



Erasmus+



BAU
Bahçeşehir University



*Up
to
Youth*

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*“Promoting Future Digital Social
Entrepreneurs”*

101-Need Analysis Report

Project

One of the most efficient solution to help people in need is using social entrepreneurship since it identifies the real needs in society, maximizes social financial benefits, is excited about making the world a better place and his/her motivation is intrinsic. Social entrepreneurs drive social innovation and transformation in various fields including education, health, environment and enterprise development. They pursue poverty alleviation goals with entrepreneurial zeal, business methods and the courage to innovate and overcome traditional practices. A social entrepreneur builds either strong or sustainable organizations, which are set up as not-for-profits or companies that profits. One of the aim of “Up to Youth” project is helping youth to set up their own businesses using social entrepreneurship. Unemployment in youth is 14,9 % (2019) in EU Region, the ratio is even higher (17,2% in 2018) when we add NEETs. Social entrepreneurship is also an alternative for youth unemployed. According to a research by CASES (Portugal), the high unemployment rate and the lack of choices in the market motivate young people to start thinking about creating their own businesses. Creativity and adaptability skills of youth and their desire to make a change are the main reasons for having the youth in this project. According to Populus (British survey site), more than a quarter of the youth want to set up their own business. Many of these new digital entrepreneurs, the primary objective is to improve the world rather than their own bank balance. They are looking for radical solutions to social problems rather than creating a product or service that will make them a stash of cash. If social change is the primary driver for many of the new generation of entrepreneurs, digital is their vehicle of choice. According to a research by Inveon, 52% of internet users that equals to 30 million people make online shopping. 3,5% of all shopping made online (TUSIAD2016). These numbers tells us that in the near future most of the commerce will be done online and it will be inevitable for a social entrepreneur to use digital commerce. There are distinct advantages of having an e-commerce, it is automated and needs less human power. It is cheaper since there is no need for a shop with high rents. You can do it at home even on your mobile phones. People from everywhere can be your customer. In our project, we band together “digital entrepreneurship” and “social entrepreneurship (SE)” and aim at contributing to improvement of social entrepreneurial skills, financial skills, digital media skills, digital

marketing skills and multicultural awareness skills of youth undergraduates and NEETs in order to encourage them to be a digital social entrepreneur (DSE). This way youth will be able to help people in need. The project will also encourage them to establish their own businesses and help contribute to decrease the unemployment rate among youth especially. After the project completed, youth will be able to;

- Improve their social entrepreneurial skills such as how to start a social enterprise, fund raising.
- Develop their digital marketing skills and New Media Skills (e.g. e-commerce, using social networks)
- Increase their multicultural awareness to access migrant efficiently.
- Learn important financial skills such as budgeting, creating business models.
- Handbook for youth trainers

Moreover, Project's website will be available for all kind of entrepreneurs since the training for digital marketing skills; digital media skills and basic financial skills are suitable for all kind of entrepreneur.

Partners

The consortium of "Up to Youth" project consists of 7 partners from 5 countries



Bahcesehir University as the coordinator of this project has over 17.000 students in nine Faculties, one School of Languages, and three Vocational Schools. There are more than one thousand academicians working in BAU.

It is a higher education institution dedicated to teaching, research, and service to our society, the mission of Bahçeşehir University is to educate the leading work force of future who have an inquiring mind and a critical thinking ability; are sensitive to local and global issues; achieve international standards; contribute to scientific, technological, and cultural knowledge; are strong supporters of universal ideas and values.



The Association for the Education and Valorisation of Aveiro Region (AEVA) (www.aeva.eu) was founded in 1998 as a non-profit organisation to meet the needs of local businesses in tackling skills mismatch by bringing education and the working world closer together. In this scope, AEVA is an umbrella association of competences with 13 brands, including the largest private VET school in Portugal, EPA (www.epa.edu.pt), and offers various education paths, targeting youngsters, including those with special educational needs.



The Institute of Entrepreneurship Development (IED) is a Greek Organization committed to the promotion of innovation and the enhancing of the spirit of entrepreneurship. By recognizing entrepreneurship as a crucial factor for the development and cohesion of societies, it develops research and is in a position to provide innovative solutions that facilitate the growth of healthy entrepreneurship and promote employment. Its activities are based on the premise that enterprises and particularly SMEs constitute traditionally the backbone of European economies and therefore constitute a significant factor in the attempt to reduce unemployment and lead to a wider social prosperity.



The Education for Future Association is a platform where knowledge, experience, models and analyses are shared for the solution of today's educational problems that are crucial to humanity and for the construction of the education system that will emerge today. On this platform, expertise of educators, experts, public administrators and state officials who have gained success in the field of education will be used for the solution of national and global education problems. Our association has made it its mission to collaborate with these distinguished participants to make a significant contribution to the solution of existing problems and the construction of future education. GED evaluates Adaptive Education, Flipped Classroom, and Gamification and Distance Education studies holistically. Educators produce projects, provide solutions and draw

roadmaps on the evaluation and development of training of the education they give through these platforms. The GED is conducting a sociological survey of schools in Istanbul as a sample of Turkey, the study universe, in order to identify educational problems.



Governorship of Istanbul (GOI), from Turkey, is the highest administrative authority in the city with a number of approximately 300 civil servants and giving service in various fields. GOI has the responsibility of 39 District Governorships and 24 Provincial Directorates. It promotes an active participation of the governorships to EU accession process, governorships with an effective leadership in the provinces concerning the use of EU financial resources efficiently.



Bridging to the Future, from United Kingdom, is an innovative company which challenges and reforms existing approaches to organisational and individual productivity, job creation, economic independence and economic sustainability. Bridging to the Future (BTF) has a formidable record in designing, testing and bringing to market a range of highly innovative and successful products and methods to support job creation, education and productivity. At its heart, the company believes in creating jobs through new businesses, active incubation, practical leadership programmes Operating on an International Scale.



STEP Institute is dynamic and innovative private non-profit organization that is dealing with people development. It is based in Ljubljana, Slovenia. The heart of the organization represents a core team of interdisciplinary experts, who work along with external trainers and experts.

STEP's mission is to empower people for better functioning in private and work environment. It helps people to discover their talents, upgrade professional/soft skills and implement

entrepreneurial ideas into practice. Its experts are educated in the fields of psychology, economy and sociology. They offer integrated approach to complex challenges such as unemployment, lack of employability skills, weak business thinking and social exclusion. STEP Institute promotes integrated methods for personal and professional development that include interactive workshops and trainings, innovative learning materials, tools for entrepreneurial and creative thinking, mentoring, coaching and development of new business models.

Introduction

Aim of the first output of “Up to Youth” project is to present basic information on training opportunities and legislation for social entrepreneurship in partner countries. In order to collect these data, partners made desk research in their countries. Finding the most necessary and needed skills for youth who want to become digital social entrepreneurs is the second aim of "Up to Youth" project. Partners made focus group meetings with 28 social entrepreneurs and people who have built start-ups to define required competencies for youth to become a social entrepreneur. Partners also applied questionnaires to 281 youth to understand the current knowledge of them on social entrepreneurship, marketing and finance. Desk researches and studies for focus groups meetings and questionnaires were done between November 2018 and June 2019. After analysing data from questionnaires and combining with focus group meeting results, partners decided the content of the training content for the project.

Up To Youth
Project Team

Content

Project	1
Partners	2
Introduction.....	6
Part A. Results of Desk Research on Current Situation of Social Entrepreneurship in Partner Countries	8
Training Opportunities on Youth's Entrepreneurial Skills	8
Legal Status of Social Enterprises in National Law	18
Types and Legal Entities of Social Enterprises in National Law	24
Economical Supports Provided to Social Entrepreneurs.....	35
Part B. Results of the Focus Meetings.....	45
Factors That Blocks the Youth to Become Social Entrepreneurs	45
How to Encourage/Support Youth to Become Social Entrepreneur	46
Skills and Competencies for Youth to Become Social Entrepreneurs	47
Part C. Results of the Questionnaires	51
Demographic Data	51
Knowledge Level of Youth in Project Topics.....	53
Bibliography.....	58
Annex.....	59

Part A. Results of Desk Research on Current Situation of Social Entrepreneurship in Partner Countries

Training Opportunities on Youth's Entrepreneurial Skills

Trainings on both entrepreneurship and social entrepreneurship for youth are available in all participating countries. Some of these courses are face to face but numbers of online courses in partners' findings are more. According to the desk research in participating countries, there is no digital social entrepreneurship courses for youth and adults.

According to the results of desk research, the duration of the courses are between 40 hours and 120 hours with the target group of youth between 16 and 32. Although there is a lack of a common curriculum, structure or methodology in results, most of the social entrepreneurship courses includes, introduction to social entrepreneurship, financial literacy and marketing. Some of these courses are supported with project developments units and soft skills that are needed for social entrepreneurship units. Other topics from the training opportunities on youth's entrepreneurial skills are; legal definition of social entrepreneurship, networking, scaling and measuring the impact and idea development.

In Turkey, There are two courses aim at developing the youth's entrepreneurial skills and informing them on social entrepreneurship.

Two of these courses from each partner countries are given below;

Name of the course / Country	SESAME / The United Kingdom
Topics covered	Part I Understanding Business and Social Involvement Lesson 1: The World of Business Lesson 2: Social businesses

	<p>Lesson 3: Entrepreneurial Qualities, Experiences, Attitudes and Skills</p> <p>Part II</p> <p>Get Inspired</p> <p>Lesson 4: Why start a (social) business?</p> <p>Lesson 5: What makes a successful business (person)?</p> <p>Lesson 6: Guest speaker / Business visit</p> <p>Lesson 7: Job shadowing</p> <p>Lesson 8: Me and my mentor</p> <p>Part III</p> <p>Invent your own Social Enterprise</p> <p>Lesson 9: What ideas do you have for starting up a social business?</p> <p>Lesson 10: Markets and Marketing</p> <p>Lesson 11: Starting a social business</p> <p>Lesson 12: Pitching my social business</p>
Description	<p>The training Social Enterprise is a series of lessons, workshops and activities for young people at school, or outside, about the topic of social enterprise and social entrepreneurial behaviour.</p> <p>The training material is suitable for VET's, universities of applied sciences, incubators and other organisations that offer teaching activities for youth. The material is suitable for students of all different training courses and backgrounds, not just economy or entrepreneurial education.</p> <p>Aim of the training is to let young people gain skills that are needed on the labour market, now and in the future. There are 12 lessons and 19 tools included in the SESAME Training Social Enterprise programme.</p>
Total duration of course (hours)	40 hours

Year established	2017
Age of trainees	16-22
More Information	https://sesameproject.com/

Name of the course / Country	European Hub Model for Socially Responsible Young Entrepreneurs / The United Kingdom
Topics covered	<p>HUB MODEL KIT - MAIN INTRODUCTION</p> <p>DEFINITION OF SOCIAL ENTREPRENEURSHIP</p> <ul style="list-style-type: none"> • European context • European Union documents promoting the development of social enterprises • Legal regulation and politics in countries involved in the project • History of social entrepreneurship concept development in countries involved • Area evolving of social entrepreneurship in countries involved <p>ENTREPRENEURIAL COMPETENCES</p> <p>TRAINING PATHWAYS</p> <p>LIST OF SERVICES OF YOUTH HUB</p> <ul style="list-style-type: none"> • The infrastructure guidelines for growing a youth HUB • The programme guidelines for growing a youth HUB <p>HUB SERVICES & QUALITY STANDARD CHECK</p> <ul style="list-style-type: none"> • Process • The 4 Ps of creating an EU Youth HUB • The 3QS of quality assurance <p>MEMORANDUM OF COOPERATION</p>

	<ul style="list-style-type: none"> • Annex 1: Social Entrepreneurship Training Programme for NEET Youth • Annex 2: Social entrepreneurship Workshop programme for secondary School Students • Annex 3: Social Entrepreneurship Training Programme for Youth Workers <p>FURTHER READING, SOURCES AND SUGGESTIONS FOR GROWING AN EU YOUTH HUB</p> <ul style="list-style-type: none"> • What makes a good co-working space? • What makes a good business incubator? • What Support Do Entrepreneurs Need? • What are the Key knowledge and skills of Entrepreneurs? • Case studies of working Hubs
Description	EU YOUTH HUB MODEL KIT - a document providing guidelines and information for youth organisations on how to create a nurturing environment to subsequently support young people who have a desire to become socially-responsible entrepreneurs
Total duration of course (hours)	40 hours
Year established	2017
Age of trainees	N/A
More Information	http://www.pina.si/wp-content/uploads/2015/04/EU-YOUTH-HUB-KIT_en.pdf

Name of the course / Country	Programmes for Lifecycle Phases by IES – Social Business School / Portugal
Topics covered	This training has different stages, depending on the phase of the lifecycle of the initiatives of trainees:

