

**Il programma europeo di  
scambio per imprenditori  
e  
opportunità in Europa per i lavoratori  
dipendenti**

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- **«Il programma Erasmus per giovani imprenditori»** aiuta gli aspiranti imprenditori europei ad acquisire le competenze necessarie per avviare e/o gestire con successo una piccola impresa in Europa.
- I nuovi imprenditori apprendono e scambiano conoscenze e idee di business con imprenditori già affermati, dai quali vengono ospitati, e con i quali collaborano per un periodo da 1 a 6 mesi.
- Il soggiorno è cofinanziato dalla Commissione europea.

1. È un programma di scambio transfrontaliero.
2. Lo scambio avviene nell'ambito di un periodo di lavoro presso la sede di un imprenditore esperto proveniente da un altro paese dell'U.E.
3. L'imprenditore ospitante ha l'occasione di considerare la propria attività sotto nuovi punti di vista; collaborare con partner stranieri e informarsi circa nuovi mercati.

4. La possibilità di questo scambio esiste su tutto il territorio dei Paesi partecipanti grazie alla collaborazione dei **centri di contatto locali** attivi nel settore del sostegno alle imprese (quali camere di commercio, centri di appoggio alle imprese start-up, incubatori di imprese, ecc.).

# Here are some answers to the following FAQ's:

- **Who can participate?**
- **What's in it for me?**
- **What will I be doing?**
- **Who else has done this? What have they said about it?**
- **How do I apply?**

# Who can participate?

People who:

- have a concrete project or business idea based on a viable plan.
- or who have already started their own business
- are motivated and committed to collaborating with an experienced entrepreneur from another EU country (= **host entrepreneur**).
- Your (future) company can be in any sector and there is no age limit.

# What's in it for me?

- As a new entrepreneur, you will benefit from on-the-job training in a small or medium-sized business in another European country (whose language(s) you already speak).
- This will help you to start your own project, or to strengthen your already existing enterprise.
- In the long term, you and the host entrepreneur may decide to continue as long-term business partners.

# What will I be doing? (1)

- You will collaborate with an experienced **host entrepreneur** in another EU country.
- Duration of stay = from 1 to 6 months.  
(Option: stay can be divided into periods of a minimum of 1 week spread over a maximum of 12 months.)
- Monthly financial assistance is available (e.g., France €900; Germany €830; Ireland €1,000).



# What will I be doing? (2)

- shadowing a senior **host entrepreneur**.
- using your existing skills to contribute to the business of the **host entrepreneur**.
- doing market research, making contacts and looking for ways to promote your business/project in another European country.

# Who else has done this?

## What have they said about it?



Dimitra Dudangelou (Greece)

**Sector: Music, theatre, events and related cultural and entertainment services.**

Period of exchange: 01/2012 until 05/2012.

Background in psychology

- The programme was a chance for her to gain useful knowledge from an experienced entrepreneur and reach a foreign market at the same time. She went to Cyprus and spent three months at ‘Roll Out’ – a production company in Nicosia which organises cultural events.
- During the exchange Dimitra developed her entrepreneurial skills, acquired competence in event organisation and video making, developed skills in new technologies and built up a network of professional contacts. **Returning to Greece with strong self-confidence and innovative ideas for her business,** Dimitra formed ‘PSY-CHE’ in October 2013. Based in a small village in the mountains in Pelion, the business offers **virtual psychology services** through web magazines, online workshops and events that she organises in Athens.



Carmen-Narcisa Brasoveanu (Romania)

**Sector: Tourism, travel services and well-being.**

Background: Graduated in Geography of Tourism, and has a Ph.D in English literature. Speaks English, German, French and Russian) and taught English language in Romania.

Host entrepreneur: Jarkko Enqvist (Sweden)

**Sector: Hotel, restaurant, tourism, travel services and wellness.**

Period of exchange: 08/2013 until 08/2013:

Duration of exchange: 1 month

Carmen-Narcisa wanted to start her own business in the tourism sector in order to offer tourist activities to individuals and also to disabled people in Transylvania.

She says:

*“The experience offered me the chance to observe a successful business model in the field of tourism for people with disabilities.”*



Host entrepreneur: Ana Bela Cabral (Portugal)

**Sector: Education and training services**

New entrepreneur: Margarita Murillo (Spain)

**Sector: Education and training services**

Period of exchange: 04/2011 until 06/2011

Duration of exchange: 3 months

- After graduating in Translation and Interpretation, **Ana Bela Cabral** worked as a freelance conference interpreter. Then in 1996 she launched her own business: Gabinete ABC.  
<http://www.gabineteabc.com/>
- She now works with 3 members of staff and 60 freelance translators and interpreters across Europe and around the world.
- In 2011 Spanish newly-established entrepreneur **Margarita Murillo** was looking for a business mentor and came across Gabinete ABC.
- The duo worked together during for months. Gabinete ABC significantly benefited from the competences and expertise in communication offered by Margarita who among others tasks provided organised workshops and conferences.

