up of the event. Connecting the dots served the twofold purpose of monitoring and linking the learning throughout the forum and making connections amongst the different sectors (coloured dots) attending the event.

#Top3Goals

Setting our 3 goals Networking, Developing New project Ideas, Clarity on Social entrepreneurship

#top3goals #tcp2016

#top3goals #tcp2016 get better funding (Erasmus+), learn from the others, make better use of social innovation and international cooperation

#TCP2016 #top3goals networking, exchange of ideas, emotional engagement, select strategical key partners

#top3goals #tcp2016 1) new cooperation 2) exchange & sharing best practices 3) realise actual meaning of social entrepreneurship & innovation

#top3goals #tcp2016 network - tools - learning from others
#top3goals #tcp2016 are networking, benchmarking / precedent finding, pizza / pasta / wine and the rest!!

#TCP2016 our team #top3goals are know different approaches #entrepreneurship, measure impact on youngsters’ skills & know people for network

#top3goals Share methods for evaluating impact of #socialinnovation #TCP2016

#top3goals to know more people , extend network #tcp2016

#top3goals learn about different & shared approaches, frameworks for #socialinnovation #tcp2016

#tcp2016 #top3goals - networking, skills & attitudes for successful #Entrepreneurship #inspiration

#2similar #tcp2016 supporting and promoting #social #entrepreneurship in different ways to various target groups

#2similar #tcp2016 - youth empowerment & enabling ... tackling poverty of aspiration

#tcp2016, #2similar youth work and social entrepreneurship. #2different are creative culture and funding arrangement

Blending prospectives and experiences into a new level of innovation #together #tcp2016

#together #tcp2016 think outside the box and put new ideas in your box!

#tcp2016 #together shared perspectives, knowledge, experiences #social-Innovation

#tcp2016 #together i feel better already

#TCP2016 in conclusion #together we would improve our different #entrepreneurship proposals thanks to our different cultural & points of view

#together+ #tcp2016 similarities & differences will help us to build up something that will positively impact our local communities…

#TCP2016 building strong partnership by respecting differences #together

#together #TCP2016 - transnational sustainable relationships

#tcp2016 sharing is caring #together we can do #more #socialinnovation #social #impact
#Midway

*#tcp2016 #midway* inspiring value proposition understanding the customers sharing best practices marketing

*#tcp2016 #midway* Local realities, complexity of different points of views, and new ideas from others experiences

*#tcp2016 #midway* good workshops, Nice and exciting People

#Promises & Action Points

- Promise to learn more about Erasmus+ and spread it to colleagues
- Engage with new projects and create new projects
- Create new twitter account
- Keep in contact
- Become an entrepreneur
- Spread out ideas of social values
- Support more local business and get more involved
- Take action as soon as possible
- Make efforts to be more in touch with partners
- Be more open for cooperation with others
- Be always happy despite failure
- To learn something new everyday
- Not give up as soon as I see obstacles
- Use already existing practices
- Act with a plan
- Be more in touch with partners
- Be more open for cooperation with others
- To listen more to people
- Find your own way to work
- Implement ideas
● Sharing ideas and experiences with other people
● Personal growth and suggestions for improving
● Check twitter/sign up
● Carefully look around local needs
● Proposition
● I week workshop in London on Design-led social innovation for young adults
● Start action
● Share knowledge with team
● #TCPCommunity - Facebook group - join and participate
● New expectations, network
● Entrepreneurship - Social return investment - Multiply - Different practices - technological revolution

● Innovation - renewable energy - social funds - crowd funding platform
● Passion - Dedications - setting priorities - success application
● Launch eskills for women and engage people for a benefit cooperation
● Just do it
● Energy + Synergy
● Talk, share, listen, + think
● Follow all the connections to collaborate with
● Further develop my network
● We learn how the dots are connected
Tweeting on Social Innovation and Entrepreneurship

Roberto Guerra - Banca Etica and John Stevens - Royal College of Art

This activity aimed to create a common understanding of Social Innovation and Social Entrepreneurship among participants. To do so, we asked participants to tweet or to write on a flipchart paper the idea that they had about the two concepts, based on their experience.

We also invited two experts on the stage to discuss the definitions and understandings proposed by participants: Roberto Guerra from Banca Etica, Italy an expert in the field of social entrepreneurship and John Stevens from the Royal College of Art, UK an expert in the field of social innovation.
Round Table with Experts

Erica Cornaglia - Ashoka Movement (Italy), Alan Johnson - Symbiont Consulting Ltd (UK), Andrea Del Piaz – Italiacamp (Italy), Mohamed Yassein Hussein Mohamed Salman - Mesaha for Community Development (Egypt).

The exercise aimed to help participants to discuss among them, and later with the experts, the most common challenges that social innovators or entrepreneurs face during their activities. These are the four suggested challenges illustrated by our graphic facilitator Paul Dumitru:
Collaborative Practice Showcases

This session aimed to showcase some examples of social enterprises and projects from various countries. The speakers presented their activities, success stories as well as failures and how they overcame them.