	<p>Bootcamp in Social Entrepreneurship: to anyone who is looking for developing an idea with the goal of solving a major, a neglected problem in society. Topics: Social entrepreneurship; Problem; Value; Solution; Sustainability; Impact; Integration; Pilot test; Feasibility; Communication.</p> <p>Scaling for Impact: to organization's teams or initiatives that strive to grow and increase their impact. Topics: Growing challenge; Social innovation; Business model; Changing theory; Impact measurement; Growing model; Training; Financing; Spread the idea; Talking to investors.</p> <p>INSEAD Social Entrepreneurship Programme (ISEP) Portugal: a programme that balances academic knowledge with case studies about innovation in business models, management of hybrid organizations, leadership, impact measurement and growth processes. Topics: Framework – Innovation in the business model; Effective and sustained growth, with impact; Empower the organization and its leaders; Spread the idea; Create a network of partnerships; Challenges of maturing; Impact measurement and lifecycle funding model.</p>
Description	<p>The aim is to empower, inspire and create network. It results of a partnership between <i>Institut Européen d'Administration des Affaires</i> (INSEAD) that contributes with knowledge and pedagogical content and IES-Social Business School that contributes with knowledge, tools and field experience.</p>
Total duration of course (hours)	<p>Bootcamp in Social Entrepreneurship: 48 hours</p> <p>Scaling for Impact: 48 hours</p> <p>ISEP Portugal: 40 hours</p>
Year established	2018

Age of trainees	18+
More Information	https://www.ies-sbs-en.org/open-programmes/

Name of the course / Country	Managing Impact Business (MIB) by IES – Social Business School / Portugal
Topics covered	<p>This training is modular and covers transversal areas:</p> <ul style="list-style-type: none"> - Innovation and competitiveness - Business models and sustainability - Performance management and impact measurement <p>Optional areas (min 2 – a social and a technical skill):</p> <ul style="list-style-type: none"> - Leadership - Communication - Negotiation - Marketing - Governance - Investment assessment and finances
Description	<p>The objective is to develop skills in the innovation and social entrepreneurship areas, create a network of transformation agents with the aim of improving performance, and boost the impact of their initiatives.</p> <p>It results of a partnership between INSEAD (that contributes with knowledge and pedagogical content) and IES-Social Business School (that contributes with knowledge, tools and field experience).</p>
Total duration of course (hours)	80 hours
Year established	2018
Age of trainees	N/A

More Information	https://www.ies-sbs-en.org/open-programmes/
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Name of the course / Country	Ustvarjalnik, sandbox for young entrepreneurs / Slovenia
Topics covered	Entrepreneurship, soft skills, marketing, sales, presentation, public speaking
Description	Ustvarjalnik is teaching the young generation to become more entrepreneurial and thus better prepared for an uncertain future ahead. They run entrepreneurship clubs in high schools where students start their first businesses. In programs, students learn how to earn a living by doing what they love. Young mentors with business experience help them start their first business and earn their first profit. When they do this once, they will know how to do it again.
Total duration of course (hours)	2 school hours a week between September and June. Apr: 80 hours
Year established	2013
Age of trainees	17-20
More Information	http://scale.ustvarjalnik.com/

Name of the course / Country	Foundation for creative young people / Slovenia
Topics covered	Entrepreneurship, soft skills, marketing, sales, presentation, public speaking
Description	Training starts with intensive three-day seminar. Its activities are not focused on the public: every year, 10 most talented young people are selected to proceed with their idea. Foundation helps them with providing mentors, money and connections all that with a goal - to make their idea come alive. Training ends with public presentation of business ideas in front of successful entrepreneurs and investors.

Total duration of course (hours)	Depending on the week – at least 2 every week. Apr: 80 hours
Year established	2018
Age of trainees	18 - 23
More Information	http://fundacijaum.si/

Name of the course / Country	Social Entrepreneurship Program - SoGiP'- Bogazici University Graduate Businessman Association / Turkey
Topics covered	Social Entrepreneurship
Description	<p>The program aims to create awareness among 600 university students and train 200 of them in a program consisting of four main phases:</p> <p>Introduction to Social Entrepreneurship (2 days),</p> <p>KOSGEB Entrepreneurship Training (4 days)</p> <p>Project workshops (2 days)</p> <p>Project presentations and networking</p> <p>Webinars</p> <p>The potential applicants to the program is expected to be; higher education students (undergraduate or post-graduate), having a proper intent to participate in the program and to have an idea about what social entrepreneurship is. At the end of the project, participants have come up with some ideas regarding social entrepreneurship. Some of these activities realized with the help of local or national companies.</p>
Total duration of course (hours)	8 Days, Approximately 40 hours
Year established	2017 - Continues
Age of trainees	18-24

More Information	http://sogip.org/
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Name of the course / Country	Social Entrepreneurship Driven Youth Entrepreneurship Development / Turkey
Topics covered	The training titles of the programme consist of regular entrepreneurship trainings provided by KOSGEB and some introductory topics in social entrepreneurship.
Description	'Program' implemented as a part of larger scale capacity development project supported by EC and Turkish Government and implemented by Ankara Regional Development Agency. The advantage of full participation to the program and developing a recognised business plan is that getting KOSGEB Applied Entrepreneurship Training Certificate that helps the participant directly apply for KOSGEB entrepreneurship support program.
Total duration of course (hours)	7 days – 35 Hours
Year established	2017
Age of trainees	18-32
More Information	http://www.girisimci.ankaraka.org.tr/en

Name of the course / Country	Executive program in Social Entrepreneurship / Greece
Topics covered	<ul style="list-style-type: none"> ▪ Understanding social entrepreneurship ▪ Developing a Social Enterprise ▪ Paths of Strategic Growth ▪ Developing Skills

	<ul style="list-style-type: none"> ▪ Screening Ideas for Social New Ventures
Description	<p>The executive program in Social Entrepreneurship, provided by the Training Centre of Athens University of Economics and Business, is an academic course that also functions as an incubator for social enterprises at AUEB., providing the opportunity to develop and assess ideas for social enterprises.</p> <p>The program includes in-class lectures, discussion and exercises giving to the student the opportunity to test his/her creativity and develop viable ideas towards new ventures of high social impact.</p> <p>Also, the program provides a network of tutors, experts and practitioners in social enterprising that can actually support the students.</p>
Total duration of course (hours)	220
Year established	2015
Age of trainees	No limits
More Information	http://use.aueb.gr/images/ExecutiveProgramSE.pdf

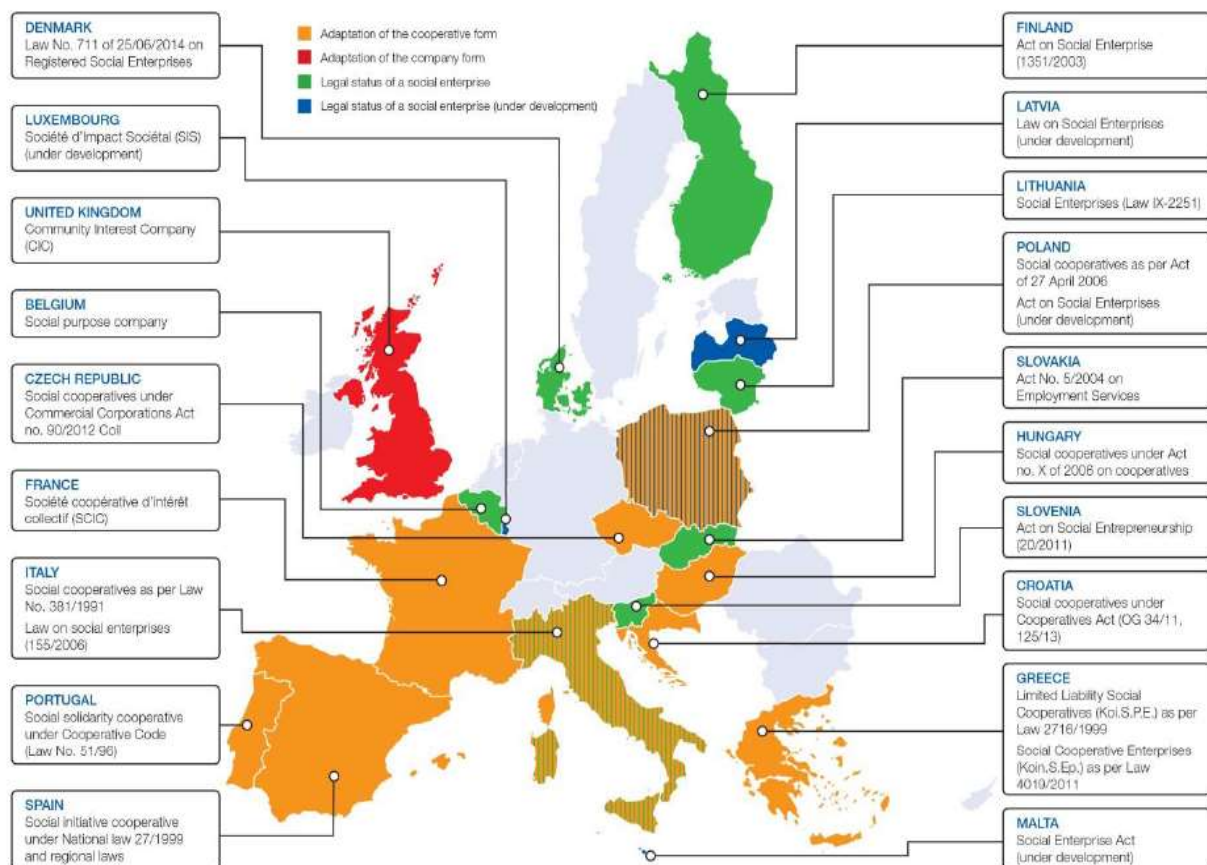
Name of the course / Country	Social Economy, Social Entrepreneurship and Micro-Credits / Greece
Topics covered	<p>Definitions, Characteristics, Objectives, Principles of Social Economy and of the Social Enterprises, fields of activity of social enterprises and main differences from the usual enterprises</p> <p>Historical review of Social Economy</p> <p>Evolution of Social Economy in Greece, Best practices of social enterprises in Greece</p> <p>Social Economy as an Alternative for Social and Economic Development</p> <p>Models of Social Enterprises and Social Economy Organizations in Greece</p> <p>Analytic presentation of the Social Cooperative Enterprise as the main legal type of social enterprise</p>

	Women Social Entrepreneurship in Greece Sustainability, Prospects and Steps to Create a Social Enterprise Corporate Social Responsibility, Social Control, Social Reporting and Social Accounting
Description	The educational program "Social Economy, Social Entrepreneurship and Micro-Credits" is an attempt to approach the issues of the Social and Solidarity Economy and Social Entrepreneurship, as they have been shaped in Greece, Europe and the international community up to date.
Total duration of course (hours)	65
Year established	2016
Age of trainees	No limits
More Information	https://elearn.elke.uoa.gr/show_programs.php?catID=all&prID=545

Legal Status of Social Enterprises in National Law

In this section of the desk research, information on the current legal status of social enterprises in partner countries' national law are provided. In order to present information on higher scales (in EU), results of the mapping study¹ by the European Commission, which was launched in April 2017, are provided below.

Countries with specific legal forms or statutes for social



The United Kingdom

There is no formal legal definition of social enterprises in UK law; therefore, there is considerable scope for choosing a variety of legal forms. There is a debate in the UK over which is the 'best' legal structure; however, stakes often drive these. Instead, there are two main considerations when starting a social enterprise in the UK:

- It is the activities of an organisation that make a social enterprise, not the legal structure.
- The funding and income generating opportunities will have an impact on the structure a social entrepreneur should choose.

Portugal

On June 2013, the "Social Economy Law" was published (Law 30/2013). It divides the organizations into five major "families" within the Portuguese social economy. However, it excludes market-oriented organizations from being considered part of the Social Economy Sector, regardless of their social goal and mission and even when they restrict the payment of dividends or the wage gap. This shows that public policy for the social economy is entirely focused on third sector or social organizations, but not enterprises as such.

The concept of social enterprises was previously discussed but the law was published excluding that form. Therefore, bearing in mind the types of organizations previewed in that law, the most similar to a social enterprise is the Private Institution of Social Solidarity (IPSS). In "Social Entrepreneurship in Portugal – a Practical Guide" (2016), IES – Social Business School presents social entrepreneurship as the process of finding and implementing innovative and sustainable solutions to solve important and neglected problems of society which translates into Social Innovation when more effective solutions (compared to the alternatives in place) are found.

To say that there is no specific requirements to be a social entrepreneur although the "Social Economy Law" defines some guidelines about what a social economy organization should follow as its values (artº 5º).

Slovenia

Slovenia adopted its legislation on social entrepreneurship in 2011 and became the 11th EU Member State to have such regulations. Cooperatives were established in Slovenia many years ago, but they only referred to agriculture. The changes during the first decade of the 21st century, including the financial crisis that began in 2008, pushed many states to adopt changes in their economic systems; jobs became much more important than profit.

