

### NEW PUBLICATIONS AND TOOLS

#### SIYB SUCCESS STORIES

SIYB impacts the lives of thousands of entrepreneurs across the world every year. Since the story of other entrepreneurs is a great source of learning and encouragement for aspiring and existing entrepreneurs, every year the Global SIYB Team selects and promotes inspiring success stories of entrepreneurs trained with SIYB packages. This year we are focusing mainly on stories about green, digital, women-led, and refugee-led entrepreneurship. [Here](#) you can read our selection of this year's 10 success stories.

#### THE DIGITALISE YOUR BUSINESS GUIDE

The ILO's Global SIYB team launched the Digitalise Your Business (DYB) package in English on the 4th of October 2022. DYB aims to support potential and existing businesses to benefit from the digital economy. The new guide presents key concepts, basic requirements, and main steps for businesses to build an online presence, sell products or services through the Internet and develop operations adapted to the digital world. By working with the DYB package, entrepreneurship trainers and potential and existing entrepreneurs will benefit from a series of dynamic activities, tips, and real-life examples that will help them understanding how to move forward on the business digitalisation journey. In the DYB launch webinar, speakers presented recommendations on how to use the DYB guide and discussed experiences of piloting it in the Philippines and Nigeria. The full online event can be watched [here](#) and a quick flyer about DYB and its implementation steps can be accessed [here](#).



#### THE NEW GATEWAY

The ILO's Global SIYB Team launched in September 2022 the updated version of the SIYB Gateway, with expanded functionalities and a more user-friendly layout. The new platform can be accessed [here](#). The Global SIYB Team also prepared a User Guide for SIYB Trainers, Master Trainers, members of Partner Organizations, and other users to better understand how to use the new platform. Registered Gateway users can download the User Guide from [here](#).



THE NEW SIYB GATEWAY INTERFACE

#### ILO ENTREPRENEURSHIP TRAINING ACADEMY

In June, ITC ILO organised the 2022 SIYB Trainers Academy. This year's academy had the participation of 50 Trainer candidates from 29 different countries. An innovative initiative during the academy was the offer of a Virtual Reality session, which showcased a recently developed gamification tool that can be used as complementary material in entrepreneurship training workshops.

**In Latin America**, SIYB helped at least 1519 migrants, indigenous people and persons in vulnerable communities start and improve their businesses in 2022. The programme had a remarkably high outreach in Ecuador (1300 people trained) and Colombia (186 people trained). In this SIYB newsletter edition, we highlighted initiatives implemented in 8 Latin American countries: Argentina, Brazil, Colombia, Dominican Republic, Ecuador, Guatemala, Honduras, and Peru.



VENEZUELAN ENTREPRENEURS WHO RECEIVED SIYB TRAINING IN COLOMBIA

**In Europe**, stimulating the green economy to create new and better jobs has been part of initiatives in several countries, including Moldova, Georgia, and Bosnia and Herzegovina. In Ukraine, the continuation of the war forced the ILO and partner organisations to make efforts to adapt SIYB training to specific emergency needs of wartime. This newsletter highlights information about SIYB activities in Bosnia and Herzegovina, Georgia, Moldova, the Netherlands, and Ukraine.

**In Sub-Saharan Africa**, Training of Master Trainers (ToMT) workshops occurred in South Africa, Uganda, and Tanzania. The new Master Trainer candidates (who in some cases have already been certified) come from 12 different countries, including Botswana, Cameroon, DRC, Namibia, Nigeria, South Africa, Ethiopia, Kenya, Tanzania, Uganda, Zambia, and Zimbabwe. In the region, support to refugees and women entrepreneurs have been at the centre of several SIYB initiatives. This year we highlighted activities in 18 countries, including Botswana, Cameroon, DRC, Equatorial Guinea, Ethiopia, Gabon, Kenya, Lesotho, Liberia, Namibia, Nigeria, Senegal, Sierra Leone, South Africa, Sudan, Tanzania, Uganda, and Zambia.



PARTICIPANTS OF THE INTERNATIONAL TOMT IN TANZANIA

**In the Middle East and North Africa**, at least 4632 potential and existing entrepreneurs received entrepreneurship training. Many initiatives in the region target refugees and local host communities. Syrian refugees have been targeted by projects in Egypt, Iraq, Jordan, and Lebanon. In Lebanon, the PROSPECTS programme provided training to 700 Syrian refugees and Lebanese in the agriculture and agri-food sectors, leading to the creation of 2567 jobs. This newsletter covers SIYB activities in Egypt, Iran, Iraq, Jordan, Lebanon, Morocco, Tunisia, Palestine, and Yemen.

**In Asia**, several countries have developed new Trainers, enabling the Training of Entrepreneurs to increase its outreach. Many initiatives in the continent target people living in rural areas and youth entrepreneurs, including in India, Indonesia, Nepal, Philippines, and Bangladesh. In Bangladesh, a ToMT recently trained 13 new Master Trainer Candidates. This year's newsletter report SIYB activities in Afghanistan, Bangladesh, China, India, Indonesia, Nepal, Kyrgyzstan, Pakistan, and Philippines.

## ARGENTINA

In Argentina, two editions of SIYB Training of Entrepreneurs were carried out in late 2021 in the framework of the “Sustainable and Inclusive Tourism” project in the towns of Libertador General San Martín (Jujuy), El Soberbio (Misiones) and El Chaltén (Santa Cruz). In the context of the project, 33 Entrepreneurs completed their business plans and learned new tools to start, strengthen or improve their businesses. The workshops allowed entrepreneurs from the tourism sector to become more prepared to recover from the COVID-19 effects and potential future crisis.

## BRAZIL

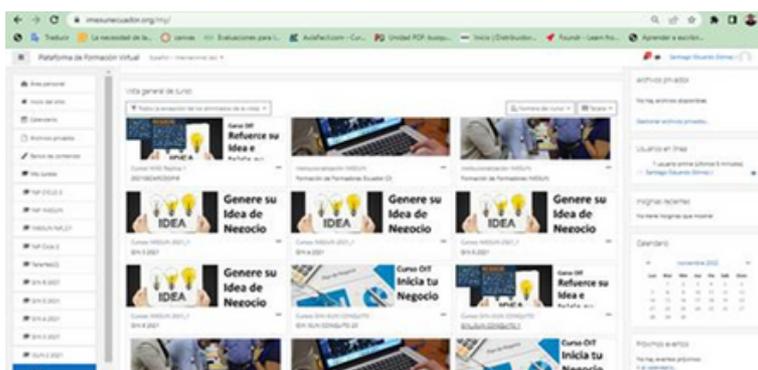
Since September 2022, seven members of the Instituto Dom organization (based in Rio de Janeiro) were trained to become Trainers in the GYB and SYB modules. These Trainer candidates will now train micro-entrepreneurs from low-income communities in Brazil. Instituto Dom is also investing time and resources in the development of a Moodle e-learning management system platform to complement the SIYB face-to-face trainings.