#Workshop: Blacksheep Collective

Danny Quinn

Rapporteur: Fumie Izaki

Main topic:
How the Bar Black Sheep coffee shop came about community coffee shop with crowd funding (£50,000 from 3,000 people) and how Black Sheep Collective works.

Three most relevant topics:
1) Small organisations have to self-starting and to self sufficient as governmental and public funding is dwindling. What you do with the profit matters and there is no such a thing as 'non-profit organisation'.
2) Mechanics and benefits of crowd funding and how to start and continue a social enterprise.
3) How to share your stories and ideas from the beginning via active use of social media and engage with people.

Methodology:
The short presentation by Danny Quinn around video clips about the coffee bar, interviews with the initiators, crowd funding pitch page. The delegates were asked to put any questions anytime during the presentation that turned into some delegates sharing their stories related to the topics. The delegates then became interested in the entire collective business re: profitability, a range of projects and decision-making process. The delegates were given a template to turn their ideas into a social enterprise, which was used when starting Blacksheep Collective.

Top three outcomes:
1. Importance of beating/ knowing the competitors in the area, by focusing on USPs (e.g. products, values, conversations, use of Suspended Coffees).
2. You should not work alone but work with other organisations/people and pool the expertise and skills together and keep a flat/non-hierarchical structure within your Social Enterprise.
3. Give funders what they are interested in (e.g. big funders are interested in numbers rather than individual stories).

Conclusions:
1) Broadcast consistent and simple message in order to reflect what the community needs and keep the community engaged.
2) Importance of self-sufficiency, a sense of equal ownership of the social enterprise amongst workers/staff, and creativity.

Any Comments?
Informative workshop and very engaging and approachable workshop leader. Shame about poor internet connection and lack of speakers.
#Workshop: Building the future with intergenerational solidarity

**Angela Maiello**

**Rapporteur:** Adélaïde Legrain

**Main topic:**
Intergenerational solidarity within a business

**Three most relevant topics:**
1. Intergenerational solidarity.
2. Addressing clients’ expectations.

**Methodology**
Angela Maiello did a short presentation of the project “Fork in progress – narrative kitchen” , Foggia (Italy, its goals and the challenges the team has been facing. Then participants asked questions about the sustainability of the business model based on the workforce of professional and volunteers. The integration of a professional (a Chef) into a social project based on solidarity between older and younger volunteers has been debated. Then the will of clients is very important: what do they expect from the project? How the team should adapt its project to the demand? Are clients observers /witnesses / actors in the project

**Top three outcomes**
Some reflexion and ideas came up about how to create a synergy between:
1) One professional Chef;
2) The expectations and availability of older and younger volunteers;
3) The clients who come to have a nice lunch. A cross-sectoral and holistic vision is needed.

**Conclusions**
The challenges of the project have been discussed with people from different backgrounds and with different perspectives. The synergy between stakeholders and beneficiaries as well as the sustainability of the business model are both challenges that every social enterprise may face. Understanding one successful project (self-sufficient after few months) could help everyone to identify strengths and weaknesses in his own ideas/projects.
#Workshop: Exploring innovative solution to craft social innovation activities

**Riccardo Maiolini**

**Rapporteur:** Adélaïde Legrain

**Main topic:** Conceptualization of social innovation.

**Three most relevant topics:**
1) Defining social innovation;
2) Identifying the stakeholders and their roles;
3) The sustainability of a social enterprise.

**Methodology**
Riccardo Maiolini contextualized the workshop with the presentation of a study about the Italian social innovation sector. The study focuses on the characteristics of the social innovation sector (state of arts, definitions, approaches, stakeholders. fields of action, geographic areas). The participants were free to intervene. They asked questions about the meaning of "social" and the business aspect. In the end, one of Riccardo's colleague, Andrea, briefly presented five different projects that have been supported by Italiancamp, whose objective is to bridge the gap between ideas and reality.

**Top three outcomes**
The characteristics of social innovation according to the study presented during the workshop and the five examples of projects supported by Italiancamp are available in the Power Point of Riccardo Maiolini, that he will publish on TCP community website.

**Conclusions**
Everyone has an idea/definition of what "social innovation" is, depending on his background, environment and perspectives. This workshop puts words and data on "social innovation meaning", as well as examples. People attending this workshop can have the same common grounds to 1) precise or debate on the meaning and characteristics of social innovative projects, 2) get an holistic approach of the challenges (who? why? where? how?). This workshop provided the participants with a common framework, based on Italian context.
#Workshop: SLAM! Practical economic independence for young people & communities.

**Duncan Chamberlain**

**Rapporteur:** Fumie Izaki

**Main topic:** How Bridging to the Future has come about and sharing the experiences of developing and maintaining SLAM! model with a SLAM! leadership project for 18-years old as an example.

