



S.E.VET
SOCIAL ENTREPRENEURS



Co-funded by the
Erasmus+ Programme
of the European Union



Ref. Ares(2023)4048788 - 10/01/2024

S.E.VET – Capacity Building Programme

Collaboration and Partnerships



Introduction and Overview

After the completion of this Unit, the learner should be able to:

Participants will learn how to foster effective collaboration and partnerships with stakeholders, including government agencies, non-profit organizations, and community groups, to maximize the impact and sustainability of their social entrepreneurship initiatives.

The content studied in this learning unit will be:

- ❑ General Concepts of Partnership and Collaboration
- ❑ Benefits of Partnerships and Collaboration in Social Entrepreneurship
- ❑ Principles of a Successful Partnership
- ❑ Best Practice Example: When Students Formed Partnerships with Other Institutions to Carry Out Activities with Social Impact
- ❑ Case Studies to Illustrate Examples of Success/Failure in Collaborations and Partnerships Between Students and Various Organizations



Think-Pairs-Present.

Describe at least one situation from your life when you worked together with someone to accomplish something or solve a problem, which ultimately brought mutual satisfaction for this work.

- 1. Think** - Take 1 minute to note down ideas.
- 2. Pairs** - Take 1 minute to discuss in pairs with your colleague and share the experience.
- 3. Present** - Each pair, in turn, will present each other.



Find Someone Who Says...

1. Each participant receives Sheet No. 1.
2. Communicate with at least 6 different colleagues and find the answers to the questions on the sheet.
3. Note the answer and the name of the colleague who provided it on the sheet.
4. You are not allowed to answer the same question that was already answered by a colleague.



Theoretical Framework: General Concepts of Partnership and Collaboration

1. Read the text from Sheet No. 2 "General Concepts of Partnership and Collaboration"
2. Identify new ideas/knowledge to complete Sheet No. 1 "Find Someone Who Says"



Reflections

Partnership

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.

Collaboration

Collaboration is a way of working together through effective communication, considering the interests of all parties, to achieve common goals.

Cooperation

Cooperation is a type of action through which parties work together to achieve common goals, sharing benefits equitably.



What types of partnerships can be developed

Partnerships at the Level of Private Organizations



Example: Partnership with Economic Agents on the Common Interest Segment
Partnerships with economic agents can involve co-financing of educational projects, sponsorships and donations for infrastructure development, job placement, internships, and organizing joint events, etc.

Partnerships at the Level of Donor Organizations



Example: Partnership with GIZ, Soros Foundation, East European Foundation, USAID, etc.

Partnerships at the Level of Local Experts



Example: Partnership with the National Employment Agency, City Hall

Partnerships at the Level of Public Organizations



Partnerships at the Level of Civil Society Organizations (CSOs)



Partnerships

Benefits and Risks of Partnerships and Collaboration in Social Entrepreneurship

Working in 2 Large Groups

Group I - Spend 7 minutes identifying the Benefits of partnerships and collaboration in social entrepreneurship.

Group II - Spend 7 minutes identifying the Risks/Challenges of partnerships and collaboration in social entrepreneurship.

Process:

1. Ideas are noted on a poster.
2. Present the ideas.



Benefits and Risks of Partnerships and Collaboration in Social Entrepreneurship

**Each team receives the theoretical support
Sheet No. 3.**

1. Study the material individually for 10 minutes.
2. Identify new ideas from the presented material and complete the poster created in the large group.



Reflections

Advantages of Partnerships



Fiscal Advantages



New opportunities for marketing, networking, and promoting services, products, and goods



Better correlation between supply and demand in the labor market



Reflections Advantages of Partnerships



Human Resources:



Partnerships are a channel for talent and workforce for the industry and create career opportunities for students, which can include internships, scholarships, part-time or full-time roles.



Education:



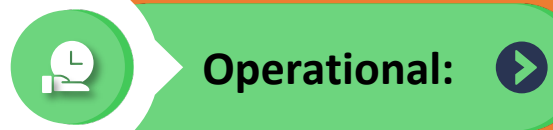
Partnerships create educational opportunities for the private sector representatives for experiential learning and acquiring new skills.



Financial:



Partnerships create financial opportunities that include project funding, investments, and equipment.



Operational:



Partnerships have operational benefits, such as reduced risks and increased agility to move faster than either party could on their own.



Reputation:



Partnerships can benefit students who start businesses in the field of social entrepreneurship and industry, bringing visibility, credibility, and prestige to an initiative through this association.

Brainstorming

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.

Think - 1 minute to note down ideas

Pairs - 1 minute to discuss in pairs with a colleague and share identified ideas

Present - Each pair selects the 2 most important principles out of the 4 identified and presents them to the larger group without repetition.



