

5. Annexes

Annex I - List of Inspirational videos

1. Domino Chain Reaction

<https://youtu.be/y97rBdSYbkg>

A domino can knock over another domino about 1.5x larger than itself. A chain of dominos of increasing size makes a kind of mechanical chain reaction that starts with a tiny push and knocks down an impressively large domino. Original idea by Lorne Whitehead, American Journal of Physics, Vol. 51, page 182 (1983).

2. Best Things On Earth Are At the Other Side of Fear

<https://youtu.be/Hpd61o6TvXM>

Actor Will Smith shares his experience on Skydiving with a quote of Franklin D. Roosevelt: "The only thing we have to fear is fear itself". Smith emphasizes the importance of coping with our own fears by coming face to face with them.

3. Moonshot Thinking

<https://youtu.be/pEr4j8kgwOk>

Why aim for a 10% when you can aim for 10X? Instead of a mere 10% gain, a moon-shot aims for a 10x improvement over what currently exists. The combination of a huge problem, a radical solution to that problem, and the breakthrough technology that just might make that solution possible, is the essence of a moon-shot.

4. How to Learn From Rejection and Failure

<https://youtu.be/-vZXgApsPCQ>

Jia Jiang adventures boldly into a territory so many of us fear: rejection. By seeking out rejection for 100 days -- from asking a stranger to borrow \$100 to requesting a "burger refill" at a restaurant -- Jiang desensitized himself to the pain and shame that rejection often brings and, in the process, discovered that simply asking for what you want can open up possibilities where you expect to find dead ends.

5. Bloomberg Entrepreneurship World Silicon Valley Episode

<https://youtu.be/1s86 I--LKQ>

Turkish Bloomberg HT Channel presents a special part of its "Entrepreneurship World" in San Francisco, voiced by Oguzhan Aygoren, head of entrepreneurship centre at Bogazici University in Istanbul, Turkey. The guest is the co-founder and CEO of a start-up, Anki Inc., Boris Sofman and the subject is on robotics and AI as the functioning areas of this company. (The beginning of the video is in Turkish, but continues in English).

6. Start With Why

https://youtu.be/u4ZoJkF_VuA

Simon Sinek explains there's a pattern about why Apple is so innovative, why Martin Luther King was so inspiring ('It was: "I have a dream!" Not I have a plan'): All great companies and leaders think, act and communicate in the same way. It's called the Golden Circle. It's all about why? How? What? When people believe in what you do, you will be successful. Why? How? What? Please Watch!

7. Steve Jobs 2005 Stanford Commencement Speech

<https://youtu.be/UF8uR6Z6KLc>

Drawing from some of the most pivotal points in his life, Steve Jobs, chief executive officer and co-founder of Apple Computer and of Pixar Animation Studios, urged graduates to pursue their dreams and see the opportunities in life's setbacks -- including death itself -- at the university's 114th Commencement on June 12, 2005.

Steve Jobs tells three life stories:

1. Story about Connecting the dots
2. Story about Love and Loss: Go for your passion, don't settle for less
3. A story about death: Your time is limited: Don't waste it, living someone else's life.

8. Six Life Lessons from Steve Jobs

<https://www.youtube.com/watch?v=6ARaPFvmSc0>

The 6 Life Lessons in this Video:

1. Choose the Life you want to live
2. Certificates don't matter
3. Dream Big
4. Start Somewhere
5. Live every day like it's your last
6. You only fail when you stop trying

9. Arnold Schwarzenegger's 5 Rules for Success

https://youtu.be/Kb7_E12FFLw

Actor Arnold Schwarzenegger reveals his 5 secret steps to tackling life and becoming Mr. Universe (at the age of 20), 7-time Mr. Olympia, Hollywood legend and 2-term Governor of California. His story proves that no obstacle is too big to overcome and no vision, too big to achieve.

1. Find your Vision and Follow it
2. Never ever think small, think big
3. Ignore the Naysayers

4. Work your ass off

5. Don't just take, give something back (...and change the world)

10. Rocky Balboa Inspirational Speech

https://youtu.be/D_Vg4uyYwEk

'Let me tell you something you already know. The world ain't all sunshine and rainbows. It's a very mean and nasty place and I don't care how tough you are it will beat you to your knees and keep you there permanently if you let it. You, me, or nobody is gonna hit as hard as life. But it ain't about how hard ya hit. It's about how hard you can get it and keep moving forward...'

11. Dream it Big

<https://youtu.be/zfWjApEUS88>

Tim Bengel, young German artist, tells the story of how he became an innovative artist and through his work arrived to create his solo artist exposition in New York.

12. Dream and Design (The Hidden Sink)

<https://www.facebook.com/watch/?v=541414016390615>

The video shows the creation of an innovative sink that combines function with experience.

13. Using Traditional Turkish Ebru Art for Change

<https://youtu.be/E1eS3ChsQAM>

The video shows the use of a traditional artistic technique to recreate a famous Van Gogh painting.