## COLOMBIA

Since 2020, ILO and the National Training Service (SENA) in Colombia have worked to improve the occupational profile of Venezuelan migrants and Colombians. In 2022, a national SIYB ToT programme was organized in the framework of the “Ruta+” project for 15 participants who in turn trained 186 entrepreneurs. All the referenced processes were accompanied by complementary technical and transversal training, such as psychosocial support for participants, soft skills workshops, complementary training in technical skills related to the type of businesses, etc.

## ECUADOR

In November 2022, the ILO signed an agreement with the Ecuadorian Professional Training Service (SECAP), a public institution attached to the Ministry of Labour Relations, which adopted the SIYB methodology within its training offer at the national level. Furthermore, there is a working agreement with the Ministry of Production to promote the methodology in small and medium-sized companies. In this context, two online platforms have been created for training delivery in Ecuador. The first contains the SIYB Training of Trainers modules. The second is still in the development phase and will be managed by SECAP. Additionally, the ILO has been focusing on strengthening the entrepreneurship ecosystem of Ecuador, by working with incubators. Between 2021/2022, 126 new SIYB Trainers were trained in incubators run by organizations of the national and local governments as well as NGOs, and 1300 entrepreneurs were trained with the SIYB methodology. The plan for 2023 is to train 400 additional entrepreneurs in the country.



ONLINE PLATFORM FOR SIYB TOTS

## GUATEMALA

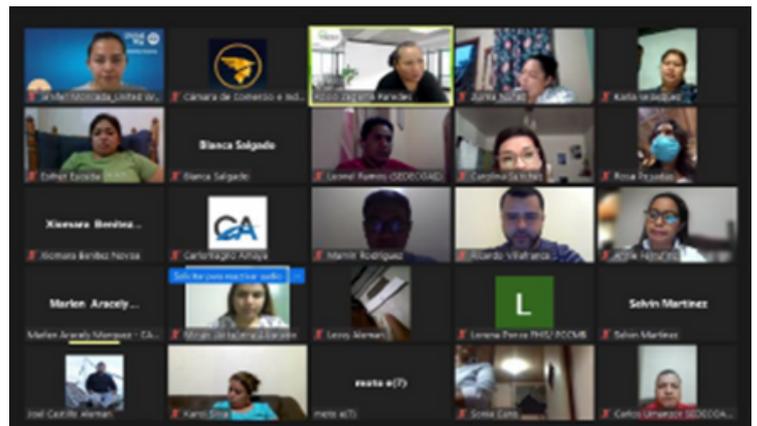
In September 2022, 40 Trainers were certified as part of a project that aims to strengthen the capacities of the Global Network of Indigenous Entrepreneurs (REI) and its Mayan Business School. The project was implemented with support from the Spanish Agency for International Development Cooperation (AECID) and in partnership with the ILO Guatemala. In addition, 3 indigenous companies were formalized and a platform for online sales was launched, allowing indigenous entrepreneurs in Guatemala to market and distribute their products in national and international territories.



CLOSING CEREMONY OF THE SIYB CERTIFICATION CYCLE IN ANTIGUA, GUATEMALA

## HONDURAS

In the framework of the ILO's agreement with the Chamber of Commerce and Industries of Tegucigalpa (CCIT), an event was organized between August and September 2022 to transfer the SIYB methodology (GYB and an introduction to SYB) to Trainers from organizations of the ecosystem. In total, 25 participants completed the ToT programme. Furthermore, a virtual Training of Trainers was organized in October by the CCIT and the Sula Valley Business Development Center with 25 participants in a virtual modality.



ONLINE TRAINING SESSION TO TRANSFER THE SIYB METHODOLOGY TO BDS PROVIDERS IN HONDURAS

## PERU, DOMINICAN REPUBLIC, COLOMBIA AND ARGENTINA

The ILO just launched the Lazos project, financed by the Swedish International Development Agency (Sida). The project seeks to promote business training for migrants and refugee women from Venezuela and host communities in Peru, Dominican Republic, Colombia, and Argentina. The project plans to train and certify SIYB Trainers from different BDS providers in each country to build the local capacity to deliver innovative and helpful entrepreneurship training to refugees and host communities. As part of the ToTs cycles, the project plans to reach 100-200 entrepreneurs with SIYB training in each country and institutionalize SIYB as part of the regular offer of the partner organizations.

## BOSNIA AND HERZEGOVINA

In the framework of the “[EU4Business](#)” project, the ILO trained new entrepreneurs in Bosnia and Herzegovina using SIYB training packages, gave grants for the best business plans, and provided complementary mentorship. One of the main achievements of the project was to support the establishment and registration of 123 new businesses. Despite the challenging times of the pandemic, these new enterprises created 145 new jobs so far.

Furthermore, a pool of 14 certified SIYB trainers contracted by ILO in Bosnia and Herzegovina are currently closely cooperating with 25 Local Employment Partnerships (LEPs) in facilitating SIYB trainings for end beneficiaries of two EU-supported projects, the “[COVID-19 Investment Response - EU4BusinessRecovery](#)” and the “[EU Support to Local Employment Partnerships - Phase II](#)” (LEP II). SIYB trainings have been facilitated all around Bosnia and Herzegovina and it is envisaged that by the end of next year ILO will have strengthened the entrepreneurship skills of 915 persons, out of which 291 will register new businesses in the framework of these projects.

## GEORGIA

In November 2021, ILO Georgia restarted the implementation of SIYB activities, which had come to a halt because of the coronavirus outbreak. In the framework of the ILO-DK Project “[Inclusive Labour Markets for Job Creation in Georgia](#)”, e-SIYB tools were translated, adapted and piloted with more than 50 potential entrepreneurs from rural areas of Kakheti, Guria and Samegrelo regions.



