



**PROGRAM FOR TRAININGS:**  
**Social entrepreneurship for Youth Workers  
with youths with intellectual disabilities**





*'If you want to change behaviours, you need to be ready to change yours.'*  
Julius Solaris

## WHY?

The Social Entrepreneurship training for Youth Workers will focus on helping Youth Workers and Youth Leaders who are interested in the concepts of social innovation and social entrepreneurship for a better future. The programme aims to give Youth Workers and Youth Leader innovative tools for sustainable change.

The five days course is designed to motivate and give tools to participants to become entrepreneurs towards the social good. The training will also explore how social entrepreneurship can enhance the impact of young people with intellectual disabilities work and entrepreneurial skills, as well as integration into the market.

## MAIN AIM

To transform traditional youth workers into agents of social change who can scale up the potential and impact of existing social enterprises and innovations.

### *Objectives of training*

- *To identify youth workers' perspectives about social entrepreneurship in their own social context.*
- *To extend youth workers' knowledge about initiative, innovation and creativity in their effect on social work;*
- *To help youth workers to reach enterprising qualities that can be reached for public good;*
- *To encourage the youth workers to link social work and entrepreneurship as a means of working towards the public good;*
- *To encourage youth workers to become the main actor of sustainable change within their own community;*
- *To explore how social entrepreneurship can enhance the impact of volunteer work and enhance the volunteering experience of the participants;*
- *To address risk taking and risk management in voluntary work;*
- *Develop the networking potential and build partnerships of CANDLE project consortium member organizations that would increase the understanding of the concept of social entrepreneurship and innovations;*
- *To ensure and increase the active participation of youth workers in CANDLE consortium members organized events.*

### *Learning outcomes*

- *Increased knowledge of social entrepreneurship (current trends, education strategies and methods to be applied in their learning environment).*
- *Improved social entrepreneurship teaching skills.*
- *Improved methods for work with young people with intellectual disabilities;*
- *Improved coaching competences to support social enterprises development;*
- *Improved motivation and skills to engage in international collaboration work with other youth workers in the field.*



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# The Learning approach

We use a variety of learning methods to provide the tailored personal development and organisational support. Learning is 'by doing' and throughout each session, youth workers learn from their peers, build new networks and are challenged by practitioners, staff and each other to become the most successful social entrepreneurship influencers they can be.

## Expert Sessions

In some areas, we recognise that youth workers need the best possible advice and guidance. During our expert sessions, we will bring leaders in fields such as business planning, managing people, sales marketing, etc, to provide interactive action learning sessions.

## Witness Sessions

Our witness sessions involve experienced social entrepreneurs sharing their own experiences, the success and failures, the challenges and how they face them. These interactive sessions provide an opportunity for youth workers to ask questions and get advice from people who are further along in their professional journey.

## Action learning Sets

Our action learning sets will involve smaller groups that will be accompanied by experienced facilitators. Each member of the group will bring an issue that they are facing to the set. With specific questioning, techniques by other members of the group, the member will find a way forward and set actions for the following meeting.

## Business Review Panels

An individual 'in-depth' look at your organizations specific challenges and opportunities. A panel of social entrepreneurs and relevant experts will spend time with you to reflect on questions, challenges and opportunities.

## After trainings you will be with:

- A clear sense of opportunity, direction and strategy.
- The knowledge and skills to develop your organisation culture and build a focussed team.
- The understanding of markets, customers and impacts.
- Appropriate pathways to sustainability and growth.