**Three Most relevant topics:**
1. How young people in school can understand the cycle of making profit and investing the profit back into the community with an appropriate model.
2. How to enable young people to run a business with relevant support so that they become empowered to do it themselves and develop resilience.
3. Importance of economic independence and non-reliance on government/state support (e.g. street economies).

**Methodology**
The workshop focused on the journey Duncan and Bridging to the Future have taken so far and mechanics of SLAM! model with questions and answers for 30 minutes, followed by having a small group to play a business game (spec: a group of 4 to make a pitch for selling 5,000 spoons to an organiser of a EU event in England happening in a week). A Dutch delegate (young entrepreneur) shared his story with positives and challenges to kick-start the discussion. Duncan then distributed BTFF's leaflet and offered to share other resources.

**Top three outcomes**
1. Once you develop a robust core model, you can adapt it into different context (e.g. social enterprise, self employment, etc.) and achieve self-sustainability.
2. The company works with professional experts to help them develop further and move on, rather than telling them what to do.
3. Real business needs to be brought into school for the students to understand what entrepreneurship is in reality.

**Conclusions**
To make your idea/project work, passion is important approach of the challenges (who? why? where? how?). This workshop provided the participants with a common framework, based on Italian context.

**Any comments**
A good presenter, good fun with a business game. I think the presenter felt that it could have been improved by having a separate room rather than a space with a divider but positive attitude amongst the delegates made it work.
#Workshop: Fabrik a DecliK

**Sophie Choron**

**Rapporteur:** Juan Ratto-Nielsen

**Main topic:** During this participatory workshop, we looked into the backstage of the FabriK à DécliK, a “citizen expression festival” for young people taking place in France (Bordeaux and Lyon) once a year since 2015. Different structural aspects of such event (the co-construction of the program and the communication strategy towards young people) was experienced by the workshop participants.

*Three most relevant topics:*
1. Youth mobilization
2. Solution oriented-mode
3. From idea to project

*Methodology*
Explanation, different steps of the project, testimonial short movie.

*Top Three outcomes*
1. Concept of the event 3.5 days.
2. Different activities/diverse target.
3. Experience the creation process of the event Ideation workshop.

*Conclusions*
Looking for a follow up system. Developing. A model to export the model. The idea of the festival and diversity. The transferability of the method. The co-construction and Needs analysis. Possibilities for international level. Pre-incubation. Format of the workshop and concentration of activities. Empowering young people, the three phases.
#Workshop: Female Entrepreneurship programme in Morocco

**Mahjoub Chahine**

**Rapporteur:** Raluca Diorescu

**Main topic:** The implementation, success factors and obstacles of an entrepreneurship programme targeting women in Morocco, implemented by APEFE Wallonie-Bruxelles.

**Three most relevant topics:**
1. The main elements of the programme (awareness raising, training, incubators, guidance, mentoring, coaching).
2. The success factors of the implementation of the programme in Morocco. One of the most successful factors was the importance of working with reliable partners on the ground. The local partners need to take ownership of the programme in order to insure its follow-up, independently from the Belgian Institution.
3. The new approach and initiatives to be implemented in the future in order to increase the impact of the programme (e.g. increase the number of partners, digitalise the programme, insure a national coverage instead of a regional one, target men during the promotion of the programme, promote social entrepreneurship as well).

**Methodology**

The workshop consisted of a presentation of the programme followed by an interactive session with the attendees. The exchange of experiences and practices on the topic of female entrepreneurship was encouraged by the workshop leader. The purpose for that was to provide a comparative overview of female entrepreneurship programmes in Europe and its neighbouring regions and to get inspired by other successful practices.

**Top three outcomes**

The similarities and differences in the conception and implementation of female entrepreneurship programmes in Europe and Morocco.

**Conclusions**

The workshop was particularly informational and inspirational concerning the promotion of entrepreneurship among women in a country where traditionally women are not encouraged to be economically independent. Social entrepreneurship was not specifically promoted during the first edition of the programme, but it will be during its second phase.
#Workshop: Managing creativity for social change - ideas from documentary filmmaking

**Anna Sowa**

**Rapporteur:** Francesco Romano

**Main topic:** Film producer using the medium of film as a tool for social change.

**Three most relevant topics:**
1. How to foster creativity in project managers, team leaders and entrepreneurs.
2. How to increase impact on humanity with a minimal impact on the planet.
3. How to use film as a powerful tool for social innovation.

**Methodology**
Three examples of Chouette Films work have been presented. Through these three examples the facilitator has been able to show how, in her experience of working on film projects for social change, creative ideas can often be 'killed' at an early stage when they are not received initially in a welcoming way.

The facilitator then gave examples of ten different ways in which project managers, team leaders, entrepreneurs in general can foster creativity (e.g. Motivational interviewing, listening by reflecting, etc).

