

Newsletter EFE Project



Entrepreneurship for everyone
New ways of coaching

February 2020 - Year 1

KICK-OFF MEETING IN STOCKHOLM, SWEDEN

December 16th – 17th 2019, the first meeting of the EFE Project partnership was held in Stockholm, Sweden. The meeting was attended by representatives of Sweden, Portugal, Spain (2), Poland, Romania and Ireland. We have two years of work ahead of us. We are starting by creating a **questionnaire** for entrepreneurs to identify the obstacles to be tackled in the first five 5 year of business.

The next project meeting will take place in Vejer, Spain, on the 20th and 21st April 2020.

Our partnership comprises:

- Center för Socialt Entreprenörskap Sverige - Sweden
- Indepcie - Spain
- Arid – Poland
- CPIP – Romania
- Asociación para el desarrollo rural del litoral de la Janda – Spain
- APSU - Portugal
- I & F Education - Ireland

WHAT IS EFE?

The EFE project will explore the reasons why so many smaller companies/entrepreneurs fail in the first five years of business. We wish to identify fifteen situations/enemies that can be tackled by way of coaching.

We will focus on soft skills/human skills, rather than hard skills, such as the individual's leadership qualities, motivation, decision-making ability, self-esteem, self-confidence, etc.

The EFE project will be carried out in a transnational cooperation to enable cross-country learning. It aims at building a training system that is applicable to the majority of situations that European entrepreneurs, leaders, SMEs and workers are facing nowadays, with the intention to contribute to the improvement and the reinforcement of local and national economy, especially in smalls companies, 90% of the productive sector in EU (according to Eurostat).



OUR OBJECTIVES

The internal side of the entrepreneur is where coaching and Emotional Intelligence can work. It does not have to do with financial information, knowledge about the business, tax consulting, etc. but with the management of those other skills such as burnout, lack of motivation, lack of goals or incentives, problems to make decisions, self-esteem...

To achieve this, the EFE project pursues the following objectives with coaches, entrepreneurs, leaders and managers as final users:

- To develop the entrepreneurial capacity of European citizens and organisations as one of the key policy objectives for the EU.
- To establish a training program that accompanies final users in the implementation of acquired training skills and training plans.
- Define the importance of entrepreneurship and the talents necessary for entrepreneurial success.
- Find the non-technical talents necessary to meet the demands of entrepreneurship.



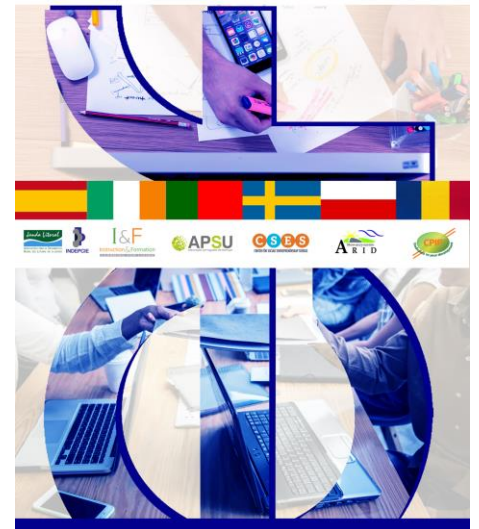
- Deliver effective coaching conversations that will help individuals foster their entrepreneurial talents.
- Help individuals to understand and apply their entrepreneurial talents to increase their business success.
- Support the development of entrepreneurship in local communities.
- To promote exchange between final users both at the regional level but also between countries.



'one thing that's missing in this discussion is the attributes of the individual, the person who is at the centre of a company, making day-to-day decisions for running the business in highly uncertain circumstances'



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