





**Country:** Greece  
**Area/City:** Region of Western Union / Patras

## 1. Summary

### 1.1. Please write something about what type, how many courses are available in the locality

In the city of Patras the following courses in formal and informal training are available:

#### **Formal Training**

In Patras two (2) Universities, one (1) Technological - Educational Institute and five (5) Vocational Training Institutes operate, with departments of Business Administration, which offers courses relevant to entrepreneurship. In particular:

➤ **University of Patras**

At the University of Patras the Department of Business Administration (<http://www.bma.upatras.gr/index.php/el/>), operates which offers bachelor and master degrees. The curriculum (both for bachelor and master) includes courses that are related with the function of an enterprise (micro and macro economy), but doesn't give specialized knowledge, skills and competences in the field of entrepreneurship and start – ups.

➤ **Hellenic Open University**

The Hellenic Open University ([www.eap.gr](http://www.eap.gr)) offers a curriculum in Business Administration (bachelor), which includes the course “Theory of Entrepreneurship and Innovation”. This course helps the students to understand the significance of innovation in entrepreneurship and to acquire the basic knowledge in order to create their own company. Furthermore, the University offers an MBA (master), but the courses don't give specialized knowledge in innovation and entrepreneurship, unless the students search this field while they are preparing their dissertations.

➤ **Technological Educational Institute of Western Greece**

At the TEI of Western Greece operates the Department of Business Administration, which offers the course “Innovation and Entrepreneurship” (<http://www.teiwest.gr/index.php/el/>).

➤ **Vocational Training Institutes (VTI)**



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In Patras are operating three (3) public VTI and two (2) private VTI. Four (4) of them (2 public and 2 private), are offering the curriculum “Administrative and Financial Executive”, which offers general courses for management, but doesn't have courses about innovation and entrepreneurship.

### **Informal Training**

#### ➤ **Institutes for Life Long Learning**

In Patras almost 36 Institutes of Life Long Learning, are operating, which carry out about 150 seminars per year (in total), relevant to business administration and entrepreneurship (these seminars are mostly for unemployed people). Most of these seminars have courses for innovation and entrepreneurship, because their aim is to help the unemployed people to enter again to the labor market, either by working to an existing company or by creating their own company. The length of these seminars is about 80 hours theory and 300 hours practice in private companies (the length is not the same in every seminar).

#### ➤ **Manpower Employment Organization (MEO)**

MEO carries out quite often (almost twice a month), a seminar which is called “Consultative workshop on entrepreneurial initiatives”. This seminar can be attended by unemployed (about 20 each time), who want to create their own company and need to learn more about entrepreneurship. The length of the seminar is only 2 days and that is a problem because the time is not enough for the participants to acquire the knowledge and the skills that they need. It also does not give mentoring for young entrepreneurs ([www.oaed.gr](http://www.oaed.gr))

#### ➤ **Organizations for employers**

Federation of Industries organizes, at regular intervals, seminars relative to entrepreneurship and the function of companies and big industries. From 2014 until now, the Federation of Industries is carrying out seminars for innovation and entrepreneurship, in which along with the theoretical approach, mentoring is provided to all the participants. ([www.sevpde.gr](http://www.sevpde.gr))

### **1.2. Are they well supported? Are numbers of participants available?**

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The curriculum and the courses (formal and informal training) are well organized in their theoretical approach (specially the courses from the Universities and the TEI) but they lack in mentoring and continuous support of the participant in the field of entrepreneurship,





innovation and start-up business. The result is that the participants have theoretical knowledge for entrepreneurship but they don't know how to create a company.

As for the number of participants, the figures per year are the following:

- **University of Patras**  
>1.000 participants
- **Hellenic Open University**  
>500 participants
- **Technological Educational Institute of Western Greece**  
>250 participants
- **Vocational Training Institutes (VTI)**  
>160 participants
- **Institutes for Life Long Learning**  
>3.000 participants
- **Manpower Employment Organization (MEO)**  
>600 participants
- **Organizations for employers**  
>100 participants

### **1.3. How are they funded – government/private/other – or do people pay commercial fees?**

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The funding of the institutes that provides the above courses – curriculums is:

- **University of Patras**  
Funded by the Greek state. The students do not pay tuition fees (either for bachelor and master)
- **Hellenic Open University**  
Private funded. The students pay tuition fees (for bachelor and master)
- **Technological Educational Institute of Western Greece**  
Funded by the Greek State. The students does not pay tuition fees
- **Vocational Training Institutes (VTI)**  
3 of them are funded by the government and 2 of them are Private funded. The students pay tuition fees.