**Top three outcomes**
1. The work and the tools used for fostering creativity in project managers, team leaders and entrepreneurs.
2. The tools and the strategies used for realizing a film with low impact on the planet.
3. The social impact of the films realized by Chouette Films.

**Conclusions**
The parable of two seeds’ is the most effective sentence for expressing the concepts of the workshop, that means that ideas need time to develop and our role as leaders is not to rush them.
#Workshop: Challenge your Value Proposition

**Julie Murat**

*Rapporteur:* Francesco Romano

**Main topic:**
Bridge for Billions is the premiere online incubator for early-stage entrepreneurs. It enables quality mentorship and helps people to structure, develop, and refine their business.

**Three most relevant topics:**
1) The democratized access to the entrepreneurship support worldwide.
2) A well-defined path that supports the entrepreneurs.
3) An innovative, online approach that helps people to transform their ideas into real projects.

**Methodology:**
The workshop had one part that was more theoretical and another one that was more practical. It consisted of a simulation of the services that Bridge for Billions offers to its customers.

**Top three outcomes:**
1) A well-defined path that drives the customers from the idea to the start-up/small business.
2) The mart matchmaking between the potential entrepreneurs and his/her mentor.
3) The structure of the mentoring and the tools used for doing it.

**Conclusions:**
The workshop was really interesting and it offered the participants a different way of looking at the support services that could help them to create and improve their business.
Boboto promotes activities oriented towards the worlds of education, social inclusion and social innovation.

The most important current project of Boboto is "MONTESSORI 3D", that wishes to maximize the use and inclusiveness of Montessorian pedagogy in all educational contexts. The project aspires to reproduce Montessori material through 3D printing, laser cutting, and other technologies.

**Top outcomes:**
- The use of Montessori approach into traditional education environment.
- Reproduce tools to make them affordable to public education, teachers and families to promote inclusion.
- The files are open source and available to anyone that would like to use them.

**Conclusions:**
The idea of open source, the production of learning material adapted to the learning needs, the possibility to get private and public sponsorship to develop the idea.

**Any Comments?**
The approach itself was a practical application of social innovation and entrepreneurship. The field visit was also quite interesting from the technical point of view as we could see first-hand how the material was produced with laser-cutting and 3D printers. A point for improvement could be a deeper explanation of the social elements behind initiative. Nevertheless, some participants asked questions and we got to know the issues of inclusion and how the CEO became involved in this project.
Officina Creativa s.c.s. is a non-profit company. Through the products of the “MADE IN CARCERE” brand, we give a second chance to female inmates.

OFFICINA CREATIVA s.c.s. is a non-profit company active in the rehab and reintegration of disadvantaged people. Through the products of the “MADE IN CARCERE” brand, Officina Creativa promotes the philosophy of the “second chance”: another chance to women and a new life to fabrics and objects. In the prisons of Lecce and Trani the female inmates make bags and accessories using waste and recycled fabrics.

Top outcomes:
• The necessity of a business perspective for a sustainable project;
• Promoting the philosophy of the “second chance”: another chance to women and a new life to fabrics and objects;
• Diversifying activities with social added value.

Conclusions:
Officina Creativa is innovative from a social point of view (giving a second chance to stigmatized people) as well as from an economic perspective (using free social media and recycled fabrics). Officina Creativa finds a perfect balance between pursuing social goals and economic development in order to hire people and diversify its activities. Social added-value and economic development (business aspect) are the main priorities of social and innovative entrepreneurship.
Incubation of Fintech Startup, Acceleration of Digital Startup, Corporate Programs

During the visit the participants discovered the opportunities given by SELLALAB (a spin-off of Banca Sella Group) to the region. Create a Network with multiple players, incubate but above all innovate through people and start-ups.

**Top outcomes:**
- Two innovative start-ups have been presented, directly by the two young people run them.
- All the path from the idea to practice has been analized and we could have a direct experience about the connection between all the parts involved: young entrepreneurs, incubator, investors, community.

**Conclusions:**
The benefits of the incubator experience are direct and practical; the young people are free to explore the better way to reach their goals, with the support of the incubator, but with no pressure about the economic output. The investor is really involved in the process and could directly check what the entrepreneurs are doing and what kind of solutions they can find through its support and cooperation. The community the young people come from is involved in their personal and professional development.
A journey to foster the growth of a renovated local rural community
How to engage with everybody in the area so that they feel they own the space and make it nice and useful to them through their contributions. Luna is doing it legally - currently a cultural association but now looking into turning a part of the operation into a cooperative in order for the activities to become sustainable.

Top outcomes:
• Be clear about your core values (in Luna, it is about being a hub of a community where everybody can run their projects and application of traditional/ancient methods.
• Ask everybody in community what they want to use the space/centre for.
• Help each other out within the community without financial transactions nurture co-working principle.

Conclusions:
Be open to people and individual ideas and integrate them under an over-arching vision.

