

GLOBAL HIGHLIGHTS



Marketing **BOOSTER**

The SIYB programme has developed new marketing and communication tools in an effort to better target its users and donors. The SIYB website has been revamped and now contains all relevant information on SIYB in English, French and Spanish. Several new marketing tools are available: banners, posters, a presentation video and the SIYB brochure in Chinese, English, French and Spanish, which can be accessed from the SIYB website: www.ilo.org/siyb and www.ilo.org/beijing.



Revamped SIYB Business Game

The SIYB Business Game is a practical simulation to enable participants to understand the realities of starting and operating a successful business. In order to adapt to the changing requirements of the entrepreneurship development sector, the Game is undergoing revision and a new version with a more modern and attractive layout is expected to be launched at the end of 2017.



New publications & training

Green Business Blooklet (GBB)



The global SIYB team partnered with the ILO Decent Work Team for South Asia and the ILO Green Jobs programme and developed a new training manual, "Green Business Blooklet", to help aspiring entrepreneurs to come up with a green business idea and existing entrepreneurs to green their businesses. It is designed to be used in conjunction with the SIYB packages. The booklet can be downloaded from www.ilo.org/siyb and www.ilo.org/greenjobs.

The manual will be launched in a Training of Trainers that is expected to take place in Sri Lanka in November 2017. It will be a sub-regional event involving south Asian country projects such as those from Afghanistan, Bangladesh and India, among others.

2017 GET Ahead: Gender and Entrepreneurship Together



The ILO-WED sister programme is updating the GET Ahead materials. This training programme is specifically tailored to the needs of semi-literate women entrepreneurs who wish to or already run small businesses. The 2017 version incorporates additional exercises including sales pitches for entrepreneurs and additional guidance for Trainers. The new materials (Trainer's manual and participant workbook) will be soon available for certified GET Ahead trainers on the WED e-space. For more information, visit www.ilo.org/wed.

SIYB Global Tracer Study



The SIYB team launched a new tracer study about SIYB across the world. It provides qualitative and quantitative information about the implementation of the programme between 2011 and 2015. Some milestones include:

- 380 Master Trainers and 64,740 Trainers trained in close to 3,340 partner organizations in more than 100 countries:
- An estimated 15 million SIYB trainees; of those, 10.5 million were trained in the period 2011-15
- Approx. 2.65 million businesses started and 40% of existing businesses expanded, creating close to 9 million jobs globally by the end of 2015

The study can be downloaded from www.ilo.org/siyb



Middle East and North Africa

Algeria



Supporting women entrepreneurs with SIYB

SIYB is expanding fast. Between 2016 and 2017, new Trainers have been certified with the financial support of the US Department of State under the US\$ 1 million "WOMEN for Growth" project. Most of the new Trainers are women and come from the Directorate-General for the Small and Medium Enterprise (Direction Générale de la Petite et Moyenne Entreprise, DGPME) and various associations. These Trainers have in turn trained many Algerian women in business management using the GYB and SYB methodologies. The project efforts have led to:

14 new Trainers (of those, 11 women) added to the pool of around 350 Trainers
266 women trained in SIYB out of a total reach of over 170,000

New Master Trainers

In March 2017, the "Decent Jobs for Egypt's Young People" (DJEP) project, funded by Global Affairs Canada, kick-started the training of Master Trainers process with 17 candidates who had previously been active as SIYB Trainers. This was done in collaboration with its key implementing partner - the Micro, Small and Medium Enterprise Development Agency. Finally, a few out of those candidates successfully completed the steps in the Master Trainer Development Cycle and in turn trained 58 Trainers. The results are:

8 new Master Trainers trained (of those, 3 women)
2,000+ entrepreneurs trained (55% women)

