



# **Guide to support migrant nascent entrepreneurs :**

## **Diagnosis tool**

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## METHODOLOGY :

This model complements the TOOLBOX of the BE IN EUROPE project to assess the skills of entrepreneurs, consisting of (i) this diagnostic tool, (ii) the practical booklet and (iii) the Guide to support migrant nascent entrepreneurs.

The model should be used in conjunction with the Practical Booklet for migrants who create fledgling businesses where coaches can find very practical and suitable information and advice to help them in their business creation process.

This model must be compiled when the coach and the (nascent) (migrant) entrepreneurs are making the diagnosis to know how far the (nascent) entrepreneur is in the process of setting up the business and to get an overview of the different stages (checklist).

It also includes some suggestions that refer to different sections of the practical brochure for migrants who create fledgling businesses that can be useful to go further in the process of becoming an entrepreneur.

The migrant will receive the toolbox, including the current model, at his first interview and will be asked to report it for each interview.

Diagnosis is based on self-assessment, so this model should be done individually, at the end of each coaching session, during debriefing or alone, later.

The advantage for the coach is to be able to measure at each subsequent session the degree of understanding, involvement and autonomy of the participant and to ensure that the learning is consistent, the skills acquired and to verify the mastery of the know-how necessary for entrepreneurship.

Topics	Diagnostic tool: self-assessment	Yes	No	Tips
KEY 1 : MY IDEA	Do I want to create my own company or my job?			For more information, go to the practical booklet for migrants who are creators of nascent importance, a section dedicated to <b>Specific Support for Migrants, Funding and Administrative Status</b>
	Have I already done that? Do I already have contacts?			For more information, go to the practical booklet for migrants who are creators of nascent importance, section dedicated to <b>Administrative Status</b>
	Have I already arranged the procedures for startup?			
	Did I organize my family life?			For more information, go to the practical booklet for migrants creators of nascent importance, section dedicated to <b>Time reconciliation</b>
	Is my business idea good? How did I check?			For more information, go to the practical booklet for migrants creators of nascent importance, dedicated section <b>Specific support for migrants</b>
	Do I have the skills and qualifications to start my business?			
KEY 2 : ME AND MY PROJECT	Do I want to create a business? If so, why? Where? With whom? When?			For more information, go to the practical booklet for migrants who are creators of nascent importance, section dedicated to <b>Administrative Status and Financing</b>
	Do my skills and experience allow me to create it?			For more information, go to the practical booklet for migrants who are creators of nascent importance, a section dedicated to <b>Specific Support for Migrants</b>
	Does my family support me in my project?			For more information, go to the practical booklet for migrants creators of nascent importance, section dedicated to <b>Time reconciliation</b>
	Did I find a childcare system for my children?			
	Do I need training and/or a specific qualification to start my business?			For more information, go to the practical booklet for migrants who are creators of nascent importance, a section dedicated to <b>Specific Support for Migrants</b>
	Do I have all the skills of an entrepreneur?			
	Am I in good health to start my own business?			For more information, go to the practical booklet for migrants creators of nascent importance, section dedicated to <b>Time reconciliation</b>
	Do I need a bank loan to create it?			For more information, go to the practical booklet for migrants who are creators of nascent importance, section dedicated to <b>Administrative Status and Financing</b>
	Do I know the services or products I will sell?			For more information, go to the practical booklet for migrants who are creators of nascent importance, a section dedicated to <b>Specific Support for Migrants</b>
	Do I know the habits of my future clients?			
Do I have information about the regulations related to my business?			For more information, go to the practical booklet for migrants who are creators of nascent importance, section dedicated to <b>Administrative Status</b>	

	Do I have to hire? What skills do I need for my business?			For more information, go to the practical booklet for migrants creators of nascent importance, section dedicated to <b>Specific Support for Migrants, Language Training and Digital Support</b>
	Is it hard to be a business manager?! Is it worth it?!			
<b>KEY 3: BUILDING MY PROJECT</b>	What products do I sell? What services?			For more information, go to the practical booklet for migrants who are creators of nascent importance, a section dedicated to <b>Specific Support for Migrants</b>
	Did I set my prices?			
	Do I know my future clients?			
	Do I know their needs?			
	Where do I work?			
	Do I know my competitors?			
	Do I know their prices? Do I know the quality of their work?			
	Do I already know suppliers?			
	Do I know their prices? Do I know their terms of sale?			
	Do I have to hire?			
	What equipment do I need to work with?			For more information, go to the practical booklet for migrants creators of nascent importance, section dedicated to <b>Digital Support</b>
	Do I have partners? How will they help me?			For more information, go to the practical booklet for migrants who are creators of nascent importance, a section dedicated to <b>Specific Support for Migrants</b>
	Do I know the rules, the rules, the laws to start my business?			For more information, go to the practical booklet for migrants who are creators of nascent importance, section dedicated to <b>Administrative Status</b>
	Can I find this information? Where do I find him?			
	Did I choose the name of my company?			For more information, go to the practical booklet for migrants who are creators of nascent importance, a section dedicated to <b>Specific Support for Migrants</b>
	Do I know how to introduce myself?			
Do I know how to make my customers want to buy from me?				
Do I know how to differentiate myself from my competitors?				
Do I know how to organize myself, manage my time?				