SIYB TOT IN TIBILISI

Online trainings in GYB and SYB modules were carried out from November to December 2021 and follow-up and consultations were provided by the SIYB Trainers from January to February 2022. In total, 553 entrepreneurs have been trained so far in the context of the project.

Furthermore, between June and September 2022 a ToT cycle in the GYB, SYB and IYB packages enabled the certification of 16 Trainers from different government agencies, UN Women, and the Georgian Employers Association. Also, a Training of Trainers in the IYB package was conducted online with 10 already certified GYB and SYB Trainers. All 10 participants were certified for the IYB package. In total, there are currently 30 active SIYB Trainers in Georgia. More information about these recently implemented activities in Georgia can be found [here](#) and [here](#).

## MOLDOVA

In the context of the ILO project “[Stimulating the green economy in Moldova to create new and better jobs](#)”, which aims to train potential entrepreneurs in the farming sector, 35 Trainer candidates are currently participating in ToTs in Chisinau. Among the participants are individual consultants, university professors, representatives of private banks, and members of public and private business development services providers. As Moldova has an EU candidate status, the country is committed to complying with the European Green Deal and accelerating its transformative green agenda toward achieving the UN Sustainable Development Goals (SDGs). Through the SIYB Programme, the ILO aims to support more than 200 potential entrepreneurs in the farming sector in Moldova to create new decent jobs by starting green and sustainable businesses. The training was organized in partnership with the Association of Business and Management Consultants and the State University of Moldova with support from the ILO. Watch a video on ILO Moldova’s SIYB ToT [here](#).



TOT IN CHISINAU FOR THE “STIMULATING THE GREEN ECONOMY” PROJECT

## THE NETHERLANDS

Targeting residents of refugee centres in Utrecht, the 17th batch of the “Build Your Own Future Business” (BYOF) Incubation Programme took place in the Plan Einstein. BYOF is a 3-month programme consisting of training, practice, and coaching using SIYB methods to help participants develop a business idea or search for a job. At the end of the programme, participants know if, how, where and which actions they need to take to start-up a business or find an alternative income-generating activity. Most of the participants of the programme are refugees and local citizens of Utrecht.



PARTICIPANTS OF THE 17TH BYOF PROGRAMME USING SIYB TOOLS FOR REFUGEES AND UTRECHT LOCAL PEOPLE

## UKRAINE

Some months after the war started in Ukraine in February 2022, high demand was observed for SIYB trainings among internally displaced persons (IDPs) and people who lost their job because of the war. To respond to the growing demand for entrepreneurship trainings, the ILO partner NGO GURT organized 25 face-to-face 3-days SYB TOEs adapted to the wartime within the project “Inclusive Labour Markets for Job Creation in Ukraine”, funded by the Ministry of Foreign Affairs of Denmark. These trainings were delivered to 514 persons (366 women, 148 men). In addition, 36 GYB/SYB online trainings consisting of 5 sessions were delivered to 341 participants (229 women, 112 men). Trainees received individual consultations on developing their business plans and improving their skills in entrepreneurship. The ILO and its partners had to adapt SIYB to the unprecedented wartime and hardships, as well as resort to extraordinary measures to continue SIYB activities in the face of the ongoing war. This included moving training to a basement due to massive shelling all over Ukraine with a consequent blackout in Lviv in November. Despite these extraordinary challenges, the adapted and shortened SIYB training took place in Lviv to help participants generate a business idea, prepare a business plan, and train them on marketing, organization and management, and financial planning. The ILO also connected participants to opportunities to obtain start-up grants within ongoing ILO projects, including Local Employment Partnerships (LEPs) in Lviv and Zakarpattya regions, as well as state-funded opportunities.



SIYB TRAINING IN KIEV

## BOTSWANA, NAMIBIA AND SOUTH AFRICA

UN Women funded by De Beers Group has been using SIYB tools in the “Acceleration of Women Micro-Entrepreneurs” (AWOME) project since 2018, implementing SIYB with a focus on women-led businesses in South Africa, Botswana, and Namibia. As part of the AWOME project’s activities, a Training of Master Trainers (ToMT) was carried out in July 2022 with a total of 10 participants drawn from the three implementing countries: 2 from Botswana, 4 participants from Namibia and 4 participants from South Africa. The Master Trainer candidates were composed of 4 men and 6 women. In South Africa, AWOME is implemented in Musina and Blouberg Local Municipalities in partnership with an NGO implementing partner called Hand in Hand. In Namibia, the programme is implemented in partnership with the Ministry of Gender Equality, Poverty Eradication and Social Welfare. In Botswana, the programme is implemented in partnership with the Ministry of Immigration, Nationality and Gender Affairs (MNIGA).

## CAMEROON

The SIYB Trainers in Cameroon have officially launched a registered SIYB Association that will serve as a platform for collaboration between partners for the promotion of SIYB activities in the country. The Network has prepared a 3-year action plan for 2022-2024, which it is gradually implementing. Two new members of the Network have completed the SIYB Training of Master Trainers in Uganda this year and are in the process of being certified, which will bring the number of SIYB Master Trainers in Cameroon to four.

The Agency for the Promotion of Small and Medium-Sized Enterprises (APME) and 12 business support services (Services d’appui aux entreprises; SAE) are strengthening their offer of entrepreneurship services, with the integration of GYB/SYB tools into their range of services in 2022. With APME's funding, the ILO certified 6 APME GYB/SYB Trainers (including 4 women) in the Southwest region of the country in July 2022. Five other APME partners will follow the training in 2023 in the Northwest region. The APME aims to support the creation and development of 1000 companies over 3 years.

In August 2022, the “refugee and host population empowerment” project implemented by ILO with substantial funding from Korea International Cooperation Agency (KOICA) trained 24 trainers (including 4 women) in Bertoua, from 12 SAEs, in the East and Adamaoua regions of Cameroon. At its end in 2024, the Project plans to support the creation or development of more than 2,000 businesses. So far, 390 potential entrepreneurs (refugees, hosts, internally displaced persons), including 274 women, have drawn up business plans.



CERTIFICATION CERIMONY AT THE END OF THE TOT IN BERTOUA

In addition, the Youth Agro-Pastoral Entrepreneurship Promotion Program (PEA-Jeunes) continued to support young potential and existing entrepreneurs in 2022. Nearly 550 young people (including 43% women) supported by the PEA-Jeunes project will have a business in the agro-pastoral sectors in 2022. In total, from 2017 to 2022, the PEA-Jeunes will have supported the creation and development of more than 2,500 businesses owned by young people, which was possible with the use of SIYB tools by 180 certified Trainers in 15 partner incubation centres. Currently, 14 new trainers are being trained to achieve certification by the end of January 2023.