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# 22 WEDNESDAY

| 22 February 2017 Vilnius |   |
|--------------------------|---|
| 10:30 – 11:00            | <b>Registration and welcome coffee</b>  |
| 11:00 – 11:15            | <b>Welcome speech, presentation of the agenda</b>   |
| 11:15 – 12:00            | <p><b>Participant's presentation:</b><br/>-Brief presentation of each participant (5 minutes each participant)</p> <p>*each participant have to present their personal experience in the field; their organization; what they expect from trainers, from other participants and from themselves during trainings.</p>   |
| 12:00 – 13:00            | <p><b>What "the hell" Social Entrepreneurship is?</b></p> <p>-History, theoretical and practical definitions<br/>-What is the difference among "social entrepreneurship", "social enterprise", "social innovation" and "social responsibility"?</p> <p>*each participant have to present their personal experience in the field; their organization; what they expect from trainers, from other participants and from themselves during trainings.</p> <p>**the goal is to make participants understand the real meaning of social entrepreneurship and understand how every pillar makes an influence to others.</p> |
| 13:00 – 14:00            | <p><b>Lunch break.</b></p> <p>*Lunch will be served by organization which is the example of social entrepreneurship.</p>  |
| 14:00 – 15:30            | <p><b>Story telling of social entrepreneurship pioneers.</b></p> <p>Owners of the company will share their experience, challenges, how they came up to the idea and what problems did they met.</p>   |
| 15:30 – 15:45            | <b>Coffee break</b>   |
| 15:45 – 16:15            | <p><b>Was I born to become social entrepreneur? Or when it is already the time to become one?</b></p> <p>What personal skills should be developed for to be brave enough to become social entrepreneur.</p>   |
| 16:15 – 17:15            | <b>Practical task in groups. Analysis of practical cases, examples.</b>   |
| 17:15 – 17:30            | <b>Coffee break</b>   |
| 17:30 – 19:15            | <b>Experiential task. Movie analysis.</b>   |
| 19:15 – 19:30            | <b>Reflection in groups. Presenting conclusion.</b>   |
| 20:00                    | <p><b>Dinner</b></p> <p>*Dinner will be served by organization which is the example of social entrepreneurship.</p>   |
| 21:00 – 23:00            | <b>Sightseeing of the city (experiential task will be provided)</b>   |





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**23** THURSDAY

| <b>23 February 2017 Vilnius – Varėna</b> |  |
|--|--|
| <b>08:30 – 09:00</b>                     | <b>Registration and welcome coffee</b>   |
| <b>09:00 – 10:30</b>                     | <b>Differentiated coaching, tools, learning techniques.</b><br>Owners of the company will share their experience, challenges, how they came up to the idea and what problems did they met.   |
| <b>10:30 – 10:45</b>                     | <b>Coffee break</b>  |
| <b>10:45 – 13:00</b>                     | <b>Story telling of social entrepreneurship pioneers. Study visit.</b> Owners of the company will share their experience, challenges, how they came up to the idea and what problems did they met.   |
| <b>13:00 – 14:00</b>                     | <b>Lunch break.</b><br>*Lunch will be served by organization which is the example of social entrepreneurship.  |
| <b>14:00 – 15:30</b>                     | <b>Experiential task while driving. How to motivate young people with intellectual disabilities while using coaching. What skills are needed.</b>  |
| <b>15:30 – 17:00</b>                     | <b>Story telling of one of the best example in Lithuania for social innovations and social entrepreneurship. Prototyping social business model.</b><br>Owners of the company will share their experience, challenges, how they came up to the idea and what problems did they met. |
| <b>17:00 – 17:15</b>                     | <b>Coffee break</b>  |
| <b>17:15 – 19:00</b>                     | <b>Tasks in groups. Prototyping social business model.</b>   |
| <b>20:00 – 21:00</b>                     | <b>Dinner</b><br>*Dinner will be served by organization which is the example of social entrepreneurship.   |
| <b>21:00 – 23:00</b>                     | <b>Sightseeing (experiential task will be provided). Tools and techniques to develop social entrepreneurial skills.</b>  |

- Timetable can be slightly different. Depend on road conditions and weather.