- ▶ **Institutes for Life Long Learning**  
Private funded. The participants do not pay fees (only for few seminars)
- ▶ **Manpower Employment Organization (MEO)**  
Funded by the government. The participants do not pay fees
- ▶ **Organizations for employers**  
Private funded. The participants do not pay fees

#### **1.4. How often do they run and how long do they last?**

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As for the formal training, the Universities and the TEI provide courses in 8 semesters. The VTI provide courses in 4 semesters. The courses are relevant to innovation and entrepreneurship last 1 semester.

As for the informal training, seminars that consist courses about innovation and entrepreneurship are carried out quite often. Their duration depends to the seminar and the institution that runs them (see 1.1)

#### **1.5. Generally – does the curriculum simply cover business essentials, financial, legal and similar or are they innovative in any way?**

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The curriculums of Universities and TEI, cover all the subjects concerning management and business administration (legal framework, economic analyzes, marketing, customer management, market analysis, micro – macro economy etc), but mostly in theoretical terms and not in practice. By that we mean, that there is not a link between universities and enterprises and the students don't have the opportunity to be prepared about the needs of the market and how to be entrepreneurs. The majority of the students have their practice in a company, but don't undertake important tasks in order to acquire the skills and the competences that they need so they can become innovators.

Innovative for the universities and the TEI, are the “innovation and entrepreneurship units”, where students and young entrepreneurs can have valuable information and guidance about entrepreneurship, start-up business and innovation (<http://www.innovation.upatras.gr/>) (<http://dasta.teipat.gr/moke/actions>).

As for the LLL seminars, surveys have shown that there is not a positive impact to the skills and competences of the participants. The reason is that those seminars are not





orthologically organized, in order to really help the participants to improve and enrich their knowledge and skills.

The organizations for employers, due to their direct relationship with the enterprises and the industries, can organize more efficiently and targeted seminars, which can produce good results and helps the participants to increase the skills and competences which are necessary in order to develop entrepreneurship.

### **1.6. Do you run any courses yourself?**

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p-consulting is running, as a leader, a 2 year project called “Local Network for the Employability Development of the prefecture of Achaia” ([www.patrajobs.gr](http://www.patrajobs.gr)) . The main objective of the project is to support unemployed people in the Municipality of Patras, Greece, who mainly come from the following population groups: young, long-term unemployed, women and all those who aim to establish their own business. This will happen by training and consulting 100 unemployed persons in order to gain competitive advantage for their integration in the labor market.

Specifically, the key approach to this is provided through the activation and mobilization of local key role players and businesses and through the diagnosis of the specific local needs and development potential in the area of Achaia. The sectors, the beneficiaries are being trained and consulted, are three: tourism, agricultural production and energy.

Up to now, the project has succeeded in promoting to the local market 17 beneficiaries that are hired from local companies and started a new career. **Also 3 new companies have been created from the beneficiaries.** A sailing tour office, an accountant office, and a center focused in rural culture development as a social enterprise.

p-consulting is responsible, among the others, in providing mentoring to the beneficiaries and help them to create their own company.

p-consulting is running a same project that is called “Local plan for the active development if work in Attica” (DRASE). The beneficiaries of this project are economists and the aim is to place them in auditing companies, or to help them create their own company.





## **2. Research Method**

### **2.1. How did you find the information – internet, newspaper, college prospectus?**

The information have been found by:

- Internet
- Newspapers
- Social Media
- Reports
- Websites
- Prospectus
- Personal contacts of the executives of p-consulting with managers of institutes and project managers
- Personal involvement of the executives of p-consulting in LLL seminars as trainers and mentors
- Executives of p-consulting are chiefs of training in LLL institutions
- Executives of p-consulting have worked in LLL institutions and in Quality Assurance Unit (QAU) in TEI of Western Greece.

