

II. Documents of the Trainings

Goals:

1. To show the Leonardo YBN3 training and counselling methods
2. To prepare the participants for holding trainings to business starters, and for giving counselling

Content of the trainings:

Training of the Trainers

To show the practical difference between teaching, training and „coaching“. To make the potential trainers and clients get used to work with clients, and show them how to fulfil the needs. The short introduction of the awareness raising training. The differentiation of the two main parts:

- a) Examining the decision making situation: entrepreneur or employed?
- b) Some key factors of entrepreneurship, the philosophy and structure of the support. Fight or success: trainer prospective, understanding the target group. How to approach the target groups?

Training of the counsellors

To make the participants aware of that how counselling skills can help supporting beneficiaries to realise their plans without giving direct pieces of advice.

To differentiate between basic traditional counselling skills and counselling skills based on empowering technique. Counselling skills according to the Egan Model. To develop a counsellor-client model based on trust and selfdevelopment. To strengthen the relationship based on trust. Practising the methods learnt.