In Slovenia by 2014, social entrepreneurship has been officially placed among the top policy priorities to be supported by a national investment fund to facilitate access to financing. In 2017, common trends were as follows: although they were mostly small, social enterprises represented a main employer in the social service sector, playing an increasingly important role in terms of job creation with counter-cyclical behaviour during the crisis.

The Social Entrepreneurship Act regulates the social entrepreneurship field in Slovenia

(<https://www.uradni-list.si/glasilo-uradni-list-rs/vsebina/2018-01-0545?sop=2018-01-0545>).

The first act was adopted in 2011 and it was the basis for Strategy of Social Entrepreneurship in Slovenia, prepared by the Ministry of Economic Development and Technology. The Ministry is also the government regulatory and monitoring body of social entrepreneurship field in Slovenia that also prepared the list of actions necessary to support and implement the strategy.

For the implementation of the Social entrepreneurship law in the period from 2011 – 2015 there were some important milestones that brought the legislation into practice:

- Social entrepreneurship Strategy with the Action plan was adopted for the period 2013 – 2016. Measures were defined to support the social entrepreneurship policy and the main activities that should be implemented through the defined measures.
- Two calls for projects were launched from European Social Fund, implemented by the ministry of Labour, for the programming period 2007 – 2013, covering start-up phase of social enterprises and employment of disadvantaged groups of people. 68 social enterprises were selected and financed through this measure.
- Additionally, a call for public works was launched, financed from the national budget and social enterprises mostly employed »public workers«, financed by the state.

In the last years, the social entrepreneurship became issue that is more important and the government defined “Development of social enterprises, cooperatives and economic democracy” as strategic government project with strong potential for jobs and growth. As social entrepreneurship was recognized as one of the priorities of the government, there were also practical findings that social enterprises shall not only employ disadvantaged group of people, but they have to run business to survive and be able to pay their employees from the income they earn on the market instead from the grants they received from the state.

Turkey

To date, there is still no legal framework yet in the Turkish legislation that defines and supports social entrepreneurs and social entrepreneurship. However, government pays importance

and launched an action plan for further development of suitable environment for the social entrepreneurship.

When the existing social initiatives are examined, it is seen that they generally operate under the foundations or associations, and there are many cooperatives. Again, the number of companies that are not profit-oriented in the form of a new structuring for Turkey is increasing day by day.

Greece

The legal framework in Greece consists of government policies and the existing legislative framework for the social economy. The first category includes programmes designed with EU assistance, such as the implementation of EQUAL program, aiming to increase the employment rate of vulnerable groups and develop the appropriate conditions for equal opportunities in labour market. Main objectives are the integration of social groups that are discriminated in employment sector, the enhancement of entrepreneur spirit in social entrepreneurship issues, the continuous adaption of workers and enterprises to different challenges but also the avoidance of discrimination based on gender in employment.

Moreover, the Greek state has established a number of insurance and tax measures in order to conserve the benefits and social rights of employees belonging to vulnerable groups and working on social enterprises. In addition, Greece provides financial tools and tax exemptions for the amount of profits that social enterprises make, intended to create reserves.

Until 2011, there was no recognition of the sector of social economy and social entrepreneurship in the national legal framework.

Social Economy in Greece legally recognized by the Law 2716/1999 in which Social Cooperatives of Limited Responsibility (SCLR) have been defined, with a key role to integrate people with psychosocial problems into labour marker. However, SCLR can provide productive, consumer, commercial, credit, education and civil services. Legislation concerning Social Economy and Social Entrepreneurship updated with Law 4019/2011 from which a new social enterprise form arises, the so-called Social Cooperative Enterprise (SCE). In particular, this type of social enterprise can take the form of civil partnership with a social mission and has commercial status. Members of a SCE can be either natural persons or legal entities.

According to Law 4019/2011, Social Economy is "all economic, business, productive and social activities which are undertaken by legal entities or associations, whose statutory purpose is the pursuit of collective benefit and to serve broader social interests". As the operational body of Social Economy, Social Cooperative Enterprise (SCE) is established.

In the above context, it has been established the General Register of Social Economy, which is a public register kept in electronic form and mandatory entered by the SCE. The Registry Department of Social Economy of the Directorate of Social Protection Ministry of Labour and Social Security keeps the register. Access to it is free from any party and consists of the following sub-registers:

a) Social Entrepreneurship Registry: necessarily entered by SCE, which are established according to Law 4019/2011 and SCLR according to Law 2716/1999.

b) Special register of other Bodies of Social Economy: optionally registered by existing legal forms, which cumulatively meet the following criteria:

- Whose sole statutory objective is social benefits through the production of goods or the provision of services with collective and social nature,
- give priority to persons and work over capital,
- implement a democratic decision-making system,
- have autonomy in the administration and management of their activities,
- provide the use of their profits for their statutory purposes and secondarily for limited distribution of those profits,
- they operate on the principle of sustainable development,
- their activities fall exclusively into one of three categories SCE, which are Integration, Social Care or Collection and Production Purpose,
- develop their activities for at least three years before the submission of the registration application to the Registry.

The Social Economy Entities registered in the Special Register, may be financed by the National Fund of Entrepreneurship and Development and have been established according to Law 3908/2001 concerning the "Reinforcement of Private Investments for Economic Development, Entrepreneurship and Regional Cohesion".

The SCE and the SCLR access the Social Economy Fund and the National Fund of Entrepreneurship and Development. They also can be integrated into Law 3908/2011

In 2012-2013 was proposed the Strategic Plan for the Development of the Department of Social Entrepreneurship concerning 3 axes (i- Support for the Social Economy sector, ii- Financial support for the entry Activity of SCE, iii- Financial tools for the enhancement of SCE) and 11 actions of implementation regarding those three axes.

Now, for 2014-2020, is running the project called “Operation for Regional Mechanisms Supporting the development and promotion of SCE and broader initiatives of Social Economy” regarding the following aspects:

- Support the establishment, operation of Social Enterprise development at local level
- The diffusion of the idea of Social Economy
- Its consolidation through permanent networks of cooperation and local agreements.

Types and Legal Entities of Social Enterprises in National Law

The United Kingdom

An individual who operates a social enterprise without a legal structure is usually regarded as a sole trader or self-employed. Organisations can operate as a membership organisation without a legal structure, they are regarded as an unincorporated association (also known as a voluntary association and community groups). Nonetheless, there are some reasons why a social entrepreneur would have to adopt a legal structure:

- A requirement by stakeholders that you are planning to engage with
- A requirement based on the type of activities you plan to undertake
- To enhance credibility with customers, funders, suppliers and employees

- To protect individuals involved from personal liability

As a sole trader, self-employed individual or unincorporated association (i.e. you are not recognised as a separate legal entity), the individual or management committee of the association is directly liable for any debts or legal action affecting your organisation. For instance, if the organisation generates a financial deficit, it will be the responsibility of the individuals involved to find the money to pay creditors. Adopting a formal legal structure can protect individuals from personal liability, therefore limiting risk.

Below is a selection of common legal structures in the social enterprise sector of the UK:

Unincorporated Association (which may also be a Registered Charity)

- Most Voluntary and community organisations are unincorporated associations.
- The governing method for unincorporated associations is usually the constitution or association rules.
- The term 'unincorporated' means that, in law, the association has no existence apart from its members as individuals.

Registered Charity (Unincorporated Association)

- To become a registered charity, an organisation needs to register with the Charity Commission.
- The activities of a registered charity must fall into one or more of 12 pre-defined charitable objects, which are of benefit to the community.
- A central feature of a registered charity is a board of trustees, i.e. a group of people who volunteer to run the charity
- Charities may qualify for a number of tax exemptions and tax reliefs on income and capital gains and sometimes on profits.

Company Limited by Guarantee

- Company Limited by Guarantee is the most popular form of incorporation for organisations in the social sector. The governing body in this model is called a 'Board of Directors'.
- 'Limited by Guarantee' means that each member's liability for the company's debts is limited to an amount written into the governing instrument: often as little as £1 each.
- The organisation has separate legal identity and can be liable separately from its members and directors, reducing the risk for members and directors. However, directors can still be liable for negligence and/or fraud.
- In return for limited liability the company must register its incorporation with Companies House and regularly provide them with certain information:
 - Annual accounts; annual return
 - Notice of change of directors or secretaries and their particulars
 - Notice of change of registered office
- Companies can be incorporated with a single member

Registered Charity (Company Limited by Guarantee)

- To become a registered charity, an organisation needs to register with the Charity Commission.
- The activities of a registered charity must fall into one or more of 12 pre-defined charitable objects which are of benefit to the community.
- A central feature of a registered charity is a board of trustees, i.e. a group of people who volunteer to run the charity.
- Charities may qualify for a number of tax exemptions and tax reliefs on income and capital gains and sometimes on profits

Company Limited by Shares

- Most frequently adopted corporate legal structure.
- The governing body in this model is called a 'Board of Directors'.

- There is no limit on dividends that can be paid to shareholders.
- Member/Shareholders' liability for the company's debts is limited to the amount of their contribution: this can be as little as £1 each.
- Organisation has a separate legal personality and liability from that of its members and directors, reducing the risk for members and directors. However, directors can still be liable for negligence and/or fraud.
- In return for limited liability the company must register its incorporation with Companies House and regularly provide them with certain information:
 - o Annual accounts; annual return
 - o Notice of change of directors or secretaries and their particulars
 - o Notice of change of registered office
- Companies can be incorporated with a single member.

Industrial & Provident Society

- Essentially these are co-operatives, run and owned by their members, but which may operate for the benefit of the community in addition to benefiting the members.
- An IPS can own property, enter into contracts, issues shares and take out loans.
- It has to be registered with and regulated by the Financial Services Authority ("FSA"). The aims of the society and the way it is run must comply with certain conditions in order for the FSA to accept and maintain the registration.
- An IPS must have at least three members.

Community Interest Company (CIC)

- CICs can be private companies limited by guarantee or by shares, or a public limited company.
- They can adopt the co-operative, not for profit or general commercial company model.
- There are number of obligations that a CIC has to meet and continue to meet in addition to those imposed on an ordinary company:
 - o Must satisfy a community interest test (looks at the underlying motivation of the company terms of what it will do, who it will help and how, if it makes a profit, or surplus, what the company will do with it).

- Must adopt certain statutory clauses in its constitution (asset lock and preventing the CIC falling under control of non-members).
- Must deliver an annual community interest company report with its accounts.
- A CIC limited by shares may pay dividend, if agreed by a resolution of its members but dividends payable to private shareholders (non-asset locked bodies) will be subject to a dividend cap.

Portugal

The “Social Economy Law” identifies several types of organizations:

- Associations - a non-profit legal entity constituted by persons with common objectives and needs.

Legal framework: Law-decree nº 594/74, changed by Law-decree nº 71/77; Civil Code, articles 157.º to 184.º. Depending on the association’s objective, additional laws should be seen.

Accountability norms: Law-decree nº 36-A/2011, changed by article 256.º of Law nº 66-B/2012 and Law-decree nº 64/2013 (more information can be seen on <http://www.cnc.min-financas.pt/legislacao.html>).

- Cooperatives - a non-profit legal person, defined by the cooperation and mutual support of its members that should follow the International Cooperative Alliance principles.

Legal framework: Law nº 119/2015 changed by the Law nº 66/2017. Depending on the cooperative’s objective, additional laws should be seen.

Accountability norms: Law-decree nº 158/2009 changed by article 257.º of Law nº 66-B/2012.

- Foundations - a non-profit legal person, created with a specific and irrevocably heritage in order to develop work of social interest.

Legal framework: Law nº 24/2012 and Law-decree nº 119/83.

Accountability norms: Law-decree nº 36-A/2011 changed by article 256.º of Law nº 66-B/2012.

- Mercies - holy houses of Mercy and religious organizations that develop charity work and provide some social solutions, inspired by Catholic principles and moral Christianity.

Legal framework: Law-decree nº 119/83.

Accountability norms: Law-decree nº 36-A/2011 changed by article 256.º of Law nº 66-B/2012 and Law-decree nº 64/2013.

- Mutual – private institutions of social solidarity with an unlimited number of members that, mainly with their contribution, provide them and their families social support (e.g. health benefits, social support services).

Legal framework: Law-decree nº 72/90 and Ordinance nº 135/2007.

Accountability norms: Law-decree nº 36-A/2011 changed by article 256.º of Law nº 66-B/2012 and Law-decree nº 64/2013.

- Private Institutions of Social Solidarity (IPSS) - non-profit institutions created by individuals in order to give expression to the moral duty of solidarity and justice between individuals. Cannot be run by the State or Municipal entity.

Legal framework: Law-decree nº 119/83 changed by Law-decrees nº 9/85, 89/85, 402/85 and 29/86 and Law-decree nº 172-A/2014.