## DEMOCRATIC REPUBLIC OF THE CONGO (DRC)

During the year 2022, three major activities of the ILO SIYB Program were carried out in the DRC. First, as part of the “Youth Entrepreneurship Project in Agriculture and Agrobusiness” (Projet d’Entrepreneuriat des Jeunes dans l’Agriculture et l’Agro Business; PEJAB), 14 Trainers (including 6 women) from incubation centres participated in a GYB-SYB ToT in Kinshasa, Lubumbashi and Kamina with financial support from the African Development Bank (AfDB). The ToT enabled the training of 175 young entrepreneurs and the certification of 12 Trainers, including 5 women.

Second, as part of the ILO technical assistance for the project to promote decent jobs and empowerment of rural communities from Kasai to Tshikapa, also financed by the AfDB, a GYB-SYB ToT for 20 Trainers (including 4 women) certified 19 Trainers, including the 4 women. This training cycle enabled the training of 100 young entrepreneurs. It should be noted that it was during this process that the first SIYB Master Trainer of the DRC was coached and certified after having followed the Training of Master Trainers held in Benin in 2020.

Third, 18 Trainer candidates participated in a ToT in SIYB ‘Level 1’ for low literacy population groups. The ToT was conducted for 18 members of Village Savings, Credit Associations, and their networks (AVEC and RAVEC) in Goma. The training was organized within the framework of the partnership that the DRC SIYB Network signed with CARE International for the implementation of the Gender Equality and Women Empowerment Program (GEWEP III) with funding from NORAD and TELETHON.



TOT IN THE CONTEXT OF THE GEWEP III PROJECT

## EQUATORIAL GUINEA

As part of its technical support to the “Project for the Development of Value Chains in the Fisheries Sector” (PASPA) financed by the AfDB, the ILO trained 21 SIYB Trainers, including 5 women, on the use of GYB/SYB tools in June 2022, in Malabo. The ILO has been working to create a pool of Trainers within training institutions and chambers of commerce to support the technical sustainability and institutionalization of the SIYB methodology in Equatorial Guinea.



END OF THE GYB/SYB TRAINING OF TRAINERS IN MALABO

## ETHIOPIA

In October 2022, the ILO PROSPECTS Programme, funded by the Government of the Netherlands, technically and financially supported the establishment of the first Business Development Service Providers (BDS) Association of Ethiopia. The association aims to improve the performance and resilience of Ethiopian enterprises, entrepreneurs, and cooperatives. It will provide training as well as advice on technical and marketing issues, and information on improved production technologies to its beneficiaries. The Association was formed by trainers of 20 BDS (12 of them in SIYB) that were trained and certified by the ILO in 2020 to support the Government of Ethiopia's efforts to operationalize the Comprehensive Refugee Response Framework. More information can be found in this [press release](#).

ILO PROSPECTS also supported the participation of 4 national SIYB Trainers in Training of Master Trainers (TOMTs) programmes in Entebbe and Johannesburg. The Master Trainer candidates are planning to provide two rounds of ToTs in the first quarter of 2023 to complete their certification cycle. Once certified as Master trainers, the 4 participants will be responsible for managing and monitoring the SIYB Programme in Ethiopia as well as training new Trainers from various public and private institutions who wish to implement the SIYB Programme.

Also, ILO recently signed an institutional Memorandum of Agreement (MOU) with Jigjiga University (JJU) to advance the entrepreneurship development service agenda in the Somali region of Ethiopia. Following several SIYB and GET Ahead ToTs that JJU personnel participated in, the ILO and JJU now decided to formalize their partnership and join forces to establish a business incubation center at the university. JJU will also institutionalize ILO SIYB and GET Ahead trainings within its Career and Entrepreneurship Development Centre and use these tools to amplify their outreach.

With financial support from the Swiss Agency for Development and Cooperation (SDC), the ILO [FAIRWAY Programme](#) has supported 500 returnee migrant workers in enhancing business/entrepreneurship skills to facilitate their reintegration in Ethiopia. For this purpose, FAIRWAY collaborated with the Digital Opportunity Trust-Ethiopia (DOT-E) NGO and used an adaptation of SIYB training modules to provide business skills training in Amhara, Oromia, and Addis Ababa regions. Among the total 500 Ethiopian returnee migrant workers benefitting from this initiative, 88% are women primarily returned from Arab countries who were working as domestic workers.



THE LAUNCH OF THE BUSINESS DEVELOPMENT SERVICE PROVIDERS ASSOCIATION OF ETHIOPIA IN ADDIS ABABA ©ILO/HOMA EJETA

## GABON

SIYB trainers in Gabon have officially launched the SIYB Gabon Network (Reseau GERME Gabon; R2G) created in May 2022, in the legal form of an Association. The creation of the R2G was made possible with ILO's technical support, as part of its Agricultural Development Support Program in Gabon (PAPG1), financed by the AfDB. The R2G is a platform of actors contributing to the promotion of entrepreneurship using the SIYB methodology.

## KENYA

In 2022, SIYB Training of Entrepreneurs (ToEs) in Turkana County were carried out to develop refugees' and host communities' business. In the context of a project implemented by Action Africa Help International (AAH-I), in partnership with the Estonian Refugee Council and funded by the Estonian Ministry of Foreign Affairs, ToEs were conducted in Kakuma and Kalobeyei settlements. Furthermore, as part of the Go Blue project, a partnership between the European Union, GIZ, and the Government of Kenya, the ILO's implementing partner CAP Youth Empowerment promoted ToTs and ToEs in six coastal counties (Mombasa, Kwale, Kilifi, Tana River, Lamu, Taita Taveta) to equip youth aged 18-35 years with entrepreneurship skills to start their micro and small business in blue economy sectors. In this context, 13 candidates (5 Female, 8 Male) from TVET institutions participated in the SIYB ToTs. The ToEs were conducted using a blended learning approach, where e-SIYB module was used to train a total of 2694 young people (1194 female, 1500 male).



TRAINING OF ENTREPRENEURS IN KAKUMA, TURKANA COUNTY © JIBAPICTURES

## LESOTHO

As part of its activities in Lesotho, the organization SolidarMed is currently organizing GYB and SYB ToEs for 100 Community Care Workers (CCW) recruited from 10 local communities in the country. Trainings took place in May, June, November, and December 2022. The aim is to help CCWs generate a concrete and visible business idea and to develop a business plan that can be finalized through the coaching and support from the SIYB Trainer.