Egypt



Lebanon



New agreement for supporting Palestinian refugee youth

The ILO Regional Office in Beirut and the United Nations Relief and Works Agency for Palestine Refugees (UNRWA) signed an agreement in August 2017 to promote self-employment and enterprise development among Palestinian refugee youth. This is part of the US\$ 500,000 "Improving Livelihoods for Palestine Refugees in Lebanon" project sponsored by UNRWA Lebanon. To achieve this goal, the ILO will implement a series of activities:

400 Palestinian youth trained in SIYB through the Employment Service Centres and the Micro-Credit Support Programme
2 community based organizations operating in 2 Palestinian camps will be trained in starting and operating a social enterprise

Youth@work

"Jeunes au travail Maroc" (Youth@Work) is a US\$ 7.3 million project funded by Global Affairs Canada aiming at increasing youth employment and entrepreneurship in Morocco. To fulfil this objective, this six year project (2012-2018) has started implementing the SIYB programme recently. As part of this process, the SIYB manuals have been entirely adapted to the Moroccan context and translated into Arabic and French. This was done in a participatory way with partner organizations which volunteered to contribute to this work under ILO guidance. It is estimated that at the end of the project:

20,000 youth will have been trained in business management (SIYB, GET Ahead) and in financial education

Morocco



occupied Palestinian territory



Fostering entrepreneurial culture among youth

A two year project with a budget of US\$ 190,000 titled "Promoting entrepreneurship education and business start-up for Palestinian youth" was launched in 2016 to promote entrepreneurial culture among the youth in West Bank, Gaza and East Jerusalem. The ILO has been assisting the Palestine for Development Foundation (PsDF) in developing, delivering and monitoring business management training services by certifying new Trainers using the SIYB methodology tailored to the context of the Arab region. The initiative, together with financial services provided by a number of existing micro-finance institutions, will ensure that new businesses are established and grow. Results are shown below:

18 new Trainers (50% of those women) from 8 training service providers trained
500 Palestinian youth to be trained by the new SIYB Trainers

Tunisia



Decent jobs for Tunisia's young people

The US\$ 2.6 million project titled "Decent Jobs for Tunisia's Young People - Tackling the Challenge Together" (PEJTUN) financed by the Denmark's Development Cooperation (DANIDA) has just completed a Training of Trainers workshop for the Tunisian employment counsellors of the National Agency for Employment and Self-employment (ANETI) with the aim of supporting ANETI in delivering better coaching services to young job seekers so they can start their own business through a network of employment and self-employment offices and spaces. This has led to:

20 potential employment counsellors trained as SIYB Trainers



Sub-Saharan Africa

Rural youth employment project

The US\$ 722,000 "Emploi des Jeunes ruraux" (Rural Youth Employment) project has been implemented by the ILO in the framework of a larger project funded by the International Fund for Agricultural Development (IFAD). The project, which started in 2013 and finishes in 2017, aims at promoting youth entrepreneurship and has already achieved the following results:

35 Trainers from 2 provinces of Burundi were trained and certified

2,000+ young beneficiaries in GYB and SYB (40% women)

1,600+ micro-enterprises set up (start-up rate of 84.7%)

Burundi



A workshop was organized recently to share these results with partners and stakeholders. The introduction of a new phase is currently being discussed with IFAD and will focus on introducing SIYB in other provinces of Burundi.

Cameroon



Promoting youth agro-pastoral entrepreneurship

Given the importance of the agro-pastoral sector in the country, the ILO, in collaboration with the International Fund for Agricultural Development (IFAD), is working to strengthen the technical capacity of agro-pastoral business incubation centres by training their staff in the concepts of business management through the SIYB programme. It is expected that these Trainers will then support the rural youth in starting and running their agro businesses. So far the project has achieved the following results:

20 potential Trainers (of those, 3 women) from 5 incubation centres trained in GYB and SYB

350 rural youth trained have finalised their business plans and submitted them to micro-finance institutions for start-up capital