Accountability norms: Law-decree n° 36-A/2011 changed by article° 256.° of Law n° 66-B/2012 and Law-decree n° 64/2013.

- Non-Governmental Organizations (NGO) - non-profit institutions that develop work in social or cultural areas, often with humanitarian objectives or inspired by ideals. Legal framework depends on the NGO's area:

Development - Law 66/98.

Environment - Law n° 35/98 and Ordinance n° 478/99 changed by Ordinances n° 71/2003 and n° 771/2009.

People with Disabilities - Ordinance n° 7/2014.

Slovenia

A social enterprise can operate as a non-profit legal entity when and if it gets the status of a social enterprise. It may be a society, institute, public institution, cooperative, European cooperative, employment centre, company employing disabled persons, private company, etc., which meets the principles of social entrepreneurship, is not established exclusively for profit and the conditions stated in the law, in particular:

- performs economic and non-economic activities,
- does not share its assets or the generated surplus of revenue over expenditure,
- is independent and organized independently from profitable companies, legal entities governed by public law or local communities,
- provides an inclusive governance based on democratic decision-making,
- meets other conditions defined by the law.

Main principles and requirements for social enterprises:

- non-profitability,
- sustainable running business with the focus on creating jobs for disadvantaged groups of people and therefore following the purpose of public interest,
- voluntary membership,
- market orientation,

- founders and/or owners acting in accordance with the principle »one member – one vote«,
- profit should be reinvested into the development and business,
- Financial transparency and business control.

In the first Law on Social Entrepreneurship specific activities of social enterprises were defined:

- social security, with the special attention on family care and care for disabled,
- research and education,
- youth work,
- health security,
- social inclusion and training for unemployed or people at risk of unemployment,
- eco food production, fair trade,
- activities in the area of protection of natural and cultural heritage, tourism,
- non-professional sport activities,
- development of local communities and supporting environment for social enterprises.

With the new law in 2018 the definition of social enterprise was modified in a way that enables wider range of activities to be implemented by social enterprises. There are not anymore listed areas where social enterprises can run the business.

Moreover, the following definitions are included:

- Definition of the **enterprise with social content** – wider meaning: social enterprise, cooperative, enterprise for people with disabilities, centre for employment of disadvantaged people and other legal persons developing social innovations.
- **Social innovation** is an innovation which enables the solution to social challenge on more efficient, sustainable manner, with the primary objective to achieve social impact.

There is no more the distinction between type »A« (business oriented) and type »B« (more social oriented with the focus on employing disadvantaged groups of people) as social enterprises shall all implement economic activity and run the long run sustainable business.

On 17 September 2018, there were 259 registered social enterprises. Majority of them are institutes, cooperatives and associations (societies).

Turkey

In Turkish legislation for Foundations and Associations there is no legal definition as a non-governmental organization (NGO). When the definition of "not profit-oriented" is used, firstly the foundations and associations come to mind. Although the foundations and associations are legal entities controlled by separate public entities and subject to separate legislations, they are quite similar in practice. Each association and foundation is established to carry out the activities defined in the official documents and naturally, they cannot be defined as social enterprises. Associations and foundations organized in the form of social enterprises fulfil this organization by establishing economic enterprises. In addition, associations and foundations can establish companies and become partners with established companies. All of the economic enterprises in our country are founded to support the activities of the association or foundation and to provide income. These activities are carried out on a wide range of fields from the sale of the books of the foundation to the restaurant management. The vast majority of economic enterprises perform income-generating activities in the field of foundation / organization activity, but there are few examples of activities outside the foundation / organization's working fields.

There are also special statutes defined as "public benefit" for associations and "tax exemption" status for foundations. Statutory Council of Ministers gives this status after a very long and difficult process to only a small number of associations and foundations. This status does not provide significant privileges in practice, only the donor brings tax exemption at certain rates. It is not legally possible to provide legal entities (such as cooperatives and companies) outside the foundation and the association. All businesses are important economic actors and they are making significant contributions for job creation for disadvantaged groups (women, people with disabilities etc.).

Another legal entity operating in the social enterprise model in Turkey is the cooperatives. Law of Cooperatives defines cooperatives as “Organizations established by real and public legal entities and private administrations such as municipalities, associations, partnerships, villages, and societies to provide and protect the specific economic interests of the partners, especially their occupations and livelihoods, by means of mutual aid, solidarity and surety”. Cooperatives are membership-based organizations and their main purpose is to provide economic benefits to its members. However, there are cooperatives operating in many social enterprise models in our country. These are generally small producers who come together by bringing small goods, which are not economically valuable, into the market, or alone, with the ability to produce in market conditions. Cooperatives have an important function as an efficient means of employment and an efficient source of income, especially in developing regions. However, cooperatives working in the social field are not defined separately in the legislation, and all cooperatives operating in a wide range of fields such as construction and transportation. This situation causes problems in the application of the same legislation and criticized that the share of capital in the establishment phase is high and that no exemption or discount is given to the social cooperatives on taxation.

Profit Non-Profit / Non-Profit Company, the most common corporate entity in the world as a social enterprise model, is a new concept for Turkey as we have mentioned above. In practice, there are few companies established as social enterprises. In our legislation, there is no clear definition of a company; it is generally defined as a company in which two or more persons come together and combine their labour or goods with a contract to reach a common place. As it can be seen from this definition, the main purpose in the formation of the company is to be a "common goal", but this common purpose is generally understood as "profit making". The Turkish Commercial Code, the Code of Obligations and all relevant tax laws assess companies from this point of view. As a result, there are no special regulations under the definition of "social enterprise" in the legislation, and existing institutional structures are also very limited in preventing the establishment and operation of social enterprises. Because many social enterprises do not act in the form of a foundation / association, a cooperative, or a company in a classical sense, they often find themselves trying to stretch existing institutional structures and adapt them to their purposes. This situation puts many social enterprises into trouble in practice.

Greece

There are three institutionalized forms of social enterprise in Greece:

- Women's (Agro-Tourist) Cooperatives. Cooperatives in Greece are the most common form of social enterprise, providing employment to women in rural areas where employment opportunities are limited or inexistent. The main activities of the cooperatives are the production of home handicraft products, like, jams, preserves and traditional delights, processing of farm products, catering, as well as handicrafts like jewellery or even carpets and tourism.
- Limited Liability Social Cooperatives (Koi.S.P.E.s) is a special form of cooperatives. Unlike other types of cooperatives (where membership is composed of only one type of stakeholder), Koi.S.P.E.s require wider stakeholder participation, consisting of three main categories: mental patients (at least 35 per cent of members); workers in mental health units (up to 35 percent of members) and individuals, municipalities, communities, other legal entities whether public or private (up to 20 per cent of members).
 - Is a private entity with limited liability of its members, it has a commercial nature and is a Mental Health Unit.
 - The only exclusive purpose is the social and economic integration of people with socio-psychological problems and their inclusion in the labour market.
 - Ensures the democratic participation of members in the decision-making process, administration - management as well as the distribution of profits.
 - Contains the element of solidarity among members (both patients and employees).
 - Only one Koi.S.P.E. is allowed to be established in each Mental Health Sector of the country.
 - Operates in tourism, environment, agriculture, services, while fields of activity are catering, cleaning, recycling, trading of small gifts and local commodities, supporting services.
- Social Cooperative Enterprises (Koin.S.Ep.). The Koin.S.Ep. is a legal form recently created in order to serve the development of social enterprise in Greece.

- Is not a commercial company but rather a cooperative with a social purpose and an ex lege commercial status.
 - Has a much wider scope of purpose than a traditional cooperative. It not only serves the needs of its members but serves a collective social interest.
 - Cannot distribute dividends to its members (whereas traditional cooperatives can) and the liability of Koin.S.Ep.'s members is always limited to the sum paid for the acquisition of their share.
 - Acquires commercial status automatically at the moment of its incorporation.
- Koin.S.Ep.s are categorized into three types according to their purpose:
- Inclusion Koin.S.Ep., which has as its purpose the socio-economic inclusion and work integration of persons belonging to “vulnerable groups of the population” mainly through work integration (at least 40% of the total personnel must belong to these groups)
- Social Care Koin.S.Ep., which has as its purpose the production and supply of goods and the provision of services in the field of social care (social assistance - health) to specific groups of the population (elderly, infants, children, people with disabilities or chronic illness).
- Koin.S.Ep. of Collective and Productive Purpose, which has as its purpose the production and supply of goods and the provision of services for the satisfaction of ‘collective needs’ (culture, environment, ecology, education, common interest services, maintenance of traditional trades, setting off local products etc.).

Economical Supports Provided to Social Entrepreneurs.

Aim of the final part of the desk research is to find out the possible funding sources for youth to start their social enterprises.

The United Kingdom

In the UK, there are several programmes and organisations that offer support to aspiring social entrepreneurs.

Social Enterprise UK: Start your Social Enterprise: This guide takes you through the essentials of starting a social enterprise, from business plans to bid writing and legal structures to partnerships. It also offers words of wisdom from experienced social entrepreneurs about the advice they wish they'd received when they were starting out.

Setting up a social enterprise: Links and information from government on setting up a social enterprise in the UK. This includes information about different business structures and suggestions for further reading. See also Legal forms for social enterprise: a guide , which explains the various business forms that social enterprises can adopt which include limited companies, community interest companies (CICs), industrial and provident societies (ISPs) and limited liability partnerships (LLPs).

The School for Social Entrepreneurs (SSE): SSE helps social entrepreneurs develop sustainable solutions to social problems through a network of franchise schools supporting hundreds of social entrepreneurs a year across the UK, Ireland, Canada, Australia and India. Their courses and workshops have a strong focus on peer-support and inspirational input from social enterprise experts.

Social Enterprise Academy (SEA) – Scotland: SEA delivers innovative, peer-led social enterprise courses across Scotland that combine work-based practice with accredited qualifications and are adaptable and responsive to different levels of experience and growth. These include one- and two-day intro courses as well as longer programmes to develop a social enterprise or grow an established organisation. SEA also delivers courses in other countries, including in partnership with the British Council.

Just Enterprise: This consortium offers free business support, development and learning service for social enterprises in Scotland. They provide assistance with starting up a social enterprise, funding, training and procurement.

Social Firms Scotland: A social firm is a type of social enterprise that creates employment, work experience, training and volunteering opportunities for people who face significant barriers to employment. Social Firms Scotland offers its members' business development

support to help them set-up and build viable commercially focused social firms that can offer jobs, training and meaningful work-based experiences.

Wales Co-operative Centre: Social Enterprise Support Programme: This organisation supports the development of social enterprises and co-operatives in Wales and offers training, mentoring, master classes and networking. Social enterprises can receive support from consultants with expertise in areas such as business planning, legal structures and marketing.

Inspire2Enterprise: Funded by the University of Northampton, this site provides unique support, information and advice to any individual or organisation in the UK looking to start, run or grow a business with a social purpose. Their qualified advisers can help you by phone, email or via webcam, enabling convenient access to a wealth of support.

UnLtd competitive award programmes: UnLtd offers support for social entrepreneurs in the UK through award schemes. They also have a toolkit providing guidance and working models for every stage of social entrepreneurship from initial idea, setup and piloting, on to longer term sustainability, growth and replication. UnLtd also has programmes for students and recent graduates of UK universities and people living in deprived communities.

Social Enterprise Mark: How to set up a social enterprise: This organisation has developed an accreditation mechanism for social enterprises to communicate their verified status to customers through a logo. They have also co-developed a Social Enterprise Resource Pack, which costs £25 + VAT and includes a free consultation.

Young Foundation: The Accelerator: The Young Foundation provides support to small but promising social ventures through a four-month programme combining expert tutoring, business support and social investment.

Cambridge Social Ventures: Based at the University of Cambridge but open to anyone with an idea for a social venture, this organisation offers two programmes: an intense workshop for emerging social entrepreneurs to get started on new business plans and a 12-month incubator programme that supports entrepreneurs to grow their ventures with a dedicated business advisor, ongoing training, office space and support to access finance.

Bethnal Green Ventures (BGV): BGV offers £20,000 investment, six months of free office space in London and an intensive three-month programme of workshops and 1:1 support to early-stage 'Tech for Good' ventures. In return for its investment BGV takes a six per cent share of the new venture.

Emerge Education: Emerge Education supports social enterprise start-ups and other ventures aiming to improve educational outcomes in the UK and worldwide.

On Purpose: This social enterprise runs a one-year leadership programme for experienced professionals looking to transition into careers in the social sector. On Purpose provides a mixture of training, mentoring and paid work placements to develop skills and networks. Locations in London, Paris and Berlin.

Impact Hub Network: There are five Impact Hubs in the UK – four in London and one in Birmingham. They form part of a global network of co-working spaces for individuals and ventures interested in social innovation. They host events, provide office space and run programmes to support social enterprises

Portugal

Based on the first research carried out by the European University Institute about the impact of social economy in European Union (EU) countries, Portugal was in the Top5 and it was the first country in EU using European funds in social innovation.