Any Comments?
I think the participants enjoyed very much finding out about the activities and their approaches, values and challenges in situ.
Work in Progress focuses on all opportunities offered by the EU in the fields of social innovation in mobility, training and entrepreneurship.

The visit showed the “EUPrjectHub” model of social innovation: it gives youth organizations the opportunity to write European projects in a more efficient and sustainable way; they will therefore have more chances to obtain funds for the implementation of their activities. The participants discovered the organizational and business model through a workshop about how to implement the model in their local reality.
STAISINERGICO is a coworking space that enhances regional values, creates employment and educational opportunities.

During the visit we first went to Alliste (LE) where there is a “synergistic gardening” created by Staiterraterra, an association born after the meeting of Jolanda and Fabio, two members of Staisinergico. After this, we went to Racale to visit the headquarters.

**Top outcomes:**
- Combining organic farming and tackling female unemployment;
- Ideas for the participation of unemployed people in the region for the development of ecological agriculture;
- Development of innovative methods for raising children.

**Conclusions**
During the visit were discussed ideas for the preparation of joint projects. Participants exchanged addresses and we agreed to continue the exchanges.
European Fair

#Presenter
John Stevens

Country
United Kingdom

Organisation
Royal College of Art, London, UK

Description
Goldfinger Factory: a design, build and teaching platform centred around up cycling to create furniture while helping artisans and artisans-in-the-making become self-sustaining through craft and in turn saving materials from landfill in one of London’s most deprived yet wealthiest areas.

#Presenter
Umulkhayr Mohamed
Country
Wales

Organisation
The Centre for African Entrepreneurship

Description
A Youth Entrepreneurship Network (targeting disadvantaged/disenfranchised young people): This network will provide an opportunity for true partnerships between the business professionals and the local community and young people, creating an environment that allow them to impact through innovation.

#Presenter
Jovana Kepčija

Country
Croatia

Organisation
Rehabilitation centre for stress and trauma

Description
My organization and the work we do, to show our projects and how we contribute to the less fortunate places to get what is in their need, like opening Youth centers, employment of local citizens to look after the elderly or opening Community center for disabled people.

#Presenter
Eei Pavlaki

Country
Greece

Organisation
DEMOSCOPIO HERAKLION CRETE, GREECE
Description

‘DEMOSCOPIO’ engages the stakeholders of the city in open dialogues, based on the methodology of Structured Democratic Dialogue, to resolve complex issues with consensus. Consulting to new ideas and keys how to become a viable business. Workshop of a Dialogue Game using our software ‘Logosofia’.

#Presenter
Filomena Tucci

Country
Italy

Organisation
Eskillsforwomen founder Reggio Calabria Italy

Description
Eskillsforwomen is a program for women born in the south of Italy on digital skills and opportunities offered by stem, robotics and it for women of all ages. The challenge that I would like to launch is transform the program in a benefit society and help women around the world

#Presenter
Simona Savickiene

Country
Lithuania

Organisation
European social entrepreneurship and innovative studies institute

Description
Voyage Challenge - kick off social business development system with personal and professional development activities, leadership, coaching, mentoring, etc. During 2016, 15 social products were developed, 65 youths participated from all over the world.
#Presenter
Mohamed Yassein Salman

Country
Egypt

Organisation
Mesaha for Community Development

Description
Beyond spaces, enabling approach for social innovation through a cooperative enquiry, we questioned our five-year experience with Mesaha - activists' enabling space in Cairo, to highlight five layers of interdependent meanings about the significance of such kind spaced to social activism.

#Presenter
Engin ÇAVUŞ

Country
Turkey

Organisation
DEAR (Duzce Educational Advisory and Research Association)- Duzce, TURKEY

Description
A project idea on social entrepreneurship, which we can discuss among participants and cooperate under the frame of Erasmus+

#Presenter
Ksenija Martinović

Country
Montenegro
Organisation
Association for Democratic Prosperity - Zid (ADP-Zid), Podgorica, Montenegro

Description
ADP-Zid is leading applicant for YOUSEE! Platform for Social Innovations in Youth Employment (www.youseefor.me). YOUSEE! is a regional project and response to youth unemployment in Albania, Bosnia & Herzegovina, Kosovo, Montenegro, Macedonia, Serbia and Turkey, through research and social innovation testing.
Open Space Technology

OST offered participants an opportunity for discussion, sharing and developing future projects by setting their own agenda. As a result, 9 sessions were proposed and initiated.
#How to inspire unemployed and people in situations of social exclusion to innovate and set up their own business

Initiator
Nadia Grech

Rapporteur
Nadia Grech

What was discussed?
Start by empowering the people and help them believe that they can do it that society needs their skills that they can make a change to society and themselves. The family can be an important role in this phase. There is a lack of skills in the labour market therefore we need to assess the needs of the markets, and promote the right kind of training, engage people to pursue such training, mentor and follow-up and promote the opportunities they can engage it - both in employment or self-employment.