14. Surprising Habit of Originals

<https://youtu.be/fxbCHn6gE3U>

The TED talk presents the so called category of "originals" and the speaker drives the public to understand their characteristics and value.

15. Inside the Mind of a Master Procrastinator

<https://youtu.be/arj7oStGLkU>

The TED talk presents in an innovative way how is the mind of a procrastinator and what procrastination means and implies.

16. Fail early, fail fast in order to succeed sooner

<https://youtu.be/VzhEiJUEQYc>

The video shows how a young guy learnt how to do a back flip in less than 6 hours, and proposes the value of resilience.

17. Why startups succeed

<https://youtu.be/bNpx7gpSqBY>

This video explores the reasons behind start-up failure or success. The speaker postulates that the main factors that determine success are: the idea, the team, the business model, the funding and the timing. The most influential of these factors being the timing [42%] and the team [32%].

18. How to start a movement

<https://youtu.be/fW8amMCVAJQ>

This video highlights the importance of self-confidence in leadership and the role played by meaning partners in promoting and sustaining the cult business leaders and attracting other partners.

19. Weird or just different

<https://youtu.be/1K5SycZjGhI>

The video speaker explores the importance of local and cultural perspective in regard to any assumptions that could be made showing that whatever concepts may be the norm for you, the opposite might be true for others depending on the local context.

20. Keep your goals to yourself

<https://youtu.be/NHopJHSIVo4>

The video speaker presents the paradox of how sharing your personal goals and ambitions with somebody else will make it less likely to materialize due to psychological factors.

21. Refugees & entrepreneurship & Turkey: Starting from Zero

<https://m.youtube.com/watch?v=f0lBTyLeja8>

The video summarizes and explores the real-life difficulties and obstacles that may be encountered by individuals such as refugees who need to rebuild their lives in foreign countries

22. Syrian refugee entrepreneur turns shed into chocolate factory:

<https://m.youtube.com/watch?v=I8rUj0AHiFY>

How previous skills can help you turn a shed into a successful chocolate factory

23. Meet the Syrian refugees turned entrepreneurs living in Turkey:

<https://m.youtube.com/watch?v=7GOVkz3PBHA>

Syrian refugees launching businesses and creating jobs in Turkey

24. NO EXCUSES - Best Motivational Video English with subtitles

<https://www.youtube.com/watch?v=wnHW6o8WMas>

This motivational video explains what you have to do when you have a problem. Do something about it! You have time, you have skills, you have the knowledge. It's never going to be easy. This is your opportunity: Make it happen !

25. DREAM - Motivational Video. English with subtitles, also Italian ones.

<https://www.youtube.com/watch?v=g-jwWYX7Jlo&feature=youtu.be>

Don't give up on your dreams. Your dream is possible. Greatness exists in all of us. You are unique. Watch also The Pursuit of Happiness to how to overcome disappointment and setback and be successful in the end!

26. WATCH THIS EVERYDAY AND CHANGE YOUR LIFE - Denzel Washington Motivational Speech Denzel Washington 2020: <https://www.youtube.com/watch?v=tbnzAVRZ9Xc&t=27s>

Nelson Mandela said: ' There is no passion to be found playing small, settling for a life that is less than you are capable of living' Do what you feel passionate about. Dreams without goals are just dreams. You will fail at some point in your life: Embrace it ! Everyone has the talent to succeed, but if you don't fail you are not even trying. Failure is best way of figuring out your direction.

Annex II – E-assessment tool and YME platform

E-assessment tool

The YME E-assessment tool is a self-assessment tool that will help young migrants to evaluate themselves for their entrepreneurial skills.

The tool can be accessed via <http://www.yme-platform.net/Tool.html> or by accessing it from the front page of the YME platform (<http://www.yme-platform.net/>). In order to access it, the user needs to receive an account from the YME platform administrators or to sign up by creating one himself/herself.

The tool consists of a questionnaire that will help the user to evaluate his/her entrepreneurial skills by answering questions from areas such as self-confidence, communication, leadership, creativity/innovation, problem solving, finance, ambition and risk taking. Based on the questionnaire results, the user will receive a brief feedback (a score) and will be directed to learning resources that can be used in order to improve his/her entrepreneurial skills.

YME platform

The YME platform can be accessed via <http://www.yme-platform.net/>.

The YME platform is a tool that allows integrated access to all the entrepreneurial and educational resources developed in order to support the young migrants that want to learn more about entrepreneurship and that want to be guided in opening a new business. The platform contains the YME e-assessment tool, the guides for teachers/ mentors and students (young migrants) developed during the YME project and an e-Learning space that gives access to learning resources to all migrants that are willing to improve their knowledge in this area and to start their own business.



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Annex III – Exercises on Target Group

Exercise n. 1:

We are selling energizing drinks for high performance in sport, is a 50 year old a target?

Yes or No

Why?