Supporting vocational and employment centres

A platform has been developed for better monitoring and management of the SIYB programme in the framework of a joint US\$ 3.7 million ILO and UNDP project funded by Luxembourg. This will allow to gather better data and reports, and facilitate analysis of future initiatives. Also, young people from several employment and vocational training centres (Centro de Emprego e Formação Profissional da Praia, CEFP) with projects of high potential for job creation have benefited from business management training. A new ILO CTA leading the project will start in the second half of 2017. Results are shown below:

97 young people from 6 CEFPS trained; 57% of those are women

Cape Verde



Central African Republic

Promoting entrepreneurial skills

Since November 2016, the ILO is supporting the Central-African Technical Vocational Training and Public Employment Agency (ACFPE) to introduce an entrepreneurship scheme in its new services "Espace Entreprise". The ILO's technical and financial assistance has helped ACFPE to develop a pool of SIYB trainers on a national scale. ACFPE has then institutionalized SIYB and delivers trainings of entrepreneurs on a monthly basis. Since May 2017, the Agency has been coaching potential entrepreneurs to elaborate their business plans, so they can increase the likelihood of accessing financial services and products. Results are shown below:

17 (of those, 2 women) new Trainers and 80 young people trained in business management (of those, 16 women)

240 business plans reviewed

Business training for ex-combatants and youth

As part of the US\$ 680,000 "Reinsertion and reintegration" project, funded by the World Bank, GYB was adapted to the needs of ex-combatants and to include some basics on financial literacy and cooperatives. The programme started in 2016 and will finish in 2017. Also, since December 2016, the country office in Kinshasa has developed a series of IYB trainings to promote entrepreneurship among young men and women. Follow-up activities will take place during the last quarter of 2017. So far:

33 Trainers (of those, 7 women) trained and refreshed in the adapted version of GYB

458 (of those, 6 women) ex-combatants and 100 youth trained in business management

Democratic Republic of the Congo

Ethiopia



Supporting the reintegration of returnees

The ILO launched the "Support to the reintegration of returnee in Ethiopia" project, which aims to offer entrepreneurship training tailored to the needs of returnees from the Kingdom of Saudi Arabia and other most vulnerable groups. The project selected Trainers from TVET colleges, the Bureau of Labour and Social Affairs and the Micro and Small Enterprise Agency in the Tigray, Oromia and Amhara regional states and trained them in SIYB packages. It is estimated that these Trainers will ultimately reach 2,500 returnees enabling them with self-employment opportunities. This € 5.5 million project, developed by the ILO Local Office and the MIGRANT department and sponsored by the EU, has also translated the SIYB manuals to Amharic. The results so far include:

6 Training of Trainers conducted

161 TVET teachers from 20 TVET colleges and experts of 2 agencies trained

Supporting the Chamber of Commerce, Industry, Agriculture and Services with SIYB

The ILO has been supporting the Chamber in the fulfilment of its mandate of creating a business environment that promotes the interest of local businesses. As a first step it launched a Training of Trainers workshop. This was followed by a Training of Entrepreneurs in April 2017 in which Trainers guided participants from the Association of Economically Active Women in establishing and running their business. The initiative led to:

7 new certified Trainers, of those 5 women

20 women entrepreneurs benefitted from the SIYB training

Guinea Bissau



Ivory Coast

SIYB for entrepreneurs and craftsmen

At the request of the Ministry in charge of SMEs and handicrafts, the ILO, in collaboration with the National Agency for Vocational Training (Agence Nationale de la Formation Professionnelle), organized two SIYB training sessions targeting entrepreneurs and craftsmen. This initiative was implemented to promote youth employment and improve the productivity of small-scale handicraft enterprises in the country. It has led to:

20 master craftsmen

20 young entrepreneurs trained in business management

Fostering entrepreneurship through awareness, policy-making and training

Business training has been provided to potential Trainers and entrepreneurs under the US\$ 3 million "Youth Entrepreneurship Facility in Uganda" project, funded by the EU. The project, which began in 2014 and finishes in 2017, has sought to foster the creation of new businesses among the youth by improving attitudes towards entrepreneurship, promoting entrepreneurship-friendly policies and delivering business training. As of December 2016, some of the milestones achieved are:

