

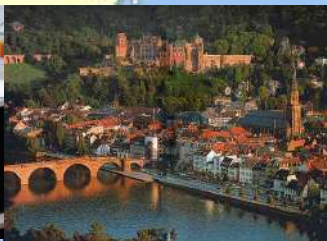


Πραγματοποιώντας Παγκόσμια Ανταγωνιστική Έρευνα και Επιχειρηματικότητα στην Ελλάδα



Δρ. Ζωή Κούρνια
zcournia@bioacademy.gr

18 Ιουνίου 2022, Ημερίδα για τις Γυναίκες στις Βιοϊατρικές Επιστήμες



2001-2006

Διδακτορικό στη Χημεία

Πανεπιστήμιο Χαϊδελβέργης, Γερμανία



1996-2001

Χημεία, ΕΚΠΑ

<https://bit.ly/3O5J33Y>



**Ph.D in Chemistry (2006)
U Heidelberg**



**2006-2009
Μεταδιδακτορική
Ερευνήτρια
Τμήμα Χημείας
Πανεπιστήμιο Yale
ΗΠΑ**



**Διδάσκουσα ΔΠΜΣ
«Data Science and IT»**



**ΙΙΒΕΑΑ
2009-σήμερα
Ερευνήτρια**



ingred.io

**Founder, Ingredio
2017**



Current Responsibilities



Faculty at Biomedical Research Foundation, Academy of Athens

○ Research activities

- Understanding the function of oncogenes through biomolecular simulation
- Allosteric computer-aided drug design working with academia & industry

Lecturer at the University of Athens, Department of Informatics

○ Teaching

Founder, Ingedio

American Chemical Society

- Associate Editor, Journal of Chemical Information and Modeling
- Editorial Advisory Board, ACS Medicinal Chemistry Letters
- Editorial Advisory Board, Journal of Chemical Theory and Computation



European Commission

- Greek Representative for the Innovative Health Initiative Joint Undertaking
- EC Expert Panels



European Commission

Chair, European Chemical Society Conference in Computational Chemistry 2023

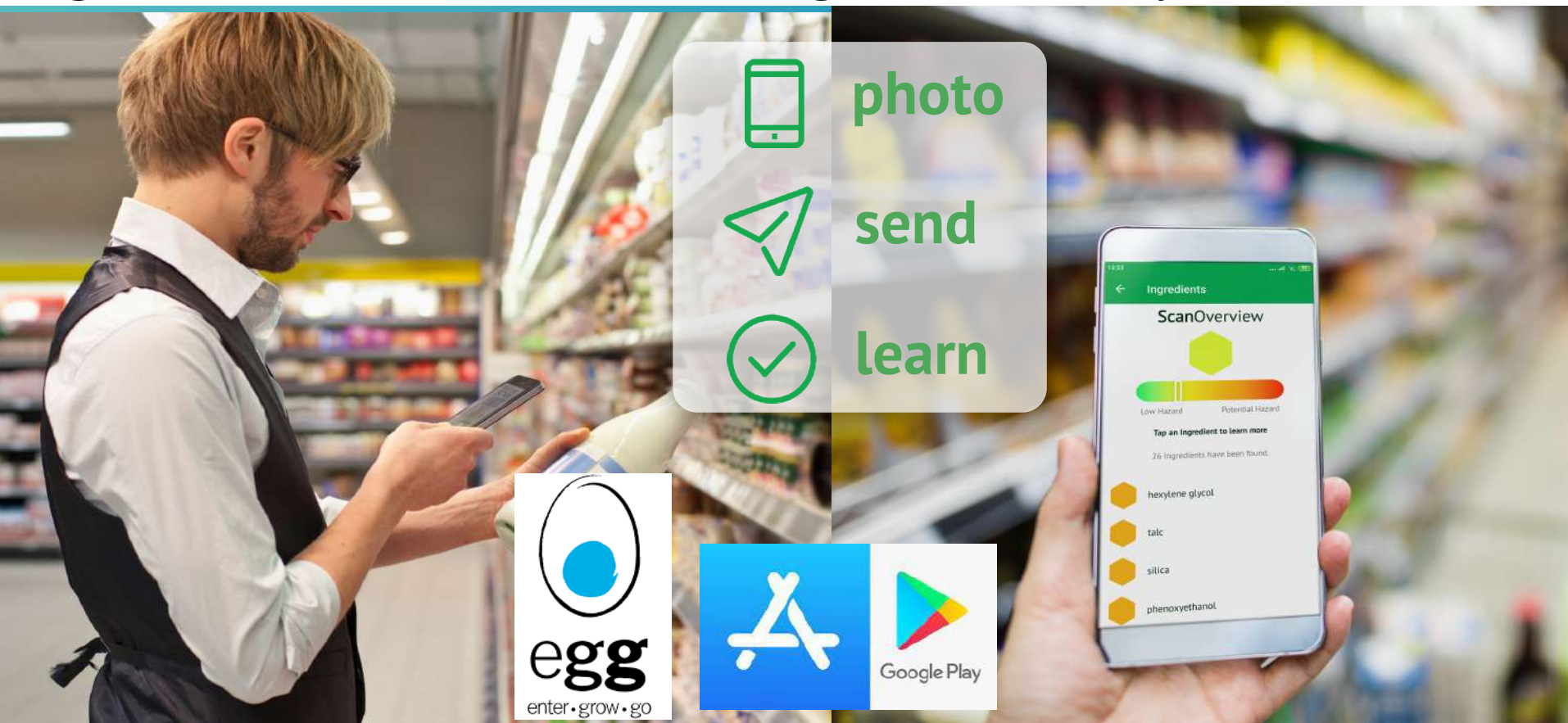
Co-chair, Gordon Research Conference in Computational Chemistry 2022



Gordon Research
Conferences
Frontiers of Science



Ingred.io is a tool that makes ingredients easy to understand



The image shows a man in a pharmacy setting, wearing a white shirt and a dark vest, using a smartphone to scan a product. A central overlay displays three green icons: a smartphone, a paper plane, and a checkmark, with the text "photo", "send", and "learn" respectively. Below this overlay, the "egg" logo is shown, along with the App Store and Google Play logos. To the right, a hand holds a smartphone displaying the "Ingredients" app interface, which includes a "ScanOverview" section with a hazard scale and a list of ingredients: hexylene glycol, talc, silica, and phenoxyethanol.

photo

send

learn

egg
enter • grow • go

App Store

Google Play

Ingredients

ScanOverview

Low Hazard Potential Hazard

Tap an ingredient to learn more

26 ingredients have been found.