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**24** FRIDAY

| 24 February 2017 Kaunas |   |
|-------------------------|---|
| 08:30 – 09:00           | <b>Registration and welcome coffee</b>  |
| 09:00 – 10:30           | <b>Experiential task. Work in groups. Reflection from two days before. Skills needed to become social entrepreneur.</b><br>*Driving to Kaunas   |
| 10:30 – 10:45           | <b>Coffee break</b>   |
| 10:45 – 13:00           | <b>Preparation for the evening event. Social business model canvas. Working in groups.</b>  |
| 13:00 – 14:00           | <b>Lunch break.</b><br>*Lunch will be served by social exclusion group.   |
| 14:00 – 15:30           | <b>How disadvantages could be turned into advantages. Analysis of social problems. Case studies.</b>  |
| 15:30 – 17:00           | <b>Free time</b>  |
| 17:00 – 21:00           | <p><b>Attending event ChangeMakers'ON</b></p>  <p>International Social Entrepreneurship enabling Startup Weekend "ChangeMakers'ON", a unique event to Lithuania. It is the very first Startup Weekend focused on Social Entrepreneurship with the strong belief to make it an annual event, creating a path to social change. During the international intense one weekend event, the participants will create Social business models that are based on social innovations and changes. Climate change, health, ageing society, pollution, social inequality – these are only a few of the problems the participants will tackle. The participants will be consulted by experienced mentors-experts who are professional entrepreneurs who have an international experience. The main goal of "ChangeMakers'ON" is to create a social business from an idea to a commercially successful social business model in one weekend. International partner „Bridge for Billions“ is an online incubator for early-stage ventures. They are enablers of progress and agents for change. Bridge for Billions was founded on this simple statement in 2013 at Carnegie Mellon University. The platform provides mentorship and tools for startups from anywhere around the world. They are ready to share their knowledge and techniques with the participants of "ChangeMakers'ON": 3 teams will get a 3 months startup mentoring program for free. This way we can guarantee that the ideas developed during the "ChangeMakers'ON" will have the means to become a reality and improve our lives, even if only a little.</p> <p><b>Opening speech.</b></p> <p><b>Presentations of social entrepreneurs.</b></p> <p><b>Pitches of 10 social innovation ideas (which will be prototyped during weekend).</b></p> <p><b>*CANDLE social business model pitch.</b></p> |
| 21:00 – 23:00           | <b>Sightseeing (experiential task will be provided). Tools and techniques to develop social entrepreneurial skills.</b>   |





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Change  
Makers  
ON

25 SATURDAY

**25 February 2017 Kaunas**

|               |  |
|---------------|--|
| 09:00 – 12:00 | Tasks in groups. Innovating through value chains. Cultivating the Entrepreneurial Mind-set. Simple Rules for Strategy driven Innovation.   |
| 12:00 – 13:30 | Session how to decide about roles in teams with intellectual disabilities. What is important. What we need to know.<br>Discussion in groups. Analysis of cases.  |
| 13:30 – 14:30 | Lunch break.<br>*Lunch will be served by social exclusion group.   |
| 14:30 – 15:30 | Mentors' session. Social entrepreneurship mentors (10 different) will visit the group and will give advices, questions, etc. Taking part and observation of Pitches of participants in the event. Analysis of cases. |
| 15:30 – 17:00 | Discussion in groups. What are main pillars of innovative and sustainable social business?   |
| 17:00 – 17:15 | Coffee break.  |
| 17:15 – 19:00 | Session Scaling excellence. Experiential tasks in groups. Developing social business model for CANDLE (adapted to every country and orientated Europe Wide.)   |
| 19:00 – 20:00 | Dinner<br>*Dinner will be served by social exclusion group.  |

26 SUNDAY

**26 February 2017 Kaunas**

|               |  |
|---------------|--|
| 09:00 – 13:00 | Tasks in groups. Methodological reflections for upcoming youth training. Sum-up and reflections.   |
| 13:00 – 14:00 | Lunch break.<br>*Lunch will be served by social exclusion group.   |
| 14:30 – 15:30 | Final mentors' session. Social entrepreneurship mentors (10 different) will visit the group and will give advices, questions, etc. Taking part and observation of Pitches of participants in the event. Analysis of cases. |
| 15:30 – 17:00 | Finalising business model for CANDLE. Preparation for pitch (how it will be presented back in their countries)   |
| 17:00 – 19:00 | Pitches for investors, experts and guests.   |
| 19:00 –       | Awards and party (*Dinner will be provided at 8 pm by social exclusion group).   |

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