



EUROPEAN UNION

EUROPEAN REGIONAL DEVELOPMENT FUND

INVESTING IN YOUR FUTURE!



GOVERNMENT OF ROMANIA



GOVERNMENT OF BULGARIA



Roma-Berk
Association

Project *"Combined Efforts in Support to Disadvantaged People on the Labour Market in the Cross-Border Area"*, project code 16.4.2.056, e-MS code ROBG - 163.

CURRICULUM

DEVELOPMENT OF EMPLOYMENT COMPETENCIES AND STARTING A BUSINESS FOR DISADVANTAGED PEOPLE





EUROPEAN UNION
EUROPEAN REGIONAL DEVELOPMENT FUND
INVESTING IN YOUR FUTURE!



GOVERNMENT OF ROMANIA



GOVERNMENT OF BULGARIA



Curriculum: Development of competencies for employment and starting a business for disadvantaged people

Total duration: 60 school hours

Prerequisites for participation:

- Basic literacy: reading and writing

Target group: Disadvantaged people on the labor market - 30 people of Roma origin and 15 people with disabilities.

Knowledge to be acquired:

- Basic knowledge of the labor market at European and national level.
- Knowledge of the main characteristics of the participation of vulnerable persons in the labor market in Romania and Bulgaria.
- How to start your own business - Introduction to the challenges of entrepreneurship.
- Basic entrepreneurial skills and their role in business success.
- Characteristics of small business.
- Aspects of training related to issues known as lifestyle entrepreneurship.

Skills for:

- How to motivate ourselves;
- How to look for a job, how to write a cover letter and write a curriculum vitae (CV), how to prepare for a job interview;
- Identification of personal interests, skills and values;
- Building a professional identity
- Development of emotional intelligence;
- Communication and interpersonal communication skills;
- Development of employment skills;
- Skills for career planning and job search;
- Development of the ability to plan the necessary steps to start your own business.
- Developing a positive, optimistic attitude towards one's own capacity and chances for professional integration;
- Skills for planning and creating a business;
- Development of risk management capacity, conflict management.

Way of thinking:

- Demonstrating a positive attitude towards lifelong learning;





EUROPEAN UNION

EUROPEAN REGIONAL DEVELOPMENT FUND

INVESTING IN YOUR FUTURE!



GOVERNMENT OF ROMANIA



GOVERNMENT OF BULGARIA



Roma-Berk
Association

- Development of a competent attitude towards entrepreneurs and entrepreneurship;
- Increasing the confidence in the possibility to find a job;
- Considering the possibility of starting your own business.

Methodology for providing training:

- Conducting lectures
- Argumentation of cases
- Discussions





EUROPEAN UNION
EUROPEAN REGIONAL DEVELOPMENT FUND
INVESTING IN YOUR FUTURE!



GOVERNMENT OF ROMANIA



GOVERNMENT OF BULGARIA



CONTENTS

MODULE 1

Legislation applicable to work and business in the CB area

Didactic unit	Theme	Hours
Labor market at European level	European legislation and the protection of vulnerable groups in the labor market General characteristics of the labor market Difficulties faced by people from vulnerable groups in the labor market Inclusion of people from vulnerable groups in the labor market at European level and in the Romania-Bulgaria cross-border area	6
Characteristics of the participation of vulnerable persons on the labor market in Bulgaria	General characteristics of the labor market in Bulgaria Normative and legislative framework for inclusion of vulnerable persons in the labor market Inclusion of people with disabilities in employment Inclusion of Roma in employment	12
Labor market and inclusion of vulnerable groups	Status of participation of people with disabilities in the labor market The situation with the participation of Roma in the labor market Operational Program "Human Resources Development" 2014 -2020 - Priority Axis 1 "Improving access to employment and the quality of jobs" The Youth Guarantee Initiative - Priority Axis 2 "Poverty Reduction and Promotion of Social Inclusion" Operational Program "Science and Education for Smart Growth" 2014 - 2020 - Priority Axis 2 "Education and lifelong learning" - Priority Axis 3 "Educational environment for active social inclusion" Operational Program "Innovation and Competitiveness" 2014 - 2020 - Priority Axis 2 "Entrepreneurship and SME	9





EUROPEAN UNION
EUROPEAN REGIONAL DEVELOPMENT FUND
INVESTING IN YOUR FUTURE!



GOVERNMENT OF ROMANIA



GOVERNMENT OF BULGARIA



Roma-Berk
Association

	Growth Capacity"	
Cross - border and transnational cooperation programs	Interreg V-A Romania - Bulgaria 2014 - 2020 Interreg IPA Bulgaria - Serbia 2014 - 2020 Danube Program 2014 - 2020	3

MODULE 2
HOW TO START YOUR OWN BUSINESS?
Development of competencies for employment and starting a business

Didactic unit	Theme	Hours
Self-knowledge and personal development	Personal interests and values Skills and competencies Personal characteristics Building a professional identity Developing emotional intelligence Communicativeness and interpersonal relationships	2
Initiative and entrepreneurship	Basic ideas for key entrepreneurial skills The role of entrepreneurial skills in ensuring independence and income security Entrepreneurial skills in small business and civic initiatives	2
Developing employment skills	Identify the barriers that learners have encountered in their social and professional integration Identifying ways to overcome barriers to professional integration Identification of personal resources that facilitate employment Identification of socio-economic factors supporting employment	2
Career planning and job search	Study of educational and professional pathways. Making a career decision Job searching. Marketing and personal presentation techniques - tools: - Creating a CV - Preparation of a letter of intent - Creating a personal portfolio Preparing for the job interview - Acquisition of knowledge for presenting a	6





EUROPEAN UNION
EUROPEAN REGIONAL DEVELOPMENT FUND
INVESTING IN YOUR FUTURE!



GOVERNMENT OF ROMANIA



GOVERNMENT OF BULGARIA



	job interview - Exercise some communication skills required in presenting an interview	
Entrepreneurship and starting a small business	Education and entrepreneurial behavior	4
	Creating and planning a business (legal form of business organization, creation and registration of business, business planning)	
	Legislative aspects of entrepreneurship	
	Bodies and institutions specializing in the promotion and development of entrepreneurship and small business	
Risk management	Different types of risk	2
	Risk and goals; risk assessment in relation to the benefits	
	Fundamentals of risk management in personal life and small business	
Challenges related to starting a small business	How can you come up with specific ideas for developing a small business	2
	Pros and cons of starting your own business	
	Basics of small business planning	
Fundamentals of lifestyle entrepreneurship Entrepreneurship as a lifestyle	Basic principles of entrepreneurship and lifestyle entrepreneurship	10
	Types of lifestyle entrepreneurship - an alternative for self-employment among disadvantaged people	
	Personal development - a basic prerequisite for success in lifestyle entrepreneurship	
	The new role of lifestyle entrepreneurship among disadvantaged people	