- hexylene glycol
- talc
- silica
- phenoxyethanol

Πρώτα θέστε το στόχο και μετά την υλοποίηση

6

Postdoc Advancement: Marketing Your Value

By Alaina G. Levine
August 22, 2013

The postdoctoral appointment is not only a time of exploration and hard work, but also a time to learn and hone critical skills that will enable you to move into a position of independent research. Skills such as leadership and management, teambuilding, communication, fundraising, and even marketing are required to advance, and one must be adept in all of

these areas to succeed in this highly competitive economic landscape. There are multiple opportunities for postdocs to not only gain these necessary abilities, but also demonstrate them to current and future employers. The key is keeping a watchful eye out for chances to learn and sharpen your talents and to articulate your value to decision-makers. **By Alaina G. Levine**

Zoe Cournia is a Greek chemist who received advanced training abroad and desired to return to her home nation for permanent employment as a researcher. After graduating with her Bachelor's degree in chemistry from the University of Athens, she pursued her Ph.D. at Heidelberg University, Germany and postdoctoral training at Yale University in New Haven, Connecticut. To stay connected to her country's academic community while away, she corresponded with her undergraduate mentors and asked for introductions to other scientists. Whenever she came home on holiday, she volunteered to give research talks at her alma mater and elsewhere. Pretty soon, she was receiving invitations from universities across the nation to give seminars. "I may have left the country physically, but I never left the Greek academic system," she says. After five years of notable research which included publishing, presenting, and mentoring combined with connecting with colleagues and lecturing activities in Greece, Cournia landed a job as an investigator (lecturer) in pharmacology and pharmacotechnology at the Biomedical Research Foundation Academy of Athens, Greece.

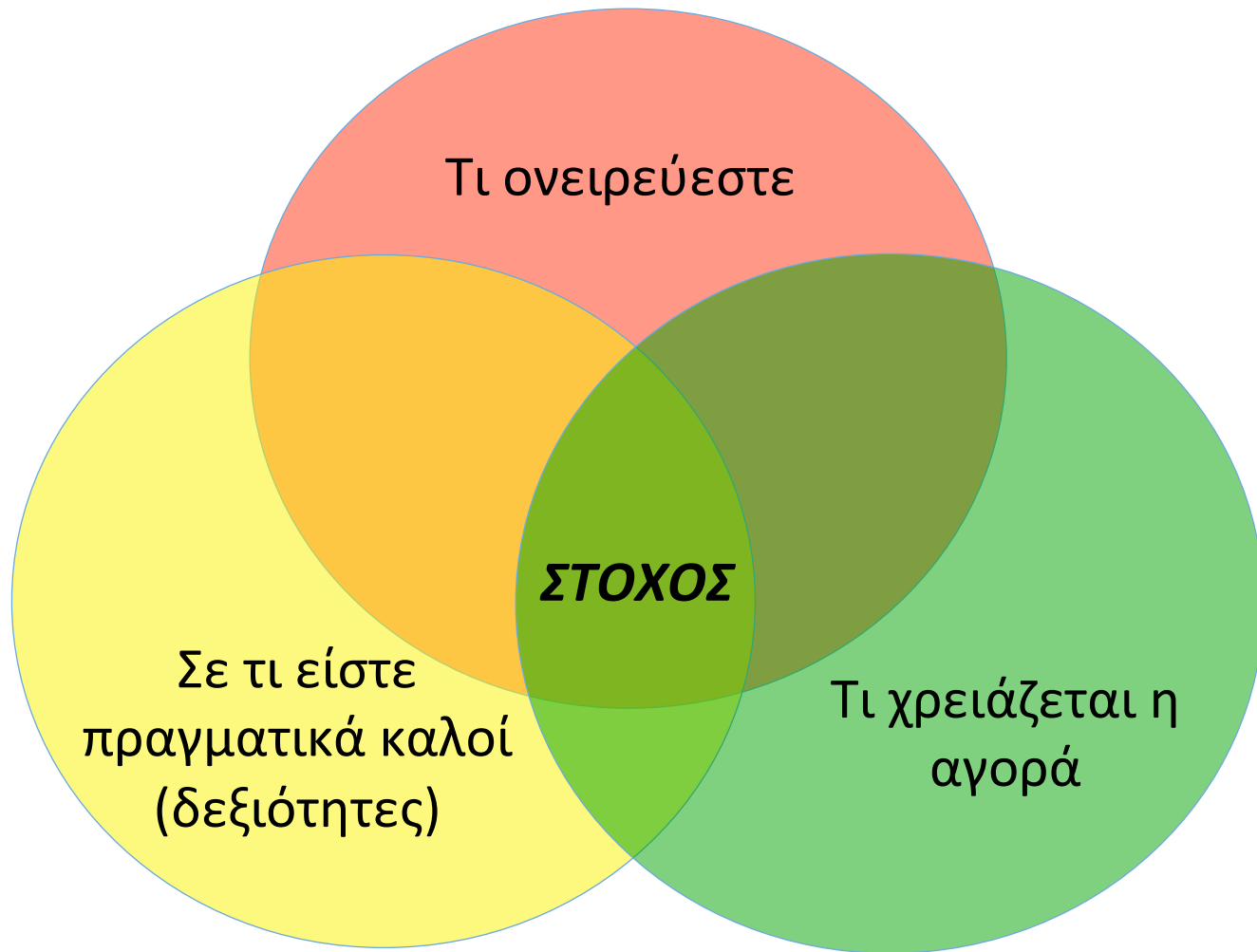
Science Careers from the journal *Science*