	Do I know how to reconcile my family life and my life as a business executive?			For more information, go to the practical booklet for migrants creators of nascent importance, section dedicated to <b>Time reconciliation</b>
<b>KEY 4 : WHAT STATUS FOR MY COMPANY?</b>	Have I asked about the different legal statuses?			For more information, go to the practical booklet for migrants who are creators of nascent importance, section dedicated to <b>Administrative Status</b>
	Do I know who can help me choose my legal status?			
	Have I thought about the risks I'm taking for my family?			For more information, go to the practical booklet for migrants creators of nascent importance, section dedicated to <b>Time reconciliation</b> and <b>Specific Support for Migrants</b>
	Did I discuss the risks with my family?			
	Will I run the company?			For more information, go to the practical booklet for migrants who are creators of nascent importance, a section dedicated to <b>Specific Support for Migrants</b>
	Do I know my status could change with my company?			For more information, go to the practical booklet for migrants creators of nascent importance, section dedicated to <b>Administrative Status, Funding and Specific Support for Migrants</b>
	Did I choose an address for my company?			For more information, go to the practical booklet for migrants who are creators of nascent importance, a section dedicated to <b>Specific Support for Migrants</b>
Do I know the expenses for my business?				
Do I know how to calculate my expenses?				
<b>KEY 5 : IS MY PROJECT EFFECTIVE FROM THE COST PDV?</b>	Do I know who can help me list my expenses and calculate them?			For more information, go to the practical booklet for migrants who are creators of nascent importance, a section dedicated to <b>Funding and Specific Support for Migrants</b>
	Do I know the income?			For more information, go to the practical booklet for migrants who are creators of nascent importance, a section dedicated to <b>Specific Support for Migrants</b>
	Do I know how to calculate my income?			
	Do I know who can help me list and calculate my income?			
	Do I know the minimum turnover I have to make?			For more information, go to the practical booklet for migrants who are creators of nascent importance, a section dedicated to <b>Funding and Specific Support for Migrants</b>
<b>KEY 6 : VALIDATE MY BUSINESS PROJECT</b>	I've been thinking about it with my family, shall we proceed?!			For more information, go to the practical booklet for migrants creators of nascent importance, section dedicated to <b>Time reconciliation</b>
	Did I find an address for my company?			For more information, go to the practical booklet for migrants who are creators of nascent importance, a section dedicated to <b>Specific Support for Migrants</b>
	Do I have a form template to start a business?			
	Do I know how to complete it?			
<b>KEY 7 :</b>	How much money do I need to get started?			For more information, go to the practical booklet for migrants who are creators of nascent importance, a section dedicated to <b>Funding and Specific Support for Migrants</b>
	Do I have a material and financial contribution?			

<b>HOW TO FIND FUNDS</b>	Do I have my spouse's agreement to invest?			For more information, go to the practical booklet for migrants creators of nascent importance, section dedicated to <b>Time reconciliation</b>
	Do I know where to apply for a loan?			For more information, go to the practical booklet for migrants who are creators of nascent importance, section dedicated to <b>Financing</b>
	Do I know how to fill out the application for funding?			For more information, go to the practical booklet for migrants who are creators of nascent importance, a section dedicated to <b>Specific Support for Migrants</b>
<b>KEY 8 : FORMAL PROCEDURE S TO CREATE MY BUSINESS</b>	Do I know I have to take my card, register my company?			For more information, go to the practical booklet for migrants who are creators of nascent importance, section dedicated to <b>Administrative Status</b>
	Do I know how to fill out a registration form?			
	Did I choose the manager according to my family?			For more information, go to the practical booklet for migrants who are creators of nascent importance, a section dedicated to <b>Specific Support for Migrants</b>
	Am I opening a bank account for the company?			For more information, go to the practical booklet for migrants who are creators of nascent importance, section dedicated to <b>Administrative Status and Financing</b>
<b>KEY 9 : START MY BUSINESS</b>	Do I know my project very well?			For more information, go to the practical booklet for migrants who are creators of nascent importance, a section dedicated to <b>Specific Support for Migrants</b>
	Did I organize to get off to a good start?			
	Am I in good standing to get started?			
	Do I have my products and equipment?			
	Do I know how to start my business?			For more information, go to the practical booklet for migrants who have been born, a section dedicated to <b>Specific Support for Migrants,Administrative Status and Funding</b>
	Am I starting the business (date)?			
<b>KEY 10 : THE LIFE OF MY BUSINESS</b>	Work/sell as expected?			For more information, go to the practical booklet for migrants who are creators of nascent importance, a section dedicated to <b>Specific Support for Migrants</b>
	Am I spending as expected?			
	Am I reaching the minimum income to be profitable?			
	Am I satisfied with my suppliers?			
	Do I do what is necessary to satisfy my customers?			
	Do I continue to develop my customer base?			
	Do I continue to receive support?			For more information, go to the practical booklet for migrants who have been born, a section dedicated to <b>Specific Support for Migrants,Administrative Status and Funding</b>