Principles of a Successful Partnership

1. **Study** - Individually review Handout No. 4 "Principles of a Successful Partnership".
2. **Compare** - Compare your answers with the new material from the handout.
3. **Discuss** - Do you agree with these principles?
4. **Apply** - Can you apply them to partnerships you wish to initiate in social entrepreneurship?



Best Practices Study

„Living Energy for Baâncoveanu”

Partners: Rompetrol Group and "Constantin Brancoveanu" Theoretical High School

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.

One of the projects was "Living Energy for Brancoveanu" by the high school of the same name in Bucharest. Rompetrol funded it with 12,000 Euros, with the remaining resources obtained through the voluntary contribution of the organizers (a specific element of the Rompetrol program). Thus, 50 volunteers from among the students were involved in the project's activities.

1. Main Activity: Installation of 10 solar panels on the roof of the high school. "Constantin Brancoveanu" became the first high school in Romania equipped with such an alternative energy source. The 10 panels produce approximately 3kW of energy per day, enough to power 6 classrooms.

2. Related Activities (carried out by the 50 students):

- 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.

3. Direct Beneficiaries: The 1,000 students of "Constantin Brancoveanu" High School, the teaching staff, and auxiliary staff.



Practical Application. Fișa nr.6

Andrew, a young social entrepreneur with a degree in civil engineering, founded a non-profit organization dedicated to developing sustainable infrastructure in rural communities. The main goal of the organization is to improve the living conditions of residents in disadvantaged areas through environmentally friendly and sustainable construction projects.

Objectives:

- Development of basic infrastructure in rural communities.
- Implementation of ecological and sustainable solutions.
- Creation of employment opportunities for local residents.

Implementation:

1. Partnership with a Technical University:

- Andrei collaborated with a technical university to develop and test new eco-friendly construction materials.
- Students and professors from the university actively participated in the construction projects, providing expertise and resources.

2. Collaboration with an Environmental NGO:

- The NGO provided sustainability consultancy and helped secure funding for ecological projects.
- Promoted green infrastructure projects in local communities.

3. Partnership with Local Companies:

- Local companies supplied construction materials at reduced prices and hired residents from the communities to work on the projects.
- Together, they organized professional training sessions for local residents.

Questions for Participants:

1. What do you think are the outcomes of this partnership/collaboration?
2. What do you believe are the factors that have led to the success of the partnership?



Practical Application. Fișa nr.6

Hellen, a young social entrepreneur in civil engineering, launched an initiative to build affordable housing for low-income families in urban areas. She attempted to collaborate with several organizations to support the project but faced multiple challenges.

Objectives:

- Build affordable housing for low-income families.
- Use recycled and sustainable materials.
- Create a replicable model of sustainable urban development.

Implementation:

1. Collaboration with a Bank for Financing:

- Hellen tried to obtain a low-interest loan to finance the construction projects.
- The bank imposed strict conditions and required guarantees that Hellen could not meet.

2. Partnership with a Construction Company:

- The construction company faced financial difficulties and could not deliver the necessary materials on time.
- Conflicts of interest and misunderstandings regarding costs and quality standards arose.

3. Collaboration with Local Administration:

- Bureaucracy and political changes slowed down the project approval process.
- Lack of support from some local officials led to delays and project cancellations.

Questions for Participants:

1. What are the results of this partnership/collaboration in your opinion?
2. What critical factors do you believe have led to failure?



Discussion and Reflection

- Try to think of a case study for a business idea in the field of civil engineering, based on social entrepreneurship.
- Propose 1-2 situations when you will attempt to establish collaborations or partnerships with individuals or organizations, bringing mutual benefits.

Implementation Conditions/Requirements:

- The business idea have a social cause in the field of civil engineering;
- The partnership/collaboration is a long-term;
- The partnership/collaboration is based on the win-win principle from both sides;
- The partnership will be based on a minimum of 3 success principles.



Conclusion and Summary

1. Collaboration and partnerships are the keys to success in social entrepreneurship projects. They enable the sharing of resources, knowledge, and expertise, generating sustainable and innovative solutions for community issues.
2. Open and consistent communication between partners is crucial to ensure alignment of objectives and prevent misunderstandings. Regular meetings and constructive feedback contribute to the success of collaborations.
3. The success of projects depends on careful planning and allocation of necessary resources. It is important to establish clear objectives and ensure funding and materials are available to successfully complete projects.
4. The case studies presented have illustrated both the successes and failures of partnerships. By learning from these examples, we can identify critical factors that influence the outcomes of our projects and apply these lessons in our future initiatives.
5. Active involvement and commitment from each partner are essential to achieve common goals. Each participant must contribute with enthusiasm and dedication to achieve success.





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**Thank you for your
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