"You need to be focused on the science, but you also have to have a career perspective in mind. You need to know where you want to go."—Zoe Cournia

http://sciencecareers.sciencemag.org/career_magazine/previous_issues/articles/2013_08_22/science.opms.r1300135

- Το πιο σημαντικό βήμα είναι να θέσετε ένα στόχο τον οποίο ονειρεύεστε.
- Δημιουργήστε ένα ρεαλιστικό πλάνο για τα επόμενα 5 και 10 χρόνια βασισμένοι στα προσωπικά σας
 - Όνειρα
 - Δεξιότητες
 - Ταλέντα
 - Αγορά

<https://bit.ly/3O5J33Y>



Βιοϊατρικές Επιστήμες: Η Αριστεία είναι το κυριότερο κριτήριο

8

Basis to a successful pathway is:

- **Excellent technical skills, publication record & funding**
 - Strong background in physical chemistry
 - >50 peer-reviewed publications
 - Over 1.5M € in independent funding
- **Hard work**
- **Read relevant Chemistry papers** in your area from top journals
- Follow the **literature** for your project (and related projects)
- Identify the **objectives of your project** early on and keep designing it as you move on
- **Attend and present** at major Chemistry meetings in your area (ACS National Meetings, European Chemical Society, Gordon Research Conferences) and more specialized workshops
- **Attend seminars** at your Institute and outside



...Υπάρχουν όμως και άλλες δεξιότητες που απαιτούνται

9

....But **SOFT SKILLS** are required

- Practice **writing** skills: take a free **coursera** course, write a blog...
- Strong oral **presentation** skills
- **Networking** skills
- **Marketing** of your work, **social networks**
- Ability to work in diverse **Teams**
- **Enthusiasm**
- **Flexibility**
- Have a **high tolerance** for failure and criticism
- Know when you should stop trying

"Everyone is talented, but having something to say, and the WAY to say it so that people listen to it, that's a whole other bag"



<https://bit.ly/3O5J33Y>

Μερικές κατευθύνσεις ακόμα...

10

- **Present your work** at internal group meetings & international conferences
- **Volunteer to organize** a symposium at your home institute or a conference
- **Volunteer to serve** as an officer of an internal/local/national meeting
- Always **contribute to the discussion** (start from group meetings...)
- Make sure you have a **LinkedIn page or webpage / Twitter account!**
- Listen to constructive criticism but **ignore destructive criticism**
- Have a **healthy life outside of the lab** is also crucial

Μερικές κατευθύνσεις ακόμα...

11

- ❖ Αναζητήστε μέντορες που μπορούν να σας συμβουλεύσουν
- ❖ Να ρωτάτε πολλές ερωτήσεις και feedback
- ❖ Μην φοβάστε να κάνετε λάθη
- ❖ Να είστε πάντα αξιόπιστοι και συνεπείς
- ❖ Αν κάτι δε δουλεύει, προχωρήστε με εναλλακτικές λύσεις
- ❖ Δουλέψτε ομαδικά – Ακούστε την ομάδα σας και τους συνεργάτες σας
- ❖ Εμπιστευθείτε το ένστικτό σας



<https://bit.ly/3O5J33Y>

Some things money can't buy...

12

- Σκληρή δουλειά
- Καλά καθορισμένος στόχος – να ξέρετε τι θέλετε να πετύχετε
- Χτίζουμε το βιογραφικό μας με μικρά βήματα
- Εξασκήστε το γραπτό λόγο (blogs, review articles...)
- Να είστε ενθουσιασμένοι και να το δείχνετε
- Πάρτε Ρίσκο!
- Εξασκήστε soft skills (marketing, networking...)
- Αναπτύξτε ηγετικές ικανότητες
- Υψηλή ανοχή στην αποτυχία και στην εποικοδομητική κριτική



Πώς μπορώ να κάνω την ιδέα μου προϊόν;

13

1. Η ιδέα πρέπει να αντιμετωπίζει ένα ΑΛΥΤΟ πρόβλημα της αγοράς

- ✓ Ερευνα Αγοράς
- ✓ Μελέτη Ανταγωνισμού
- ✓ Ποιοι είναι οι πελάτες
- ✓ Ομάδα
- ✓ Διεθνής προσέγγιση/Στόχευση αγοράς
- ✓ Καταλληλος επιχειρηματικός σχεδιασμός
- ✓ Ξεκάθαρο όραμα
- ✓ Πρώτες πραγματικές δοκιμές του προϊόντος



Πώς μπορώ να κάνω την ιδέα μου προϊόν;

14

- Η ιδέα από μόνη της δεν έχει μεγάλη αξία όσο η σωστή υλοποίηση

- ☐ Υπομονή και Επιμονή
- ☐ Υποστήριξη
- ☐ Ομάδα
- ☐ Ταλέντο
- ☐ Γνώση
- ☐ Πόροι



Πώς μπορώ να κάνω την ιδέα μου προϊόν;

15

2. Πάρτε Υποστήριξη!

- ✓ Υπηρεσίες οικονομικών συμβουλών
- ✓ Λογιστική και εταιρική διαχείριση
- ✓ Γραφειακή υποδομή
- ✓ Δικτύωση
- ✓ Προβολή
- ✓ Συμβουλευτική
- ✓ Δημιουργία εταιρικής ταυτότητας και επικοινωνίας
- ✓ Ολοκληρωμένο πρόγραμμα επιχειρηματικής κατάρτισης, ειδικά προσαρμοσμένο για τις ανάγκες νεοσύστατων επιχειρήσεων.