Please give us your comment _____

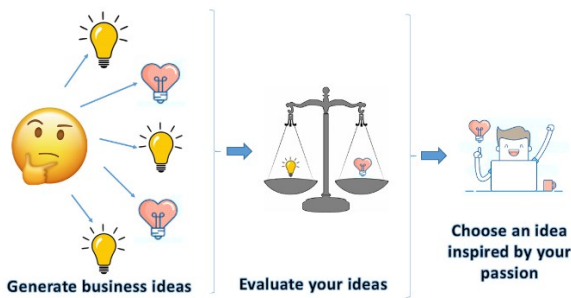
Exercise n.2:

-You want to sell a new energizing drink, what is your target? Write a detailed description of your target or persona, include their age, place where they live, attitudes, hobbies, be as specific as possible. Target group 30-50 year old tourist, is missing details, 30 year old like one type of music for example and 45-50 other one. Define your persona/target as specific as you can.



Annex IV: Ten Tips and Tricks How to become an Entrepreneur?

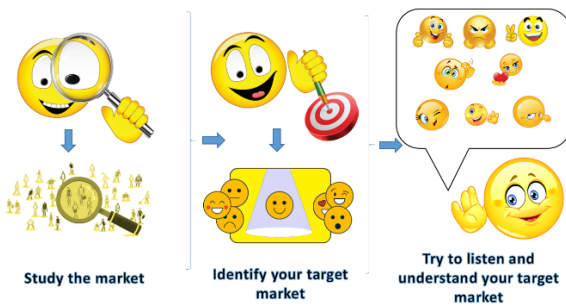
6.3.1 Your business idea should be fueled by passion.



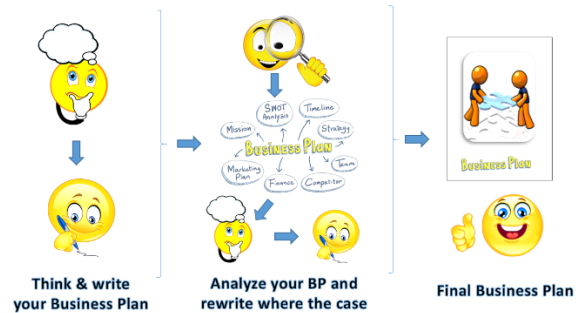
6.3.2. Your business idea should be a solution.



6.3.3. You should identify and understand your target market.



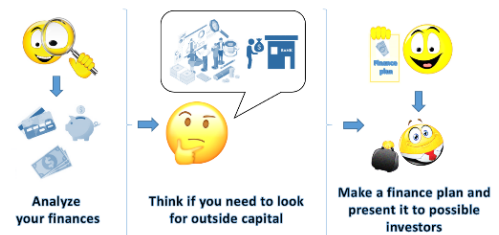
6.3.4. You should prepare a well-structured business plan.



6.3.5. You should know the legal requirements for starting a business.



6.3.6. You should secure financing for your business idea.



6.3.7. You should start on a small scale and work to grow your business.



6.3.8. You should take breaks.

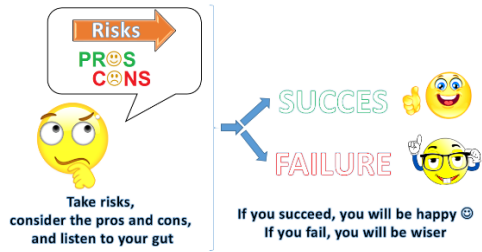


6.3.9. You should take risks.

6.3.10. You should learn from your mistakes.



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Annex V - Real stories about failing

1. Khaled, a 56 years old Syrian

We met Khaled, a 56 years old Syrian man who managed to do some businesses while he was a young man. He was happy to share with us a part of his life story.

I was 16 years old when I landed for the first time in Romania. My goal here was to do the dentistry school, but Romania gave me some opportunities and I couldn't let them pass. In my last year of studies, I saw some opportunities regarding my older friends which were already here, they were selling import shoes from Arab countries. But I didn't have the money to start my own business, so I opened a company and started to be their salesman, earning my money from commission.

After a while I started my own import company. I was importing the textile, which was a big variety, and selling with some commission, but also, I managed to work with some companies and develop some curtains or carpets with the textile, trying some designs from my origins. But it didn't work as I expected and I tried to make an oriental design, but the Romanian people didn't like that much.

At the time, this event stopped me from doing this business because, in those times, Romania had a lot of factories making almost the same "Romanian" style of carpets, curtains, and had some big contracts, I thought I couldn't surpass these companies, I was young and not so optimistic, I wanted to go for something new, but I was afraid to try.

As my Romanian was good, and some Romanian people knew my entrepreneur capabilities, and they knew I know people in my country. They contacted me and we got in touch. They were men in the import/export businesses. And some of them made me offers of good price for shipping on sea. Though, I was afraid to accept and after that I was so upset I had that opportunity and I couldn't do anything with it. I was afraid of failure as the last business was not meant to be successful.