## LIBERIA

ILO Liberia is currently implementing a joint human security initiative entitled "Building Resilience of Vulnerable Women and Youth through Social Protection Floor using ICT". The project aims to address the complex multi-sectorial and interconnected challenges of human insecurities, particularly food, social, and economic issues for the most vulnerable and neglected populations of the North-Central region of Liberia at the community level.

One of the pathways for achieving this is through building the entrepreneurial skills of vulnerable groups in the project's communities and providing livelihood opportunities for them. For that, the project is using SIYB. The SIYB intervention has already begun, with an online Refresher ToT for 5 Trainers mainly from the public sector. In the context of the ongoing step-down training, the target is to train 180 potential entrepreneurs in 6 communities, largely in the agriculture sector, to help potential entrepreneurs develop a business plan. In total, the project is hoping to train 1000-1500 beneficiaries by mid-2024.



SIYB STEP-DOWN TRAINING IN ZORZOR (LOFA COUNTY)

## NIGERIA

The recently developed “Digitalise your Business” (DYB) training package was piloted in Nigeria this year. The pilot included a refresher Training of Trainers for 10 SIYB Trainers (4 women and 6 men) from the Ministry of Youth and Sports Development and subsequent Training of 36 entrepreneurs (16 women and 20 men).

Under the project “Strengthening the capacity of local MSMEs/Manufacturers to produce high-quality PPEs and health care related products”, the ILO has capacitated and certified 14 SIYB trainers in March 2022. The trainers were nominated by the Federal Ministry of Labour and Employment, the Nigeria Labour Congress, the Trade Union Congress, the Nigeria Employers’ Consultative Association, the UN Women, and the NECA’s Network of Entrepreneurial Women. They were trained in November 2021 and certified in March 2022. These newly certified SIYB Trainers already trained a total of 114 potential and existing entrepreneurs from the six geopolitical zones in Nigeria. For the ToEs, the ILO collaborated with the UN Women to introduce gender best business practices. The project is jointly implemented by the ILO, UNIDO, WHO, and UN Women, and funded by the One UN COVID-19 Response for Nigeria Basket Fund.

## SENEGAL

This year, entrepreneurship became a mandatory course in the technical and vocational education and training (TVET) system’s curricula. In the context of the ILO Dakar’s Lux project, an ongoing pilot initiative aims to train members of 12 TVET establishments in SIYB packages. The project has also empowered the National Office for Vocational Training in the editing and printing of manuals, including SIYB materials.

Furthermore, with the support of the [PAGE programme](#) and additional funds for green recovery, a project to strengthen the socio-economic resilience of market gardening groups in the Mbao forest supported the organization of a series of classic and green SIYB Training sessions. The first workshop took place in June/July 2021 and trained 15 women to strengthen their entrepreneurial capacities. The second session, in April 2022, trained 150 people (including 140 women) in agroecology and techniques for processing agricultural and beekeeping products.

## SIERRA LEONE

In September 2022, the company Raphael Marrah and Associates signed a partnership agreement with the ILO’s Opportunity Salone Project to market and host SIYB ToTs for 20 private sector actors in the BDS sector in Sierra Leone. First, GYB /SYB training was conducted for a total of 17 Trainer candidates in September-October 2022. Upon completion of the ToT, ToEs were delivered to 40 participants (15 GYB and 25 SYB). Currently, the second and final phase of ToTs on the Improve Your Business (IYB) package is being conducted, which will lead to the SIYB certification of the 17 Trainers. Other partnerships that have been formed include the Sierra Leone Commercial Bank and the Small and Medium size Enterprise Development Agency of Sierra Leone (SMEDA).



ENTREPRENEURS IN A TOE DEVELOPING THEIR BUSINESS PLANS

## SUDAN

Under the PROSPECTS project, 14 trainers have been fully certified in GYB/SYB, which is the first cohort to be certified in Sudan under PROSPECTS. These newly certified SIYB Trainers are delivering ToEs for the project in the states of West Kordofan and East Darfur, targeting 1490 participants in total. To date, 530 people have been trained in El-Mairum and Assalaya localities. The project has a majority of women business owner participants (62%). Additionally, 2 of the Trainers have been contracted by ITC ILO to deliver SYB ToEs in Khartoum in the context of an ILO project entitled “Building Community Resilience through EIIP approach”. Here is the [link](#) for a video that showcases the latest SIYB trainings in Sudan.



TRAINING OF ENTREPRENEURS IN THE FRAMEWORK OF PROSPECTS IN SUDAN

## TANZANIA

An International ToMT took place in March 2022 in Dar es Salaam. The 24 selected Master Trainer candidates who participated in the ToMT come from Kenya, Tanzania, Zambia, and Zimbabwe. The gender balance among participants (12 female and 12 male) is to be applauded. Furthermore, in the framework of the project “Supporting micro, small and medium-sized enterprises in the horticulture subsector to build back better”, ILO is hosting SIYB ToTs for members of BDS providers in Kilimanjaro. In March 2022, a 9-days training workshop was delivered to Trainers from 13 BDS providers in Northern Tanzania and Zanzibar.



PARTICIPANTS OF THE INTERNATIONAL TOMT CARRIED OUT IN TANZANIA

## UGANDA

An International ToMTs was organized in April in Entebbe, where 17 Master Trainer candidates from Nigeria, Cameroon, Ethiopia, Kenya, and Uganda were trained. The training was organised by the Business Development Service Providers Network (BDSPN) in Uganda, collaborating with the SIYB Association of Sri Lanka. In total 17 participants, 3 females and 14 males, were trained. The face-to-face training was preceded by a virtual SIYB Refresher Training of Trainers in March 2022 with 18 participants from Nigeria, Kenya, Uganda, and Zambia, 3 females and 15 males. The Master Trainer candidates from Uganda included 2 refugees from 2 refugee youth-led organisations, UNLEASHED and Stand for Change and Unity. They were supported by the PROSPECTS project to train 30 SIYB Trainers (15 men and 15 women, including 10 refugees). Both Master Trainer candidates from Uganda have already been certified as SIYB Master Trainers.