Θερμοκοιτίδες νεοφυών επιχειρήσεων

16



ΠΡΟΓΡΑΜΜΑ
ΝΕΑΝΙΚΗΣ
ΚΑΙΝΟΤΟΜΟΥ
ΕΠΙΧΕΙΡΗΜΑΤΙΚΟΤΗΤΑΣ



<https://bit.ly/3O5J33Y>

Θερμοκοιτίδες εξωτερικού

17



3. Χτίστε την Ομάδα σας

18

- Κοινό όραμα
- Δέσμευση
- Αξιοπιστία
- Δεξιότητες
- Backup – να μπορούν να σας καλύπτουν
- Να περνάτε καλά



<https://bit.ly/3O5J33Y>

4. Χρηματοδότηση

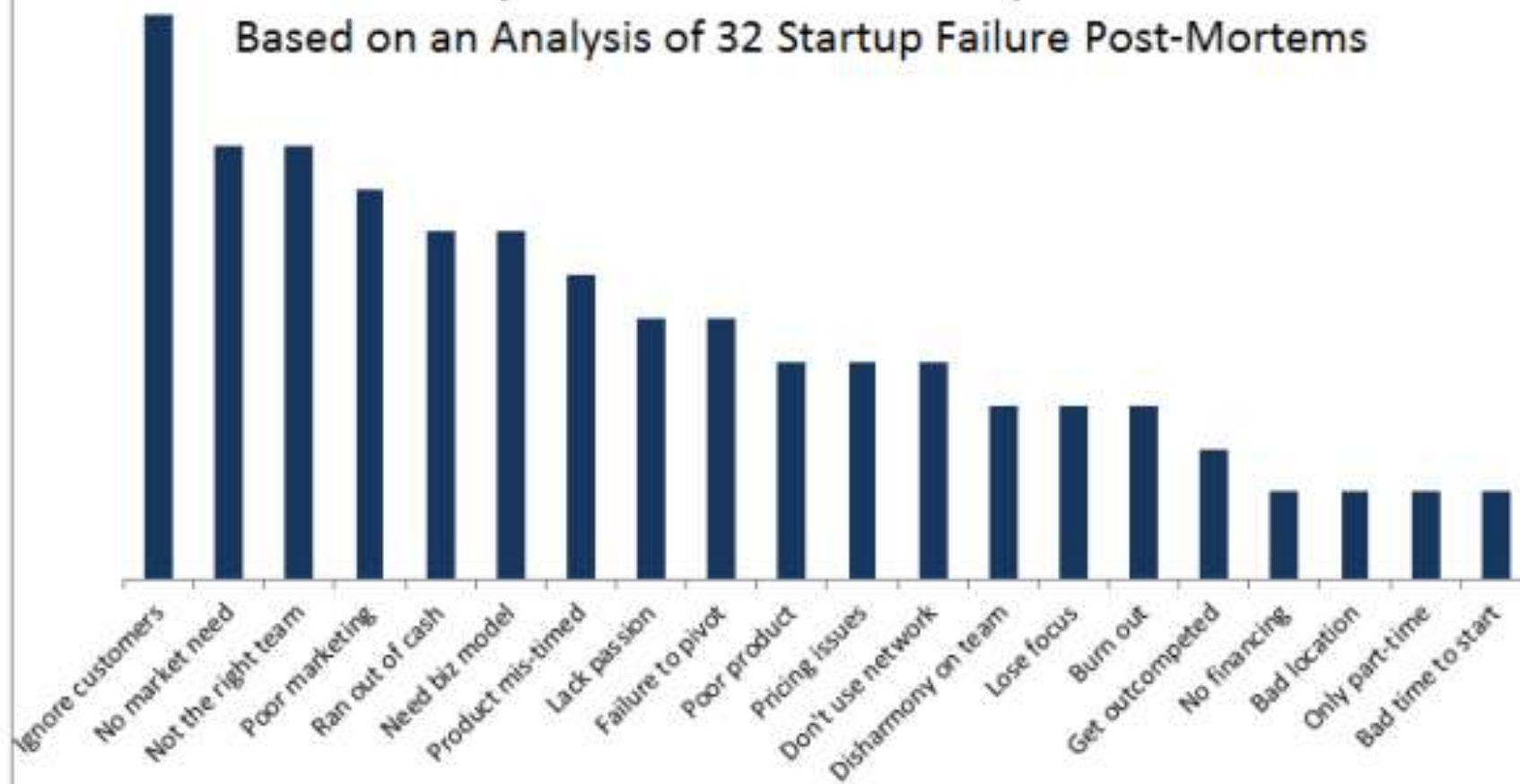
19

- The 3Fs = Friends, Fool and Family
- Crowdfunding
- Business / Startup competitions /prizes
- European Commission funding (H2020, Horizon Europe)
- National Funds (ΕΣΠΑ)
- Private Investors (equity)



Top 20 Reasons Startups Fail

Based on an Analysis of 32 Startup Failure Post-Mortems



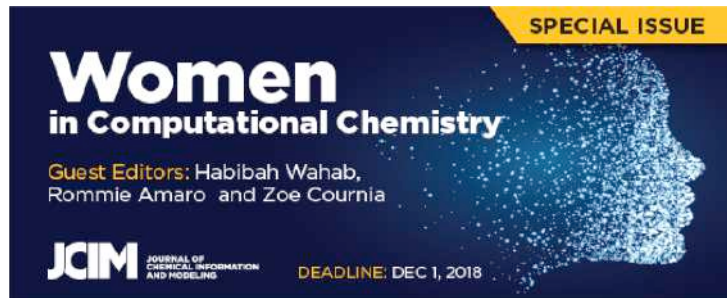
Πριν ξεκινήσετε χρειάζεστε απαντήσεις:

21

- ❑ Ποιο είναι το πρόβλημα που θα λύσετε με την ιδέα σας;
- ❑ Ποιο είναι το προϊόν που προσφέρει τη λύση;
- ❑ Ποια είναι η αγορά (οικονομικο μέγεθος);
- ❑ Ποιος είναι ο ανταγωνισμός και σε τι διαφέρετε;
- ❑ Πώς θα έχετε κέρδος;
- ❑ Ποια είναι τα πιθανά έσοδα, έξοδα, και κέρδη σε 5 ετη;
- ❑ Ποιο το υψος της χρηματοδότητης και ποιο το ROI?
- ❑ Έχετε παντετάρει την τεχνολογία σας?