But I didn't quit. I had to eat. I was already 27-28 years old. I had a kid, a wife. Quitting was not an option. But as much as I was struggling to find something, nothing came into my mind. But luckily an old partner from the curtain industry called me one day, telling me he has some sheep for sale, as he knew, us, Muslims eat pretty much sheep and he saw an opportunity from that and we started a business in this area.

Unfortunately, most of the migrants do not want to stay in Romania, they want to leave in other European countries and Romania is only their door to those countries.

See this story - <https://www.infomigrants.net/en/post/22604/ahmad-s-story-i-just-want-to-educate-myself>

2. Bionluk founder Utku Subakan about 16 failed attempts:

<https://youtu.be/-RM2Wjy-Urg>

3. Intercity founder Vural Ak:

<https://youtu.be/FlgLHYk87ME>

4. Otoparlat failure story:

<https://youtu.be/7ugzIQwdg2E>

5. Bilemezsín failure story:

https://youtu.be/T488cx5h_E

6. Berhan Kongel failure and turnaround story:

<https://youtu.be/teKNU7pdowU>

7. Hoop

2015 - 2020

Stage of evolution: Venture

Number of employees: 25-49

Sector: Leisure and entertainment

Hoop was first launched in 2016, Hoop was created by a group of parents who wanted to take the hassle out of finding activities to do with their children. They developed a mobile app which connected families to events in their local area, from dance classes to creative workshops, and everything in between. The app was updated daily, with over 100,000 activities for kids aged 0-11 years old, including ratings and reviews, and online booking services.

In December 2016, Hoop secured a £2m investment from BGF Ventures, for a 30% stake in the company. In late September 2017, a further equity fundraising took Hoop from a seed-stage to venture-stage company. By the end of that year, just 12 months on from their first round of investment, Hoop had more than 25 employees. During its lifetime, Hoop raised a total of £8.4m through three investment rounds, the latest of which was in May 2018. Alongside BGF, its investors included Edge Investments and digital studio ustwo.

Hoop's aim was to "help families spend less time planning and more time having fun." Its app was used by over 1.5 million families and 15,000 organisers across the UK. It was also twice named an "App of the Year" by Apple—in 2016 and 2017. Hoop had found and met a growing need amongst modern families. As co-founder and CEO Daniel Bower stated in an interview, millennial parents "have grown up using Deliveroo, Uber and WhatsApp to organise their lives, and want to manage their family time in the same way, expecting information to be accessible at a moment's notice."

Despite its early success, Hoop ran into difficulties in 2020. Like much of the leisure and entertainment sector, Hoop was severely affected by the pandemic. During lockdown, the company's activity-booking app became largely obsolete. By 8th April, the impact of COVID-19 on the company was critical. Battling to survive, Hoop introduced a feature on its app offering online activities for children, but this wasn't enough to cover the company's losses. After a challenging few months, Hoop announced its closure on 6th July.

Posted to its website, Hoop's closing message read: "Like many businesses all over the world the COVID-19 pandemic has had a huge impact on Hoop. When the lockdown in the UK began the revenue Hoop generates from bookings quickly went to near zero... We've spent the last few months searching for ways that would allow Hoop to continue, however these attempts have ultimately proven unsuccessful."

8. Cuckooz

2016 - 2020

Stage of evolution: Seed

Number of employees: 5-9

Sector: Accommodation

Cuckooz was founded in 2016 by entrepreneurs Charlie Rosier and Fabienne O'Neill. The pair had set out to create high-end, design-led serviced apartments in London that "help nomads feel native". These homes were available for medium to short-term lets, and aimed at "the next generation of travellers... who demand more than just an apartment." Alongside the physical space, Cuckooz had several tourist-focused offerings, including a concierge service with information on the local area.

In February 2017, Cuckooz secured an initial £200k equity investment from undisclosed investors, at a pre-money valuation of £1.47m. That same year, a further fundraising in December, at a pre-money valuation of £3.99m, took total investment to £350k. By 2020, the company's portfolio had grown to include several locations in the Capital, including Bloomsbury, Shoreditch, and Hoxton, and they just launched their new Camden apartments in October last year.

During its lifetime, Cuckooz won two Serviced Apartment Awards, for Best Marketing/Branding Campaign in 2019 and Best Operator in 2020 (just before lockdown). Striving to become the next great innovators in the hospitality sector, the founding team at Cuckooz sought to create entirely new experiences for their guests. In 2018, they launched The Zed Rooms in Shoreditch, designed to aid REM sleep and address the so-called 'first night effect' of staying somewhere unfamiliar—from temperature-regulating pillows to a room specifically designed to mimic the comfort and security of a mother's womb.

Unfortunately for businesses like Cuckooz, in March this year, the global tourism and hospitality industry shut down almost overnight. Despite their success in previous years, the company was not well placed to survive the pandemic. On 1st June, Cuckooz announced that it had ceased trading. At the time, co-founder Rosier was quoted as saying: "As a small business, with limited cash reserves, riding out the COVID-19 storm was sadly not an option for us... We are so grateful for the support of the industry and hopeful that we will return again soon."

