



## D3.3

# Stakeholders Meetings Report



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Bar-Ilan University (BIU)



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EUROPEAN CONFEDERATION  
OF YOUNG ENTREPRENEURS

European Confederation of Young Entrepreneurs (YES)



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# Table of Contents

## I. INTRODUCTION

A. Context .....	5
B. Objectives .....	5
C. Expected Impact .....	6

## II. FIRST STAKEHOLDERS MEETING

A. Methodology.....	7
B. Findings.....	12

## III. SECOND STAKEHOLDERS MEETINGS

A. Methodology.....	15
B. Findings.....	19

## IV. CONCLUSION

## V. ANNEXES

Annex 1 - List of participants of First Stakeholders Meeting.....	23
Annex 2 - Agenda of First Stakeholders Meeting .....	24
Annex 3 - Questions for the workshop .....	25
Annex 4 - List of stakeholders attending SM2 .....	26
Annex 5 - Agenda of Second Stakeholders Meeting.....	27
Annex 6 - Summary of First Stakeholders Meeting .....	27
Annex 7 - Report of the second stakeholders meeting.....	28
Annex 8 - Dissemination of Second Stakeholders Meeting.....	36

# I. Introduction

## A. CONTEXT

The MY-WAY project aims to connect stakeholders with student networks and student support centres in order to **develop common plans** and activities that will support young people that want to become entrepreneurs.

In its earliest stages, MY-WAY focused on analysing the current situation of student support centres. In order to follow up on the findings, such as the ecosystem developed in Work Package 2 and the stakeholders' database from Work Package 3, two conferences were organized bringing together all the relevant stakeholders in the field of web entrepreneurship in order to have a live discussion and find solutions to improve the work of student support centres while also offering more support to young people who want to be entrepreneurs.

The stakeholders meetings were oriented to give space to face to face discussions in innovative formats encouraging networking and sharing ideas, which resulted in the initiation common action plans.

## B. OBJECTIVES

The ultimate goal of the Stakeholders Meeting is to establish connections and understanding between the stakeholders, resulting in **collaborations between the student support centres and business actors**. Such collaborations will take place in the form of formal cooperation agreements (information exchange) and joint actions.

In order to achieve this goal, the two meetings aimed at:

1. **Informing** different **stakeholders/business actors** about the **needs of student support centres** and about **MY-WAY's plans to execute support schemes in four cities** (Budapest, Zaragoza, London and Istanbul).
2. **Identifying opportunities for cooperation and common service provision** with web entrepreneurship stakeholders ready and willing to sustain cooperation with student support centres.
3. **Signing agreements with existing initiatives and platforms on web entrepreneurship** regarding pre-programmed links ensuring swift exchange of information and joint promotion of activities.

These meetings also enabled student support centres to discuss additional topics in terms of web entrepreneurship support.

On the one hand, the first Stakeholders Meeting focused on **discussions** about the **services** provided by **student support centres** and how they can **be improved**, while keeping an eye on the **role** of student support centres, their **connection with the University** and the **role that the MY-WAY project plays in it**. For the first Stakeholders Meeting it was very important to get input and new ideas from all stakeholders.

On the other hand, the second Stakeholders Meeting focused on the **development of concrete action plans** in four pre-established cities and other ecosystems. The event was meant to facilitate networking, collect new ideas for collaborations and activities, connect stakeholders with student networks and student support centres and test reaction of stakeholders regarding the action plan proposed by the partners.

## C. EXPECTED IMPACT

The Stakeholders Meetings are meant to represent the bridge between the past tasks and activities of the project and the future actions and activities.

The impact of the Stakeholders Meetings will especially be visible during the implementation of the upcoming tasks, resulting in concrete plans and activities based on the involvement of the stakeholders participating live and online. Based on the results and findings of the two events, the project will be able to build the future tasks for the upcoming work packages:

- Task 3.4 Cooperation with web entrepreneurship initiatives and projects: development of Action plan and cooperation agreements – collecting feedback for the Action plan
- Task 4.1 Embedding Best practice

In accordance with the project objectives, MY-WAY will have to get at least 50 signed cooperation agreements with organisations that will commit to use the MY-WAY network and platform to promote their existing programmes, activities and resources to student web entrepreneurs. It will also develop at least 10 new joint actions with organisations external to MY-WAY.

## II. First Stakeholders Meeting

### AIM:

**Bringing together stakeholders face-to-face and online: experts, experts, successful entrepreneurs, entrepreneurs, teachers, teachers, students' networks.**

### Objectives:

1. **Opportunities for cooperation between main actors.**
2. **Establish opportunity for signing collaboration agreements.**

## A. METHODOLOGY

### *a. Selection of participants*

The target for the first Stakeholders Meeting was to gather at least 25 stakeholders to participate in face to face meeting and 25 more to join the livestreaming of the event online.

The mapping of stakeholders from different ecosystems was a previous task of the project and one of the roles of the map is to create connections between stakeholders and contribute to the stakeholder's database. The project partners collected around 43 names of stakeholders that have been in contact with them along the project or have participated in a specific task. From this list, one foundation, one enterprise community, two private accelerators, three investors, three project partners and three universities, four university accelerators, six student associations, nine accelerator/incubators, eleven entrepreneurs were invited, mostly coming from the United Kingdom, Germany, Turkey, Italy, Hungary, Belgium and Sweden.

To complement the previous list of invitees, the people that signed the Expression of Interest, a document developed in an earlier stage of the project (in the framework of task 3.1) to keep the connection between relevant stakeholders and the MY-WAY project, were invited linking 45 more people to the Stakeholder meeting.

Stakeholders answering to Expression of Interest were from different backgrounds, namely: one authority, one NGO, one Senior Grant Specialist, one business developer, one Technology Park, two Educational Institutional Programme, two co-working spaces, three Start-ups/SME, four accelerators, six mentors, seven accelerators/associations or networks and ten associations or networks supporting wannabe entrepreneurs. To enrich the dialogue during the conference, the participants were coming from all over Europe: Belgium, the United Kingdom, Germany, Portugal, Spain, Canada, Italy, Turkey, France, Switzerland, Hungary, Romania, Norway, Greece, Latvia, Ireland, Lithuania and Serbia.

Additionally, a list from the MY-WAY map, resulting from earlier task 2.1, mapping the ecosystem, was created, which gave another list of around 20 names of stakeholders. This list was added to the invitees list in order to make sure relevant stakeholders would attend the stakeholders meeting.

The list of invitees was completed by research on successful entrepreneurs based in Brussels, stakeholders supporting similar initiatives and plus representatives from large internet and telecommunication companies. As the event was hosted in Brussels, it was considered that one of the biggest capitals in Europe and the city of reference for European Union institutions would bring relevant stakeholders to attend the event and to contribute to future steps of the project, these potential stakeholders were added to the list.

One of the attendants to the Stakeholders Meeting in person was one of our survey winners. As part of the previous task 2.2, a survey was launched to identify the needs of the students and student support centres that are to be involved in a transversal and transnational way, and to do so, some incentives were given. One of the winners was awarded with attending the Stakeholders Meeting so he could share his personal experiences as a person who just started a startup.

Another participant that was invited and attended the event in person was a representative of one of the student support centres, LIFTOFF, which contributed to the previous task 3.2 by participating in the case studies report. As the main discussions were related to the connection between student support centres and different stakeholders, it was important to have at least one representative on behalf of student support centre, preferably somebody who already participated in previous activities of the project and willing to continue the cooperation with MY-WAY to the project and was willing to contribute more.

Based on the compilation of data, a **final list of 145 stakeholders** was created consisting of successful entrepreneurs, mentors, business teachers, startups, trainers, members of student support centres, student organization members and different major actors contributing to web entrepreneurship initiatives such as Google for entrepreneurs and Microsoft.

All targeted stakeholders received an invitation e-mail explaining the aim and objectives of the stakeholders meeting and information on possible attendance of the online event. Special attention was given to people that already mentioned their interest in attending the Stakeholders Meeting.

Once the registration period finished, there were 46 registrations, ten online and 36 in person. Due to last moment cancellations, in the end **28 people attended the event in person** (see Annex 1) and contributed directly to discussions. At the time, **ten people participated online** and there were around **150 viewers**.

Before the stakeholders meeting, the participants received all the relevant information about the event such as the final agenda, practical information, details about the logistics and the participants list. This information was complemented with on-spot documents explaining the MY-WAY project and the Startup Europe club, as well as previous reports of the project that could facilitate discussions, such as the MY-WAY Synergy Report.



## *b. Venue*

The venue of the first Stakeholders Meeting needed to bring a lot of visibility in order to attract the right people to attend the event and engage them to the project. For this, a research on several possible venues in Brussels was done, including specialized centres for organizing events (MCE, House of Netherlands), hotels (Thon, Bloom), co-working places with rooms for events (Co.Station, EGG Brussels), banks (ING), Microsoft and the European Parliament.

We considered that the venues that fitted the best the needs of the first Stakeholders Meeting were the European Parliament, Microsoft and Co.Station, a co-working space for start-ups and businesses in this order of preference. In the end, the choice was made for the European Parliament, with the Member of the European Parliament (MEP) Brando Benifei from the S&D group, Committee on Employment and Social Affairs, as the host. The decision was made because a place like the European Parliament would attract important stakeholders to join the event and like this, major European institutions would be involved and important players could contribute to the future steps of our project.

Due to the complicated process of organizing an event in the European Parliament, there was regular contact with the assistant of the MEP to arrange all the technical requirements for the live streaming, while making sure all rules of the European Parliament were followed.

The dissemination of event was done via different social media channels, but also within the European Parliament by sharing the invitation with the internal list of the European Parliament and sharing posters inside of Parliament, reaching other MEPs and other relevant related agents.

## *c. Agenda*

The **agenda** (see Annex 2) was done by AEGEE in close cooperation with Europa Media. The aim was to identify opportunities for cooperation and common service provision and shortlisting good practices across the web entrepreneurial ecosystem focusing on student support.

The first session, the **Welcoming words**, was meant to be a short introduction of the day explaining the overall objectives of the day bringing the possibility to share what the MY-WAY project had done and which is its added value to the European startup ecosystem by the coordinator of the project Europa Media, the relation of entrepreneurship and youth unemployment in Europe by Brando Benifei (MEP), and the perspective of web entrepreneurship from the youth perspective by AEGEE.