New ideas?
Change the way we teach, move away from academia and focus more on the practical work. People can promote their skills obtained from life experiences and other informal practices on a CV which can take forms in more modern tools such as a video or photos. Help people engage in fun and motivating projects which will entice them to learn more and do what they love, do things that makes their brain work and what makes their body and mind get out of their comfort zone.

Conclusions - Next Steps
Rope in NGO’s, Academics and Companies to help out using more job shadowing and using apprenticeship schemes and opportunities. A learning and motivational model is required, this created by the suggestions of these people together with professionals while including Gov and EU funding to help this flourish.
#Promoting entrepreneurship practices to disadvantaged young people

Initiator

Harry Young UK

Rapporteur

Ildikó Rózsás

What was discussed?

Using Erasmus + funding to organise youth exchange for young people from UK, Hungary and Bulgaria to increase young people's knowledge and skills about social and business entrepreneurship. Topics like: team building, benefit volunteering increased self-confidence and other personal development like decision making etc. As regards business, entrepreneurship young people will take part in session to learn business practice and design new products will present to the groups. Cultural learning will also take place and new language skills will be developed. Youthpass certificates to award young people with an accredited award

New ideas?

New youth work proposal under KA 1. Possible job shadowing project to follow as partnership working develops.

Conclusions - Next Steps

More contact to be made after this forum.
#Measuring impact of entrepreneurship programs in young people skills' acquisition (empowerment)

Initiator
M. Teresa Clotet - Diputació de Barcelona

Rapporteur
Idem

What was discussed?
1 - The interest of self-growing as a starting point of entrepreneurship promotion programs.
2 - The different ways of considering entrepreneurship concept (economical, social).
3 - The necessity of always being in contact to social reality and evaluating future necessities in order to implement it in entrepreneurship training.
4 - The importance of impact evaluation as a basis of a program improvement.
5 - The importance to make the impact evaluation from the point of view of young people (not about the impact of economic or material results, nor about the impact in the promoting organisations).
6 - The necessity to select a limited number of capacities to be monitored.
7 - The difficulty to select the most important items in the design of the impact measure engine.

New ideas?
1 - To use forms from organisations or enterprises that recruit by competences as inspiration source to design the measure methodologies.
2 - To involve young people in the design and implementation of impact measure activities.

Conclusions - Next Steps
We encourage the interested organisations to design an engine to measure impact of entrepreneurship programs in young skills acquisition and to share with everybody involved in this matter.
#7 cooperative principles in practice

Initiator  
Martyn Johnston

Rapporteur  
Young Cooperator Network

What was discussed?
- History of co-op movement  
- Young Co-operators Network; translating old principles into practice to inspire younger people  
- 7 cooperative principles and examples of good practice  
- Historic challenges of self managed organisations

New ideas?
- Tools such as Loomio  
- Methodologies such as sociocracy

Conclusions - Next Steps
- Free ourselves from old ideas and theories. Cooperation is more of a mentality and a practice.  
- A useful start was made translating principles into practice and the Young Co-operators Network will continue to work on this.
#The effects of Discrimination in Education

Initiator
Vassya Likova-Arssenova

Rapporteur
Vassya Likova-Arssenova

What was discussed?
The following education providers mustn’t discriminate against:
schools
further education institutions like colleges
higher education institutions like universities
immigrants
refugees
migrants
people from countries outside Europe - as Jordan - for example
teachers or staff employed by the school, college or university.

It’s only unlawful discrimination under the Equality Act if an education provider treats you unfairly because of:
disability
gender reassignment
pregnancy or maternity
race
religion or belief
sex
sexual orientation
The Equality Act calls these things protected characteristics.

During the discussion expressed their views - particularly by the representatives of Turkey and Jordan - that feel discrimination in European policies and opportunities to build European projects-particularly in the current situation in Europe.

New ideas?
They expressed ideas - to seek ways of involving migrants and refugees to European culture with special projects and training, to promote mutual understanding and cultural meeting.
Developing training programs to overcome cultural differences - as a way of fighting discrimination - especially in young children and students.

Develop training courses for profession - for immigrants and migrants, refugees - to overcome discrimination in education.

Development of language courses - migrants and refugees to help them quickly adapt to the culture of the city, the locality in which they are established to initiate children to attend school and parents to have jobs. Do not weigh on the budget of the European Commission - themselves made their money and take care of their families.

**Conclusions - Next Steps**

- To organize more training for overcoming discrimination - especially in schools and educational institutions.
- To organize interlanguage and intercultural courses to help understand the specifics of the new culture of the ethnic groups that come in Europe.
How can we engage young innovators in trade unionism?

Initiator
Alan Johnson

Rapporteur
Alan Johnson

What was discussed?
We discussed the following topics:
What are the benefits of engaging with trade unions for social innovators?
Topics discussed included increased productivity, happy workforce, supported staff, supported management, risk mitigation against industrial tribunals, risk mitigation against contract breach, support for the company in terms of getting policies and procedures right.
Why do young innovators not engage? Topics included a fear of radical action against the company, concerns over negative stereotypes.
How can we engage young innovators? Topics discussed included working with universities and colleges, inspiring employers, competitions to solve problems and clearly communicating the benefits to young innovators.