It's not all doom and gloom though, as Rosier and O'Neill's second startup Cuckooz Nest, founded in 2017, has managed to withstand the shock of COVID-19. Continuing with their space-as-a-service business model, Cuckooz Nest operates London's first hybrid workspace and daycare. The co-working space, located in Farringdon, allows parents to be close to their children without compromising their careers. The idea to diversify into family-focused, office space came to Rosier when she wanted to return to work after the birth of her first child. Cuckooz Nest secured funding from Seedrs in May 2019 and, having reopened their doors in June, is currently facing a low impact from COVID-19.

9. CrowdScores

2012 – 2020

Stage of evolution: Venture

Number of employees: 10-24

Sector: Social network

CrowdScores was a social networking app specifically built for football fans. The mobile app used technology designed to crowdsource live sports data. It allowed supporters watching in stadiums to input match scores in real-time, providing updates to users at home faster than conventional media sources. As well as match scores, the app gave users information on fixtures, results, league tables, lineups, and video highlights.

In January 2013, CrowdScores raised £890k from undisclosed investors for a 58% stake in the company. It went on to reach venture stage by the start of 2014, following a further £613k investment at a pre-money valuation of £2.79m. During its lifetime, the company raised a total of £5.97m through six funding rounds. Its most recent investment, in 2018, was worth more than £2m.

By 2020, CrowdScores had grown to cover more than 350 leagues and competitions, spread across 117 different countries. Meanwhile, the number of fans actively using the app had reached more than five million worldwide. CrowdScores was a hit, having created a loyal community of football fans both contributing to and using its app. And at the start of this year, the company's growth looked set to continue...

But then everything changed. With the suspension of football matches at the start of lockdown, and the continued ban on spectators even after games returned, the fan-based app had lost its purpose. By April 2020, CrowdScores had been severely impacted by COVID-19, with restrictions on its product as well as the loss of its key customer group. In a world without spectator sports, the company's 'failure' was somewhat of an inevitability. On 17th May, the company officially announced its closure.

Taking to their social media channels, CrowdScores said "goodbye, for now". In their farewell post, the team emphasised that: "we could not have done it without our great community". In response to the announcement, members of this community expressed their sadness and regret to see CrowdScores go, but also gratitude for "one of the all time great apps". As the oft-quoted line goes: "football without fans is nothing"—only time will tell whether fans return to the stadium, and whether their beloved app follows suit.

10. Bassem

In consultation with Bassem, this testimony has been drawn up by DFW2W

My name is Bassem, A Syrian refugee living in the Netherlands and I HAD a dream:

In Syria I had one dream: a life in peace and the possibility to set up my own company in the Netherlands. For me, the Netherlands is "America's little brother" where everything is possible and dreams come true.

After living one and a half in the asylum center, I finally got a work permit. I was so happy but did not realize what challenges awaited me. First I had to apply for a benefit, for this I needed a permanent residence and residence, to get this I had to take out a loan but I had no income, so I was not eligible for it. In the end I got help but lost another 6 months. There are so many rules, so many authorities, so many things that you have to arrange before you can even think about a company that I often said to fellow sufferers "I am not drowned at sea but I am drowning on land because of all the rules.

If you are conducting this interview, I will be 2.5 years on and now I have to write and submit a business plan to apply for a financial compensation to start. And again it is the language, the ways of thinking, the shortage of money, the legal rules that paralyze me.

If you ask me what doesn't work I will say; I don't understand all that difficult stuff, the language, the culture, the mentality, everything is different. I failed before I even started.

Meanwhile I have a coach from refugee work who guides me but in my heart I do not want this, it is a defeat, I am a man and from my Muslim background I am the "head" of the family and I only have to save it. But I can't do that in another country with a different language and so many rules.

The question I am now asking myself is: Am I willing to invest in myself to make my dream come true. Become an entrepreneur in the Netherlands. In order to eventually stop being dependent on benefits and to provide for my family in Syria from a distance

11. Amina

My name is Amina, I am 38 years old and I am from Tunisia and live 8 year in The Netherlands. I am very happy to write my testimony. I think this is an opportunity to help others not to make the same mistakes. In the meantime I have learned not to think in mistakes but in learning moments.

But I have known many learning moments and experience major challenges in living and working in a country other than my native country.

The climate alone, it was so cold here the first year, I was not used to that. The loneliness, the lack of family was so great, but I was determined to make it here. I am a good hairdresser and I had a little bit of savings and perhaps most importantly I am a proud independent woman. These skills and resources were my capital to start a sole proprietorship.

Without the help of my job coach and without my own persistence I could not have done it, but I am now the proud owner of my own hair salon. And if you ask me now what have you learned then I have to laugh so muchhhhhhhhh I thought I could start here as a hairdresser, but it soon turned out that I needed a diploma, so I must go to school and followed a course and passed it :-). The next challenge was to understand and apply the laws and regulations. I speak English but I hardly speak Dutch so I asked and received help at the legal counter.