Although the existence of a growing number of organizations in social economy and the role of some foundations related to private enterprises, the State have been continuously the most relevant economical support provider.

There are three major ways of getting economical support:

Traditional Social Financing: public subsidies, donations, corporate social responsibility, traditional philanthropy, crowdfunding, competitions and prizes:

- Portugal Social Innovation Initiative/Portuguese Social Innovation Mission Structure (EMPIS), Portuguese Institute of Employment and Vocational Training (IEFP), Social Security Institution, Municipalities
- Calouste Gulbenkian Foundation, EDP Foundation, Vodafone Foundation, Sonae
- GRACE

Social Investment: social impact bonds, revenue-sharing mechanism, social investment funds and impact philanthropy:

- Portugal Social Innovation Initiative/Social Impact Bond
- Lisbon and Cascais Municipalities
- Aga Khan Foundation, Calouste Gulbenkian Foundation, EDP Foundation

Commercial Investment: credit and risk capital:

- National Association of Young Entrepreneurs (ANJE) & Caixa Geral de Depósitos, Social Investment Programme (IEFP)
- Commercial Banks
- *Bem-Comum* Fund
- Portugal Ventures and FaberVentures

Slovenia

The Ministry of economic development and technology established the Social Economy Council, composed of the representatives of relevant ministries, 5 representatives of social economy enterprises, 3 representative associations of local communities, representatives of social partners and trade unions and precarious workers organizations. One of the main tasks besides the creation of the policies was also the preparation of a Strategy on social economy in Slovenia for the 10 years period (2019 – 2029).

Majority of the initiatives and financial support in the field of social entrepreneurship are provided by the Ministry of economic development and technology, Ministry of labour, family, social affairs and equal opportunities, SPIRIT Slovenia (Public Agency for Entrepreneurship, Internationalization, Foreign Investments and Technology), Slovene Regional Development Fund, Slovene Enterprise Fund, Employment Service of Slovenia. However, most funds are distributed through different calls and projects, national or European. As a result, financial mechanisms and support are not always well distributed and properly defined.

The challenge for the government is to focus and assure more connected initiatives to stimulate and support development of social entrepreneurship. Actions should result in sustainable measures that will affect not only a few people or enterprises, but wider society. The fact is that in the past many social enterprises have received the governmental support at the start-up phase, but they have collapsed when they had to start financing their activities at the market alone.

Other organisations are also part of the support environment for social entrepreneurship in Slovenia:

- Regional Development Agencies,
- The Slovenian forum of social entrepreneurship,
- Business incubators and accelerators (e.g. ABC Accelerator),
- University incubators (e.g. Ljubljana University Incubator),
- Co-working centres (e.g. Creative centre Poligon, Tkalka, Lokomotiva, Coworking Baza),
- CNVOS – Centre for information service, co-operation and development of NGOs.

Turkey

There are no special legal regulations on social enterprises as financial arrangements and currently, there are no tax exemptions for foundations / associations' economic enterprises and companies, cooperatives and non-profit-making companies. Financial support provided to foundations / associations with tax exemption / public benefit status is insufficient.

Organizations with this status do not have any exceptions due to their economic activities but only benefit from the limited arrangements for the granting of donations.

All legal entities operating in the field of social enterprise are subject to the tax legislation that a normal company is subject to with the approach of a profitable enterprise. This negative picture clearly obstructs the establishment and development of social enterprises. Economic enterprises and non-profit-making companies that support intentional social activities are taxed by ignoring social goals. The general view on taxation is to prevent unfair competition. This approach, however, means that the activities of social enterprises in the social field are ignored. In addition, the fact that these institutions are a very important employment tool is also ignored. Many social enterprises operating in foundations, associations, foundations / association economic enterprises and cooperative structures are also important economic actors, as well as creating significant employment and employment outcomes, especially in disadvantaged groups (women, disabled, etc.) and regions. Although there are few companies operating as non-profit-making companies, the fact that there is no specific arrangement in this area prevents both the increase in the number and contributes to the concept complexity.

Greece

Social enterprises can be run as for-profit or non-profit and sit somewhere in the middle of the traditional corporation and a purely charitable organization. Some organizations are able to generate sufficient income through the sale of socially beneficial goods or services, but many are not. Other funding opportunities include corporate investment, donations and government funding. Approaching investors may not be easy, however, if the organization is perceived as more non-profit than profit-oriented and not likely to make a reasonable return for investors. On the other hand, many donors are distrustful of a social enterprise being run as a for-profit company where too much focus may be placed on wealth generation and too little on social value.

Below, a list of specific funding opportunities for social enterprises are being presented.

Impact Hub Athens: Impact Hub Athens is part of an International Network of social driven professionals and a variety of high impact creative professionals that are dedicated into

prototyping the future of business. From social inclusion and social integration to environment and fair trade, the Impact Hub Athens is engaging expertise from its worldwide presence and creating a net of intercultural, high impact community that acts locally and internationally. They design and facilitate a series of acceleration services offering access to resources, knowledge and talent to help all stages entrepreneurs to increase their positive impact and watch their business grow locally and internationally.

Read more: <https://athens.impacthub.net/en/the-impact-hub/>

SES Net: Social Entrepreneurship Supporting Network - SES Net, is an initiative lead by the Development Agency of Karditsa AN.KA. S.A. in collaboration with the bvba Helde, the Cooperative Bank of Karditsa and the Hellenic Agency for Local Development and Local Government (E.E.T.A.A.) supported by the Greek Association of Cooperative Banks and Hellenic Ecological Recycling Society.

Its aim is the establishment of a social finance local partnership, starting from Karditsa (Thessaly, Greece), that would lead to a social finance instrument in order to fund social enterprises in Greece at an initial stage and if possible and depending on its success scaling it in other EU countries. That Social finance instrument would act as an attractor for additional social investments.

The value architecture of the Social Finance Partnership is to empower social and financial change through socially innovative finance tools and institutions.

Read more: <http://www.sesnet.eu/index.php/en/>

Ashoka Impact: Ashoka, the world's largest network of social entrepreneurs, has designed and implemented the Impact program, which has so far supported more than 102 social initiatives in Europe. Ashoka in Greece, using its international experience, tools and methods for the development of social enterprises, implemented the Impact program in 2016 in cooperation with Accenture and The People's Trust in 2016 to strengthen the impact of selected social initiatives. The second impact program takes place in 2017 and focuses on education. Accenture and The People's Trust are the strategic partners of the program again, and our collaborators from Solidarity Mission and the Bodossakis Foundation are also contributing to this effort. The program is implemented with the support of ETHENEA Independent Investors S.A.

Read more: <http://www.ashoka-impact.gr/>

British Council: The British Council tries to become a key service provider to transfer UK approaches and experience to Greek social entrepreneurs, and co-organised related events.

Read more: <https://www.britishcouncil.gr/en>

«ESPA» Partnership Agreement (PA): The PA (Partnership Agreement for the Development Framework) 2014-2020 constitutes the main strategic plan for growth in Greece with the contribution of significant resources originating from the European Structural and Investment Funds (ESIF) of the European Union. The PA, through its implementation, seeks to tackle the structural weaknesses in Greece that contributed to the economic crisis, as well as other economic and social problems caused by it. Moreover, the PA 2014- 2020 is called upon to help attain the national targets within the Europe 2020 Strategy.

The target of the Europe 2020 Strategy is to foster growth that is:

- smart, with more efficient investments in education, research and innovation;
- sustainable, because of the decisive shift to a low carbon economy, and
- inclusive, focusing especially on job creation and poverty reduction.

Read more: <https://www.espa.gr/en/Pages/default.aspx>

Eurobank: Since 2009, Eurobank has proposed a new, outward-looking model for the development of the Greek economy. In this model, Innovative and Young Entrepreneurship is a lever for competitiveness. This placement is supported by two actions:

- The Innovation Research and Innovation Competition "Greece Innovates!", Which it designed and implemented in cooperation with BSE (Business and Industry Association) and aims at bridging Applied Research and Innovation with Entrepreneurship.
- The egg-enter-go-grow is a Eurobank Corporate Social Responsibility initiative, designed and implemented in collaboration with Corallia, to create a favourable environment for stimulating young innovative entrepreneurship and strengthening the prospect of sustainable employment of the country's human

resources. https://www.eurobank.gr/online/home/generic.aspx?id=1469&mid=1081&lang=gr&gclid=EAlalQobC_hMluu6zhZeT1glViBXTCh0BbA_iEAMYASAAEgLywPD_BwE

EU funding programmes: The EU has several different funding programmes that you may be able to apply for, depending on the nature of your business or project. There are two different types: direct funding and indirect funding.

- Direct funding: The allocation of direct funding capital is managed by the European Institutions. There are two types of funding available: grants and contracts.
- Indirect funding: Indirect funding is managed by national and regional authorities and comprises nearly 80% of the EU budget, mainly through 5 big funds that come under the umbrella of the European Structural and Investment Funds.

Read more:

http://europa.eu/youreurope/business/funding-grants/eu-programmes/index_en.htm

Exchanges for new entrepreneurs: New entrepreneurs – how to qualify for the scheme
If you've just started a business or intend to soon, you could qualify for the Erasmus for young entrepreneurs' exchange scheme. The scheme allows you to spend some time in another EU country working and learning from an experienced entrepreneur. It is partly funded by the EU. To qualify for the scheme, you must be able to demonstrate your motivation and firm intention to start a business. You will have to present a solid business idea, including a realistic business plan.

Read more:

http://europa.eu/youreurope/business/funding-grants/erasmus/index_en.htm

Access to EU finance: This site will help you to apply for loans and venture capital supported by the European Union. Select your country to search for financial opportunities.

Read more:

http://europa.eu/youreurope/business/funding-grants/access-to-finance/search/en/financial-intermediaries?shs_term_node_tid_depth=723

Part B. Results of the Focus Meetings

Partnership of the Up to Youth project has reached 28 people from social entrepreneurs, youth trainers, people who have built social start-ups. Aim of the Focus group meetings are to define required competencies for youth to become a social entrepreneur. In order to find out these skills and competencies, partners have made focus group meetings with the experts. Partners have also gathered information on how to encourage youth to be social entrepreneur and Factors that blocks the youth to become social entrepreneurs.

Factors That Blocks the Youth to Become Social Entrepreneurs

According to the feedbacks from the participants, major common issue for youth that blocks them to set up a social enterprise is funding. Reaching the funds or raising a starting capital seems like the most common issue for youth. Another issue that is spread in participating countries is the lack of knowledge on social entrepreneurship, which also makes bureaucracy as an importing block for youth. This situation makes youth to see social economy mostly as a volunteer work, a kind of hobby.

In Portuguese, visibility for social entrepreneurship activities for companies are satisfactory however youth do not feel that they are represented enough in these activities. Depending mostly on state funds make youth do not see the social entrepreneurship as way of living.

In Slovenia, It is possible for new social start-ups to become surprised by the amount of time and energy that was dedicated to their social enterprise due to the lack of preparation during the foundation stage.

In Turkey, participants indicated that it is difficult to establish a social entrepreneurship company due to legislations. One of the participant indicated that the general perception of “social entrepreneurs do not have good carrier path” is a strong element that blocks youth in Turkey.

How to Encourage/Support Youth to Become Social Entrepreneur

Following suggestions have been made by the participants in order to encourage and support the youth to become social entrepreneur.

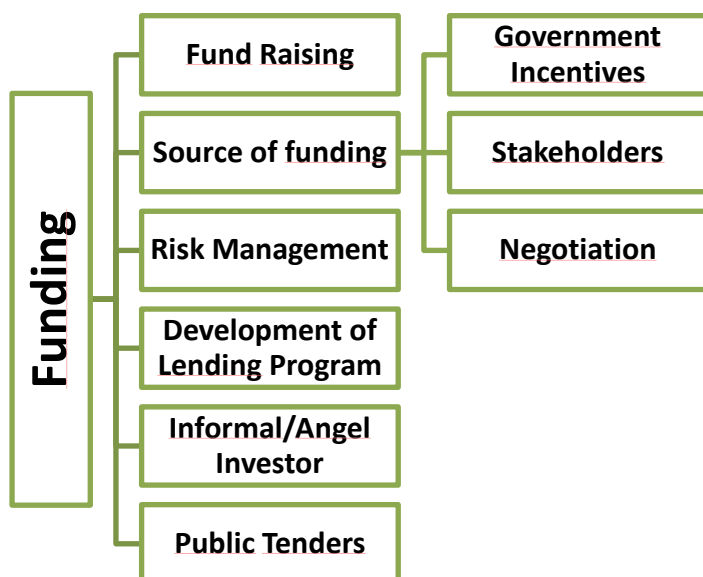
- Mentor Support: it is better to have a mentor and supporting environment, so that youth will be able get information. Mentor can be someone from other social enterprise who can warn you about the risks and help to get the support when things get complicated.
- Improving the relationship between social economy agents and universities/ schools: Although social entrepreneurship has been included in several universities - classes' curricula, research programs and masters and doctorates – the dissemination of the available financial support and incubation programs can be improved. Even in former stages, curriculum and professional internships could be a way of getting young people involved in social economy projects, especially in those well succeed, with a professional management.
- Giving visibility to relevant and well succeed initiatives: Projects led by entrepreneurs who could inspire young people should be shown and it would be useful to promote networks and ways of sharing knowledge and experiences.
- Provide them with a training on the crucial aspects of a social entrepreneur: What do we mean with the term social entrepreneur, what are the challenges that a social entrepreneur faces, which is the legislation about social enterprises etc. via mentioned e-learning platforms, videos, activities, case studies, presentations and training materials.

