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Erasmus+ Programme
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TOT GET YES

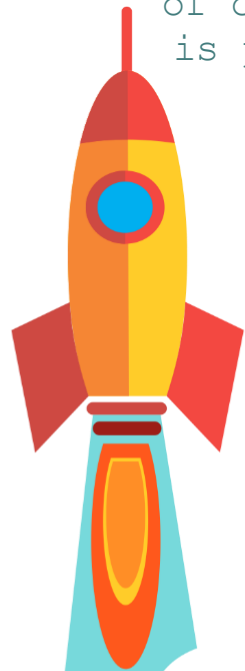
(Training of Trainers –
Global Exchange and
Training for Youth
Employment Services)

Do you know what butterflies are? New perfected model of caterpillars! What we guarantee on this training is your personal metamorphosis in entrepreneur and trainer.

How do we know this?

Each of us personally has been through this metamorphosis.

If you don't show it, you don't know it!



Join us from:

18.09.2016–02.10.2016

In R. Macedonia

Intro

Nowadays we have one common problem which is becoming more and more urgent: the youth unemployment and low level of entrepreneurial skills among them for starting business or working in already existing company.

- ★ Do you want to learn how to train people to be successful entrepreneurs?
- ★ Do you want to empower young people in your country to become independent and self-sustainable?
- ★ Do you want to evoke creative energy of individuals and use this potential for business development, skills improvement and creation of new entrepreneurs?



If your answer is YES than we have a solution:

The "ToT GET YES (Training of Trainers - Global Exchange and Training for Youth Employment Services)" taps the strong societal need for building enterprising societies across the world which will enable young people to realize their ideas and professional plans.

The training, particularly, is about creating competent trainers and leaders to be licensed entrepreneurship trainers who will use the best practice entrepreneurship training methodology - CEFE.

What is CEFE?



It is a methodology that stands for Competency based Economies, Formation of Enterprise and is a comprehensive set of training instruments using action-oriented and experiential learning methods to develop and enhance the business management and personal competences of a wide range of target groups, mostly in the context of income and employment generating and economic growth.

It is developed in 1980s and is considered to be one of the most successful methods of teaching business development. In more than 60 countries, business counsellors are using the methodology to support the entrepreneurs in their businesses. CEFE trainings are completely adapted to teaching and oriented

towards simulations, empirical and interactive participation of participants.

The training of trainers aims at:

- ★ Introducing trainers to CEFE methodology
- ★ Introducing trainers to the training architecture, curriculum and methodology
- ★ Discussing training modules
- ★ Familiarizing trainers with procedures and processes (localization, contracting, training implementation and evaluation, reporting)
- ★ Agreeing on next steps
- ★ Team building

What will you benefit?

- ★ Increased competence in state of the art of CEFE methodology application;
- ★ Enhance familiarity with methodology recent tools and exercises;
- ★ Certified programs for entrepreneurship training (lean start up, social entrp, innovations, business skills...)
- ★ Opportunity to work as a trainer in realizing pilot training in the "global KA2 project "GET YES"
- ★ Observation and certification of participants for becoming licensed CEFE trainers who will be able to work nationally and internationally (only after successful performance);
- ★ Strengthen the capacities of organizations in the process of taking actions for empowering young people in their country, raising their capacity to deliver entrepreneurship trainings, generation of revenue and open the door for new international collaborations on similar topics;
- ★ Strengthening the CEFE network organizations through the world;
- ★ Build common ideas and projects for multiplying events.



How you will acquire the knowledge and skills?

The learning process will be based on four dimensions: knowledge, attitudes, skills and habits.

By moving through the stages from awareness to transformation, the participant will be given the opportunity to experience personal growth, to develop a more enterprising approach to life, and to prepare an own business plan.

The non-formal learning is the main characteristic of the training. Welcome to the CEFE ToT on experiential adult learning for businesses.

The basic training will be CEFE training and you will get training materials for Lean Startup, Social Entrepreneurship, Green Business and Innovation in SMEs.

KEY ELEMENTS OF THE PROGRAMME

- Different experiential training methods
- Roles of trainers and facilitators
- Golden rules of facilitation
- Communication
- Feedback and self-assessment
- Market orientation in training services
- Exercise preparation and applied facilitation

LEARNING UNITS FOR training SMEs

- Entrepreneurial competences: goal setting, information seeking, self-confidence, opportunity finding, moderate risk taking, decision making, responsibility acceptance, learning from failures, persistence, work commitment
- Creativity rules and tools, idea generation and selection
- Market understanding, market share and survey, marketing mix, budget and plan
- Management and leadership skills, team work, problem solving
- Business organisation, effectiveness, quality management
- Financial management: costs, investment and financing plan
- Financial statements: profit and loss, cash flow, balance sheet
- Business plan preparation and presentation