Be a role model yourself, give back to Society



Dr. P. Gkeka
Permanent
Scientist
Sanofi, Paris



M.E. Liosi
PhD Student
Yale University



E. Lionta
Permanent
Scientist
Pharmathen,
Athens

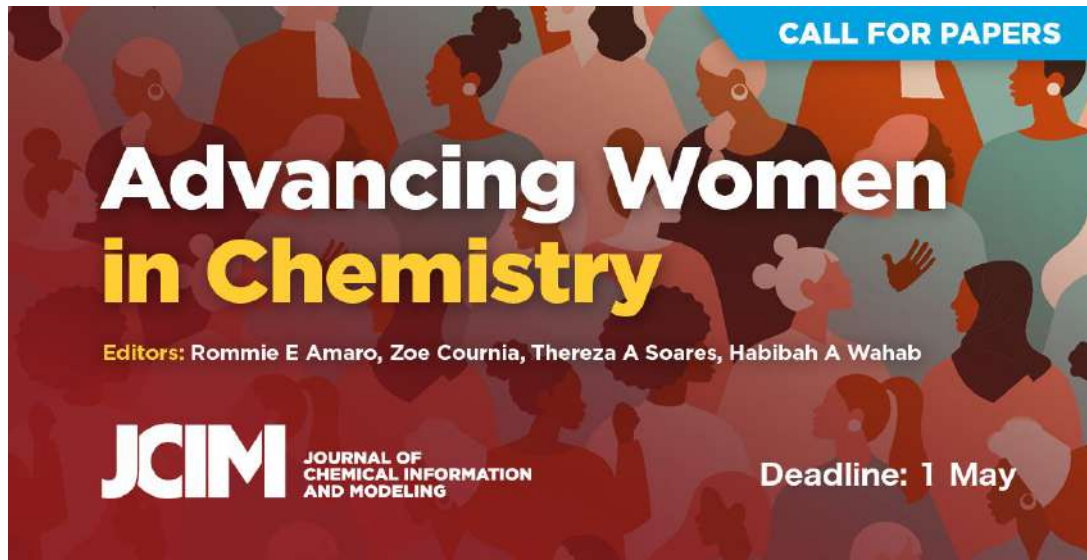


M. Zavitsanou
PhD Student
Oxford
University



**EMPOWERING WOMEN IN CHEMISTRY:
A GLOBAL NETWORKING EVENT**

JCIM – Advancing Women in Chemistry



- Platform for us to disseminate seminal works
- Set inspiring examples of female role models
- Create a network of peers that will instigate change for the new generation of Women in Science in the field of Computational Chemistry.

Thank you!

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zcournia@bioacademy.gr

<https://bit.ly/3O5J33Y>



Twitter: zocournia

Ευρωπαϊκά και Εθνικά προγράμματα χρηματοδότησης

25



<https://www.espa.gr/el/Pages/procsimsea.aspx>

Εργαλειοθήκη Ανταγωνιστικότητας για Μικρές και Πολύ Μικρές Επιχειρήσεις

Αναμένεται

Η Δράση στοχεύει στην ενίσχυση υφιστάμενων μικρών και πολύ μικρών επιχειρήσεων, προκειμένου να αναβαθμίσουν και να βελτιώσουν την ανταγωνιστική τους θέση στην εσωτερική και εξωτερική αγορά, επενδύοντας στον εκσυγχρονισμό του παραγωγικού εξοπλισμού τους και στην πιστοποίηση των προϊόντων τους.

Επιχειρησιακό πρόγραμμα: ΕΠ Ανταγωνιστικότητα, Επιχειρηματικότητα και Καινοτομία

Περιοχή εφαρμογής: Όλη η Ελλάδα

Περίοδος υποβολής: 6/2/2019 έως εξαντλήσεως προϋπολογισμού

[Προσθήκη στα Προγράμματά μου](#)

[Περισσότερα ...](#)

European Funding Opportunities for SMEs

26

- European Fund for Strategic Investments (Investment Plan for Europe): <http://www.eib.org/efsi/>
- Horizon 2020: <https://ec.europa.eu/programmes/horizon2020/>
- COSME: https://ec.europa.eu/growth/smes/cosme_en
- EU Health Programme: https://ec.europa.eu/health/funding/programme_en
- Consumer Programme: <http://ec.europa.eu/chafea/consumers/>
- Customs 2020:
https://ec.europa.eu/taxation_customs/business/customs-cooperation-programmes/customs-2020-programme_en
- European Investment Bank InnovFin: <http://www.eib.org/en/products/blending/innovfin/index.htm>

European Funding Opportunities for SMEs

27

- Fiscalis: https://ec.europa.eu/taxation_customs/fiscalis-programme_en
- Anti-Fraud Info System: https://ec.europa.eu/anti-fraud/home_en
- EURES: <https://ec.europa.eu/eures/public/homepage>
- Employment and Social Innovation Programme:
<http://ec.europa.eu/social/main.jsp?catId=1081>
- Implementation of single market for financial services:
https://ec.europa.eu/growth/single-market/services_en
- European statistical programme:
<http://ec.europa.eu/eurostat/web/ess/about-us/statistical-programmes>