Skills and Competencies for Youth to Become Social Entrepreneurs

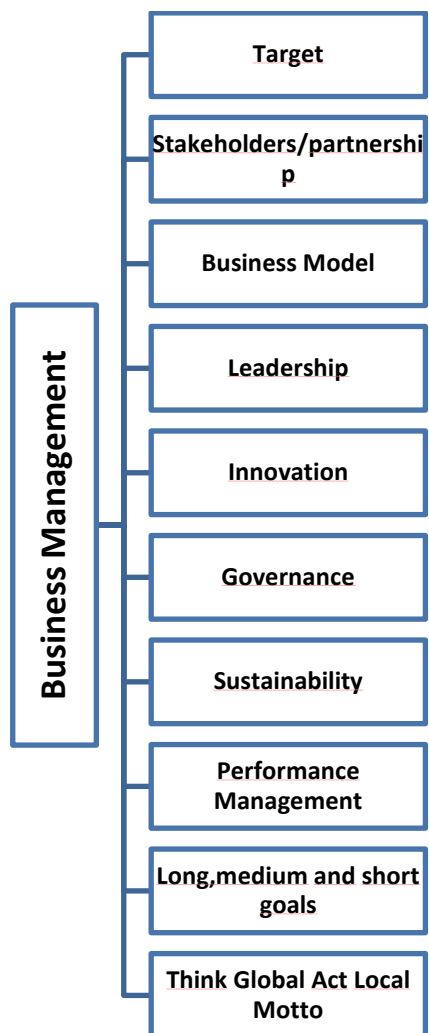
After making the analysing of the responses from the participants on the required skills and competences to become a social entrepreneur, following results have been obtained. In order to make it easy to understand results, they are categorized into thirteen themes and 72 topics via word analysis method.

These themes are; Funding, Business Management, Marketing, Human Sources, Digital Marketing, Customer Relations, State Funds, Social Economy, Relationship with Social Economy and School, Financial Literacy, Individual, Other Competencies.

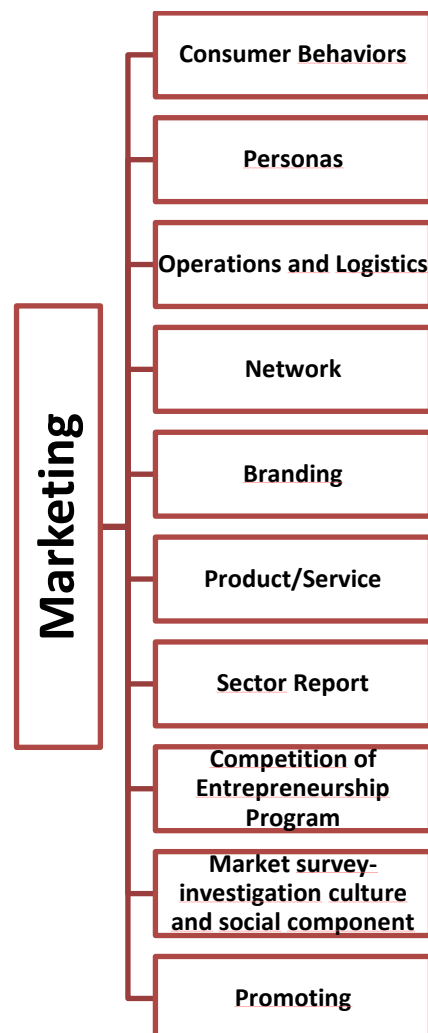
Theme 1 - Funding



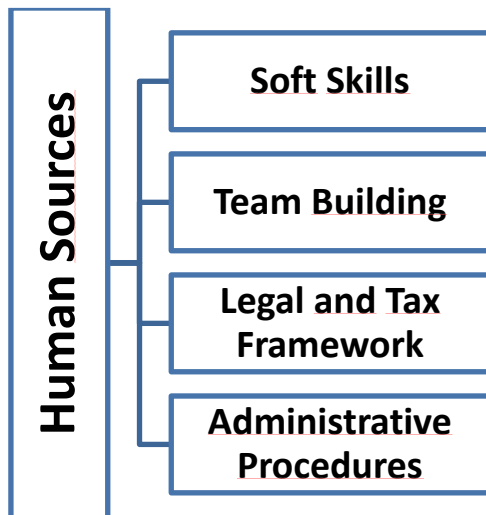
Theme 2 – Business Management



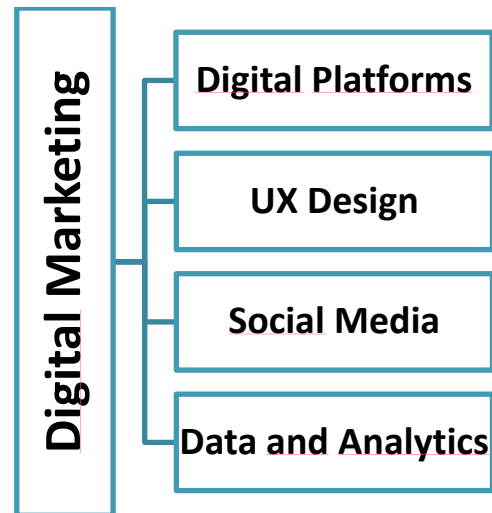
Theme 3- Marketing



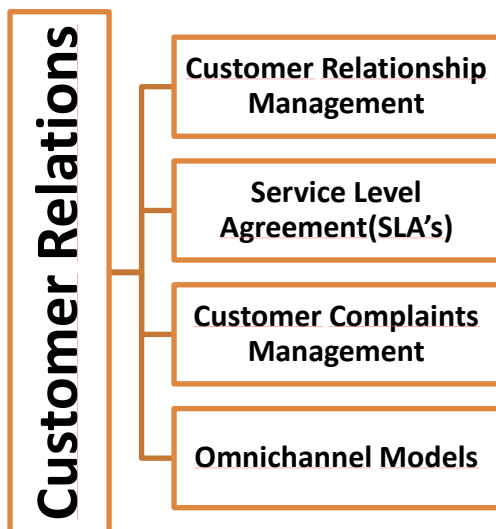
Theme 4 – Human Sources



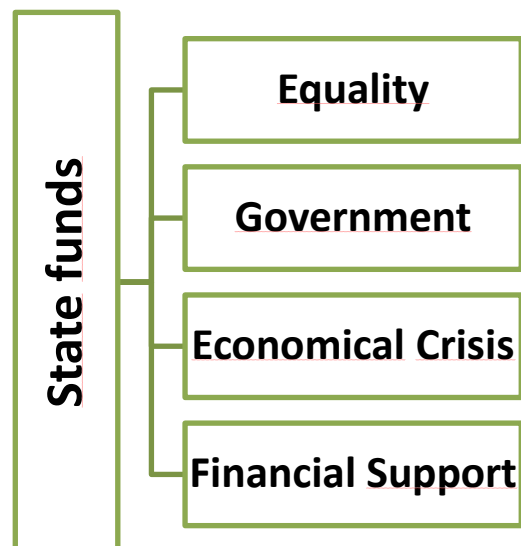
Theme 5 – Digital Marketing



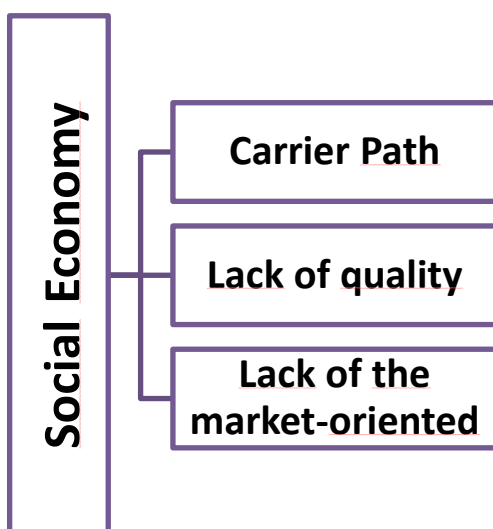
Theme 6 – Customer Relations



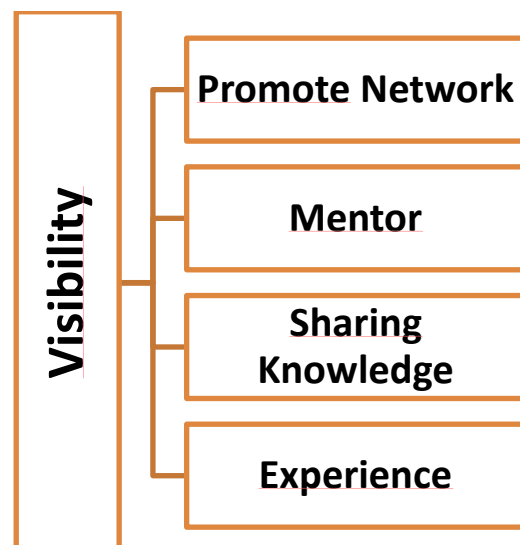
Theme 7– State Funds



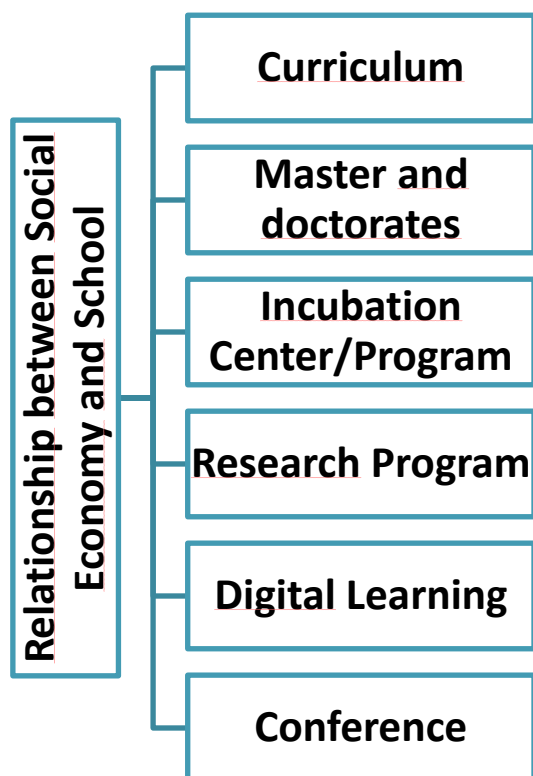
Theme 8 – Social Economy



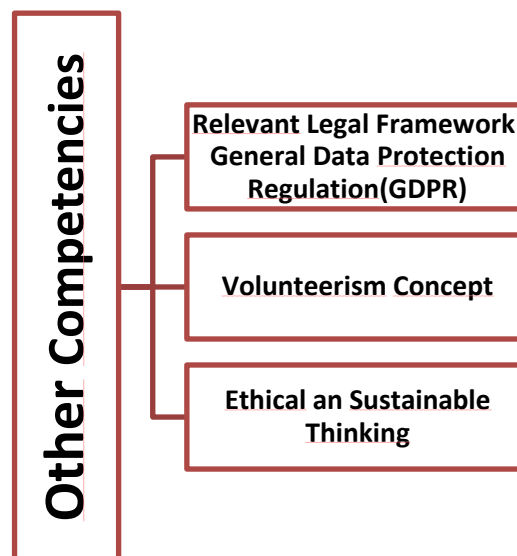
Theme 9 – Visibility



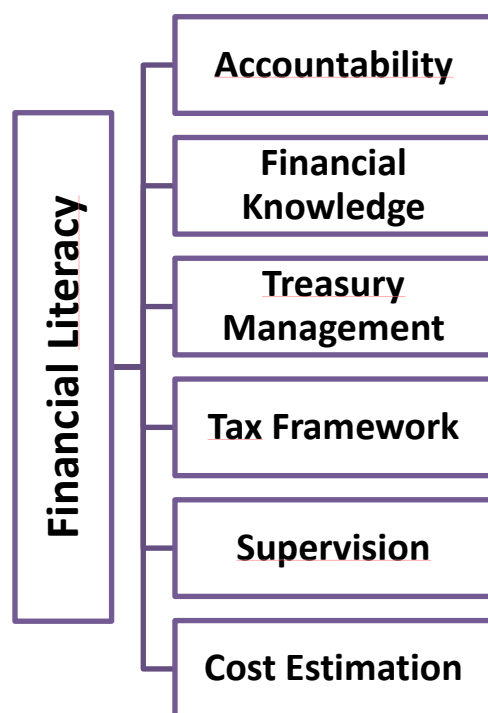
Theme 10 – Relation between Social Economy and School