SIYB TOT IN THE CONTEXT OF PROSPECTS

## ZAMBIA

In Zambia, the Master Trainers candidates trained in Tanzania, in partnership with the Accelerated Growth for SMEs (AGS), have successfully conducted a 10-day Training of Trainers seminar in Lusaka. The workshop was attended by a total of 28 participants.



TOT IN ZAMBIA AS PART OF THE CERTIFICATION CYCLE OF MASTER TRAINERS

## EGYPT

In the framework of PROSPECTS and the “Enterprise Development Programme for refugees and host communities Alexandria and Damietta”, CARITAS Egypt conducted 20 SIYB trainings (12 in Alexandria and 8 in Damietta) for 472 participants (292 in Alexandria and 180 in Damietta), the majority coming from Syria. As forms of post-training support, the programme occasionally offered cash grants to target beneficiaries, organized exhibition events to help beneficiaries market and sell products, and provided some vocational and technical trainings.

## IRAN

An estimated 3 million Afghan refugees have been currently living in Iran. In October 2022, Sequa, a non-profit organization in Iran, signed a partnership agreement with SIYB Afghanistan to host SIYB ToT workshops for NGOs from varied provinces in Iran to provide training to refugees and local communities. So far, a 2-week ToT has been conducted with 9 Trainers. Upon completion of the ToT workshop, a ToE was delivered to a group of 45 potential and existing entrepreneurs split into GYB (15), SYB (15), and IYB (15).



TRAINER CANDIDATES AND MASTER TRAINERS DURING A TOT WORKSHOP IN IRAN

## IRAQ

In the framework of the PROSPECTS programme, funded by the Government of the Netherlands, ILO adapted the SIYB materials to the specific context and needs of entrepreneurs and youth in Iraq. So far, 41 Trainers from BDS providers from various public, private and semi-private institutions, including financial service providers and local staff received training in SIYB. Out of the 41 Trainers trained, 33 will have completed certification cycle by February 2023 (13 have already been certified and 20 are in the process of certification). These trainers have rolled out the training programme and reached a total of 762 entrepreneurs and young Iraqi Internally displaced people (IDPs), host communities, and Syrian refugees. Out of the 762 entrepreneurs trained, 328 (43%) are women and 411 (54%) are forcibly displaced people (FDPs).

In the framework of the GIZ project “Improved business development support services and entrepreneurship education targeting MSMEs and youth for the creation of decent work opportunities in KRI”, the SIYB training materials were adapted to the Kurdistan Region of Iraq (KRI) and translated to (Arabic/Kurdish-Sorani/Kurdish-Badini). The project also completed the digitalization of IYB training modules in Arabic. In total, 70 (23 women) Iraqi/Kurdish Trainer candidates have been trained on SIYB, out of which 58 (19 women) are new Trainer candidates and 12 (4 women) took a Refresher ToT to have their certificates renewed. Out of the 58 newly trained Trainers, 25 (8 women) have been certified as SIYB trainers. Hence, the project certified a total of 37 SIYB Trainers. These Trainers in turn trained a total of 1121 entrepreneurs (557 female and 564 male).

In the context of the ILO-IOM contribution agreement, “Improved Business Development Support Services targeting MSMEs in Iraq”, the objective was IOM to be capable of efficiently and independently providing SIYB training to existing national MSMEs and potential entrepreneurs to start or improve viable businesses. Fifty qualified IOM staff (70% male, 30% female) completed successfully the SIYB TOT workshops in November-December 2021. Those IOM trainers have been delivering TOEs across Iraq to complete their certification requirements. These Trainer candidates have trained a total of 464 entrepreneurs in GYB, SYB, and IYB (167 female and 297 male). The project team also conducted a SIYB program management workshop for the IOM management staff to equip them with the knowledge to implement and monitor SIYB activities.



SIYB TRAINING OF ENTREPRENEURS IN IRAQ

## JORDAN

The Project “Towards a more inclusive economy through immediate job generation and enterprise development in Jordan” is funded by the Italian Ministry of Foreign Affairs through the Italian agency for development cooperation (AICS). The Project aims to enhance green economic opportunities for some of Jordan’s most vulnerable workers in host communities in Irbid and Mafraq governorates through immediate short-term green job creation and green home-based business development support. The overall strategic objective of the project is to support a more inclusive and accessible green labour market for vulnerable Syrian refugees and Jordanian women and persons with disabilities in Mafraq and Irbid governorates, with a focus on increasing and enhancing female-run small and micro green enterprises. To do so, the project has been using the SIYB adaptation “Women do Business” (WDB) and its activities have included: i) a rapid market assessment to identify opportunities that women-led small and micro-sized businesses can tap into and hence raise awareness among women entrepreneurs on the identified opportunities; and ii) the development of the knowledge and skills of Trainers to enable them to monitor and advise new small business owners, especially female ones. By February 2023, the project is also expected to complete: iii) the training of 105 Syrian and Jordanian women on the WDB training materials; and iv) the launch of a business plan competition to support women-owned micro and small-sized enterprises to tap into new markets, providing winners with financial support (grants), and coaching them to start their business. More information about the project can be found [here](#).

## LEBANON

In the framework of the PROSPECTS programme, funded by the Government of the Netherlands, the ILO adapted the Improve your Business (IYB) training modules to the specific context and needs of farmers and agri-businesses in Lebanon. The resulting ‘Improve your Agri-business’ (IYAB) training programme has now been used to support farmers and agri-businesses in better managing their activity and help sustain their livelihoods and incomes in the face of a massive financial and economic crisis. So far, 36 representatives from the Ministry of Agriculture, Chamber of Commerce, universities, and private BDS providers have been trained in the module and 29 of them have been certified. These Trainers have started rolling out the training programme and have already reached over 250 farmers and small agri-business. In 2023, the ILO is planning for additional IYAB training reaching a total of 500 farmers. Also under PROSPECTS in Lebanon, the ILO has certified 8 Trainers on GYB/SYB packages and has supported 700 entrepreneurs, Syrian refugees and Lebanese, in the agriculture and agri-food sectors, and provided grants and follow-up support to 66 businesses, including social businesses, leading to the creation of 2567 direct and indirect, seasonal and permanent jobs for Syrian refugees and Lebanese host communities.

Under the framework of the Productive Sectors Development Programme (PSDP) funded by the Government of Canada, the ILO has adapted the Women Do Business (WDB) training program to the agri-food and agricultural sectors to support women entrepreneurs working under the fruits, vegetables, and nuts value chains in Lebanon’s rural areas. So far, the ILO has supported 218 entrepreneurs under the PSDP and provided 20 beneficiaries after their participation in a business competition with a grant to support and sustain their businesses.