European Funding Opportunities for SMEs

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- Connecting Europe Facility (Energy – Telecom – Transport):
<https://ec.europa.eu/inea/en/connecting-europe-facility>
- Digital Single Market support programme:
https://ec.europa.eu/commission/priorities/digital-single-market_en
- EEEF (European energy efficiency fund): <https://www.eeef.eu/home.html>
- PF4EE (Private finance for energy efficiency):
<http://www.eib.org/products/blending/pf4ee/index.htm>
- ISA2 programme - modernising the public sector: https://ec.europa.eu/isa2/home_en
- Enhancing consumers involvement in EU policy-making in the field of financial services:
https://ec.europa.eu/info/business-economy-euro/banking-and-finance/consumer-finance-and-payments/consumer-financial-services/increasing-consumer-involvement-financial-service-policy-making_en

Horizon 2020

29

- EIC Accelerator (SME Instrument):

<https://ec.europa.eu/easme/en/eic-accelerator>

- Future Emerging Technologies: <https://bit.ly/2rHrBe6>

- Fast track to Innovation:

<https://ec.europa.eu/easme/en/eic-fast-track-innovation-fti-0>

- Soft blending:

https://ec.europa.eu/europeaid/policies/innovative-financial-instruments-blending_en

European Institute of Innovation & Technology

30



Manufacturing

European Institute of Innovation & Technology

31

Innovation Communities

- What makes a successful Innovation Community?
- EIT Innovation Hubs
- Monitoring and assessment
- EIT funding model
- Contractual relations

Innovation

- EIT Climate-KIC Model
- EIT Digital Model
- EIT Food Model
- EIT Health Model
- EIT InnoEnergy Model
- EIT Raw Materials Model

Entrepreneurship

- Women Entrepreneurship
- EIT Community start-ups
- EIT Climate-KIC's offer
- EIT Digital's offer
- EIT InnoEnergy's offer
- EIT Health's offer
- EIT Raw Materials' offer
- EIT Food's offer

Education

- EIT Label
- EIT Label - Call for Applications 2018
- EIT Learning Outcomes
- EIT Learning Concept
- Innovation Community programmes
- Master's Programmes
- PhD Programmes
- EIT Migrant Initiative

Outreach

- EIT Regional Innovation Scheme (RIS)

EIT Awards

- 2018 Awards
- 2017 Awards
- 2016 Awards
- 2015 Awards
- Winners
- INNOVEIT

<https://eit.europa.eu/activities>

European Institute of Innovation & Technology

32

- Innostars
- Business Idea Competition
- Starship Program

Στόχοι:

- ✓ 165 Startup & 160 νέα προϊόντα
- ✓ 1.000.000 φοιτητές
- ✓ Incubation 340 νέων ιδεών

Ανοικτά προγράμματα

[Mentoring & Coaching Network](#) (σε εξέλιξη)

[Investor Network](#) (σε εξέλιξη)

[Crowdfunding](#) (σε εξέλιξη)

[Gold Track](#) αναμένεται ανακοίνωση για τον 2ο κύκλο

<https://innovation.ekt.gr/el/EITHealth>



Γιώργος Μέγας
megas@ekt.gr

Πού θα βρω πληροφορίες για χρηματοδότηση;

33

- Εθνικό Κέντρο Τεκμηρίωσης (ΕΚΤ)
- Δίκτυο PRAXI
- Γενική Γραμματεία Έρευνας και Τεχνολογίας (ΓΓΕΤ), ΕΣΠΑ
- RSS Feeds of News alerts of EU Research:
<http://ec.europa.eu/research/index.cfm?pg=morepress>
- Specialized clusters in Greece: Corallia, Hbio...
- Newsletters from incubators/accelerators in Greece and in Europe
- Epixeiro.gr
- Social Media (Twitter in particular)

Connecting Platforms

34

European Commission > 10 Priorities > Jobs, growth, investment > Plan >

<https://ec.europa.eu/eipp/desktop/en/index.html>

European Investment Project Portal (EIPP)

The meeting place for project promoters and investors



Search



enterprise
europe
network

<https://een.ec.europa.eu>

EASME: Executive Agency for SMEs

35

SME SUPPORT 

<https://ec.europa.eu/easme/en>

SME Instrument

Funding and support for innovative Small and Medium-sized Enterprises (SMEs)



COSME

COSME - the EU programme for the Competitiveness of Small and Medium-sized Enterprises (SMEs)



Your Europe Business

Practical guide to doing business in Europe



Horizon 2020 SME Innovation Associate

Matching SMEs and talented researchers!



Enterprise Europe Network

Enterprise Europe Network helps small and medium-sized enterprises (SMEs) make the most of business opportunities in the EU and beyond.



EIC Fast Track to Innovation (FTI)

Fast Track to Innovation (FTI) supports close-to-the-market innovation activities



Horizon 2020 INEOSUP

Enhancing SME innovation capacity by providing better innovation support



Intellectual property

EASME manages a number of intellectual property (IP) initiatives including IP Helpdesks for supporting SMEs



European IPR Helpdesk

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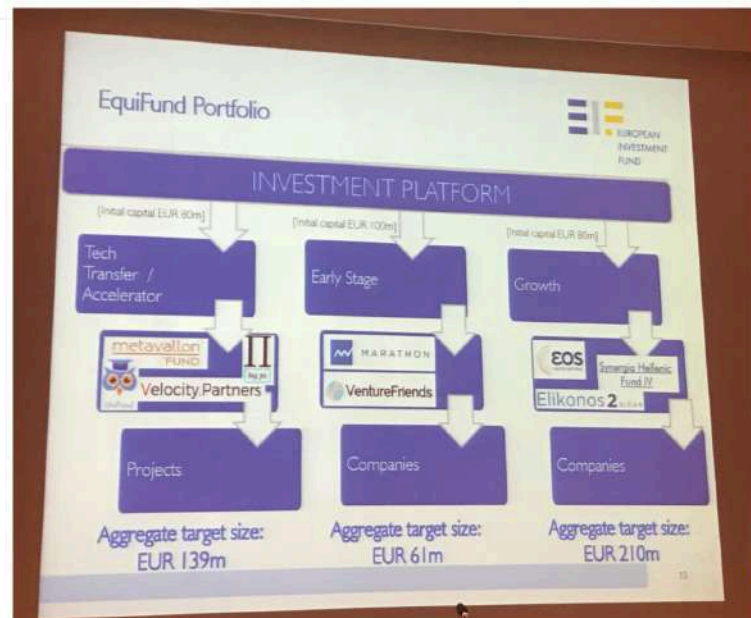
- <https://iprhelpdesk.eu>
- Training
- Library
- IP Highlights
- IP SME corner
- Ambassadors

European Investment Fund (EquiFund) Greece

37

410 εκατ. ευρώ ζητούν αποδέκτες!