**Keynote speech** was given by Mr. Gonalo Lobo Xavier from the European Economic and Social Committee (EESC) and industrial business leader, on the current situation of student support centres, linking it with the role of the different European stakeholders. His presence was bringing the contribution of another institution, EESC, which is already working and tackling the topic of entrepreneurship and support of young people in this process.

The Keynote speech was followed by the presentation of the results generated by the **MY-WAY Project** previous activities as the Mapping of ecosystem, the survey and interviews findings, and the

analysis of best practices by the collection of several case studies. The main purpose of this presentation was to help the participants to understand the project and how the Stakeholders Meeting is going to be used to generate some concrete output.

After the explanations, a dynamic **Workshop** was organized basing it on the cooperation between professional stakeholders and student networks. In order to bring a more diverse approach, two parallel debates were organized with two different formats allowing the session to analyse the same issue from different perspectives and later compare the results. For one of the groups, the methodology used was a debate guided by questions (see Annex 3) launched to the participants who had the opportunity to have first one on one debates and then share their ideas with the rest of the group trying to find an answer to the questions. For the other group, the discussion was based on the introduction of the topic and the free debate among the participants being guided by the moderator. The topic of the discussion in both groups versed about how to overcome the previously identified problems of the student support centres.

The conclusions of the workshop were presented by the moderators later in a common session in which an **Open Discussion** was organized giving the opportunity to all the participants to continue the debate and especially, share their experiences and best practices.

The event was concluded by a **closing speech** given by Ms. Aleksandra Kluczka, president of AEGEE-Europe, after a short **recap** of the ideas shared during the Stakeholders Meeting so that the participants could reflect on the debates and possible outcomes of the event as well as encourage further cooperation with the project in future occasions.

#### *d. Online participants*

Simultaneously to the live meeting, the Stakeholders meeting was also livestreamed allowing people with fewer possibilities to come to the physical location to interact and generate content to the discussion. The invitees were given the possibility to subscribe both for the live event and the livestreaming and in that case, the participants were informed on how to follow the event online by providing them with guidelines.

During the first part of the event, the online participants were able to follow the discussions by viewing the live streaming on MY-WAY's UStream channel ([www.ustream.tv/channel/K3RLYZXGngS](http://www.ustream.tv/channel/K3RLYZXGngS)), by monitoring Twitter discussions via the hashtag #Yentrepreneur, as well as via the speakers' presentations uploaded on the project website. Online participants were also encouraged to share their comments using the Social Stream facility of UStream or on Twitter, using the hashtag #Yentrepreneur.

As for the debate part of the agenda, another format was proposed to the online participants. In order to ensure quality results and giving the possibility to interact with the content generated in the live event, the online participants were provided with an online form with the same questions that one of the groups had. In spite of the efforts put on encouraging the online participants to fill the form in, both during the event and afterwards, only four full valid answers were collected. Meanwhile, the interaction and



debate happening in the other group was livestreamed so the online participants had the chance to participate in both workshop formats.

#### *e. Follow up*

After the event, all participants received the presentations used during the event and the link to all public reports of the project, downloadable from the website, in order to make sure that they would have access to the main findings and results of the project until that moment.

The event was also evaluated in order to analyse its impact. To do so, an evaluation form was created and circulated to the participants asking a various range of questions. Overall, the participants were satisfied with the location of the event and all the stakeholders gathered had the opportunity to engage in discussions.

The discussions and findings of the first Stakeholders Meeting were analysed in order to build the concept of the second Stakeholders Meeting but also were shared with the participants of the first event with the purpose of disseminating the results of one of the key parts of the project. This information was also used to improve the preparation of the participants of the second Stakeholders Meeting in order to make it more efficient.

## B. FINDINGS

The first Stakeholders Meeting was based on discussions among the different present and online stakeholders on the issue of how to design an efficient structure for student support centres. The different format of the discussions, allowed the MY-WAY project to have a more solid base to further develop coherent conclusions to be used in the future (see Annex 6).

Under the umbrella of the question “Which would be the ideal situation of student support centres?” five areas for discussion were developed:

- How to position student support centres as potential providers of support to entrepreneurs.
- How to create a supportive environment for failing projects.
- How student support centres can gain credibility in the quality of the services they provide.
- How the financial sustainability of student support centres should be ensured.
- What the role of the universities is in supporting entrepreneurship projects.

In regard to the question on **positioning student support centres as service providers to entrepreneurship projects**, some ideas were generated. The first conclusion of the debate is that, if student support centres want to be a reference for entrepreneurs, those should provide the resources that the projects need to succeed. Then, in order to make some concrete recommendations, key needed services were identified:

- Student support centres should provide **networking possibilities**, that is to say, they should bring together people with entrepreneurial projects or ideas to ease the communication among the different agents of their ecosystem.
- Student support centres should provide **mentoring services**, including guidance drafting the business plan, periodic analysis of the results of the start-up strategy and easy communication about different learning opportunities. As limitation to these services, there should be a defined duration so the resources are focused on empowering starting projects rather than projects that by that time should be already self-sustainable.
- Student support centres should be able to recommend **funding possibilities** to entrepreneurial initiatives but not applying direct funding to the concrete project. In this sense, it is recommended to fund side costs such as electricity, water or working space to keep the benefit-risk balance stable.
- The second field of the conclusions versed about how to create a **supportive environment for failing projects** as the Target Young Adults (TYAs) might find the support of the student support centres but be afraid to fail. In order to create such an environment, concrete proposals were suggested based on the idea that failing is part of the learning process and the existence of different types of entrepreneurs: the natural entrepreneurs that are the ones that assume that the risk is part of the business; and the entrepreneurs by chance, those that launch entrepreneurial project just because they had the opportunity but they do not want to run with the risk, are the ones that need more support.

This supporting scheme can be based on an awareness campaign **showing local and global successful entrepreneurs that failed at some point**. By focusing on the benefits of starting new projects or pivoting over the existing ones, the entrepreneurs will be encouraged to get over a failing project and start a different one.

Additionally, it was suggested to implement **psychological support or training** within the mentoring programmes to let starters overcome their fear of failing and look at the chances of failure in a realistic way.

Thirdly, the discussion versed about how to **raise the credibility** of student support centres towards other web entrepreneurship stakeholders. Some ideas were presented as solutions to this issue as for instance, the creation of quality badges or certificates to rate the entrepreneurial projects under a set range of quality standards of different relevant spheres. These certificates could be also used to make a comparative ranking of student support centres, although this may result in the risk of creating a blacklist of centres that are not trustworthy.

Apart from this, the student support centres should try to partner up with companies not only for concrete financial support for projects but also finding long term agreements that could stabilise the relations of the student support centres with the professionals of their ecosystems.

Forth, the **financial sustainability** of the student support centres and consequently, the maintenance of quality service provision to entrepreneurial projects was dealt. There were two focuses of discussion: on the one hand it was questioned the need of having free services for all the projects and on the other hand it was questioned who should cover the expenses that the use of those services generates.

A distinction was made between projects with educational purposes and projects with purely business objectives. For the first one, the learner-entrepreneur should not run with all the costs of developing the project so public-private financing formulas should be found. Nevertheless, this funding should not be absolute so the students would also understand the economic risks that go together with running a business. For the second one, financial alternatives should be offered in the shape of loans or covering side costs that are not directly linked with the business model.

In addition to the rest of the suggestions, there can be some services free of cost to the student support centre as in the case of using already successful entrepreneurs or people that previously received mentoring services and are willing to share their knowledge.

Regarding the **role of the universities** in supporting entrepreneurial activities, some universities are already organizing programmes and services for students that want to become entrepreneurs. The main contributions that the universities can offer are the provision of facilities, like rooms or offices, and covering also basic expenses like electricity or water. Apart from this, support centres within the universities can offer easy access to knowledge and to academic support of their activities

Student support centres and universities can **cooperate** more closely, for example giving **students the chance to become a junior enterprise within the University framework**. Like this, they become a



university start-up and they get their first experiences with start-ups in a safe environment. The entrepreneurs would also face some risk but modulated by the intervention of the educational institution.

Some other ideas discussed were directly related to the project or general recommendations to student support centres. In this sense, it was suggested to create implementation guidelines on how to get visible and different good practices that they can put into practice paying attention to their ecosystem. The MY-WAY project becomes a crucial agent in the design of these guidelines and the coordination of other activities.

The MY-WAY project also gathered some suggestions on how to improve student support centres and how to collaborate to the development of a European web entrepreneurship ecosystem. One of the main activities is to create space to develop a network where different stakeholders are able to share good practices or entrepreneurial ideas or projects. Secondly, it also supports long term cooperation, with the aim of encouraging one year **collaborations between stakeholders** which can be continued and improved every year.

The MY-WAY project is currently developing a **stakeholder's database** containing individuals and representatives of NGOs and institutions, as for example UNESCO, that want to give support to student organizations or the MY-WAY project itself. The aim is to gather a group of experts, accelerators and experienced entrepreneurs interested and able to help the students with their different initiatives and activities. The first draft of the database has been completed, but will remain open for the whole duration of the project to ensure that relevant people can be added at any time.

## III. Second Stakeholders Meetings

### AIM:

**Bring 25 stakeholders together in person and 25 online that will discuss opportunities for cooperation and develop a concrete action plan.**

### Objectives:

- 1. Develop common action plans.**
- 2. Sign collaboration agreements.**

### A. METHODOLOGY

#### *a. Selection of participants*

The target of the second Stakeholders Meeting was to gather at least 25 business experts to participate in a face to face meeting and another 25 experts to join the livestreaming of the event.

The list of invitees was created in close cooperation between AEGEE and Europa Media, sending invitation to 238 stakeholders. To create this list, different already existing lists were used and new ones were created on the base of having relevant agents of the web entrepreneurship world in the event accordingly with the objectives of this activity. The invitations were sent out with the intention of engaging as great variety of stakeholders to the second Stakeholders Meeting and to future steps in the project.

Among others, the participants of the first Stakeholders Meeting and stakeholders that already took part in the project and showed interest to collaborate further with the MY-WAY project were invited. The focus was put on them as they were already familiar with the aim and objectives of the project and had expressed their interest to contribute to future steps of the project or to attend upcoming events.