A good example to show how things can go wrong if you are not well prepared is that after 3 months of work I found out that I had to pay taxes. I have never paid tax in Tunisia. And I could not pay the tax assessment that I received, I had to apply for a payment arrangement. It is often the things that happen automatically in your country of birth that cause problems in the Netherlands. Just the ways you deal with customers, it's all different here. I remember that for the first time I had to cut a Dutch man. In Tunisia the men go to a different hairdresser than the women, here everything is mixed up with them. Even the hair of the Dutch is different and requires different cutting techniques.

This way I can continue with all the big and small challenges that you will encounter as an entrepreneur in your new country, but after all the years of struggle and effort, I am now a happy entrepreneur who learns new things every day.

12. Waldek

My name is Waldek, I am 46 years old and I am from Polen and live 20 year in The Netherlands. I came to the Netherlands in 2000 for economic reasons, among other things. I was told that I could earn a lot more money in the Netherlands. So full of hope I went from East to West Europe. Did not know a word of Dutch but had received an address from a Polish friend where I could rent a room in the Netherlands. Afterwards it would turn out that it was not a room but a bed (read mattress). I rented a bed, use of kitchen, bathroom and toilet for 450 guilders per month. The 2 years I kept myself alive by working undeclared. I accepted every job at an hourly rate of 5 guilders per hour. Those were tough months of loneliness and disappointment. There were days when I had no food and I was walking in size 50 shoes, while I have shoe size 46, but I had received these shoes and had no money for appropriate shoes. I also had no money to go back to Poland. In addition, I was ashamed of my family if I had to return without money.

After 2 difficult years I met my current girlfriend. We soon moved in together and that changed my life. She is my support and resource. Suddenly I was no longer lonely and I received support and help. I went to Dutch lessons, I learned where to get professional help, I learned how the Dutch think and act. I got my driver's license. Worked hard and bought my first car. Little by little my world became bigger and I dared to dream of my own company. My girlfriend helped me to start my own business. I have been registered in the trade register from 2002 as an independent handyman. I can now say that my story is a success story, but it has not been for a long time. And when I look back on it, it starts to have the wrong expectations in my native country. In addition, I was insufficiently prepared to live and work in another country and never realized how important it is that you have someone to support and accompany you in everyday life. I would advise everyone to do research into the new country before you immigrate, in particular to do research on laws and regulations and to adjust your expectations accordingly. And make a plan and find someone to support you in this adventure !!!!

Annex VI – Smart goals

Define smart goals

Goals and objectives are two different things, look at these definitions:

“objectives are the specific steps planned in order to achieve a goal”

“goals are the final results; they are what you want to achieve”

When defining a goal, it is useful to use the SMART Technique which will help you define clearly what your goals are and what you will achieve with the objectives you have previously defined. The work on objectives and goals should be done simultaneously so that you can define a specific and detailed plan in which the objectives are suited to the goals. Remember to always think in the short and long term.

Specific: define clearly what you want to achieve

Measurable: define how you can measure your achievement

Achievable: the goal you define has to be realistic, it must be achievable within your possibilities or through some objectives you know you can turn into reality

Relevant: the goal has to be pertinent with your objectives and with the field you work in

Timely: your goals should be achieved within a specific date, so you can manage your objective and the things you do accordingly.

Exercise 1:

Taking in consideration what you have learnt and what has been told you complete the following schemes setting your objectives and goals.

OBJECTIVES

What skills/knowledge I need (want to develop?)	What actions must I take to achieve this? (Take in account any obstacles to be overcome)	What resources and/or support will I need?	Target date for completion (take into account short- and long-term goals)	Target date for review	Completed?
Objective 1.					
Objective 2.					
Objective 3.					