Φεβρουάριος 19, 2018 - 08:52  **Print**



Tech Transfer/Accelerator:

Metavallon

Velocity.Partners

Uni-Fund

Big Pi

Early Stage:

Marathon

Venture Friends

Growth:

EOS

Synergia Hellenic Fund IV

Elikonos 2 Sicar

Προετοιμασία για το EquiFund investors pitch

38

Πολύ ξεκάθαρο **επιχειρηματικό μοντέλο** & έτοιμο **proof of concept**

Quantify possible success scenarios (Be prepared to explain your exit strategy):
Value creation, timeline, likelihood, risks

Benchmark your pricing (letters of intent do help!)

Clear **focus for immediate future** & ensure that **customer proposition** is solid

Thorough **analysis of competition**

Be ready to **defend your competitive advantage**

Beyond funding: In-kind contributions

39

- Participate in start-up accelerators
- Network
- Bootcamps
- Business plan development
- Intellectual property assistance
- Exhibition/travel funding
- Developing soft skills (negotiation skills, lab management, marketing)



Funding to go abroad: IAESTE, AIESEC, AEGEE

40

- **IAESTE:**

- Opportunities for STEM undergraduates to gain work experience in Europe
- iaeste@central.ntua.gr ή Γραφείο του Τμήματος Ανταλλαγής Φοιτητών - Ι.Α.Ε.Σ.Τ.Ε (Πολυτεχνειούπολη Ζωγράφου, Κτίριο Διοίκησης, Όροφος 2ος, Γραφείο 201)
- <https://iaeste.org/> or <https://www.facebook.com/iaesteAthens/>

- **AIESEC:**

- Exchange program in Marketing, Business Administration, Informatics
- Global Volunteer (NGOs) / Global Talent (companies) / Global Entrepreneur (startups)
- <https://aiesec.org> or <https://www.facebook.com/AIESEC.Greece/>
- <https://www.aueb.gr/el/content/πρόγραμμα-διεθνούς-πρακτικής-άσκησης-aiesec>

- **AEGEE**

- Intercultural student exchanges in Europe, <http://www.aegee-athina.gr>

European Research Council (ERC)

41

- Priority to support young researchers in the early career (**Starting Grants**), to make the transition to independence
- Can participate by presenting research projects during the annual calls
- Open to ALL thematic projects
- **ERC Executive Agency (ERCEA - see next slide)** provides Job Opportunities for Young People:
 - 1,300 Blue Book Trainees (5-month in-service training for young university graduates)
 - Interim ECREA positions
 - Spontaneous applications

<http://bit.do/Cournia>

NEWS

ECREA General Assembly to take place in 20-24 May

15.05.2019

ECREA European Media and Communication Summer School: Last chance to register (deadline 15 March, 2019)

13.03.2019

Call for participation in new Task Forces on critical issues in contemporary academia (deadline 4 April 2019)

07.03.2019

DATES TO REMEMBER

20
MAY

MON, 20 - 24 MAY 2019

ECREA General Assembly

ECREA WEEKLY DIGEST

- information on upcoming academic events
- announcements of job openings
- calls for publication
- promotion of major publications by ECREA members, such as books and journal special issues

Published weekly on Fridays.

To post information, please email the ECREA Weekly Digest Editor at mailinglist@ecrea.eu.

[GUIDELINES FOR POSTING](#)

UPCOMING EVENTS

Journalism & Communication Education
TWG Conference

17.05.2019 | Salzburg, Austria

Children's online worlds, digital media and
digital literacy

Marie Skłodowska-Curie Actions

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- The Marie Skłodowska-Curie activities support the training, mobility and qualifications of researchers and research infrastructures.
- They offer research positions inside and outside the EU, regardless of nationality and belonging to all stages of the researcher's career.
- If you are a researcher interested in doing research in Spain you can find offers host (expressions of interest) of Spanish authorities in the Spanish Portal of the Horizon 2020 program
- The strategy LEADERSHIP INDUSTRIAL offers opportunities for SMEs and young entrepreneurs (SME Instrument)

EURAXESS Job Portal

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Network of information services and support to researchers from the European Commission who wish to pursue their research careers in Europe and partner countries.

- [Job offers](#) in the Portal
- [EURAXESS Career Development Centres](#)
- [Training for Researchers](#)
- [Training to Enhance Researcher Skills](#)
- [Doctoral Training Principles](#)

<http://bit.do/Cournia>

Erasmus+: 30 years in the making



9 MILLION



PEOPLE



**HIGHER
EDUCATION
STUDENTS**
4 400 000



**YOUTH
EXCHANGES**
1 400 000



**VOCATIONAL
TRAINING LEARNERS**
1 300 000



**EDUCATION STAFF
AND YOUTH WORKERS**
1 800 000



**EUROPEAN
VOLUNTEERS**
100 000



**ERASMUS
MUNDUS STUDENTS
AND STAFF**
100 000

Erasmus+

The EU programme for
Education, Training, Youth and Sport in Europe



2014-2020

Erasmus+

3 Key Actions
(KA)

1. Learning mobility of individuals

2. Cooperation for innovation & exchange of good practices

3. Support for policy reform

Key Actors

National Agencies
National Offices
The Commission
EACEA

Specific Actions

Jean Monnet

Sport



DID YOU KNOW THAT...?