# How do I apply? (1)

- See section of website entitled: **“Come partecipare”** per una **“guida passo a passo”**. Here’s the link:

<http://www.erasmus-entrepreneurs.eu/page.php?cid=4#.VQgU8m85A5s>

- See PDF file **“Guida per i nuovi imprenditori”/ “Registration Guide for New Entrepreneurs”**. Downloadable from section of website entitled **“Come partecipare”**:

<http://www.erasmus-entrepreneurs.eu/upload/NE%20registration%20guide%20-%20FINAL.pdf>



# How do I apply? (2)

Necessary application documents include:

- CV summarising your qualifications, competencies and work experience, and demonstrating your ability to use at least one foreign language. (**Foreign language skills are one of the main criteria for suitable matching with a host entrepreneur.**)
- Business plan containing a well-formulated idea (**including budgets, objectives and strategies for reaching them, description of the product or service offered, and definition of the target market**).

## How do I apply? (3)

- Build a relationship with a new or host entrepreneur abroad by either:
  - a) suggesting to your **local contact point** a new or host entrepreneur with whom you are already in contact, or
  - b) looking for a new or host entrepreneur in the online catalogue with the help of your **local contact point**.
- Reach an agreement with your new or host entrepreneur about the dates, objectives and activity plan of the exchange) and submit the details to your **local contact point** (= **centro di contatto locale**).

# How do I apply? (4)

- Il tuo interlocutore principale sarà il tuo **centro di contatto locale**. Ecco il link:

<http://www.erasmus-entrepreneurs.eu/page.php?cid=05&pid=018&ctr=IT&country=Italia#.VQhIUG85A5s>

- Si tratta di un soggetto selezionato dalla Commissione europea per guidarti nelle varie fasi dello scambio: ti consiglierà nella compilazione della domanda di partecipazione, **ti aiuterà** a stabilire un rapporto di successo con un partner idoneo e ti fornirà tutte le risposte di cui avrai bisogno. Ti invitiamo a scegliere un **centro di contatto** attivo nella regione o nel paese in cui risiedi. È possibile che ti venga offerta l'opportunità di partecipare a un corso di formazione per prepararti all'esperienza.

## How do I apply? (5)

Il tuo **centro di contatto locale** valuterà la tua candidatura. Se questa verrà accettata, potrai cominciare la ricerca di un partner. Il centro di contatto dell'imprenditore ospitante fornirà appoggio anche al nuovo imprenditore, visitandolo durante il soggiorno.

## **More information at:**

**1) Website (in English and Italian):**

<http://www.erasmus-entrepreneurs.eu/page.php?cid=2#.VQgHp285A5s>

**2) “the programme guide”/ “la guida al programma” (= PDF file available in English, French or German from section of website called “About the programme”/“Cos’è il programma”):**

<http://www.erasmus-entrepreneurs.eu/upload/Programme%20Guide%20EN.pdf>

**3) and don’t forget the website links on slides 16 and 19 of this power-point presentation!**

# Not cut out to be an entrepreneur?

# Born to be a wage slave?

Look for opportunities with international hotel chains.

## Advantages

- They need people who speak two or three languages
- Recruitment procedures are 100% meritocratic
- People who show that they have ability can make progress in their career
- There are opportunities all over Europe, or all over the world.

# Opportunities with IHG

## InterContinental Hotels Group

<http://www.ihgplc.com/index.asp?pageid=7#>

### FAQs

#### **How do I search for available positions within IHG?**

Our Careers Web site is continually updated to include new opportunities within IHG and our many brands:

Log into [www.ihg.com/careers](http://www.ihg.com/careers) and register as a new user. You will receive a user name and password that should be keep in a safe place for future reference (you need this information to apply for job openings.)

*Personality  
is behind  
our success*

Angela

Angela,  
IHG





## Opportunities with Jurys Inn

<https://www.jurysinns.com/careers/>

UK, Ireland, Czech Republic, Belgium, Netherlands.



Is French your preferred language?

Hôtel Campanile is a French hotel chain. There are Campanile hotels all over Europe, Italy included.