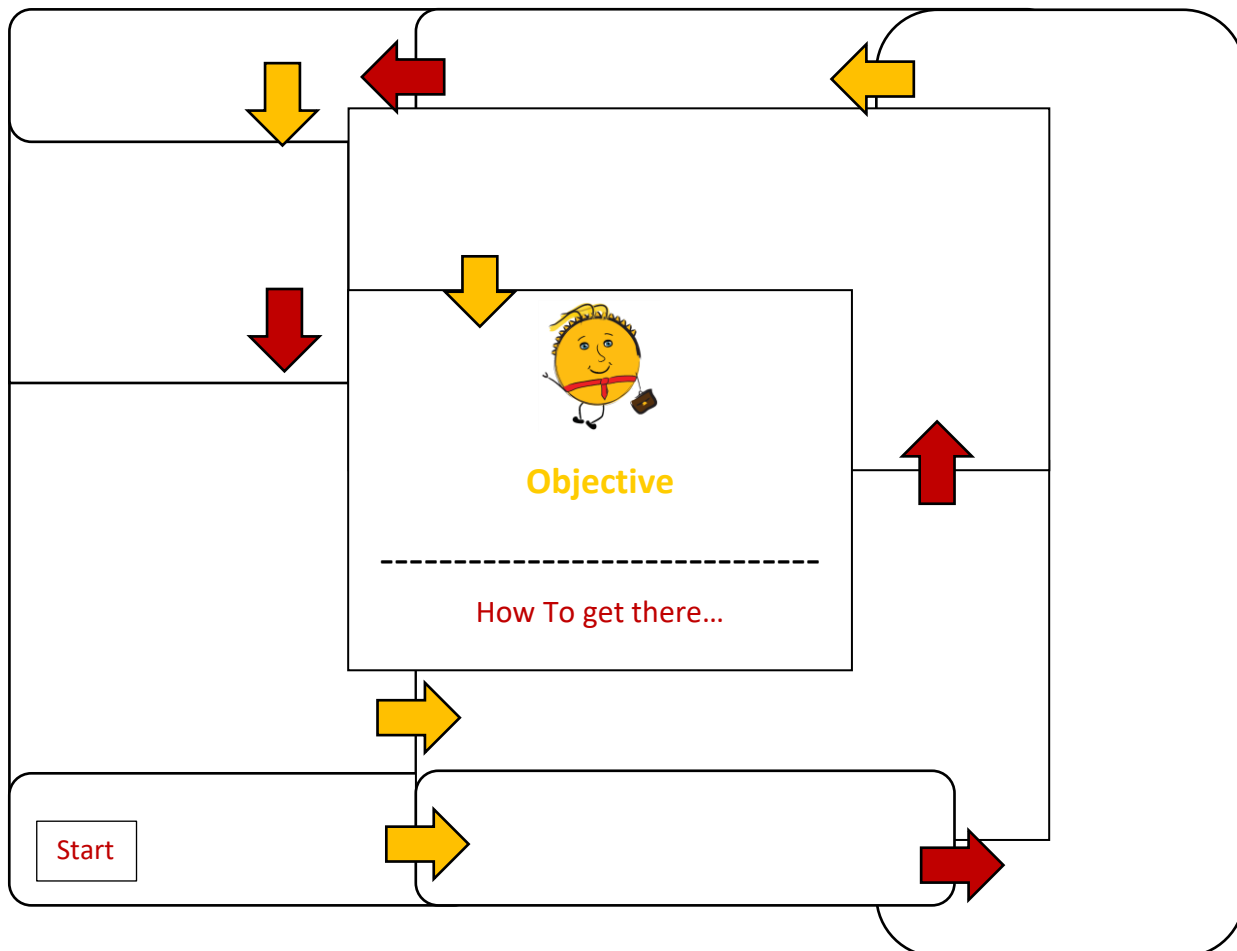
Exercise 2:

GOALS

Skill or ability area	Specific task (what is the task or objective)	Measures (standards and parameters)	Achievable? (is it?)	Realistic (is it?)	Timing (start and finish dates)

Group Work 3:

HOW TO ACHIEVE YOUR OBJECTIVE?





Annex VII – Human bingo

Example 1

Write down the name of somebody in the group who...

NORMALLY GETS UP BEFORE 7.00 AM	HAS A BROTHER	IS ALLERGIC TO DAIRY PRODUCTS /MILK ETC	USES INSTAGRAM AT LEAST TWICE A WEEK
SPEAKS RUSSIAN	DOESN'T DRINK COFFEE	USES 3 OR MORE SOCIAL MEDIA APPLICATIONS	CAN TOUCH THEIR TOES
DOESN'T LIKE LIVER	HAS A DOG	IS AFRAID OF SPIDERS	HAS A TATTOO
KNOWS HOW TO SKI	IS WEARING EARRINGS	LOVES FLOWERS	HAS BEEN TO GREAT BRITAIN

... THEN THE FIRST PERSON WHO FINDS A PERSON FOR EACH OF THE ABOVE CALLS OUT "BINGO"



Example 2

Write down the name of somebody in the group who...

HATES SOCIAL MEDIA	CHEWS THEIR FINGERNAILS	PREFERS COLD WEATHER	EATS TOO MUCH CHOCOLATE
DOESN'T DRINK COFFEE	CAN TOUCH THEIR TOES	DOESN'T LIKE FISH	HAS BEEN OUTSIDE OF EUROPE
DOESN'T LIKE PIZZA	HAS MORE THAN 3 PETS	IS AFRAID OF SPIDERS	HAS A TATTOO
NORMALLY GETS UP BEFORE 7.00 AM	PLAYS A MUSICAL INSTRUMENT / SINGS	IS ALLERGIC TO DAIRY PRODUCTS / MILK ETC	CAN RUN MORE THAN 2 KM
THINKS REALITY TV IS STUPID	IS WEARING EARRINGS	HIKES IN THE MOUNTAINS	IS A PROFICIENT SWIMMER

... THEN THE FIRST PERSON WHO FINDS A PERSON FOR EACH OF THE ABOVE CALLS OUT "BINGO"



Example 3

Write down the name of somebody in the group who...

