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S.E.VET
SOCIAL ENTREPRENEURS

S.E.VET
SOCIAL ENTREPRENEURSHIP VOCATIONAL EDUCATION
AND TRAINING PROGRAM – Capacity Building
Programme

Coordinated by: EUROTraining, Greece, 2024

Developed by: AO CEDA, Moldova 2024

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Introduction

In the dynamic world of civil engineering, young social entrepreneurs face significant challenges when initiating and developing businesses aimed at generating a positive impact on society. One of the crucial aspects of their success is the ability to collaborate and form strategic partnerships. This module explores the importance of collaboration and partnerships in social entrepreneurship, providing young people with the tools and knowledge necessary to create and manage beneficial relationships within their civil engineering projects.

Through real case studies and interactive activities, participants will learn how to identify the right partners, negotiate effective agreements, and manage collaborations to ensure the sustainability and success of their initiatives. From collaborating with NGOs and academic institutions to forming partnerships with local authorities and private sector companies, this course offers a comprehensive perspective on how partnerships can drive innovation and create a lasting impact in the community.

Lesson Content

Lesson Content	
Mode of presentation of educational material	Power Point Word document
Title	3 Collaboration and Partnerships
<i>General Concepts of Partnerships and Collaboration (30 minutes)</i>	
Content of presentation	<p>Introduction and Overview</p> <p>In this session, participants will be introduced to the general objectives and content units (themes/content) of the training sessions, focusing on the necessity of developing partnerships and collaborations within social entrepreneurship in civil engineering.</p> <p>The trainer will identify the training and development expectations of the participants regarding partnership development, using interactive methods and techniques according to Sheet No.1 and the PowerPoint presentation. The expectations will be noted on a poster and revisited at the end of the training sessions.</p>
	<p>Participants will be challenged to a brainstorming session on the importance of partnerships and collaboration in social entrepreneurship, using Course Sheet No.1, where they will answer the following questions in pairs:</p> <ul style="list-style-type: none"> • What does a partnership represent? • Hearing the word partnership, what other similar concepts come to mind? • What do we understand by the term collaboration? • What do we understand by the term cooperation? • What are the principles that should underpin a successful partnership? • As future entrepreneurs, with whom could we form partnerships and collaborations? <p>Each participant will answer these questions in a large group, based on their own experiences accumulated in different learning environments. To develop knowledge in the field of partnership, the trainer will propose Sheet No.2, where participants will inform themselves about partnership, collaboration, and cooperation, and identify new ideas.</p> <p>A partnership is a type of relationship between two or more parties (individuals, groups, or organizations) with common or compatible missions, who have decided to work together for a specific purpose and a determined period of time.</p> <p>Collaboration is a way of working together, through effective communication, considering the interests of all parties, to achieve common goals.</p> <p>Cooperation is a type of action through which parties work together to achieve common goals, sharing the benefits equitably.</p> <p>The trainer will present the types of partnerships with other institutions and summarize the theoretical content.</p>

Benefits and Risks of Partnerships and Collaboration in Social Entrepreneurship (40 minutes)

Content of presentation

Theoretical Framework

In this session, participants will be divided into two large teams to identify the benefits and risks that may arise from partnerships or collaborations in social entrepreneurship.

The room will be prepared to facilitate interactive activities. Participants will identify the benefits and risks from their own experiences, noting the ideas on posters. At the end, participants will present their own experiences regarding the benefits and risks of partnerships to the entire group.

The theoretical content will be proposed to the participants according to [Sheet No.3](#). This material is intended to help participants identify new ideas and note them on the poster. The sheet will convince participants that the benefits we hope to gain are the main reason we decide to enter into a partnership relationship. Partners can find more creative solutions together because innovative ideas emerge when people with different professional backgrounds and experiences, whether students or companies, work together. Those directly affected by solving problems are also involved, based on the principle: nothing for us, without us. Finally, new and innovative ideas are easier to implement when risks and costs are shared among multiple individuals or partner organizations.

Partnerships and collaboration play an essential role in social entrepreneurship in any field, as they allow individuals and organizations looking to develop a business idea to maximize their social impact and overcome financial, operational, and knowledge challenges.

At the end of the session, the trainer will conclude the session by presenting the identified benefits using a presentation, reflecting on the contents discussed, particularly focusing on [PowerPoint slides 10-11](#).

Principles of a Successful Partnership (30 minutes)

Content of presentation

Theoretical Framework

In this session, the trainer will challenge participants to a brainstorming session using the GPP technique ([Ppt slide 12](#)). Identify at least 2 principles of a successful partnership and collaboration that should guide us when initiating a business in the field of social entrepreneurship with an engineering focus.

1. Think - Take 1 minute to note down ideas.
2. Pair - Take 1 minute to discuss the ideas in pairs with a colleague and share identified ideas.
3. Present - Each pair will select 2 of the most important principles from the 4 identified and present them to the large group, without repeating ideas already mentioned.

Afterwards, participants will receive [Course Sheet No.4](#), where they will study individually. This material will explain how the choice of partners (regardless of whether they belong to the business or non-profit sector) can add or not add value to the organization.