35 Trainings of Trainers on SIYB and the GET Ahead, from which over 200 training providers were certified

10,306 youth trained by SIYB Trainers in 11 target districts

Uganda



Zambia



Promoting green jobs

The US\$ 7.5 million Finland funded "Zambia Green Jobs Programme" has adapted SIYB to the green construction sector and trained Zambian construction businesses using the Start and Improve Your Green Construction Business training package. The sustainability of the programme is being achieved through the alignment with national priorities and efforts to modify the sustainable housing guidelines with the engagement of key institutions. As of 2015, over 1,500 businesses had already benefited from the training. In 2017 alone:

85 small business were supported in the creation of green jobs in the construction sector

12 new SIYB Trainers will complete their training and be certified



Latin America

Colombia



Promoting peace through livelihoods

The ILO, together with the Government of Valle del Cauca, has implemented the first CYB and SYB training in the country. Staff from the "Valle Inn" entrepreneurship centres have received SIYB training and it is expected that, through them, many entrepreneurs from Buenaventura, Cali, Cartago, Buga, Palmira and Tulúa will benefit from this methodology. The training will help vulnerable people and victims of the conflict. The initial efforts are reflected below:

25 new Trainers from 6 entrepreneurship centres

250 men and women entrepreneurs expected to benefit from business training

Reactivating the economy through business training

In early 2017, the ILO, the Ministry of Industry and Productivity and the Ministry of Labour launched the REMESUN + E Programme (Reactivate and Improve Your Business + Employment). The programme has sought to reactivate the productive sector of the provinces of Manabí, Esmeraldas and Santo Domingo, which were severely affected by the earthquake in April 2016. It also tackles the reduction of the labour demand, combats the increase of poverty and promotes the generation of employment. The achievements of the programme include:

49 new Trainers representing 20 organizations (14 of those public) committed to apply the SIYB methodology with beneficiaries and clients

1,056 women and men trained in starting and developing their businesses

Ecuador



Guatemala



Promoting entrepreneurship among the youth

The Ministry of Economy, with the financial support of the EU, has provided business training to potential and actual entrepreneurs from seven different regions under a project named "Youth Employment". This has been done through an established Master Trainer network in the country. A significant proportion of them are women and young people, as reflected in these numbers:

207 individuals trained, 56% of those women and 68% between 17-25 years

Promoting entrepreneurship in the south

The "Southern Development Plan" (Plan del Desarrollo del Sur) of the government seeks to promote socio-economic development in the south of the country. As part of this plan, a Training of Trainers workshop took place in late 2016 in the cities of San Cristóbal de las Casas, Tapachula and Tuxtla Gutiérrez, which led to:

23 new certified Trainers from a total of 79 candidates trained, adding to a pool of over 75 Trainers

Mexico



Peru



Expanding SIYB network

In northern Peru young people have benefited from the SIYB programme led by the Ministry of Labour and University of Callao. In southern Peru the Ministry of Justice, the regional government and Paz Peru have implemented the SIYB methodology to train women, men and the youth. Also, Descosur, a partner organization, is providing CYB training to agricultural producers. As of today, these are the milestones reached:

- 90** certified Trainers added to a pool of over 2,180
- 870** young people, women and men trained out of a total reach of 14,038 entrepreneurs
- 100** agricultural producers helped to grow their business



The Caribbean

Bahamas



Local capacity building

The ILO is supporting the Bahamas Chamber of Commerce and Employers' Confederation (BCCEC) to provide SIYB training to its members as a new service on a sustainable basis. These efforts have led to:

- 16** new certified Trainers, of those 13 women

Entrepreneurial skills for youth in rural areas

Participants from 20 organizations have been selected to undergo the SIYB training of Trainers process in October 2017. This training is part of the US\$ 4.1 million "Addressing Education and Skills Gaps for Vulnerable Youths in Haiti" project funded by Norway. The methodology has been tailored to the specific needs of entrepreneurs in rural areas by translating the material to Haitian Creole and adapting it to a rural context, among other measures. The SIYB methodology is also being used as a pilot by the National Institute of Professional Education to launch its business training programme. The results are shown below:

- 20** potential Trainers trained in SIYB
- 70** young men and women working in agriculture trained in business and entrepreneurial skills

Haiti



East Asia and Pacific

Fiji



Expanding SIYB in the Pacific

In August 2017 the ILO Office for Pacific Island Countries, in collaboration with the Ministry of Industries, Trade and Tourism, organized a Training of Trainers workshop to develop the training capacity of government, and private sector officials engaged in provision of services for the development of MSMEs in Fiji Islands. As a next step, a Training of Master Trainers will be held in Suva in November 2017. The potential Master Trainers will be from Papua New Guinea, Solomon Islands, Kiribati and Fiji. Achieved and expected results are shown below:

- 34** Trainers trained from 8 public and private organizations; of those 32 became certified Trainers
- 12** Master Trainers from 5 countries to be trained and certified

Entrepreneurship and MSME support projects

ILO entrepreneurship and MSME support projects funded by NORAD and SECO, have been supporting small scale entrepreneurs in a variety of sectors in rural and urban areas since 2014. Through providing business management training in partnership with public and private organizations such as GiZ and Coca-Cola, the project has exceeded its goals. These are some of the milestones achieved as of April 2017:

- 39** Master Trainers
- 948** Trainers
- 9,770** entrepreneurs trained in business management, which led to 1,234 new businesses and the creation of 7,387 jobs
- 61%** of the training providers were able to cover the cost of the training by charging fees for it

Myanmar



Vietnam



Adapting SIYB materials

The SIYB manuals have been translated to Vietnamese and adapted to the local context by the ILO Country Office with the support of the SIYB team in Geneva. In July 2017 a workshop took place to reinforce the capacity of existing Master Trainers in Vietnam to prepare them to work with the new manuals.



Eastern Europe and Central Asia

Partnership for youth employment

The US\$ 6 million "Partnerships for Youth Employment in the CIS" project being implemented by the ILO's SKILLS branch with funding from LUKOIL seeks to improve effectiveness of youth employment initiatives in Azerbaijan as well as Kazakhstan and the Russian Federation. As part of the project's aim to improve the capabilities of each country to design, implement and evaluate youth sensitive employment plans, it has provided technical support to the Ministry of Labour and Social Protection of Azerbaijan in setting up a system and network of business management training providers by delivering SIYB training. As a result of these efforts:

- 136** new certified Trainers have provided SIYB training to job seekers
- 2,000** households expected to apply for funding and start their own business

Azerbaijan



Georgia

Institutional strengthening of the Georgian Employers Association

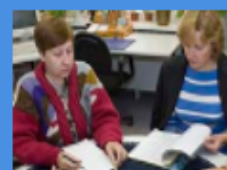
As part of the technical support provided by the ILO to the Georgian Employers Association to strengthen its capacities in the provision of business development services to its affiliates, the ILO office in Moscow will support the adaptation of the revised 2015 SIYB materials into Georgian. Moreover, a new project, "Inclusive labour market for job creation", is being drafted, which will include all the SIYB-related activities to be developed in the country in the next two years.