Also invited were stakeholders responding to MY-WAY's Expression of Interest collected in previous stages of the project. Since all of them expressed their interest to attend the events, they were considered as relevant stakeholders for the second Stakeholders Meeting that could possibly bring new ideas for collaborations and activities.

Another resource used for the invitations was social media, specifically LinkedIn, which resulted in another 92 invitees. The LinkedIn account was established during the implementation of the project and brought to the establishment of several connections with a variety of stakeholders interested in the project, who were already connected with the project or were not aware of it, and could bring added value to the event and future steps of the project.

Additionally, the event was taking place again in the city of Brussels, which due to its geostrategic situation hosts relevant European institutions and companies like the Education, Audiovisual and Culture Executive Agency of the European Commission, Eurada, Digital Europe, Google, Microsoft, Belgacom, Vrije Universiteit Brussel (VUB) and other stakeholders working in the field and well known for their expertise and experience. As most of them are running or developing different projects in the field of web entrepreneurship, their contribution to the Stakeholders Meeting was considered highly valuable.

To make sure that relevant stakeholders were gathered to contribute during the event itself and afterwards to other tasks in the project, different researches, lists and connections were used. In this sense, for instance, a representative of Cluj Start-ups was invited based on his profile as experienced event organizer, CEO of several start-ups and active member of different student organizations.

One of the participants invited and attending the event in person was one of the survey winners so that the Stakeholders Meeting could involve as many people that already participated in other tasks of the project as possible.

The second Stakeholders Meeting is going to be followed by the creation of the so called Action Plans in four different ecosystems across Europe: London, Budapest, Istanbul and Zaragoza. For that purpose, main stakeholders from these ecosystems were invited as for example a start-up (Hunteet), a student Network (AEGEE-Zaragoza) and an incubator (Zaragoza Activa) attended the meeting. Also stakeholders from London, Istanbul and Budapest participated of the event.

One of the most important stakeholders are the student networks, since they can channel the information and results of the project to the European students; for this reason, several organizations were invited:

- AIESEC
- International Association for the Exchange of Students for Technical Experience (IAESTE)
- European Students of Industrial Engineering and Management (ESTIEM)
- European Confederation of Junior Enterprises (JADE)
- The European Law Students' Association (ELSA)
- Youth for Exchange and Understanding (YEU)
- Erasmus Student Network (ESN)
- European Students Network (ESU)
- Young European Federalists (JEF)
- European Youth Forum (YFJ)
- European Students' Forum (AEGEE) – Project partner

The second Stakeholders Meeting was promoted on social media (Facebook, Twitter and LinkedIn) and other media channels such as BlogActiv.eu – a branch of Euractiv- increasing significantly the outreach of the call.

Besides the already mentioned stakeholders, also the project partners, two external experts of the project (Mr. Ivo Spigel and Mr. Bálint Toth) and the project officer (Mr. Bogdan Ceobanu) participated in



the second Stakeholders Meeting. Their presence at the event was considered of very high importance to give cohesion to the discussions and get the best outcomes out of the meeting.

In the end, the second Stakeholders Meeting counted 41 participants from a very wide range of backgrounds easing the diversity of results and a greater interaction in the debates held during the event (see Annex 4).

### *b. Venue*

As the first Stakeholders Meeting was organized in a European institution as the European Parliament, it was considered relevant to host the second one in a business oriented facility from the shortlisted possibilities researched for the previous event. Based on that research the three preferred places to host the event were Microsoft Brussels centre (MIC), Co.Station and Management Centre Europe. The objective was to engage business actors with the mission of the project and build close ties with them.

Finally the event was organised in the Management Centre Europe which is a conference and business centre offering high-level facilities including excellent technical services that ensured the quality of the livestreaming. This facility also offered a great visibility to the project and to the Stakeholders Meeting.

### *c. Agenda*

The development of the agenda for the second Stakeholders Meeting was done in cooperation between project partners AEGEE and Europa Media, making sure that the needs, aim and objectives of the projects were achieved. The programme was designed with the intention of giving enough room to the participants of the event to interact and generate content reducing the presentation time to the minimum. The final agenda consisted of the following sessions (see Annex 5):

The event started with **welcoming words** from the President of AEGEE-Europe Aleksandra Kluczka introducing the relevance of entrepreneurship in order to combat the high unemployment rates. The speech was followed by the **inauguration of the event** by the moderator of the second Stakeholders Meeting, Mr. David Trayford, founder of several companies, recognized project coach and expert in entrepreneurship. The objectives of the day, together with the different planned activities were presented in order to clarify the expectations of the Stakeholders Meeting.

These presentations were followed by NACUE and Europa Media explaining what are the **Action Plans within the MY-WAY project** and how they are going to be implemented in the four focus cities (London, Zaragoza, Budapest and Istanbul). Some examples were given in order to make the participants understand the background of the discussions and then they were complemented by some guiding questions to make the debate more results oriented.

This session was followed by a networking activity in the shape of **speed dating**. Participants had the opportunity to discuss collaboration possibilities and define future joint actions with each other or the MY-WAY Consortium Members. This session was not rigidly structured to give the participants the space to get to know each other and brainstorm on future activities. The outcomes of this activity were very positive given the fact that most of the participants had the chance to discuss at least with five different stakeholders by forming discussion groups of 2, 3 or even more people.

A **presentation of the Startup Europe Club** was made by the project officer, Bogdan Ceobanu, showing to the participants the different possibilities that the Startup Europe Club brings.

The event was concluded with a debriefing activity in which the participants had the opportunity to reflect on the possible future collaboration opportunities and how that is linked to what the MY-WAY project offers.

#### *d. Online participants*

Simultaneously to the live meeting, the Stakeholders meeting was also livestreamed allowing people with fewer possibilities to come to the physical location to interact and generate content to the discussion. The invitees were given the possibility to subscribe both for the live event and the livestreaming and in that case, the participants were informed on how to follow the event online by providing them with guidelines.

Together with guidelines for online participation, they received final Participants list, agenda of the event, summary of the first Stakeholders Meeting and the Synergy Report, containing the result of previous tasks of the project.

During the first part of the event, the online participants were able to follow the different presentations on MY-WAY's Ustream channel and via the presentations uploaded on the project website, and share their comments on Ustream's Social Stream facility as well as using the hashtag #Yentrepreneur on Twitter (see Annex 8).

This event had ten online participants with full interactive possibility and 130 viewers of the livestreaming event that joined at certain point of the event through the links provided in the official dissemination social networks of the MY-WAY project.

#### *e. Follow up*

After the event, all participants received the presentations used during the event in order to make sure that they would have access to the main findings and results of the project until now.

The event was also evaluated in order to analyse its impact. To do so, an evaluation form was given to the participants at the end of the event asking a various range of questions. Overall, the participants were satisfied with the location of the event mentioning that they appreciated very much the fact that a

networking session was allocated in the programme, to foster the future collaboration agreements and common actions.

As the main objective of the second Stakeholders Meeting is to use the results generated during the event in later stages of the project such as the Action Plans or the collaboration agreements, a great number of ideas were gathered and can become potential activities of the MY-WAY project.

## B. FINDINGS

The objective of the second Stakeholders Meeting was to offer to the attending stakeholders a place for discussions and networking, which could then be finalized in common action plans and collaboration agreements.

The findings of the second Stakeholders Meeting are based on the discussions and the reactions generated during the different sessions and activities of the event and will be used later on by the MY-WAY project to help these ideas to become tangible agreements (see Annex 7).

The diversity of stakeholders allowed the MY-WAY project to identify some ways of improving the entrepreneurship culture such as the involvement of **successful young entrepreneurs as role models** to encourage young people to become entrepreneurs. To support this scheme, networks of entrepreneurs or entrepreneurship clubs can be created to increase the networking opportunities among the people of one same ecosystem.

It was identified that there are already many materials available in the shape of guidelines for entrepreneurs to run their business. In this sense, the attention should not go to the creation of other ad-hoc documents with a set of good practices but to **harmonize the existing solutions** giving coherency to the system.

The mentioned guidelines are also part of the action plan development that MY-WAY intends to create that, according to the results of the Stakeholders meeting, must not be locally oriented but also able to be applicable to other cities with similar conditions.

In order to configure the guidelines or recommendations to be applicable in the different ecosystems, it was needed to identify which are the absolutely essential services that student support centre should offer. In this sense, the participants agreed that young people and students in particular should have the opportunity to develop their ideas in an educational context learning from the experience. Therefore, the student support centres should provide a space to develop their projects but also to provide guidance.

The design of the Action Plans was also discussed and the suggestions and recommendations from the different stakeholders are to research on already existing similar tools or projects to base the design of the Action Plan on. There should be a very clear structure of the information bearing in mind that it is



required to have a certain degree of adaptability to be able to transport the action plans to other similar ecosystems.

It was also suggested to have local stakeholders meeting using the Open space technology in which there is no agenda but the participants identify the problems and try to come up with a common solution. In addition, it was suggested to have side events to major entrepreneurial weekend events so that the activity gets support from an already existing activity.

The action plans should also include the Universities, in case student support centres already exist in the specific ecosystem, since they might offer offices, knowledge or access to other kind of resources.

There were also other recommendations that were pointed out during the second Stakeholders Meeting in reference to the role of the MY-WAY project. In this sense, it was proposed to build a mentoring scheme among student support centres from different ecosystems based on a buddy system in which a very developed student support network would help other less developed student support centres to carry out activities that would help the local ecosystem to evolve faster and in a more efficient way. The MY-WAY project main asset is that it can bring people together, so it was suggested to organize local stakeholders meetings not only in the four focus ecosystems but also in other places so that in the future they can join the rest of the activities of the project.

## IV. Conclusion

In order to ensure stakeholder engagement for discussions, MY-WAY has organized two stakeholder meetings in Brussels. The meetings were held in the form of workshops encouraging active discussions between participants on effective ways of providing support to TYA and establishing further cooperation.

MY-WAY has ensured well-balanced stakeholder participation, inviting successful web entrepreneurs, business teachers, trainers, members of student networks, student enterprise centres, and actors managing initiatives and programs on web entrepreneurship. Industry representatives from large Internet and telecommunication companies were also invited.