<http://www.indeed.com/cmp/Hôtel-Campanile-1>

Feedback from staff:

Stage en hôtellerie (Former Employee), Paris, 92 – September 20, 2014

**Pros:** petit déjeuner

**Cons:** temps long

très bonne accueil, bonne ambiannce, propre, heure correcte

gouvernante generale (Former Employee), PARIS BERTHIER – December 9, 2012

Mon premier poste de manager, j'ai beaucoup appris, sur un gros porteur la gestion du personnel

# Opportunities with Best Western

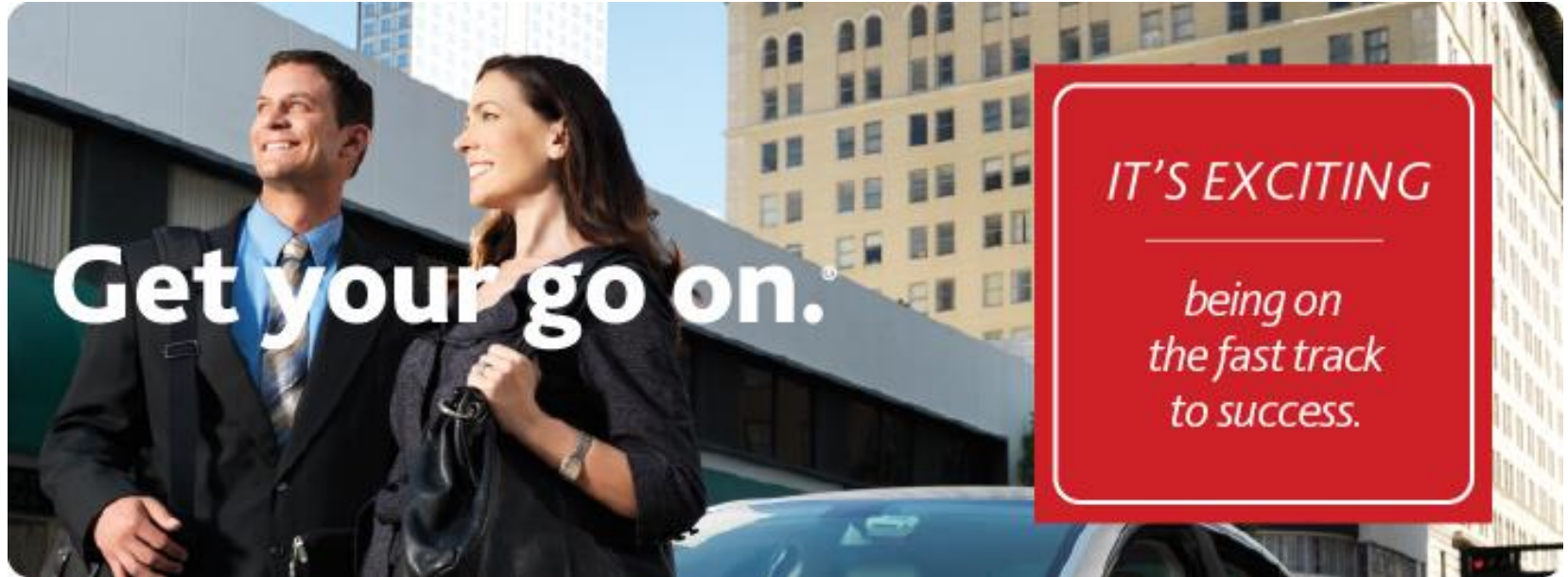
<http://www.bestwestern.com/about-us/careers/>

There are Best Western hotels in all the major cities in Italy:

<http://www.bestwestern.it/hotel/lavora-con-noi/>



# Opportunities with car rental companies



<https://avisbudget.greatjob.net/jobs/LoginAction.action>

AVIS



**HERTZ**

[http://www.hertz.jobs/index\\_noflash.cfm](http://www.hertz.jobs/index_noflash.cfm)

# Opportunities with Europcar

## **Attracting talented people**

We are committed to growing the company with talented individuals who want to learn about our business from the ground up and grow with the company to develop in to highly effective employees, managers and our leaders of the future.

Are you interested in a career with Europcar? If so, please [click on this link to apply, or alternatively send your resume to \[resume@europcar.com\]\(mailto:resume@europcar.com\)](#)

<http://www.europcar.com.au/EBE/module/render/careers>

<http://www.europcar.it/EBE/module/render/Dichiarazione-di-missione>



There are other hotel chains and other car rental companies. All want young staff who speak two or three languages. Start searching!