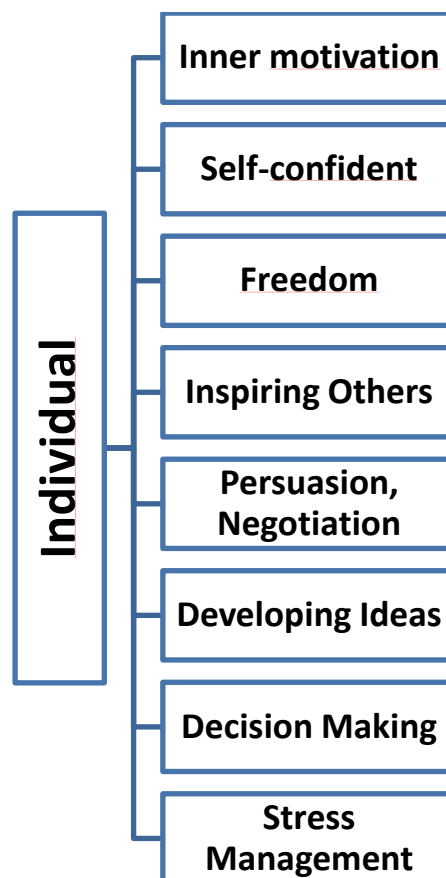
Theme 11– Other Competencies



Theme 12 – Financial Literacy



Theme 13 – Individual

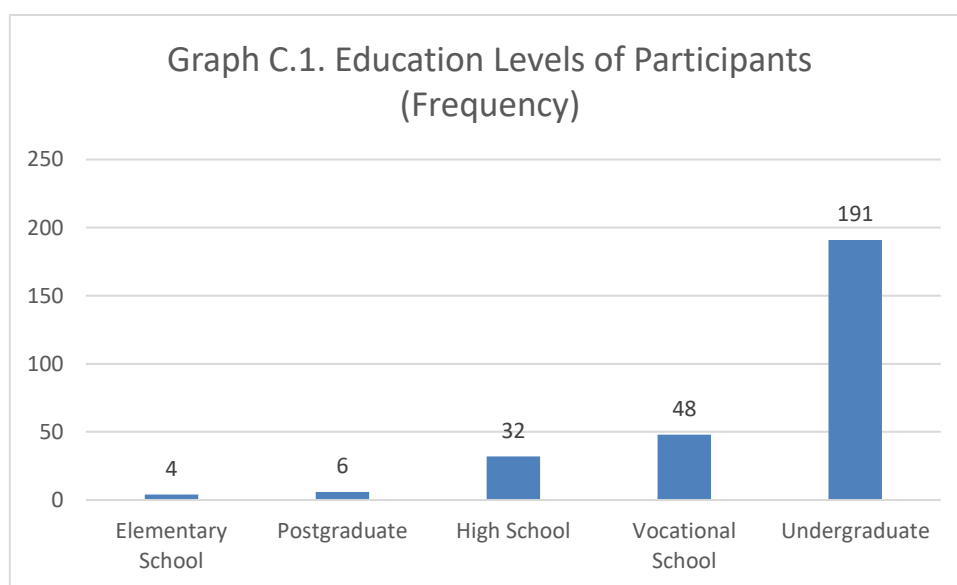


Part C. Results of the Questionnaires

Partnership of the Up to Youth Project has applied short qualitative questionnaires to assess the knowledge of youth on digital marketing, finance, social entrepreneurship and decide the extent of the project content. The questionnaires were applied to 33 youth in Greece, 30 in Portugal, 30 in UK, 34 youth in Slovenia and 154 in Turkey. In total, 281 (139 female, 142 male) youth participated to the questionnaires.

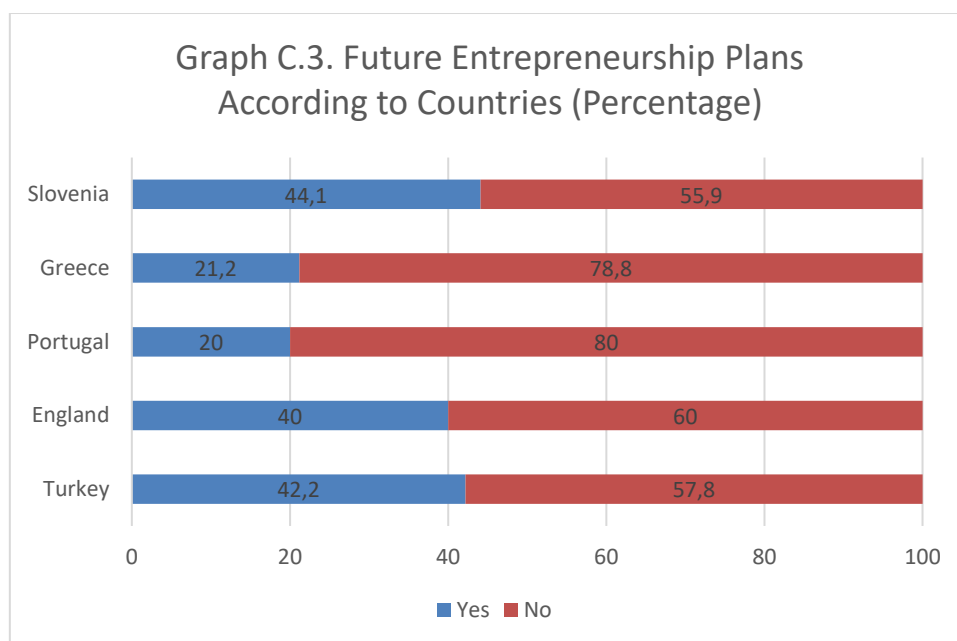
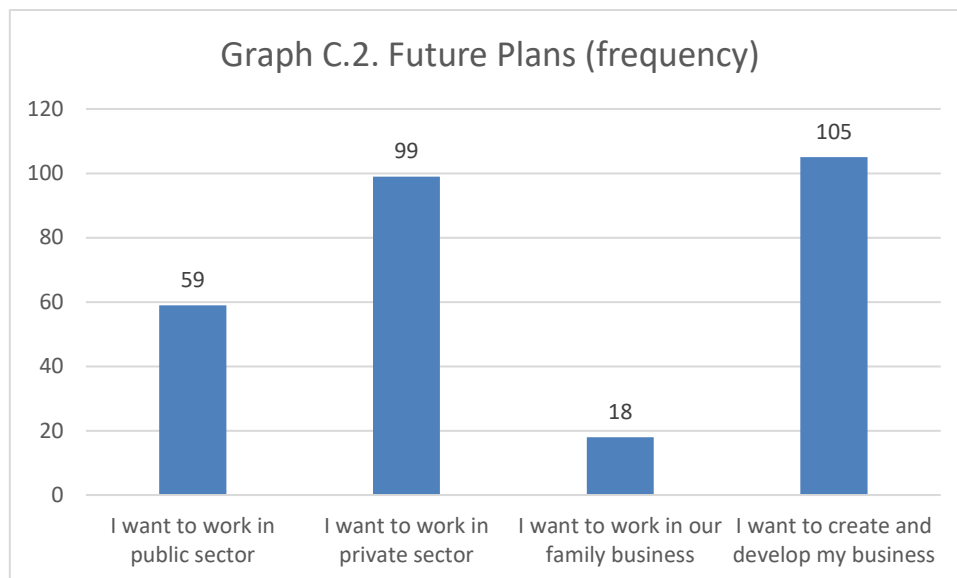
Demographic Data

Youth between 15 and 28 ages with the average of 21 participated to the survey. % 85,80 of them were students (241) and only 7,8 % (22) youth have full time or part time jobs. Most of the participant in the questionnaire was undergraduate by % 68 (191 participants).

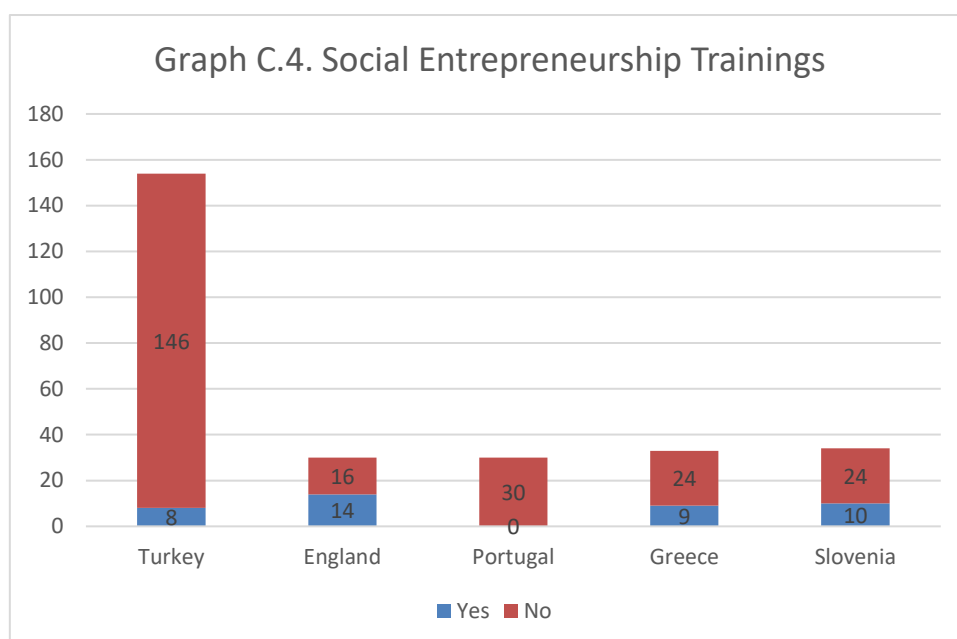


Youth whose parents run their own job is %36,7 (103) which is less than the parents without own job % 63,3 (178).

When the participants were asked about their future career plans; %37,4 of them plans to create their own business.



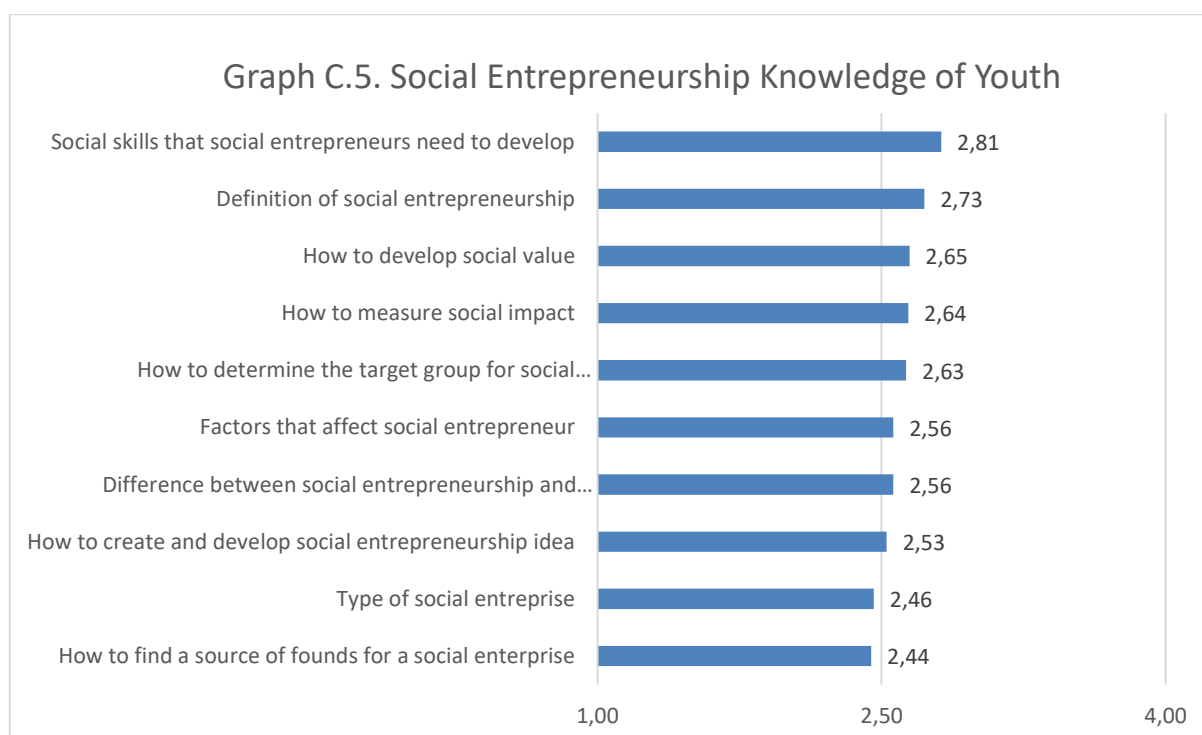
Only %14,60 (41) participants had training on social entrepreneurship. Almost half of the participants (%46,7) in the UK had this training and none of the participants in Portugal participated to any training regarding social entrepreneurship. 13 youth among participants obtained digital social entrepreneurship training and eight of them are from Slovenia.