Erasmus+

... More and more young people are using Erasmus+ exchanges to gain valuable work experience abroad

... Five years after graduation, the unemployment rate of young people who studied or trained abroad is 23% lower than that of their non-mobile peers

... 1 in 3 Erasmus+ trainees are offered a position by the company they trained in

... Since the start of Erasmus+ (2014), over 2 million people have participated in the programme

... 1 in 3 youth mobility participants comes from a disadvantaged background

... Erasmus+ is helping to address match-fixing and doping in sports

<http://ec.europa.eu/erasmus-plus>

#EUSOLIDARITYCORPS



europa.eu/solidarity-corps



Who?

Young people aged 18-30

What?

Volunteering, traineeships and jobs in areas such as social work and integration, environment, culture, education and other

How long?

Up to 12 months

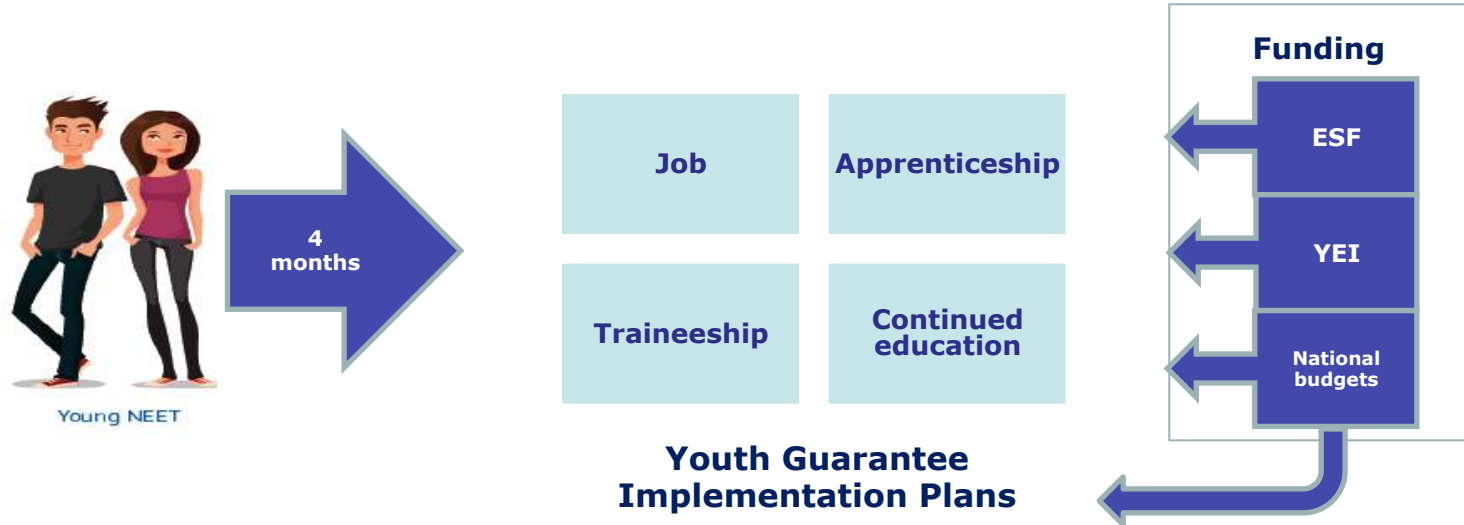
How?

- ✓ Young people register
- ✓ Organisations search for suitable candidates
- ✓ Young people can apply for advertised opportunities

Register at: europa.eu/solidarity-corps

Youth Guarantee

Member States have committed to ensure that all young people up to the age of 25 receive (within four months of becoming unemployed or leaving education) a good quality offer of:



The Youth Employment Initiative



2014 – 2015 € 6,4 billion

2017 – 2020 € 2,4 billion

For the regions with 25% youth unemployment

Your first EURES job



Age group:18– 35 years

Watch the video

Drop'pin@EURES

Youth opportunities



eures.europa.eu/droppin

How does it work?

4. Skills for the future

<https://ec.europa.eu/digital-single-market/en/digital-opportunity-traineeships-boosting-digital-skills-job>



For students and recent graduates, incl. teachers

Erasmus for Young Entrepreneurs



The European exchange programme for Entrepreneurs

Erasmus for Young Entrepreneurs is a cross-border exchange programme which gives new or aspiring entrepreneurs the chance to learn from experienced entrepreneurs running small businesses in other Participating Countries.

Who can participate?

- ☒ New entrepreneurs, firmly planning to set up their own business or have already started one within the last three years
- ☒ Experienced entrepreneurs who

Join us on





EU-funded exchange programme for entrepreneurs from the EU member states and 11 additional countries

1-6 months exchange for new entrepreneur with experienced entrepreneur abroad

Opportunity to exchange **knowledge, business ideas, contacts and experiences**

<https://www.youtube.com/watch?v=ie0IS7WWlQg>



Five steps exchange programme



Country where the New Entrepreneur stays	Lump Sum per month in €
Denmark	1100
United Kingdom, Ireland	1000
Finland, Sweden	950
Austria, France, Italy, Iceland	900
Belgium, Germany, Luxembourg, Netherlands, Spain	830
Cyprus, Greece, Portugal	780
Turkey	750
Croatia, Malta, Slovenia	720
Estonia, Hungary	670
Czech Republic, Latvia, Poland, Slovakia, Armenia	610
BiZ, Bulgaria, FYROM, Lithuania, Montenegro, Romania, Serbia, Kosovo	560
Albania, Moldova, Ukraine	530
Outermost Regions of EU, OCTs and Entrepreneurs with special needs	1100

Benefits for Host & New Entrepreneurs





Thank you!

www.erasmus-entrepreneurs.eu