The stakeholder discussions versed about how to develop a proper environment for student support centres and the collaboration possibilities among the different stakeholders. During the stakeholder meetings some opportunities for cooperation and common service provision and shortlisting good practices across the web entrepreneurial ecosystem focusing on student support were identified to be complemented with future activities.

As conclusions of both events, the MY-WAY project is making the link between stakeholders allowing them to improve their networking possibilities and consequently, to improve the services that student support centres are providing currently. The idea of collaboration between stakeholders and the development of the action plan within the MY-WAY project was well received by the stakeholders participating in the events and already some initiatives are starting to take place.

The MY-WAY project is seen as a hub for entrepreneurial opportunities based on the development of the student support centres. In the future stages of the project, collaboration agreements will be signed and the design of action plans for the four focus ecosystems will be written in conjunction with local stakeholders. Other suggestions or recommendations extracted from the Stakeholders meeting will be analysed and implemented such as the development of specific guidelines for the implementation of junior enterprises.

The result of the synergies generated during these two workshops will also be used in other activities of the project. In this sense, the extension of the MY-WAY map will be encouraged with the collaboration of the participants of the events.

The impact of the Stakeholders Meetings will especially be visible during the implementation of the upcoming tasks, resulting in concrete plans and activities based on the involvement of the stakeholders participating live and online. Based on the results and findings of the two events, the project will be able to build the future tasks for the upcoming work packages: task 3.4 Cooperation with web entrepreneurship initiatives – signing cooperation agreements and developing joint actions; building on Tasks 3.1, 3.2 and 3.3, cooperation with web entrepreneurship initiatives and projects will be established. The objective is to establish close ties with stakeholders managing initiatives and programs on web entrepreneurship and



develop agreements on information exchange and further joint actions. And task 4.1 Embedding Best practice an action plan will be produced for each of the four selected countries in the programme.

For a greater implementation of the MY-WAY results, it is needed to organize local stakeholders meeting gathering all the different sectors of the web entrepreneurship field in the local ecosystem, offering space for discussions, networking, to better shape the Action Plans and to foster the collaboration between all those stakeholders.

## V. ANNEXES

### ANNEX 1 - LIST OF PARTICIPANTS OF FIRST STAKEHOLDERS MEETING

#### Live participants

First name	Second Name	Organisation
Dario	Mazzella	META GROUP
Federico	Bley	ESTIEM
Rebekka	Nagel	ESTIEM
Stephanie	Riffo Rodriguez	ESTIEM
Beatrice	de Mathieu	Co.Station
John	Di Stefano	Entrepreneur Academy
Diana	Pati	Startups.be
Kassandra	Petterson	JADE
Filippo	Sanzeni	Rock my Task
Romain	Mormont	Rock my Task
Luis	Bernardo	Liftoff
Nick	Slater	Capital Enterprise
Pablo	Hernandez	AEGEE-Europe
Till	Spanke	NACUE
Sandra	Radulj	EYIF
Natalia	Rizzi	Nana Bianca
Andrea	Ferrara	EU-th
Barbara	Lubrano	European Parliament/Assistant
Anna	Gumbau	AEGEE-Europe
Gabriella	Lovasz	Europe Media
Fabrizio	Bellicano	AEGEE-Europe
Mathilde	Poncelet	JA Europe
Valentina	Zuri	Europe Media
Aleksandra	Kluczka	AEGEE-Europe
Ioana	Duca	AEGEE-Europe
Brando	Benifei	MEP
Costanza	Rollandi	MEP Assistant
Goncalo	Xavier	European Economic and Social Committee
Pablo	Hernandez	AEGEE-Europe



## Online participants

First name	Second Name	Organisation
Wouter	van den Berg	
Eli	Even	Consortium
Marta	Bruschi	
Jonathan	Murray	Digital Europe
Oliver	Richter	ETH Entrepreneur Club
Ivan	Kepecs	
Eric	Prenen	
Alexandra	Garatzogianni	
Marco	Zulian	
Antonija	Parat	

## ANNEX 2 - AGENDA OF FIRST STAKEHOLDERS MEETING

### MY-WAY 1<sup>st</sup> STAKEHOLDERS MEETING

12 NOVEMBER 2015 / EUROPEAN PARLIAMENT, Brussels

#### AGENDA

- 10:30 – 11:00 Welcoming words
- » *Mr. Pablo Hernández, AEGEE-Europe*
  - » *MEP Brando Benifei, Committee on Employment and Social Affairs*
  - » *Mrs. Gabriella Lovász, Europa Media*
- 11:00 – 11:20 Keynote speech  
*Mr. Gonçalo Lobo Xavier, European Economic and Social Committee*
- 11:20 – 12:20 MY-WAY Project:
- » *Key objective of the meeting: what can MY-WAY do for you?*
  - » *Mapping the ecosystem*
  - » *Our surveys and interviews*
  - » *An analysis of Case studies*

#### Q&A Session

- 12:20 – 13:20 Lunch
- 13:20 – 15:00 Workshop on cooperation between stakeholders and student networks
- 15:00 – 15:20 Coffee break
- 15:20 – 16:30 Open Discussion (second part)
- 16:30 – 17:00 Closing of the event

**17:30 Social event – chocolate tasting**

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This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 644367.



## ANNEX 3 - QUESTIONS FOR THE WORKSHOP

### Group 1:

- **Issue 1:** Student support centres need to position themselves as a potential entrepreneurship support provider. Through them TYAs can get access to people/knowledge/training, etc.

Q1: How can they do that? What kind of support they need for that?

- **Issue 2:** Students will find the support provider through the student support centres. But the first thing they might think is: „**what if I fail**”? MY-WAY will put out a positive message on becoming an entrepreneur. But what do you think,

Q2: How can we create a supportive environment if they do not achieve the success they desire?

- **Issue 3:** A platform of student support centres could represent hundreds of thousands of students. This platform could lobby/raise sponsorship for bigger initiatives/etc.

Q3: Would you like to cooperate with or get involved into a platform of student support centres on entrepreneurship or would you rather work with individual student networks/local student support offices? If established, what kind of issues should such a platform focus on?

- **Issue 4:** Relationships between student support centres and stakeholders can be challenging.

Q4: **Are student support centres credible** to organise such services? How to turn bad practice/experience?

- **Issue 5:** The key question about MY-WAY solutions is their sustainability. A logical approach would be that student support centres organise the services, but if no grants and private financing can be gained, their host institution will not support them, students shall pay.

Q5: Do the students pay for coaching/mentoring, training, pitching events etc.? Would they pay to the student centres for organising such services? Would they pay for getting access to the MY-WAY network and/or the right information/right people?

- **Issue 6:** Some universities are already organizing programs and giving resources for students that want to become entrepreneurs but their interaction with local governments and businesses is not clear.

Q6: Which would be the **role of the Universities** or any other education institution in the entrepreneurial world?

**Group 2:** Design the ideal situation of the cooperation among the different stakeholders in the web entrepreneurship ecosystem.

Topics:

- Funding
- Role of the universities
- Lack of trust
- Risk of failure
- Levels of cooperation



## ANNEX 4 - LIST OF STAKEHOLDERS ATTENDING SM2

First name	Second Name	Organisation
Diego	Alonso Cáceres	Cloud Incubator HUB - Universidad Politécnica de Cartagena
Johan	Baijot	IAESTE
Federico	Bley	ESTIEM
Marta	Bruschi	Euclid Network
Bogdan	Ceobanu	European Commission
Marco	Cisotto	H-Farm
John	Di Stefano	Entrepreneur Academy Europe
Luca	Donelli	YES for Europe
Ioana	Duca	AEGEE
Armando Andrea	Ferrara	AEGEE
Ander	Guerrero	AEGEE
Pablo	Hernández	AEGEE
Karine	Iffour	FIE
Kutlu	Kazanci	Sabancı University Entrepreneurship Committee
Aleksandra	Kluczka	AEGEE
Nawale	Laaroussi	InnoGage Limited
Maria	Logotheti	YES
Gabriella	Lovász	Europa Media
Dario	Mazzella	META GROUP
Larry	Moffett	e-Strategy sprl-bvba
Thomas	Ohr	Eu-startups.com
Raul	Olivan Cortes	Zaragoza Activa
Alberto	Olivan Gomez	Hunteet
Diána Karolin	Páti	Startups.be
Lilla	Prokisch	Glulu Pékmanufaktúra Kft./ Glulu Bakehouse Ltd.
Camilla	Ravazzolo	YOU CAN GROUP
Stephanie	Riffo Rodriguez	ESTIEM
Daniela	Runchi	JADE
Maryana	Semenyak	AEGEE
Nick	Slater	Capital Enterprise
Madalena	Sousa	AEGEE
Till	Spanke	NACUE
Ivo	Spigel	Tech.eu, ZIP Incubator, Forbes Croatia
Elena	Tosheva	JA-Europe/TES
Bálint	Tóth	Microsoft HU
David	Trayford	Wow Media Ltd
Antonis	Triantafyllakis	myTrainer Ltd.
Mircea	Vadan	Cluj Startups
Krisztina	Varga-Tóth	Europa Media
Eyal	Yaniv	Graduate School of Business Administration, Bar Ilan University
Valentina	Zuri	Europa Media

## ANNEX 5 - AGENDA OF SECOND STAKEHOLDERS MEETING

### MY-WAY 2<sup>nd</sup> STAKEHOLDERS MEETING

26 JANUARY 2016 / MANAGEMENT CENTRE EUROPE, Brussels

#### AGENDA

- 10:30 – 11:00 Welcoming words
- » *Ms. Aleksandra Kluczka, AEGEE-Europe*
  - » *Mr. David Trayford, Entrepreneur and MY-WAY Expert Advisor*
- 11:00 – 13:00 MY-WAY Action Plans
- » *Ms. Gabriella Lovász, Europa Media*
  - » *Mr. David Trayford, Entrepreneur and MY-WAY Expert Advisor*
  - » *Mr. Till Spanke, NACUE (tbc)*

#### Q&A Session

- 13:00 – 14:00 Lunch
- 14:00 – 15:30 Networking session – Speed Dating
- 15:30 – 16:00 Concluding Discussion and closing of the event

## ANNEX 6 - SUMMARY OF FIRST STAKEHOLDERS MEETING

### [#Full Report](#)

#### 1ST STAKEHOLDERS MEETING ON 12TH OF NOVEMBER. EUROPEAN PARLIAMENT

On 12th of November 2015, MY-WAY held its 1st Stakeholders meeting at the European Parliament, event hosted by the MEP Mr. Brando Benifei.