### **2.2. Could the Curriculum be easily found and understood – or was it just general information?**

The curriculums mentioned in this report, were easy to be found, due to the websites of the institutions and the personal involvement of the executives of p-consulting in the implementation of some of them.

The information about the institutions for LLL are general, because there are differences among each institution.





### **3. Course 1**

#### **INNOVATION EXPERT – INNOVATION IN ACTION**

The project aims to promote and strengthen innovation-oriented Greek entrepreneurship, armed with comprehensive training and consulting support of entrepreneurs and business managers to acquire the necessary innovation skills that will contribute to business development and the consolidation of competitive advantage in domestic and international market.

The main objective of this initiative is to support and develop innovation skills to business executives who wish to develop innovation orientation.

The initiative aims to strengthen the innovative orientation of entrepreneurs and business managers to upgrade the role of innovation management, which will help to consolidate the competitive advantage of firms in the Greek and international market environment.

Moreover, the project provide mentoring to all the participants in order to help them improve their skills and competences in innovation and entrepreneurship.

#### **Length of course:**

Training: 50 hours  
Mentoring: 35 hours / company

#### **Cost (or funding) details:**

The participants did not pay any fee.

The project is implemented from a consortium of organizations (Federation of Industries, Apopsi – training and consulting services and Planet SA – consulting services), under the operational program “Training and Lifelong Learning” (Ministry of Education), co-funded by Greece and E.U.

#### **How often does it run (what is the demand):**

In 2014, 16 training courses were implemented in Greece, with 20 participants per each (in average).

In Patras were implemented 4 training courses, with 84 participants (executives and entrepreneurs) from 44 companies.

The project is open in 2015 for new training courses.



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**Who runs the course:**

- Federation of Industries,
- Apopsi – training and consulting services
- Planet SA – consulting services

**Topics covered:**

Each training consists from the following courses:

- Different types of innovation and their impact on business models which are adopted: the innovation of products / services, innovation processes, commercial innovation and organizational innovation
- Human resources and the importance of developing skills and innovation skills - the role of Innovation Expert
- Networking and cooperation models (innovation clusters, open innovation, etc.)
- Innovation in business administration and assessment of innovation performance
- The Innovation Plan - its importance and basic stages of development
- Policies to promote innovation at national and European level
- Sources and innovation support programs in business

**Success:**

The program is in progress (the mentoring is keeping on). Currently there are positive indications for the substance of the results, in particular by:

- The results of the evaluation of the participants
- The feed back from the mentors

We can also see the success of the project by the number of participants and the number of applications for new training courses

**Useful for INTGEN:**

It could be useful to be included to INTGEN the following tasks:

- Human resources and the importance of developing skills and innovation skills - the role of Innovation Expert
- Networking and cooperation models (innovation clusters, open innovation, etc.)



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## ***Courses available for Entrepreneurs, Start-Up Business and similar***

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Furthermore, during the training it could be useful to have videos και case studies, in order for the participants to learn from real facts.

[\(http://sev4enterprise.org.gr/%CF%80%CE%BB%CE%B7%CF%81%CE%BF%CF%86%CE%BF%CF%81%CE%AF%CE%B5%CF%82-%CE%B3%CE%B9%CE%B1-%CF%84%CE%B7%CE%BD-%CF%80%CF%81%CF%89%CF%84%CE%BF%CE%B2%CE%BF%CF%85%CE%BB%CE%AF%CE%B1-%CE%BA%CE%B1%CE%B9%CE%BD/\)](http://sev4enterprise.org.gr/%CF%80%CE%BB%CE%B7%CF%81%CE%BF%CF%86%CE%BF%CF%81%CE%AF%CE%B5%CF%82-%CE%B3%CE%B9%CE%B1-%CF%84%CE%B7%CE%BD-%CF%80%CF%81%CF%89%CF%84%CE%BF%CE%B2%CE%BF%CF%85%CE%BB%CE%AF%CE%B1-%CE%BA%CE%B1%CE%B9%CE%BD/)



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