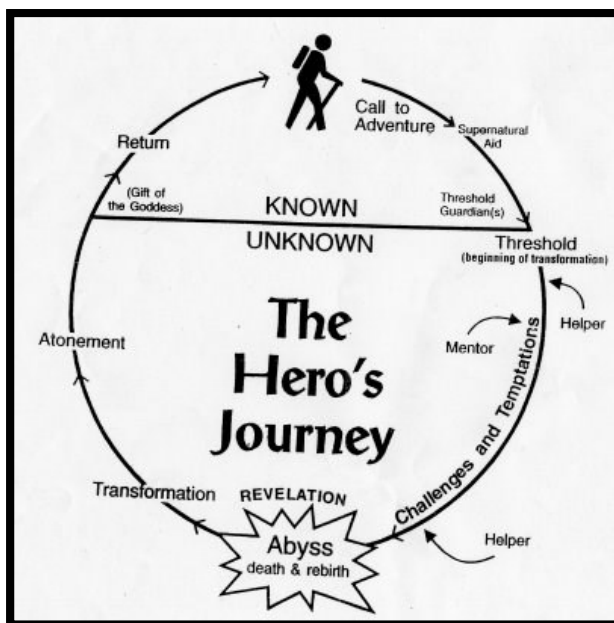
THINKS REALITY TV IS STUPID	HIKES IN THE MOUNTAINS	READS MORE THAN 5 BOOKS A YEAR FOR PLEASURE	WOULD LIKE TO START LEARNING ANOTHER FOREIGN LANGUAGE
WANTS TO TRAVEL ALL OVER THE WORLD	HAS NEVER EATEN IN A CHINESE RESTAURANT	HAS BEEN OUTSIDE OF EUROPE	WANTS TO BE FAMOUS
DOESN'T LIKE PIZZA	HAS MORE THAN 3 PETS	IS AFRAID OF SPIDERS	HAS A TATTOO
NORMALLY GETS UP BEFORE 7.00 AM	HAS A BROTHER	IS ALLERGIC TO DAIRY PRODUCTS /MILK ETC	IS BORN OUTSIDE OF ABRUZZO
DOES NOT LIKE TO TRAVEL IN AN AEROPLANE	DOESN'T DRINK COFFEE	CAN RUN MORE THAN 2 KM	CAN TOUCH THEIR TOES

... THEN THE FIRST PERSON WHO FINDS A PERSON FOR EACH OF THE ABOVE CALLS OUT "BINGO"

Annex VIII – An arts-based reflective exercise: “Hero’s journey”

In his 1949 book *The Hero With a Thousand Faces*, Campbell (1993) tells about the Hero’s Journey, a mutual and universal storyline in the myths and legends he had examined in different times, locations and cultures. The application of the Hero’s Journey is getting quite common in especially the areas of psychology and education for the definition of a transformational process of a person experienced a significant life problem/challenge (Effthimiou&Franco, 2017). In its application, the person is encouraged to tell his/her story through the basic steps of Hero’s Journey, which helps to facilitate to tell and understand the development of meaning and purpose in that chaotic and challenging environment (Williams, 2019). After analyzing the steps with the young migrants, the trainers can ask them to tell their imaginary stories of hero’s journey and thus, underline and emphasize what they can learn while passing through this transformational process.

As a communicative skills development practice, trainers can indicate their hero’s communicative abilities while managing to overcome this challenging process in their stories. It is an important arts-based method in order to help and support learners. Because, with the self-reflection power of storytelling, the trainer can enable the learner to find out the learning process in challenging situations as a valuable transformational experience from the “Known World” towards the “Unknown World”:



Source: <http://www.sfcenter.ku.edu/Workshop-stuff/Joseph-Campbell-Hero-Journey.htm>

There are different applications for the definition of steps in Hero’s Journey, trainers can find many information in Internet sources. We can recommend trainers to use 12-stage process adapted by Christopher Vogler in his Twelve Stage Hero's Journey Model (Voytilla,1999). The screenwriter, Dan Bronzite explains this 12-staged process in a reader-friendly manner: <http://www.movieoutline.com/articles/the-hero-journey-mythic-structure-of-joseph-campbell-monomyth.html>

Effthimiou, O., & Franco, Z. (2017). Heroic intelligence: The hero's journey as an evolutionary and existential blueprint. *Journal of Genius and Eminence*, 2(2).

Voytilla, S. (1999). *Myth and the Movies: Discovering the Mythic Structure of 50 Unforgettable Films*, Michael Wiese Productions.

For more information about the application of the exercise, you can contact with Arts-based Researcher in YME Project, Burcu Erturk Kilic (burcu.erturkkilic@boun.edu.tr) at Bogazici University, Istanbul, Turkey.