New ideas?
The debate resulted in a clear vision that partnerships should be created between trade unions and universities, colleges and schools to communicate the benefits of trade union membership for social innovators prior to them establishing their businesses.

Conclusions - Next Steps
Communicate the above message to a range of trade unions and educational establishments. This may be done in the UK via existing links to national trade unions (PCS, Unite in the Community etc) and educational establishments.
#Competences for employability in the future labour market

Initiator
Alberto García García

Rapporteur
Alberto García García

What was discussed?
New trends in the labour market (especially new competences for employability)

New ideas?
The session was an opportunity to get participants acquainted with the new trends in the labour market, the drivers of those tendencies, their expected impact and how the so-called competences for employability will dramatically change in the near future. Frederik (Denmark) and Tucci (Italy) played an important role in the activity sharing their professional experiences on incorporating IT competences into educational curricula.

Conclusions - Next Steps
Participants agreed on the need of adapting our educational systems (both formal and non-formal) to the expected changes. Non-formal education can play a significant role on developing the new set of competences among young people. Collaboration frameworks were discussed among the participants and key resources as 21st Century Skills and ESkills for jobs were shared.
# Promoting sustainability and active citizenship at individual level

## Initiator
Alberto García García

## Rapporteur
Alberto García García

## What was discussed?
Strategies to promote sustainability and active citizenship at individual and local level.

## New ideas?
Two initiatives were showcased to the participants in the workshop: Yo Actúo and 90 jours soyez la change climatique. Both of them promote sustainability and active citizenship at individual and local level. Moreover, the participants also shared useful resources in the field of sustainability.

## Conclusions - Next Steps
Two participants showed their interest to implement the YoActúo model into their countries and consequently the first steps of a long-term cooperation were established between the parties. In addition, the participants got acquainted with the main management tools used in the project.
#How to use new tech to develop entrepreneurship competences

Initiator
Naomie Escortell and Massimo Capano

Rapporteur
Naomie Escortell and Massimo Capano

What was discussed?
We presented our idea about using NT as tool to implement or teach new competences aimed on entrepreneurship.
The most important thing is to know that we have to be focused on the process having a look on the final products.
During the process we can work around these key competences:
2: Communication foreign languages
3: Mathematical competence and basic competences in science and technology.
4: Digital competence
6: Social and civic competence
7: Sense of initiative and entrepreneurship
Another interesting thing is that you can develop practically the following skills: teamwork, problem solving, project management, interaction between, timing, organization, and international dimension.
We discussed the concept of «collaborative spaces» (How to use new tech to develop entrepreneurship competences using the collaborative spaces as Fablab & makerspaces)

New ideas?
Some participants showed interest in future collaborations.

Conclusions - Next Steps
At the end we thought to launch a call on KA1 first to create an informal network (then it could become formal) between France, Italy and some other countries. We will work around it for the first deadline on February 2017.
Evaluation

#Sentiment towards the #TCP2016 Forum

Positive and neutral sentiments towards the forum represent 91.6% of the total. Negative occurrences count for 8.3% of the sample. Based on the semantic analysis of 'Suggestions for Improvement' - Text analysis module <sentiment algorithm>

#On a scale from 1 to 10 how were your expectations met? (48 responses)

Most respondents claimed that their expectations were met on different levels. 90% of the responses scored above 6, on the 1 to 10 scale, and 62% of the total received a score above 8. Outliers represent 6 percent of the sample.

1 Word clouds for each question were made with a concept analysis algorithm to cluster responses into main concepts. Larger fonts represent a larger number of occurrences of the concept or related concepts. Font size does not intend to show sentiment towards the concept.
What are the learning outcomes you will take back with you?

The main learning outcomes that matched the original objectives of #TCP2016 could be summarised as follows:

Got to know new ideas and understanding about social innovation and entrepreneurship regarding knowledge, practices and opportunities.

- Understood the conceptual definition of Social Entrepreneurship and Social Innovation
- New ways to overcome challenges
- Got new ideas from workshops
- Learnt different approaches to social entrepreneurship
- Learn more theoretical inputs to support our actions
- Got more background and experience in the field
- Concrete examples of social enterprises

Discovered new and useful tools and methods to approach and put in practice social innovation and entrepreneurship.

- Toolkits presented at different workshops (e.g. value proposition template)
- Best practices
- New methods and ideas
- How to communicate the impact to the organisation and community
- How to disseminate the benefits of social entrepreneurship
- Exchange of information and tools
- How to start a business
- How to focus on different practices, methods and approaches
● Got to know both Italian and international experiences on the field
● Needs analysis for young entrepreneurs (project planning, tools, financing)
● Thinking locally to create the impact of social innovation
● New business model and methodology for work with social innovation
● The effect of social media on social entrepreneurship

Found new opportunities and contacts for networking, partnership building and project building with the support of Erasmus+ and other sources of funding.