	<p>Choosing the right partner is very important. Partnerships bring more credibility and lend weight to the goal and problem for which the organizations have allied. A partnership assumes equality and starts from a win-win premise. It is desirable to avoid harmful alliances, especially for non-profits and the common goal. The partnership relationship should be based on a few principles that, once respected, will not only facilitate things and negotiations but also provide sustainability to the initiative and relationship.</p>
	<p>After studying the material, participants will receive reflection questions from the trainer (Ppt slide 13):</p> <ol style="list-style-type: none"> 1. Compare your answers on the poster with the new material from the sheet? 2. Do you agree with these principles? 3. Can you apply them in the partnerships you wish to initiate within a social entrepreneurship?
<p>Case Studies and Examples of Best Practices in Partnerships and Collaborations (40 minutes)</p>	
<p>Content of presentation</p>	<p>Practical Activity:</p> <p>The trainer presents a real case study (Sheet No. 5) as a successful example of partnerships and collaborations involving students, developing entrepreneurial skills as well as civic spirit based on the needs of their institutions.</p> <p>Case Study: Best Practice Example "Living Energy for Brancoveanu" Partners: Rompetrol Group and "Constantin Brancoveanu" Theoretical High School in Bucharest.</p> <p>In 2010, the Rompetrol Group conducted the second edition of its social responsibility program "Together for Everyone." Within this program, it funded 20 community projects (13 in the health sector and 7 in environmental protection) with a total budget of approximately 233,000 Euros.</p> <p>One of the projects was "Living Energy for Brancoveanu" by the high school with the same name in Bucharest. Rompetrol funded it with 12,000 Euros, with the rest of the resources obtained through the voluntary contribution of the organizers (a specific element for the Rompetrol program). Thus, 50 volunteers, consisting of students, participated in the project's activities.</p> <ol style="list-style-type: none"> 1. Main Activity - Installation of 10 solar panels on the roof of the high school. "Constantin a" became the first high school in Romania equipped with such an alternative energy source. The 10 panels produce an amount of energy of approximately 3kW per day, enough to power 6 classrooms. 2. Related Activities (carried out by the 50 students): <ul style="list-style-type: none"> • A campaign distributing informative leaflets about rational resource consumption and the importance of renewable energy in the neighborhood where the high school is located. • An organic products and sweets fair held within the high school. • A photo exhibition on the theme of environmental protection. • An essay contest on the same subject. • A parade of costumes made from recyclable materials.

	<ul style="list-style-type: none"> The direct beneficiaries of the project were the 1,000 students of "Constantin Brancoveanu" High School, the teaching staff, and auxiliary staff. <p>Under the strict guidance of the trainer, participants will analyze the key characteristics, impact, and success factors of the case study, making causal connections with other similar situations where partnerships in social entrepreneurship can be realized.</p> <p>The trainer proposes 2 simulated case studies to illustrate examples of success and failure in collaboration and partnership. The case studies will be divided into teams, according to Sheet No. 6 / Ppt slide 15-16. Participants will analyze the case study and then answer the following 2 questions:</p> <ul style="list-style-type: none"> What do you think are the results of this partnership/collaboration? What do you think are the factors that led to the success of the partnership? What do you think are the critical factors that led to the failure? <p>Group discussions are facilitated to identify lessons learned and best practices from the case studies. Participants provide their own feedback and interpretation of the case studies.</p>
<i>Applying Knowledge in Creating Partnerships and Collaboration. Discussion and Reflection (30 minutes)</i>	
Content of presentation	<p>Practical Application. Discussion and Reflection</p> <p>In this session, participants in small groups will work on social entrepreneurship ideas in the field of civil engineering. The tasks are as follows:</p> <ol style="list-style-type: none"> Try to conceive a case study of a business idea in the field of civil engineering, based on social entrepreneurship. Propose 1-2 situations where you will attempt to achieve collaborations or partnerships with individuals or organizations, bringing mutual benefits. <p>All ideas will be presented based on the following conditions/requirements:</p> <ul style="list-style-type: none"> The business idea should have a social cause in the field of civil engineering. The partnership/collaboration should be long-term. The partnership/collaboration should be based on the win-win principle for both parties. The partnership should be based on at least 3 principles of success.
<i>Reflections and Final Conclusions (10 minutes)</i>	
	<p>Conclusion and Summary</p> <p>At the end, several important aspects will be highlighted, specifically reflections on social entrepreneurship, the role, and importance of partnerships and collaborations in implementing entrepreneurial activities. The final conclusions will be:</p> <ol style="list-style-type: none"> Collaboration and partnerships are the keys to success in social entrepreneurship projects. They allow the sharing of

Content of presentation	<p>resources, knowledge, and expertise, generating sustainable and innovative solutions to community problems.</p> <ol style="list-style-type: none">2. Open and constant communication between partners is crucial to ensure alignment of objectives and to prevent misunderstandings. Regular meetings and constructive feedback contribute to the success of collaborations.3. The success of projects depends on careful planning and the allocation of necessary resources. It is important to set clear objectives and to ensure the funding and materials needed to successfully complete projects.4. The case studies presented illustrated both the successes and failures of partnerships. By learning from these examples, we can identify the critical factors that influence the outcomes of our projects and apply these lessons in our future initiatives.5. Active involvement and commitment of each partner are essential to achieving common goals. Each participant must contribute with enthusiasm and dedication to achieve success.
	<p>Integration and Transition</p> <p>Participants will be asked if it is necessary to integrate the importance of social entrepreneurship into the school curriculum and what the benefits of this change would be. The trainer will note these points on a poster and use it for the next session.</p>