The event gathered around 25 participants with different backgrounds (startups, entrepreneurs, mentors, students) to discuss how to connect key players of the entrepreneurship ecosystem outlining and sustaining new cooperation opportunities with students support centres, to better help young prospective entrepreneurs to successfully launch their business ideas.

During the first part of the event, the MY-WAY Project was presented, in order to make participants be familiar with its aim and the results obtained until then, focusing on the results of the survey, interviews and the case studies carried out.

The second part of the event, was focused on discussing two different methodologies how the services provided by student support centres can be improved. The discussions versed on different aspects such as the role of student support centres, their relation with Universities and role of MY-WAY project.

Regarding the conclusions, the participants agreed that student support centres should promote themselves better and the services they offer, as there are many information but not easily understandable. They should have the capacity to give some networking possibilities, to bring people together and to bring people that want to work together in order to partner up in future projects. Student support centres should also provide some mentoring services for the project.

When it comes to financing the services offered by the Student support centres, the conclusion was that the funding should not go directly to the project as there are some costs that occur next to the project as for example the electricity or water expenses, that might create barriers to the entrepreneurs but are not directly related with the business project itself.

Regarding the role of the Universities, they should collaborate with the student support centres offering basic facilities but also access to its professors, who are experts and can provide mentorship and support to young people that want to become entrepreneur. Having a close relationship between universities and student support centres can bring more trustworthiness from the private stakeholders to the support centres.

In this sense, MY-WAY is efficiently working to create a space for networking among a wide range of different stakeholders, sharing best practices, collecting innovative ideas and developing real collaborative actions.

The event was fully livestreamed and recorded thus if you want to get to know more about it, check our website!

## ANNEX 7 - MINUTES OF THE SECOND STAKEHOLDERS MEETING

### SECOND STAKEHOLDERS MEETING OF MY-WAY PROJECT

26TH OF JANUARY 2016, BRUSSELS

### **MY-WAY Support Schemes ACTION for Student PLANS**

Support Centres Examples for Actions – for boosting your Ideas

#### **Objectives:**

- Creating sustainable support scheme for TYAs and student support centres by outlining potential activities, programmes and arrangements
- Development of tailored action plans for student support centres in Hungary (Budapest), Spain (Zaragoza), the UK (London) (London) and Turkey (Istanbul).
- Sustainable enhancement of student support centres and harmonisation of wider support services

#### ***Current Progress Level of Action Plans***

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Created first draft including the following sections:

1. Models for Selected Countries/Country Analysis
2. Stakeholder Engagement Plan
3. Recommendations and Action 4.
4. Implementation Implementation Guidelines Guidelines
5. MY-WAY Online Support and Guidance
  - Additional ideas of Action Plans to be discussed at Stakeholder Meeting.

### 1. Models for Selected Countries

- Detailed country/city analysis
- Contextualise the specific country requirements
- Progress of entrepreneurship ecosystem
- Infrastructure, stakeholders, cultural specificities and resources

### Questions for Stakeholders

- How support does centres this information and the results inform of the the work action of plans?
- What information do support centres require to implement the action plan successfully?

### Cities

- UK (London) - NACUE
- Turkey (Istanbul) - Sabanci U. (student entr. centre)
- Spain (Zaragoza) - AEGEE Zaragoza
- Hungary (Budapest) - AEGEE Bp or other tbc.
- Any Any other other city city (student (student support support centre centre that that would would join join us?)

### Models for Selected Countries/Country Analysis

- Structure of a well-working entrepreneurship support office from London/Istanbul and ?
- Who is present? Can we make something even across Europe?
- e.g. London: NACUE, AEGEE, ESTIEM, JADE, IAESTE, ... have offices there – a joint action(s) might be more effective.
- e.g. META Group has early stage funds in Italy, Slovenia and Poland – how about making them interested in students from Budapest, Zaragoza, Istanbul and and London London via via e-mentoring e-mentoring sessions sessions.
- Capacity development: we suggest two-side collaborations with universities – entrepreneurship teachers/experts (e.g. Cartagena University and AEGEE Zaragoza) and collaboration between student support centres exchanging the knowledge – e.g. between JADE and AEGEE Zaragoza.

- Access to a MOOC – openly? Help ESTIEM to create a MOOC and get access to the material – cooperate with a University locally to have teachers online from time to time and support the wannabe entrepreneurs.

## 2. Stakeholder Engagement Plan

Result of MY-WAY Research:

- Importance of strengthening partnerships with organisations and networks in the local ecosystem.

*Questions for Stakeholders*

- Who are the possible stakeholders in the respective ecosystems?
- What is their area of expertise and what can they offer to student support centres?

## Stakeholder Engagement Plan

- Entrepreneurship Club – bimonthly meetings between student associations, successful entrepreneurs, incubators and accelerators, educators, and consultants – using the example from Bar Ilan University; focus: Student support - step-up scale.
- After finding the relevant people - Keep your contacts up-to date even if students change yearly maintaining that database: Alumni for student entrepreneurship contacts
- Find tech talents (successful entrepreneurs) who will support newcomers – make an agreement – support for getting access to a talent pool
- Start cooperation with the Grants Office of the University (host organisation) – it is „trendy“ to become an Entrepreneurship University – example from Sabanci University

## 3. Recommendations and Actions

Recommendations regarding the synergies, programmes and partnerships that are available for student support centres

- Establish Student Support Centre as an Important Actor within the Ecosystem
- Improve Awareness and Visibility
- Organise Organise and and Provide Provide Coherent Coherent Information Information
- Provide Stage Specific Support
- Expand Mentoring Support
- Financial Support
- Teach Tech Skills
- Initiatives that Offer Hands on Entrepreneurial Knowledge

*Recommendations and Action*

How to become the point of contact for students in entrepreneurship – NEWEXIST example or START Berlin (proper partners), name, location, services, awareness raising



- Suggestions for improving online presence and level of student engagement in your online account – hints from Hugin&Munin?; EU-Startups.com (Thomas) and Tech.eu (Ivo)
- Copy/Join a well -working competition programme working competition programme – e.g. AEGEE Zaragoza could join the „Get in the Ring” <http://getinthering.co/> get the programme owners to support you in the organisation
- Focus on step-up support: information, contacts, training, networking events (links to founders and mentors)
- Teach tech skills – help from already successful entrepreneurs or students from tech areas – students helping each other
- Hands-on entrepreneurial skills
- e.g. Istanbul: cooperation with GE Turkey to run design thinking workshop(s) with students – the university gives the trainer, students give solutions, GE gives case scenarios and support and in return gets access to talents
- e.g. Budapest: Cooperate with JADE and try to create junior enterprises programme – a cooperation bridging business and academia – EUCLID giving guidelines for social entrepreneurship; the Hub supporting a mentoring session; Corvinus University entering as a host; SAP Hungary might join as a supporter.
- e.g. Zaragoza: Collect groups of people with complementary expertise and make group working a game – cooperate with a co-working space and e.g. META Group to give you support and case-scenarios (for getting access to selected people). The scope is to link people so that they can find team members for their own idea.

#### 4. Implementation Guidelines

- Implementing the actions proposed in the MY-WAY period is just the beginning. We need to find solutions for
- Financial sustainability:
- Trying to reach a Startup Europe „brand” support
- Host organisation support
- Private support for actions from companies
- Grants (guidelines by EM will be provided)
  - Organisational sustainability:
- Supporting structure; Alumni
- Deliverable of MY-WAY on how to save the gathered knowledge and transfer to the next Board of students
- Collaboration is key

#### 5. MY-WAY Online Support and Guidance

Insights into ways in which MY-WAY can offer easily accessible support for student support centres. Online and Offline!

- Stakeholder Database





- Online Platforms
- Conferences

### **MY-WAY (Online) Support and Guidance**

- Stakeholder database
- Online map of stakeholders – linkages
- Advice from Disruptors' Network (? new concept)
- Collaboration agreements
- Connecting Student Support Centres – linking them with the European Commission and the Startup Europe Initiatives
- „Find the founder” concept through student associations – a (gamified) app?
- and ... Your turn!

### **Questions for Discussion**

- What information/support can you as stakeholders provide to student support centres?
- What guidelines need to be provided to successfully implement the action plans?
- What actions should be included in the recommendations and actions section?
- What services are absolutely essential for student support centres?
- What are your recommendations for the action plans in general?

**ESTIEM** - MOOC (Federico, Stephanie) – with the alumni they are creating the MOOC, and their students are testing. They will be organizing two events where they will promote it. MOOC have 3 sections about how to be an entrepreneur.

- *Gabriella and John di Stefano have discussions after and agreed that Stephanie will send more information and John will contribute as a lecturer/expert in the actual MOOC implementation. A MY-WAY collaboration agreement can thus be signed between John and ESTIEM and MY-WAY and ESTIEM.*

**Larry Muffet:** Important - students cannot be fully committed since it is a full time job. Can entrepreneurship be a part time job?

**Pablo** re Larry's comments: For the students the question is: can entrepreneurship be a part time study? How to empower students to run a business with possibilities they could not have somewhere else. There is no real barrier to this possibility. Student support centres may also engage universities to provide more hands on entrepreneurship courses.

**CLOUD Incubator/University of Cartagena:** They are partners in EUXCEL project. Their experience is that the students are not taking serious enough to stay in the game. Most of students participating were not committed 100% and after the period of training people didn't keep themselves involved in the startup project. They enjoy the competitions but they will not continue afterwards.





**Karine (Founders Institute- WeHubs partner):** Successful young entrepreneurs should be involved as role models to show that there is a way to be entrepreneur. Other issues: Patenting - student support centres may also provide support in patent search and application (maybe law students can be also involved).

- *They can help in finding/searching – not really registering, because that is more complicated, not sure a law student can help in – but as another idea there is an opportunity here for MY-WAY map sustainability – agree with law firms to transfer them clients through the map.*

**Daniela – JADE:** Junior enterprises can be also born in secondary schools. Developing skills would be also beneficial for them.