THE FIRST ‘IMPROVE YOUR AGRIBUSINESS’ TOT IN 2022

## MOROCCO

At the beginning of 2022, the ProAgro project organized two ToTs on GYB, SYB, and IYB for a total of 39 Trainer candidates (more than 50% women) from the project's partner institutions. The trained participants were members of the team of the National Agency for the Promotion of Jobs and Skills (ANAPEC), whose main mission is to promote paid jobs and entrepreneurship, as well as the team of the Regional Center for Young Entrepreneurs Agricoles et Agroalimentaires (CRJEA), which was set up by the Ministry of Agriculture to promote youth entrepreneurship in the agricultural and agro-industrial sector in the regions of Morocco. During the coaching period (March-November) these Trainer candidates were able to lead SIYB training for the benefit of more than 600 participants (including more than 38% women) made up of entrepreneurs, project leaders, students, migrants, etc. Among the 39 Trainer candidates, 35 (90%) followed the certification process until the final Competency Reinforcement Workshop and were officially certified as SIYB Trainers at the end of November 2022. Videos recorded during the ToTs seminars can be watched [here](#) and [here](#).



SIYB TRAINING IN THE CONTEXT OF THE PROAGRO PROJECT

## PALESTINE\*

In support of the vulnerable population in Gaza, and in line with the priorities identified under the National Employment Strategy, the ILO project “Enhanced Resilience of MSMEs and Improved Access to Decent Jobs in Gaza” seeks to provide support to small and medium enterprises, promote labour intensive approaches in the construction sector and enhance access to decent and productive jobs for unemployed Gazan women and youth. An integral part of the project is the roll-out of SIYB trainings to provide entrepreneurs and MSMEs with the needed knowledge and skills to increase their chances of successful start-up and improve their business management. The ILO seeks to institutionalize the SIYB training packages in partnership with 10 BDS providers in Gaza by building the capacity of their Trainers and equipping them with the knowledge and skills needed to integrate SIYB within their programmes. The training activities will start in early January 2023 (with the roll-out of a ToT) and are expected to continue over 6 months to complete the full certification cycle for 25 local SIYB Trainers. As part of the certification process, the Trainers will implement the SIYB training for at least 300 targeted participants. The project team seeks to implement the Improve your construction business (IYCB) module targeting the construction sector. There is also ongoing discussion to explore the opportunities to benefit from the recently developed additional SIYB module “Digitalise your Business”.

\*Officially Occupied Palestinian Territories

## TUNISIA

In 2022, the AcJEMP project started to institutionalize SIYB in partnership with the Tunisian Employment and Self-Employment Agency (Agence Nationale pour l'Emploi et le Travail Indépendant; ANETI). The objective of the project is to offer quality support services to young entrepreneurs. The ILO organized a Refresher Training of Trainers for 35 active Trainers (15 men and 20 women) and 2 cycles of ToTs for a total of 40 new SIYB Trainer candidates of ANETI (22 women and 18 men). Working groups of Trainers have been set up for the adaptation of the tools and SIYB manuals to the Tunisian context. The contents are currently being validated by the Master Trainer.



TOT ORGANIZED WITH ANETI CANDIDATES IN THE CONTEXT OF ACJEMP PROJECT

## YEMEN

In response to the crisis in Yemen, the ERRY III programme has been implemented jointly by FAO, ILO, UNDP and WFP in 7 vulnerable and food-insecure governorates. In the context of this programme, ILO's focus is on enhancing the resilience of the country's distressed labour market and creating better livelihoods for both rural and semi-urban areas where vulnerability and poverty exist. A focus is placed on the agricultural sector as a sector that traditionally holds job opportunities to help vulnerable farmers increase profitability and incomes. Hence, ILO is planning to use SIYB tools to help agricultural producers better manage their farms. To do so, ILO plans to adapt the SIYB modules to the specific needs of agricultural producers in Yemen, and then organize a ToT for selected Trainer candidates in the country based on the newly developed materials.

## AFGHANISTAN

In 2022, the pool of active SIYB Trainers in Afghanistan conducted ToEs for 121 participants (40 Female and 81 Male) in GYB, SYB, and IYB. Unfortunately, due to political crises in Afghanistan, 5 licensed Master Trainers recently had to leave the country. Despite the challenges, in October 2022, a SIYB Training of Trainers (ToT) was run with support from the Danish Refugee Council in Kabul. The ToT was conducted by a national SIYB Master Trainer candidate together with an experienced Trainer and an International Master Trainer with virtual sessions.



GYB + SYB TRAINING OF ENTREPRENEURS IN AFGHANISTAN

## BANGLADESH

In the context of the “Skills 21” joint initiative between the Government of Bangladesh and the ILO, a recent ToMT was organized with candidates from the SIYB Foundation of Bangladesh and technical schools and colleges. The Skills 21 partner institutes and the SIYB Foundation trained 13 Master Trainers and 60 Trainers to roll out ToEs for 1793 prospective entrepreneurs (38% of them female).

Furthermore, as part of the UNICEF GenU Imagen Ventures Programme, 12 people received Training of Trainers and 6 youth innovation challenge bootcamps were organized in 6 divisions: Dhaka, Khulna, Barishal, Chottogram, Rajshahi, and Sylhet. The bootcamps aimed to award innovative solutions for climate change challenges. In total, 20 solutions were awarded a 8-week incubation and \$1.000 seed money to develop a viable prototype assisted by mentors during the incubation period.

In the recently completed Phase 1 of the ASHSHASH Project, funded by the Swiss Agency for Development and Cooperation (SDC) and implemented by Winrock International, more than 1200 human traffic victims were trained on GYB and SYB since 2020.

As part of the iDE Uddokta Project funded by Chevron and the Embassy of Switzerland, the SIYB Foundation of Bangladesh recently completed 2 batches of ToEs for potential entrepreneurs in Sylhet.

In terms of materials adaptation, in 2022, existing GYB, SYB, Green Business and SIYB Level 1 modules have been revised, contextualized and translated in Bengali. Moreover, the SIYB Foundation of Bangladesh developed a 5-year Strategic Plan (2022-2027) and started a strategic implementation process to ensure the long-term sustainability of SIYB in the country.