Working language

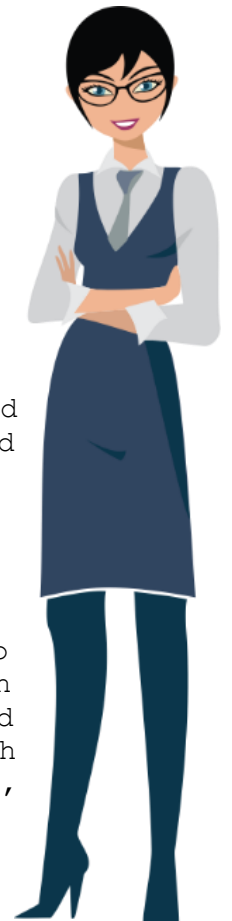
All participants must be able to speak English for successful career in entrepreneurship and training!

Certification

All the participants which will successfully accomplish 85% of the course will be awarded with Certificate and possibility to apply for a license for CEFE trainers, issued by the global network facilitator CEFE International.

Who should attend?

This training is not for tourists. We are going to work! It's for people who are serious in their goals and careers to become training professionals. Youth workers, Trainers, Youth leaders, Project managers, Entrepreneurs, Facilitators, and Employees in agencies for supporting entrepreneurship with above mentioned characteristics are welcomed from: Macedonia, Germany, Chile, Philippines, Jamaica.



Who will be your trainers?

Experienced business leaders who are working many years in the field of training and consultancy and had organized and realized numerous of trainings from Amsterdam till Dubai with more than 5.000 people trained.



Mr. Zoran Vitanov CEFE Master Trainer and Adviser, one of co-creators of CEFE Macedonia, co-owner of "Trade Consulting", business consultant and networking marketing professional.

Contact: zvitanov@t-home.mk +389 70 400 610



Mr. Jovan Stalevski National CEFE Adviser and Trainer, president of CEEFE Macedonia, business consultant, creator of many projects for economic growth, and marketing professional.

Contact: j.stalevski@gmail.com +389 78 437 267

CEFE International trainer - info coming soon

Costs

- ★ Board, lodging, travel costs and all materials will be covered by the Erasmus+ project for participants from Macedonia, Germany, Chile, Jamaica and Philippines.
- ★ As each business entity needs an initial investment to be established, every participant will invest 300 euro as participation fee on the spot as a self-investment that could bring income to you and your organization.
- ★ Please keep with you all original travel documents from your trip (Boarding passes, e-tickets, invoices, bus/train tickets, bills etc.)

Application and confirmation

To apply for the training please fill the online application form on SALTO YOUTH web page and attach your CV. On the selection date we will send information to all applicants about the status of their submissions. We will select four participants from each country (Macedonia, Germany, Chile, Jamaica and Philippines).

Deadline for application: 21.08.2016

Selection of participants: 26.08. 2016

Organizer



CEFE Macedonia (www.cefe.mk) is an organization formed in 2008 in Skopje, R. Macedonia and we work mainly with mature youth and institutions for promoting and raising entrepreneurship and self-employability skills. Our main standards in work are proficiency and professionalism in everything we are doing. These standards of ours will be also role model for providing the training.

Co-Organizers

CEFE International GmbH, Germany <http://www.cefe.net/>

Business Works Limited, Jamaica <http://businessdon.weebly.com/>

Plataforma Áurea, Chile <http://plataformaurea.cl/>

Philippine CEFE Network Foundation, Philippines
<http://www.passionforperfection.net/>

WE guarantee results: If you're not happy, we're not happy. Go back to your life and apply the new techniques and skills you learned in our training. If you're not absolutely delighted with the results you achieve, write to us right away. We'll issue you a refund. That's our guarantee!



Take a look how it was on previous CEFE ToT's:

Pictures from [Croatia](#)

Pictures from [Macedonia](#)

[Pictures](#) and [video](#) from Turkey

Cool video from [ToT in Macedonia](#)

FAQ

For any questions and additional information, please feel free to contact us:

- Mrs. Elena Stojanovska, CEFE Macedonia, e.stojanovska@cefe.mk +389 75 830 203
- Mrs. Elena Gagacheva, CEFE Macedonia, elena.g@cefe.mk +389 75 257 075



The training is part of the project

Global Exchange and Training for Youth Employment Services

Co-funded by

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Implementer

CEFE Macedonia

Partners

CEFE International GmbH, Germany; Business Works Limited, Jamaica;
Plataforma Áurea, Chile; Philippine CEFE Network Foundation,
Philippines.

Main goal of the project

Is to foster cooperation, exchanges, upgrade and roll out of good practices between the participating organizations specialized in employment generation, thus enhancing their capacities for reduction of youth unemployment, professionalization of youth workers and support of entrepreneurship.

YOU - as a participant will be part of the future TASKFORCE of the project. You will be trained according to the newly developed training modules, tools, resource materials and methods for youth employment.