**Kutlu SABU:** Specific actions like hackathon and meeting with local entrepreneurs would be also beneficial.

**Shai Newman** had the same comment: organize a local hackathon with a prize that is given by the local government/city or the university + local meetups with successful entrepreneurs.

**John di Stefano:** Young entrepreneurs would need a safe playground where the students have a chance to try what is this business about. Tech skill is also essential. Action plan shouldn't be local – more interconnection between cities would work better than local action plans.

**Krisztina** note: Startup Europe can help in this.

**Mircea - Cluj Startups:** Experiencing (playground) is not necessary for creating the business – but having a job, internship at a business is even more beneficial. Any App/website could facilitate this matchmaking : talent - companies. I also like the idea of events. Local people should know about activities but systematic support is needed.

**META Group:** Entrepreneurs by chance vs. entrepreneurs by choice. Students have to know that being a startup-er is not fancy. Some students have misconception about creating a business. For them it is an easy decision compared to find job at large companies. Being an entrepreneur: need talent, skill and willingness to suffer.

**IAESTE:** They are looking for internship where their students can have experience. They would like to strengthen this service.

**Krisztina:** introduce them to InternsGoPro – member of YES network.

**Balint - Microsoft:** What is the goal! We have to have measurable goals for the programme!

**Gabriella** re Balint: Student networks will be part of the Startup Europe community + Action Plan for helping the 4 cities, implementing action that will help students to become entrepreneurs. We are not promising new student led startups because we cannot. We are creating the framework.

**David - moderator:** Do you think that the high level objectives can be achieved (Action Plan)?

**Answer from the audience:** YES, we have everything but strong cooperation is needed.

**John di Stefano:** Yes, absolutely. It is absolutely feasible to have someone who can facilitate this. Keep in mind that we need good structure and sustainability. We have to check institutions that have similar profile – for different target group – but we have to learn from them.



**Mircea:** Format - Open space technology (for the local meetings we can use this methodology) – meaning that no agenda but identify the problem and the people have to come up with solutions.

**Stephanie ESTIEM:** They are more interested in European level collaboration: how to create new connections, how to support student to have enterprise in other European cities. They are active already in local level.

**JADE:** they know the local level; they already have guidelines for student entrepreneurs. They would benefit from connections with other European initiatives. No need for one more action plan and no need for another guideline from stretch. It is better to harmonize existing solutions in a systematic way.

**Gabriella:** we need to know what are the needs than? How MY-WAY can help?

**Larry Muffet:** Mentoring scheme would be useful.

**John di Stefano:** Partnering and helping people to know about each other.

**Mircea:** Application for finding founders – that would be useful.

**Lilla Prokisch:** Personally I think that someone at the university who can explain everything would be fantastic. It would have been good to have someone at the university or an office able to help students to become entrepreneur – or hands on course during the last year of the university. As entrepreneur we need someone who is telling you exactly what should be done (finance and legal issues).

**Daniela JADE:** They are developing a platform for putting together founders with founders, startups with talents, students with companies.

**Ivo Spiegel:** From the survey results I feel that the programme is too broad. It is impossible to focus on too many things. You should focus on students who are already committed to be entrepreneur. Talking to students in general is wasting time and energy. We have to identify the talents and provide them personalized support. Being more focused would be more beneficial. eg Bridge Budapest is supporting only 67 people/year. You should not focus on everyone.

**Eyal re Ivo:** We cannot decide who will be successful and who is not, we cannot select them at this point. It is too early. We have to focus on as many students as possible and then the mentors investors will decide. Students should have the opportunity to try and to have a bit of appetiser.

**Karine re Ivo:** This programme should be an elitist programme. Other issue: we might be able to help them to identify is their idea (in this form) is a failure in that stage and we may provide support in reformulation.

**Thomas Ohr:** Founder2be.com there is already an existing app matching young entrepreneurs and students who want to start a company. We should work with them instead of developing something completely new.

**Camilla Ravazzolo (YOU CAN GROUP):** They have special teaching methodology based on design thinking-food industry. They are also launching the Future food platform. They are not focusing on the specific industry.



- *Camilla is interested in organizing a design thinking workshop with MY-WAY with one of the cities – does not really matter which one – so my choice is Budapest. Another collaboration agreement can be signed.*

**Kutlu:** Need for intervention at student level. Too many programmes are going on so we have to leverage our services. Creating a network of entrepreneurship clubs should be done. International champions should be involved. Web is global, so focus on interconnections between the different cities, organise a series of weekend events – get support for something that is working already.

**Larry:** I agree with Ivo. Short term assignments and internship, 3 month playground would be useful for wannabe entrepreneurs.

**Elena Tosheva - Junior Achievement:** They are developing the entrepreneurial mindset. eg. JA programme. (<http://www.ejam.hu/>). Focus on entrepreneurial skills at any point in your life. Involved in developing entrepreneurial skills. 39 counties programme in schools with students 15-19 years with teachers and business volunteers. A very small percentage of them turn to be a real company. But 50% of them is more likely to be a startup creator. It is important to be more entrepreneurial in your career and this programme helps this process.

**Pablo:** AEGEE can offer the talent directly. This is the value of cooperating with student network. Maybe some of these talents will be entrepreneurs.

**David - moderator:** Where would you think you could fit? (Question to the audience)

**John di Stefano:** I can provide mentoring, introducing people.

- *We agreed with John that an agreement can be signed for offering free mentoring services for student organisations – also after the end of the project.*

#### **Speed dating comments:**

**Kutlu:** startup weekend or startup events would be nice. Also a “buddy” system would be useful between different cities and countries. MY-WAY map– we should invite other cities to join the map and upload data about their countries. Entrepreneurship award – we have to check the example of Entrepreneur’ Organization <https://www.eonetwork.org/>. EO is the only global network exclusively for entrepreneurs.

**John di Stefano:** Safe playground should be created, supported by local entrepreneurs – so the students can have a view, feeling how this world is working. Student networks may also open the door at universities for such initiatives.

**Mircea:** In Romania they have experience in engaging the universities. We have to collaborate.



## ANNEX 8 - DISSEMINATION OF SECOND STAKEHOLDERS MEETING

No	Partner	Outlet	URL/Publication	Date
1	EM	Facebook - Event	<a href="https://www.facebook.com/events/1514472852181610/">https://www.facebook.com/events/1514472852181610/</a>	8.01.2016
2	EM	Facebook Post	Registrations are now open for our Second Stakeholder Meeting! Join us in Brussels on 26 January or follow our live web streaming to help shape new Action Plans to help student support centres and discuss with key players of the European startup ecosystem via speed dating! More information and agenda here: <a href="http://www.mywaystartup.eu/stakeholder_meeting_registration/">http://www.mywaystartup.eu/stakeholder_meeting_registration/</a>	8.01.2016
3	EM	Facebook Post	Have you registered already for our Second Stakeholder Meeting? Be part of the reshaping of the European web entrepreneurship ecosystem and design with us new support schemes to help young prospective entrepreneurs! #Yentrepreneur #StartupEU Visit: <a href="http://www.mywaystartup.eu/stakeholder_meeting_registration/">http://www.mywaystartup.eu/stakeholder_meeting_registration/</a>	12.01.2016
4	EM	Facebook Post	The action plans that will be designed during the second Stakeholder Meeting will be implemented by major student organisations in Europe. In addition, participants will have the opportunity to discuss collaboration possibilities and define future joint actions with each other or with the members of the MY-WAY consortium in a speed dating session.	14.01.2016
5	EM	Facebook Post with Video	MY-WAY and Startup Europe support young prospective entrepreneurs: Join us for our Second Stakeholder Meeting! 26th January 2016, @ Management Centre Europe, Brussels. Or on Ustream for our live webstreaming #StartupEU #Yentrepreneur	19.01.2016
6	EM	Facebook Post with picture of agenda	Last 2 days to register! Design with us action plans to support student networks! #StartupEU #Yentrepreneur	21.01.2016
7	EM	Facebook Post with picture of Krisztina and Valentina	Europa Media Non-Profit Ltd. team is ready for My-Way Project Second Stakeholder Meeting! Are you?? See you in Brussels!	22.01.2016
8	EM	Facebook Post with picture THANK YOU	A big thanks to all who registered to our Stakeholder Meeting! We are looking forward to our discussions! If you forgot to register but are still interested, please check our UStream channel: the full day will be live web-streamed. Comment or ask questions on the Social Stream or on Twitter, using #Yentrepreneur and #StartupEU See you there!	23.01.2016
9	EM	Facebook Post	Getting ready to webstream our Second Stakeholder Meeting! Keep tuned for link & be ready to ask	26.01.2016