Supporting the Russian federal government to train youth on entrepreneurship

The US\$ 6 million "Partnerships for Youth Employment in the CIS" project being implemented by the ILO's SKILLS branch with funding from LUKOIL seeks to improve effectiveness of youth employment initiatives in Kazakhstan, the Russian Federation and Azerbaijan. As part of the project, technical support has been provided to staff from the Ministry of Social Development, Labour and Employment of the Republic of Kalmykia. This is expected to improve the services available for job seekers across all the employment centres. In 2017, the ILO will also train potential Trainers to support nation-wide scale efforts by the Federal Agency of Youth Affairs (Rosmolodezh) and the Ministry of Economy to promote entrepreneurship. The newly trained members of Rosmolodezh will in turn conduct training of entrepreneurs and monitor created businesses. The target is below:

- 133** potential SIYB Trainers to be trained through 6 Trainings of Trainers in 5 Russian cities

Russia





South Asia

Afghanistan



Support livelihoods and mobility project

The ILO, UNDP and other UN agencies are jointly launching a new project, SALAM, in Nangarhar province. It comprises components on migration, skills and entrepreneurship to address the multi-dimensional support needs that returnees face. SIYB will be the main tool to be used under the enterprise development component and is expected to lead to the establishment of new businesses. Trainings of Trainers have also taken place under the US\$ 7.5 million "Road to Jobs" (R2J) project since October 2016. These were organized in partnership with a USAID project, the "Promoting Youth Employment" project of the ITCILO as well as with the Balkh Chamber and Commerce and Industries. Expected results include:

62 new Trainers and training outreach of over 16,600 returnees and entrepreneurs

Partnership for youth employment

In 2015, ILO Dhaka introduced SIYB in the country as a component of the US\$ 16 million Canada funded "Bangladesh Skills for Employment and Productivity" (B-SEP) project, which seeks to infuse qualified workforce in key industries. This has led to several initiatives such as the training of new Trainers and the launching of the SIYB Trainers' Forum to provide Trainers with support and networking opportunities. This Forum is expanding SIYB by training the Association of Grass Root Entrepreneurs of Bangladesh and exploring strategic partnerships with public and private entities to bid for future projects on skills and entrepreneurship development. As a result:

24 new Trainers added to the pool of over 15 Trainers

Bangladesh



India



Strengthening partnerships for SIYB expansion

The ILO Office is engaging with governments for the expansion of SIYB. For example, a partnership agreement was signed with the Ministry of Skills Development and Entrepreneurship to integrate SIYB into their enterprise development and self-employment creation programmes. Additionally, the Industries Department of the State Government of Kerala has been organizing state-wide training of entrepreneurs using ILO trained SIYB Trainers. The ILO also organized a sub-regional course "SIYB: Make it work, Make it last" in November 2016 to foster collaboration among trainers in the region in implementing the programme with a focus on achieving financial sustainability.

With more projects being developed and a fully active SIYB Association in India, the following results have been achieved:

140 trained and certified active Trainers
6,000 potential and existing entrepreneurs trained in business management

Public partnerships and a new association

In July, 14 potential women entrepreneurs from different disciplines benefited from GYB training at the Fatima Jinnah Women University under the US\$ 8 million "Gender Equality for Decent Employment" project. Several partnering universities, such as Institute of Space Technology (IST) and University of Malakand have continued to implement SIYB training on their own, demonstrating the financial sustainability of the programme. "Pakistan SIYB Association" has also been formally registered and is currently led by IST and the COMSATS University with the technical support from the ILO Country Office. So far, the roll out of the programme has achieved the following:

1,140 potential and actual entrepreneurs trained in GYB, SYB and IYB (514 are women)
514 new jobs; of those 253 from the establishment of new businesses

Pakistan





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The SIYB update shows that SIYB is growing in all parts of the world. With more than 3,000 partner organizations in over 100 countries, SIYB is today the biggest entrepreneurship training programme worldwide.

I would like to thank all ILO colleagues, trainers and partner organizations whose hard work and dedication to the programme contributed to this success! The SIYB team in Geneva is looking forward to working with all of you to continue spreading SIYB and promote entrepreneurship for decent work creation

Nadja Nutz, SIYB Global Coordinator

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