YOUTH INNOVATION CHALLENGE BOOTCAMP POSTER

## CHINA

In July 2022, the Ministry of Human Resources and Social Security (MOHRSS) organized the 3rd SIYB/Malanhua National Entrepreneurship Trainers Competition. After around a year of fierce competition, 74 SIYB/Malanhua Trainers from 29 provinces, autonomous regions and municipalities advanced to the national finals. The top ten contestants were awarded Master Trainer qualifications.

Also, through a micro-lecture competition, more than 200 excellent SIYB/Malanhua and online entrepreneurship micro-lecture courseware were selected and displayed on the China Employment Network Website as national training reference materials.

Additionally, the SIYB/Malanhua Entrepreneurship Training technical service management platform was recently officially launched to realize the functions of training plan application for national trainers, dispatch of Trainers and daily supervision and management. By October 2022, more than 260 SIYB ToT sessions had been conducted, with more than 7000 participants.

Finally, the SYB/Malanhua Trainers Handbook and IYB manuals were upgraded and revised this year.

## INDIA

Under the KOICA-funded project “Promoting Sustainable Enterprises in India”, 75 youths (70% women) have undergone SIYB ToEs in partnership with the State government of Odisha and Andhra Pradesh in October-November 2022. The trained youths are currently being mentored to start businesses in the food processing and garments sector.

Furthermore, under the Flanders-funded project “Paving the way for sustainable development of the natural stone industry”, 50 youths from rural areas of the Rajasthan state were provided GYB-SYB training to encourage their self-employment as an alternative livelihood to their engagement as workers in informal stone processing units. In this context, 25 stone processing units participated in IYB training.

Finally, 100 rural women in Kerala have benefitted from SIYB training funded by the State government of Kerala.



TRAINING OF ENTREPRENEURS WORKING INFORMALLY IN THE STONE INDUSTRY

## INDONESIA

In the framework of the UNMPTF Covid-19 response project “[Employment and livelihood](#)”, between ILO, UNDP, UNHCR, and UNAIDS, over 2000 potential entrepreneurs were trained online and face-to-face using SYB, with a learning management system set up by SIYB trainers. The project targeted mainly women, transgender, rural residents, people living with HIV, people with disabilities, and refugees in Eastern Provinces in Indonesia.

Furthermore, the ILO Jakarta Office’s “PROMISE II IMPACT” project, on financial inclusion, is planning to adapt the recently developed “Digitalise your Business” package. The project is focusing on the digitalisation of MSMEs to enhance their capacity to expand access to markets and financial services.

Currently, there are more than 600 SIYB Trainers in the country, but only a few are registered in the SIYB gateway. Hence, the Indonesia SIYB Trainers Association is working on disseminating information about the new Gateway and on getting more SIYB Trainers to register their profiles.

## KYRGYZSTAN

In the context of the project “[Empowering women and girls affected by migration for inclusive and peaceful community development and peacebuilding](#)”, jointly implemented by the ILO, the IOM, and the UN Women, a SIYB Refresher ToT was conducted in 2022 with the participation of 6 SIYB Trainers from Kyrgyzstan and 8 Trainers from Georgia. After the training, all trainers conducted CYB/SYB training of entrepreneurs. The ToEs were adapted to the projects’ Value Chain Development selected sectors (mainly agriculture, garments, and services). As a result of the project’s activities, a total of 358 potential entrepreneurs (351 women) received SIYB training. A video telling the story of some of the project’s beneficiaries can be watched [here](#).

## NEPAL

In August 2022, the ILO, together with the Ministry of Industry, Commerce and Supplies of Nepal (MoICS), the Industrial Enterprise Development Institute (IEDI), and the SIYB Secretariat concluded the Competency Reinforcement Workshop (CRW) for SIYB Master Trainers in Kathmandu. The CRW aimed to establish a clear plan for developing materials and tools for training providers to deliver SIYB coherently and to coach them on important concepts in business management training to ensure high-quality training delivery. A total of 12 participants (10 male and 2 women) successfully completed the CRW.



COMPETENCY REINFORCEMENT WORKSHOP FOR MASTER TRAINERS

Also, the ILO’s “South Asia Leadership in Entrepreneurship” (SALE) project in collaboration with the Association of Youth Organizations Nepal (AYON) conducted, in November, a SIYB training workshop for 75 entrepreneurship educators in Kathmandu, Nepalgunj, and Pokhara to enhance entrepreneurship learning among educators from academia, municipalities, local chambers, and youth organisations.

## PAKISTAN

From July-September 2022, SIYB Training of Entrepreneurs were carried out in partnership with the Prime Minister Youth Program in Rawalpindi/Islamabad and Sialkot Districts at the University of Wah. A total of 220 participants (65% females) took part in this training. The training intervention was designed for start-ups, aspiring entrepreneurs, and founders of small-scale businesses, offering a wide array of hands-on practical business trainings in key areas of idea generation, business model formulation, business validation, sales, costing, and financial planning. The trainees will now be working on validating and starting their businesses leading to sustainable livelihood and income-generating opportunities, resulting in long-term economic growth, and contributing to resilience and economic revitalization of their respective communities.



TOE ORGANIZED IN PARTNERSHIP WITH THE PRME MINISTER YOUTH PROGRAM

## PHILIPPINES

This year, the ILO Philippines project “Bringing Back Jobs Safely Under the COVID-19 Crisis in the Philippines: Rebooting Small and Informal Businesses Safely and Digitally” (BBJS), funded by the Government of Japan, moved forward with the implementation of SIYB activities. The second phase of the e-SIYB and “Digitalise your Business” ToTs started in November to train 200 SIYB trainers, who are in turn tasked to roll out the entrepreneurial level trainings with a target reach of 20000 MSMEs, in particular outside Metro Manila. These training interventions aim to assist entrepreneurs recovering from the Covid-19 outbreak setbacks by providing the needed learning in restarting and improving their means of livelihood as self-employed individuals. So far, a total of 57 recently trained SIYB Trainers have graduated from the 3 ToTs conducted. Currently, 19 other Trainer candidates (15 females and 4 males) are participating in the project’s 4th batch of training. All the participants come from government agencies, including the Technical Education and Skills Development Authority (TESDA), the Department of Trade and Industry (DTI) and the Department of Labour and Employment (DOLE), which recently signed a memorandum of understanding with the ILO. Other 6 ToTs are expected to be completed by March 2023.



DTI-ILO MOU SIGNING IN OCTOBER 2022