			questions and send comments! #Yentrepreneur	
10	EM	Facebook Post with link to Ustream	WE'RE LIVE! Follow our Ustream Channel for the live webstream of the full event: <a href="http://www.ustream.tv/channel/K3RLYZXGngS">http://www.ustream.tv/channel/K3RLYZXGngS</a>	26.01.2016
11	EM	Maryana Semenyak's Facebook Post Shared	Pictures	26.01.2016
12	EM	New Facebook Photo Album	Designing Support Schemes for Student Networks!	26.01.2016
13	EM	Facebook Post	Thank you to in person and online participants for being a part of MY-WAY's Second Stakeholder Meeting! We had awesome discussions and look forward to implementing each and every new idea! Keep tuned! #Yentrepreneur	26.01.2016
14	EM	Facebook Post	MY-WAY's Second Stakeholder Meeting: check our results and don't miss our future events!	27.01.2016
15	EM	Tweet	<a href="https://twitter.com/My_WayProject/status/685490898189291520">https://twitter.com/My_WayProject/status/685490898189291520</a>	8.01.2016
16	EM	Tweet	<a href="https://twitter.com/My_WayProject/status/686885266070614016">https://twitter.com/My_WayProject/status/686885266070614016</a>	12.01.2016
17	EM	Tweet	<a href="https://twitter.com/My_WayProject/status/689460715271229440">https://twitter.com/My_WayProject/status/689460715271229440</a>	19.01.2016
18	EM	Tweet	<a href="https://twitter.com/My_WayProject/status/690080690428338176">https://twitter.com/My_WayProject/status/690080690428338176</a>	20.01.2016
19	EM	Tweet	<a href="https://twitter.com/My_WayProject/status/690843549554864134">https://twitter.com/My_WayProject/status/690843549554864134</a>	23.01.2016
20	EM	Tweet	<a href="https://twitter.com/My_WayProject/status/690902375083687936">https://twitter.com/My_WayProject/status/690902375083687936</a>	23.01.2016
21	EM	Tweet	<a href="https://twitter.com/My_WayProject/status/691908371885244417">https://twitter.com/My_WayProject/status/691908371885244417</a>	26.01.2016
22	EM	Tweet	<a href="https://twitter.com/My_WayProject/status/691911938717171712">https://twitter.com/My_WayProject/status/691911938717171712</a>	26.01.2016
23	EM	Tweet	<a href="https://twitter.com/My_WayProject/status/691922494136131586">https://twitter.com/My_WayProject/status/691922494136131586</a>	26.01.2016
24	EM	Tweet	<a href="https://twitter.com/My_WayProject/status/691924956091924480">https://twitter.com/My_WayProject/status/691924956091924480</a>	26.01.2016
25	EM	Tweet	<a href="https://twitter.com/My_WayProject/status/691925447995715584">https://twitter.com/My_WayProject/status/691925447995715584</a>	26.01.2016
26	EM	Tweet	<a href="https://twitter.com/My_WayProject/status/691927995435597824">https://twitter.com/My_WayProject/status/691927995435597824</a>	26.01.2016
27	EM	Tweet	<a href="https://twitter.com/My_WayProject/status/691929131085340673">https://twitter.com/My_WayProject/status/691929131085340673</a>	26.01.2016
28	EM	Tweet	<a href="https://twitter.com/My_WayProject/status/691930541726236672">https://twitter.com/My_WayProject/status/691930541726236672</a>	26.01.2016
29	EM	Tweet	<a href="https://twitter.com/My_WayProject/status/691932111494844417">https://twitter.com/My_WayProject/status/691932111494844417</a>	26.01.2016
30	EM	Tweet	<a href="https://twitter.com/My_WayProject/status/691933247916396544">https://twitter.com/My_WayProject/status/691933247916396544</a>	26.01.2016
31	EM	Tweet	<a href="https://twitter.com/My_WayProject/status/691938042400116736">https://twitter.com/My_WayProject/status/691938042400116736</a>	26.01.2016
32	EM	Tweet	<a href="https://twitter.com/My_WayProject/status/691944573426335745">https://twitter.com/My_WayProject/status/691944573426335745</a>	26.01.2016





33	EM	Tweet	<a href="https://twitter.com/My_WayProject/status/691945456788750337">https://twitter.com/My_WayProject/status/691945456788750337</a>	26.01.2016
34	EM	Tweet	<a href="https://twitter.com/My_WayProject/status/691949657317048320">https://twitter.com/My_WayProject/status/691949657317048320</a>	26.01.2016
35	EM	Tweet	<a href="https://twitter.com/My_WayProject/status/691950208981295104">https://twitter.com/My_WayProject/status/691950208981295104</a>	26.01.2016
36	EM	Tweet	<a href="https://twitter.com/My_WayProject/status/691953460334477312">https://twitter.com/My_WayProject/status/691953460334477312</a>	26.01.2016
37	EM	Tweet	<a href="https://twitter.com/My_WayProject/status/691975930600951808">https://twitter.com/My_WayProject/status/691975930600951808</a>	26.01.2016
38	EM	Tweet	<a href="https://twitter.com/My_WayProject/status/691991946139668481">https://twitter.com/My_WayProject/status/691991946139668481</a>	26.01.2016
39	EM	Tweet	<a href="https://twitter.com/My_WayProject/status/691996851235594242">https://twitter.com/My_WayProject/status/691996851235594242</a>	26.01.2016
40	EM	Tweet	<a href="https://twitter.com/My_WayProject/status/691997023768215552">https://twitter.com/My_WayProject/status/691997023768215552</a>	26.01.2016
41	EM	Tweet	<a href="https://twitter.com/My_WayProject/status/692631707934158849">https://twitter.com/My_WayProject/status/692631707934158849</a>	27.01.2016
42	EM	Tweet	<a href="https://twitter.com/My_WayProject/status/692639303722233856">https://twitter.com/My_WayProject/status/692639303722233856</a>	27.01.2016
43	EM	Google+ Post	<a href="https://plus.google.com/109948596449153149896/posts/YLGAFYPaDbx">https://plus.google.com/109948596449153149896/posts/YLGAFYPaDbx</a>	8.01.2016
44	EM	Google+ Post	<a href="https://plus.google.com/109948596449153149896/posts/bKZh9ThBERp">https://plus.google.com/109948596449153149896/posts/bKZh9ThBERp</a>	12.01.2016
45	EM	Google+ Post	<a href="https://plus.google.com/109948596449153149896/posts/8sxp5yRjSWT">https://plus.google.com/109948596449153149896/posts/8sxp5yRjSWT</a>	14.01.2016
46	EM	Google+ Post	<a href="https://plus.google.com/109948596449153149896/posts/9uGhBVwU8Yk">https://plus.google.com/109948596449153149896/posts/9uGhBVwU8Yk</a>	19.01.2016
47	EM	Google+ Post	<a href="https://plus.google.com/109948596449153149896/posts/KocmxqNeNpF">https://plus.google.com/109948596449153149896/posts/KocmxqNeNpF</a>	21.01.2016
48	EM	Google+ Post	<a href="https://plus.google.com/109948596449153149896/posts/211cJbc82yY">https://plus.google.com/109948596449153149896/posts/211cJbc82yY</a>	23.01.2016
49	EM	Google+ Post	<a href="https://plus.google.com/109948596449153149896/posts/K4Ji8WLXR7W">https://plus.google.com/109948596449153149896/posts/K4Ji8WLXR7W</a>	26.01.2016
50	EM	Google+ Post	<a href="https://plus.google.com/109948596449153149896/posts/h7dmJgGohMr">https://plus.google.com/109948596449153149896/posts/h7dmJgGohMr</a>	26.01.2016
51	EM	Google+ Post	<a href="https://plus.google.com/109948596449153149896/posts/CBYTNvPdDZV">https://plus.google.com/109948596449153149896/posts/CBYTNvPdDZV</a>	27.01.2016
52	EM	LinkedIn Update	Registrations are open for MY-WAY Second Stakeholder Meeting! Meet us in Brussels on 26th January 2016 or follow the live web streaming of the event. For the event's agenda and more information, follow this link: <a href="https://lnkd.in/e-TSYq2">https://lnkd.in/e-TSYq2</a>	12.01.2016
53	EM	LinkedIn Update	Join us on 26th January to design new support schemes for student support centres and help young prospective entrepreneurs! Brussels, Management Centre Europe or online, via our UStream channel! #Yentpreneur	14.01.2016
54	EM	LinkedIn Update	The action plans that will be designed during the second Stakeholder Meeting will be implemented by major student organisations in Europe. In addition, participants will have the opportunity to discuss collaboration possibilities and define future joint actions with each other or with the members of the MY-WAY consortium in a speed dating session.	15.01.2016



55	EM	LinkedIn Update	MY-WAY and Startup Europe support young prospective entrepreneurs: Join us for our Second Stakeholder Meeting! 26th January 2016, @ Management Centre Europe, Brussels. Or on Ustream for our live webstreaming #StartupEU #Yentrepreneur	20.01.2016
56	EM	LinkedIn Group Discussion: MY-WAY Project Group	<a href="https://www.linkedin.com/groups/6941581/6941581-6095219922101682179?trk=hp-feed-group-discussion">https://www.linkedin.com/groups/6941581/6941581-6095219922101682179?trk=hp-feed-group-discussion</a>	20.01.2016
57	EM	LinkedIn Group Discussion: A Startup Specialists Group - Online Network for Entrepreneurs and Startups (Business Jobs Careers)	<a href="https://www.linkedin.com/groups/6941581/6941581-6095219922101682179?trk=hp-feed-group-discussion">https://www.linkedin.com/groups/6941581/6941581-6095219922101682179?trk=hp-feed-group-discussion</a>	20.01.2016
58	EM	LinkedIn Group Discussion: Startups and Entrepreneurs Get Funded	<a href="https://www.linkedin.com/groups/6941581/6941581-6095219922101682179?trk=hp-feed-group-discussion">https://www.linkedin.com/groups/6941581/6941581-6095219922101682179?trk=hp-feed-group-discussion</a>	20.01.2016
59	EM	LinkedIn Group Discussion: European Entrepreneurship & Innovation @ Stanford   Silicon Valley	<a href="https://www.linkedin.com/groups/6941581/6941581-6095219922101682179?trk=hp-feed-group-discussion">https://www.linkedin.com/groups/6941581/6941581-6095219922101682179?trk=hp-feed-group-discussion</a>	20.01.2016
60	EM	LinkedIn Group Discussion: STARTUPS, Entrepreneurs, Mentors, Startup Jobs, Silicon Valley, Angel Investors and Venture Capital	<a href="https://www.linkedin.com/groups/6941581/6941581-6095219922101682179?trk=hp-feed-group-discussion">https://www.linkedin.com/groups/6941581/6941581-6095219922101682179?trk=hp-feed-group-discussion</a>	20.01.2016
61	EM	LinkedIn Group Discussion: Startup Seed Funding/Angel Funding	<a href="https://www.linkedin.com/groups/6941581/6941581-6095219922101682179?trk=hp-feed-group-discussion">https://www.linkedin.com/groups/6941581/6941581-6095219922101682179?trk=hp-feed-group-discussion</a>	20.01.2016