Knowledge Level of Youth in Project Topics

Main aim of these questionnaires was to understand the current level of youth on; Social Entrepreneurship, Marketing and Finance. Partners have asked ten questions from each topic and asked participants to rate their current level from one (Very Bad) to four (Very Good).

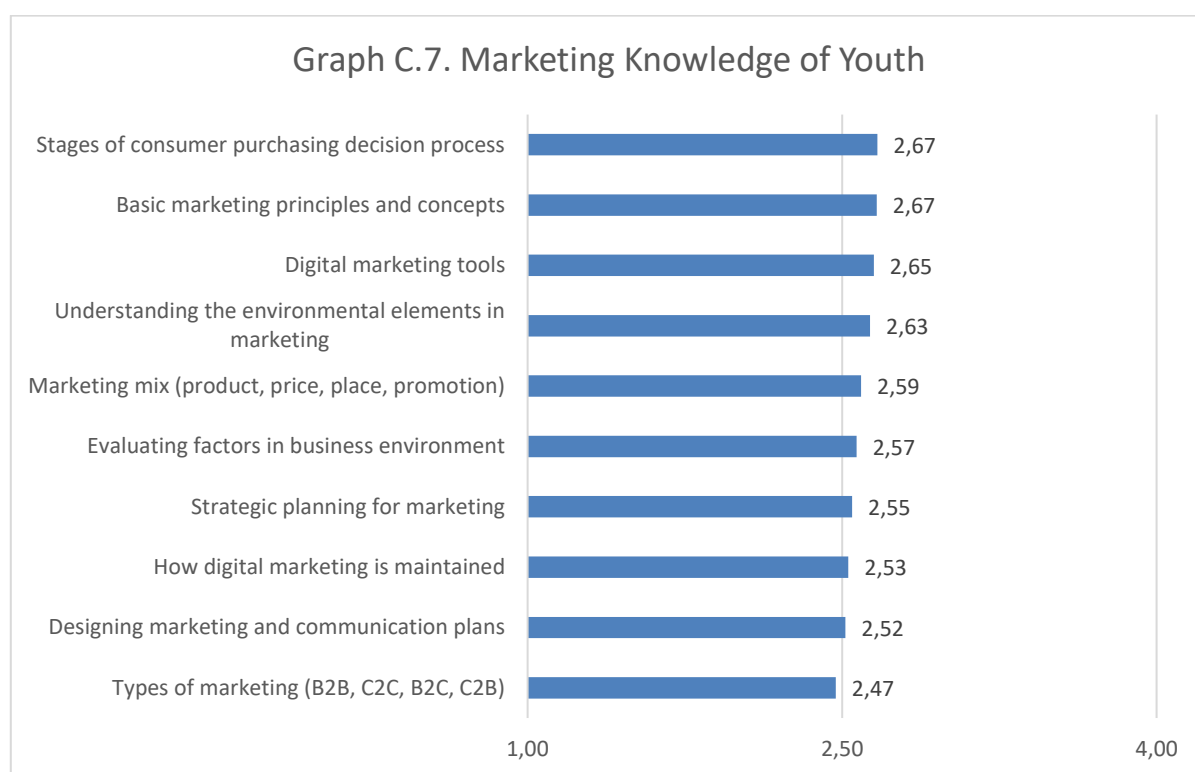
Social entrepreneurship knowledge of youth;



Graph C.6. Country Averages for Knowledge on Social Entrepreneurship

<i>Country / Skills</i>	<i>Turkey</i>	<i>UK</i>	<i>Portugal</i>	<i>Greece</i>	<i>Slovenia</i>	<i>Average</i>
<i>Definition of social entrepreneurship</i>	2.58	3.56	3.6	2.03	2.53	2.81
<i>Difference between social entrepreneurship and entrepreneurship</i>	2.36	3.40	3.47	2.00	2.50	2.73
<i>Types of social enterprise</i>	2.17	3.33	3.33	1.91	2.76	2.65
<i>How to create and develop social entrepreneurship idea</i>	2.34	3.03	3.63	1.76	2.67	2.64
<i>How to develop social value</i>	2.47	3.63	3.60	1.76	2.61	2.63
<i>How to measure social impact.</i>	2.43	3.53	3.60	1.73	2.85	2.56
<i>How to determine the target group for social entrepreneurship</i>	2.53	3.36	3.57	1.76	2.47	2.56
<i>Social skills that social entrepreneurs need to develop</i>	2.83	3.40	3.63	1.79	2.50	2.53
<i>Factors that affect social entrepreneur</i>	2.36	3.39	3.60	1.81	2.58	2.46
<i>How to find a source of funds for a social enterprise.</i>	2.25	2.90	3.67	1.79	2.47	2.44

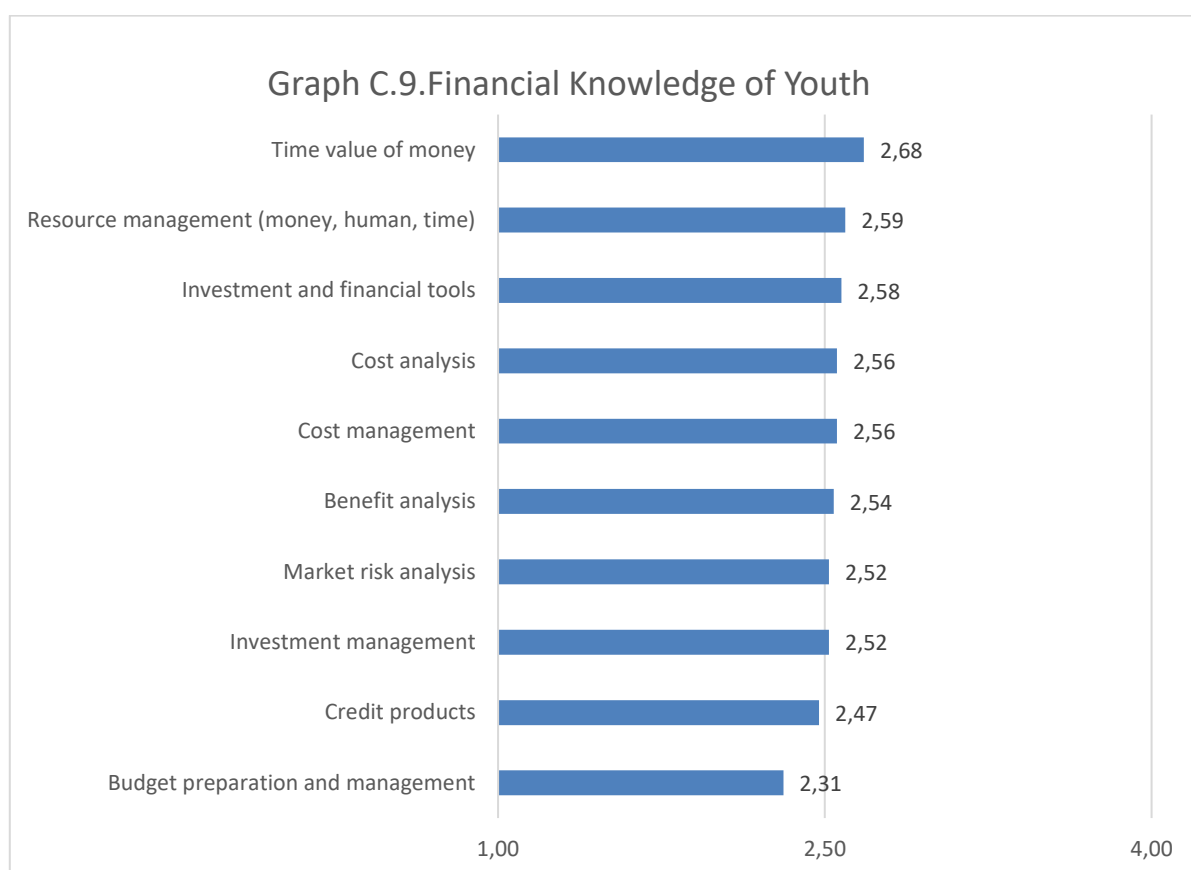
Marketing knowledge of youth;



Graph C.8. Country Averages for Knowledge on Marketing

<i>Country / Skills</i>	<i>Turkey</i>	<i>UK</i>	<i>Portugal</i>	<i>Greece</i>	<i>Slovenia</i>	<i>Average</i>
<i>Basic marketing principles and concepts</i>	2.43	3.60	3.80	2.19	2.38	2.67
<i>Types of marketing</i>	2.06	2.57	3.87	2.64	2.85	2.67
<i>Marketing mix</i>	2.40	3.17	3.73	2.18	2.35	2.65
<i>Designing marketing and communication plans</i>	2.39	3.03	3.60	1.79	2.38	2.63
<i>Understanding the environmental elements</i>	2.61	3.10	3.47	1.79	2.41	2.59
<i>Strategic planning</i>	2.45	3.13	3.47	1.73	2.44	2.57
<i>Evaluating factors</i>	2.50	3.07	3.46	1.66	2.53	2.55
<i>How digital marketing is maintained</i>	2.39	2.97	3.53	1.76	2.65	2.53
<i>Digital marketing tools</i>	2.55	3.27	3.67	1.70	2.62	2.52
<i>Stages of consumer purchasing decision process</i>	2.57	2.97	3.67	2.00	2.61	2.47

Finance knowledge of youth;



Graph C.10. Country Averages for Knowledge on Finance

<i>Country / Skills</i>	<i>Turkey</i>	<i>UK</i>	<i>Portugal</i>	<i>Greece</i>	<i>Slovenia</i>	<i>Average</i>
<i>Investment and financial tools</i>	2.48	3.10	3.60	1.52	2.68	2.48
<i>Time value of money</i>	2.61	3.57	3.53	1.45	2.65	2.61
<i>Budget preparation and management</i>	1.98	3.30	3.57	1.58	2.53	1.98
<i>Investment management</i>	2.44	3.13	3.50	1.52	2.47	2.44
<i>Cost management</i>	2.44	3.47	3.63	1.52	2.35	2.44
<i>Cost Analysis</i>	2.42	3.47	3.53	1.67	2.38	2.42
<i>Credit Products</i>	2.32	2.80	3.60	1.39	2.91	2.32
<i>Market risk analysis</i>	2.41	3.10	3.53	1.42	2.68	2.41
<i>Benefit analysis</i>	2.48	2.83	3.60	1.48	2.65	2.48
<i>Resource management</i>	2.56	3.20	3.60	1.55	2.32	2.56

The results indicate that knowledge level of youth in almost all areas between 2,31 and 2,81. Statistically, 2,50 is the average and above it can be regarded as sufficient. However, there are only 5 areas which are below 2,50 (insufficient) and generally results self-assessments are higher than the real ones therefore it is better to have 3.00 and above sufficient.

Graph C.11. Rates and grade of questionnaires

<i>Rates</i>	<i>Grades</i>
<i>1,00 – 1,74</i>	Very Bad
<i>1,75 – 2,49</i>	Bad
<i>2,50 – 3,24</i>	Good
<i>3,25 – 4,00</i>	Very good

In this case, when we combine our findings from focus group meetings, project proposal and results of the questionnaires, it is decided to have following modules as the most needed areas for youth to become digital social entrepreneurs.

- **Introduction to Digital Social Entrepreneurship** (Graph C.5. and Graph C.6.)
- **Social Need Analysis** (Graph C.5. and Graph C.6.)
- **Social Business Model** (Graph C.5., Graph C.6. and Theme 2.)
- **Funding Your Idea** (Graph C.5., Graph C.6., Theme 1 and Theme 7.)
- **Finance and Budget for DSE** (Graph C.9., Graph C.10. and Theme 12.)
- **Digital Marketing** (Graph C.6., Graph C.7. and Theme 3. and Theme 5.)
- **Digital Model for Social Entrepreneurship** (Theme 2.)
- **Human Resources and Team Management** (Graph C.9., Graph C.10. and Theme 2. and Theme 4.)
- **New Media Skills** (Proposal)
- **Multicultural Awareness** (Proposal)

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Annex

1 - Up to Youth Questionnaire:

<https://drive.google.com/open?id=1R8llosJQYKhFXDkyvEEzONrtbWnJGYfG>

2 – Up to Youth Focus Group Meeting Template

https://drive.google.com/open?id=1gHFgH-w6OAdhj1zfowJ_cbMqbVuYmMYG



BRIDGING TO THE FUTURE

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