

ISSA- an EU funded project focused on supporting the internationalisation process for start-ups and entrepreneurs

Since October 2019, five entities coming from Norway, Spain, Cyprus, Greece, and Bulgaria are working on the Erasmus+ project ISSA - " Internationalization for Social and Innovative Start Up's and Entrepreneurs" is an Erasmus+ project designed to identify core and innovative learning methods that best encourage success in international activities for start-ups and entrepreneurs." Under the coordination of the Norwegian University of Science and Technology, the partnership had identified core and innovative learning methods that best encourage success in international activities for start-ups and entrepreneurs. During the first year of the project, the partners worked on field research and analyzing the competences of the social entrepreneurs and identified four core competencies. The selected competences are spotting opportunities, cultural awareness, mobilizing resources, ability to identify social problems.

ISSA project partnership selected **spotting opportunities** as one of the competencies for further development because when moving internationally, social entrepreneurs need to identify opportunities that could contribute to reaching their goals. To understand the differences you experience and encounter in terms of **cultural awareness**, you need to analyze culture. You need to break the culture into concepts that you could examine and compare to understand a culture fully. Also, when entering a new culture, you need to be able to tolerate the difference. Social entrepreneurs also need to act on opportunities **to identify social problems** and **mobilize resources** to reach their goals. This competence, therefore, revolves around obtaining and marshaling the resources necessary to be able to conduct the activities as planned. The partnership also worked on the training content that will be available on Moodle as innovative self-training modules and scenarios that will be available on the ISSA virtual learning platform.

Follow us: <https://www.linkedin.com/company/issaproject>
<https://www.facebook.com/issaproject/>
<https://www.instagram.com/issaproject.eu/>