● Made useful contacts and found opportunities for cooperation and networking
● How to use Erasmus+ for capacity building
● How to use Erasmus+ for more cross-sector work and research
● Understood the area of intervention of Erasmus+ (young people but not necessarily for beginners, need of previous experience, spotted some limitations for sustainability)
● Collaboration between the private and public sector is necessary to develop projects
How will you apply the learning outcomes into your current/future projects?

Respondents pointed out 3 interlocked areas where they would like to apply the learning outcomes:

Networking and cooperation
- Impact on the EU and on local level
- Connecting similar areas and interests
- Potential partnership and professional contacts
- Cross-border cooperation

New ideas, best practices and methods for present projects
- Toolkits for start-ups
- Share ideas back home with colleagues, students and young entrepreneurs
- More benchmarking
- More effective responses to issues such as labour market, entrepreneurship and creativity
- Develop a long-term strategy for social enterprises
- Direct implementation of good practices seen during the Forum
- Transfer good practices into ongoing projects
- Acquire a more socially oriented approach
- Methodologies to measure social innovation and impact
- IT productivity tools in the field of social entrepreneurship
Project building within the framework of the Erasmus+ programme

- Ideas for new themes
- Inspiration for future projects on social innovation and social entrepreneurship
- Application for KA1 projects
- Wiser use of KA2 with international partners
- Improve ongoing projects by reinforcing the European dimension
- Reach out to the public sector
What were the 3 most relevant moments of the Forum for you?

The most relevant moments of the TCP2016 Forum in order of number of times mentioned:

Study/Field Visits
- Learnt about funding their experiences
- Learnt about the local issues, their problems and how they overcame them

Workshops
- Learnt best practices
- Got to know different ways to approach the topic

Participants’ inputs and exchanges
- Connecting the dots exercise
- Worked on partnership-building and networking
- Breaks and free time to meet participants
- Exchanged ideas with participants and representatives of Erasmus+ national agencies

Open Space
- Opportunity for networking
- Occasion to speak concretely about initiatives, projects and collaborations
Fair
- Showcase of different experiences and social enterprises

Concert
- Intercultural element

Erasmus+ presentations
- Explanation of funding opportunities
- Got to know how the programme and the national agencies work
# Any suggestions for improvement?

There was a general agreement on 3 areas for improvement:

**Time**
- Start on time
- More time for project building/project proposal
- Extend the number of days
- More time for discussion
- More time to let every participant present their project/organisation
- More time for the European Fair
- An opportunity during the event to hear what happened in all the other field visits and workshops

**Venue (facilities/logistics/food)**
- Find an adequate place to work with break out rooms to run parallel sessions without disturbing others (main concern for many participants)
- Adequate spaces outside the plenary to sit down and talk with other participants during free time and breaks
- Conference room with proper heating
- More variety in terms of meals (hot meals and more variety of drinks)
- Offer individual rooms at the hotel for those willing to pay an extra fee, if budget is limited
- Better organisation (registration, field visits and workshop spaces)
- Include map of the city in the welcome package
- Improve technical aspects with technical staff (sound, IT support, etc.)
● Be ethic and have an eco-friendly priority in the organisation (e.g. avoid disposable plastic plates, cups and coffee pods)

Activities (elements/facilitation/methods)

● Interaction before coming to Lecce (Facebook group, presentation of the participants)
● Start the forum with some kind of speed-dating exercise to get to know more people at once
● Prepare an exercise where participants can share problems their organisations are facing to learn different ways to deal with problems
● Set challenges at the beginning of the Forum and work towards solving them by the end, or create a dedicated challenge to solve (as a side project)
● The round tables should be organised like a world café where people can move and one facilitator stays at each table
● Better preparation of study visit hosts to focus on the topic of social innovation and entrepreneurship rather than on technicalities
● More “information” sessions about opportunities and projects
● More Interaction between the “dots groups” with some role-play or tasks
● The “dots groups” could be connected from the beginning around some topics or tasks to get deeper into them (common goals, expectations or field of work)
● Create conditions to increase “informal” moments and meetings between the participants European fair to be held during the first day so that participants could get familiar with each other’s organisations
● Find alternatives to Twitter since it is not used by everyone
● Experienced participants should be more actively involved in the panel discussions to help out social entrepreneur to set up their business
● Organisers could make connections from participants’ profiles to facilitate cooperation
● Use practical examples (from the participants) to explain the differences between concepts, such as social entrepreneurship, social innovation, etc.
● Involve social entrepreneurs from each country involved into the planning process
● More concrete workshops with a learning component to take back to our countries
● More actual business people to offer workshops on business start-ups
● More opportunities to hear from the young people who attended
● More case-studies and problem solving sessions