62	EM	LinkedIn Group Discussion: Small Business Huge Success™ Network - for Entrepreneurs, SMEs, Small Business Owners	<a href="https://www.linkedin.com/groups/6941581/6941581-6095219922101682179?trk=hp-feed-group-discussion">https://www.linkedin.com/groups/6941581/6941581-6095219922101682179?trk=hp-feed-group-discussion</a>	20.01.2016
63	EM	LinkedIn Group Discussion: Silicon Vikings	<a href="https://www.linkedin.com/groups/6941581/6941581-6095219922101682179?trk=hp-feed-group-discussion">https://www.linkedin.com/groups/6941581/6941581-6095219922101682179?trk=hp-feed-group-discussion</a>	20.01.2016
64	EM	LinkedIn Group Discussion: WeHubs	<a href="https://www.linkedin.com/groups/6941581/6941581-6095219922101682179?trk=hp-feed-group-discussion">https://www.linkedin.com/groups/6941581/6941581-6095219922101682179?trk=hp-feed-group-discussion</a>	20.01.2016
65	EM	LinkedIn Update	<a href="https://www.linkedin.com/groups/6941581/6941581-6095219922101682179?trk=hp-feed-group-discussion">https://www.linkedin.com/groups/6941581/6941581-6095219922101682179?trk=hp-feed-group-discussion</a>	21.01.2016
66	EM	LinkedIn Update	Last 2 days to register! Design with us action plans to support student networks!	21.01.2016
67	EM	LinkedIn Group Discussion: MY-WAY Project Group	Last 2 days to register! Design with us action plans to support student networks!	21.01.2016
68	EM	LinkedIn Update	A big thanks to all who registered to our Stakeholder Meeting! We are looking forward to our discussions! If you forgot to register but are still interested, please check our UStream channel: the full day will be live web-streamed. Comment or ask questions on the Social Stream or on Twitter, using #Yentrepreneur and #StartupEU. See you there	24.01.2016
69	EM	LinkedIn Update	Getting ready to webstream our Second Stakeholder Meeting! Keep tuned for link & be ready to ask questions and send comments! #Yentrepreneur	26.01.2016
70	EM	LinkedIn Update	WE'RE LIVE! Follow our Ustream Channel for the live webstream of the full event: <a href="https://lnkd.in/e_9NGVD">https://lnkd.in/e_9NGVD</a>	26.01.2016
71	EM	LinkedIn Update	MY-WAY's Second Stakeholder Meeting: check our results and don't miss our future events!	28.01.2016
72	EU-S	Press Release	<a href="http://StartupJuncture.com">StartupJuncture.com</a>	14.01.2016
73	EU-S	Press Release	<a href="http://Inventures.eu">Inventures.eu</a>	14.01.2016
74	EU-S	Press Release	<a href="http://Startups.be">Startups.be</a>	14.01.2016
75	EU-S	Press Release	<a href="http://EMEASstartups.com">EMEASstartups.com</a>	14.01.2016
76	EU-S	Press Release	<a href="http://TheNextWeb.com">TheNextWeb.com</a>	14.01.2016
77	EU-S	Press Release	<a href="http://ArcticStartup.com">ArcticStartup.com</a>	14.01.2016





78	EU-S	Press Release	<a href="http://SiliconRepublic.com">SiliconRepublic.com</a>	14.01.2016
79	EU-S	Press Release	<a href="http://VentureVillage.eu">VentureVillage.eu</a>	14.01.2016
80	EU-S	Press Release	<a href="http://OresundStartups.com">OresundStartups.com</a>	14.01.2016
81	EU-S	Press Release	<a href="http://HowToWeb.co">HowToWeb.co</a>	14.01.2016
82	EU-S	Press Release	<a href="http://Webrazzi.com">Webrazzi.com</a>	14.01.2016
83	EU-S	Press Release	<a href="http://Rudebaguette.com">Rudebaguette.com</a>	14.01.2016
84	EU-S	Press Release	<a href="http://TechCrunch.com">TechCrunch.com</a>	14.01.2016
85	EU-S	Press Release	<a href="http://TechCityNews.com">TechCityNews.com</a>	14.01.2016
86	EU-S	Press Release	<a href="http://TheStartupMag.com">TheStartupMag.com</a>	14.01.2016
87	EU-S	Press Release	<a href="http://GoalEurope.com">GoalEurope.com</a>	14.01.2016
88	Startup Europe	Press Release	<a href="http://startupeuropeclub.eu/event/my-way-second-stakeholder-meeting/">http://startupeuropeclub.eu/event/my-way-second-stakeholder-meeting/</a>	19.01.2016
89	Startup Europe	Newsletter		19.01.2016
90	AEGEE	Newsletter	<a href="http://us7.campaign-archive2.com/?u=7a170c64e0d3990f3f6629d21&amp;id=3a060c160e&amp;e=00d4158700">http://us7.campaign-archive2.com/?u=7a170c64e0d3990f3f6629d21&amp;id=3a060c160e&amp;e=00d4158700</a>	21.01.2016
91	AEGEE	Euractiv blog	<a href="http://aegEE.blogactiv.eu/2016/01/15/startup-europes-my-way-project-invites-key-players-of-the-startup-ecosystem-to-join-its-second-stakeholder-meeting/">http://aegEE.blogactiv.eu/2016/01/15/startup-europes-my-way-project-invites-key-players-of-the-startup-ecosystem-to-join-its-second-stakeholder-meeting/</a>	15.01.2016
92	AEGEE	Facebook	Interested in web entrepreneurship? We are organising the second Stakeholder Meeting of the <a href="#">My-Way Project</a> taking place in Brussels, the 26th of January at the Management Centre Europe. Find all the information how to register in the link below! And if you are interested but cannot attend, check out the link for the livestream. We are waiting for you! (euractiv blog link)	15.01.2016
93	AEGEE	Twitter	<a href="https://twitter.com/AEGEE_Europe/status/688028180221931521">https://twitter.com/AEGEE_Europe/status/688028180221931521</a>	15.01.2016
94	AEGEE	Twitter	<a href="https://twitter.com/AEGEE_Europe/status/688027982934503426">https://twitter.com/AEGEE_Europe/status/688027982934503426</a>	15.01.2016
53	AEGEE	Twitter	<a href="https://twitter.com/AEGEE_Europe/status/689769382382297088">https://twitter.com/AEGEE_Europe/status/689769382382297088</a>	20.01.2016
96	AEGEE	Twitter	<a href="https://twitter.com/AEGEE_Europe/status/689769382382297088">https://twitter.com/AEGEE_Europe/status/689769382382297088</a>	20.01.2016
97	AEGEE	Twitter	<a href="https://twitter.com/My_WayProject/status/690843549554864134">https://twitter.com/My_WayProject/status/690843549554864134</a>	23.01.2016
98	AEGEE	Twitter	<a href="https://twitter.com/AEGEE_Europe/status/691587609043161088">https://twitter.com/AEGEE_Europe/status/691587609043161088</a>	25.01.2016
99	AEGEE	Twitter	<a href="https://twitter.com/AEGEE_Europe/status/691906699653844992">https://twitter.com/AEGEE_Europe/status/691906699653844992</a>	26.01.2016
100	AEGEE	Twitter	<a href="https://twitter.com/AEGEE_Europe/status/691931505489215488">https://twitter.com/AEGEE_Europe/status/691931505489215488</a>	26.01.2016



101	AESEE	Twitter	<a href="https://twitter.com/My_WayProject/status/691929131085340673">https://twitter.com/My_WayProject/status/691929131085340673</a>	26.01.2016
102	AESEE	Twitter	<a href="https://twitter.com/My_WayProject/status/691930541726236672">https://twitter.com/My_WayProject/status/691930541726236672</a>	26.01.2016
103	AESEE	Twitter	<a href="https://twitter.com/AEGEE_Europe/status/691935478849867778">https://twitter.com/AEGEE_Europe/status/691935478849867778</a>	26.01.2016
104	AESEE	Twitter	<a href="https://twitter.com/AEGEE_Europe/status/691944211403411456">https://twitter.com/AEGEE_Europe/status/691944211403411456</a>	26.01.2016
105	AESEE	Facebook	Ioana Duca - Project Officer of MY-WAY: Join other key players in the European startups ecosystem and help shape new support schemes for student support centres. Discuss new collaboration agreements with accelerators, startups, student networks, investors, incubators and many more by participating to the event's speed dating! The full event will also be live web streamed, follow our Ustream channel: <a href="http://www.ustream.tv/channel/K3RLYZXGngS">http://www.ustream.tv/channel/K3RLYZXGngS</a>	21.01.2016
106	AESEE	Facebook	Ioana Duca: Last day to apply for our 2nd Stakeholders Meeting of MY-WAY project! (sharing event)	22.01.2016
107	AESEE	Facebook	Ioana Duca: 2nd Stakeholders Meeting of MY-WAY project!	22.01.2016
108	AESEE	Facebook	Ioana Duca: Join us online: <a href="http://www.ustream.tv/channel/K3RLYZXGngS">http://www.ustream.tv/channel/K3RLYZXGngS</a>	22.01.2016
109	AESEE	Facebook	Ioana Duca to Brussels Entrepreneurship & Enthusiast facebook group: Join other key players in the European startups ecosystem and help shape new support schemes for student support centres. Discuss new collaboration agreements with accelerators, startups, student networks, investors, incubators and many more by participating to the event's speed dating!(event link)	21.01.2016
110	AESEE	Twitter	Ioana Duca retweet: <a href="https://twitter.com/My_WayProject/status/664815173321031680">https://twitter.com/My_WayProject/status/664815173321031680</a>	12.01.2016
111	AESEE	Twitter	Ioana Duca retweet <a href="https://twitter.com/My_WayProject/status/689460715271229440">https://twitter.com/My_WayProject/status/689460715271229440</a>	19.01.2016
112	AESEE	Twitter	Ioana Duca: <a href="https://twitter.com/loanaDuca2/status/691933328845488128">https://twitter.com/loanaDuca2/status/691933328845488128</a>	26.01.2016
113	AESEE	Twitter	Ioana Duca: <a href="https://twitter.com/loanaDuca2/status/691940674443309056">https://twitter.com/loanaDuca2/status/691940674443309056</a>	26.01.2016
114		EU-Startups	<a href="http://www.eu-startups.com/2016/01/startup-europes-my-way-project-is-organising-its-second-stakeholder-meeting-and-invites-key-players-of-the-startup-ecosystem-to-join/#more-13284">http://www.eu-startups.com/2016/01/startup-europes-my-way-project-is-organising-its-second-stakeholder-meeting-and-invites-key-players-of-the-startup-ecosystem-to-join/#more-13284</a>	14.01.2016