



COPE

Finance from the entrepreneur's perspective

Learning model on Cooperative Entrepreneurship



Co-funded by the
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What characterizes social entrepreneurship?

- 1: **Social enterprises** - where the social benefits are at least as important as the economic ones. Sometimes more important.
- 2: **Work-integrated social enterprises** - which, without private profit-sharing opportunities and with working methods that create participation, create paths into the labor market for groups that are far from it.
- 3: **Social innovations** - which include processes where the goal is to solve societal problems with new innovative ideas. A borderland between business, public affairs and civil society.



Image source: MACC the Metropolitan Alliance of Connected Communities
Retrieved from : <https://www.macc-mn.org/Membership/OurValue/SocialEnterprise.aspx>



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Business Plans

Your business plan is a document that outlines the proposed activity that you want to start. It commonly includes the following:

- The business idea
- The value proposition
- An overview of stakeholders
- A timeline with goals and milestones

But many other variants can be found

The business plan is a document that can support you in

- Managing your work towards the set objective
- Presenting the idea to potential investors or customers
- Engaging with other stakeholders



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Social Business Model Canvas

TOOLS FOR SOCIAL CHANGE

SOCIAL BUSINESS MODEL CANVAS

MISSION:				
IMPLEMENTATION		VALUE	MARKET	
Key Allies	Key Resources	Social Innovation	Customer Relationships	Channels
	Key Activities	Value Proposition	Consumer Benefits	
FINANCES				
Cost of Delivery		Community Reinvestment	Revenue Streams	

Source: The Social Enterprise Institute. retrieved from www.socialenterpriseinstitute.co



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Sustainability

The Sustainable Development Goals (SDGs) are a good starting point, when thinking about the sustainability aspects of a cooperative

The SDGs are the 17 global development goals adopted by the UN, that aim to achieve a socially, environmentally, and economically sustainable world.



Source: UN Office for Sustainable Development <https://unosd.un.org/>



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Sustainability

When a cooperative employs its members with fair working conditions the cooperative meets

- SDG #1 No Poverty
- SDG #2 No Hunger
- SDG #3 Good health and well-being
- SDG #8, Decent work and Economic growth.

The cooperative is by its nature a democratic organization and usually labeled a social enterprise. This provides good opportunities to achieve

- SDG #5 Gender Equality
- SDG #10 Reduce inequality

The cooperative's and the social enterprise's activities are run on the basis of

- SDG # 11 Sustainable cities and communities
- SDG # 12 Sustainable Consumption and Production

When the cooperative actively promotes skills development for its members and employee

- SDG #4 Good education for all

And last but not least

- SDG # 16 Peaceful and inclusive societies

is a self-described goal based on the cooperative principles and the democratic process that permeates a sustainable and successful cooperative.



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Discussion Questions

Business plan

Question: Why is a business plan a good thing to do?

Funding a cooperative

Question: Discuss different examples of how to fund a cooperative.

Seed funding

Question: Can you explain what seed funding is?

Sustainability

Question: Discuss how the cooperative principles connects to the UN SDG's



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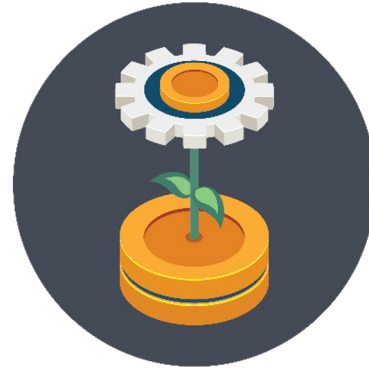
Bootstrapping and resourcefulness

Content from the Norrköping Workshop on Bootstrapping



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Key Learning Outcomes

LEARNING OUTCOMES OF MODULE 2	
Finance	
Knowledge	
	How to start a cooperative business
	Sustainable development and environmental protection
	Innovative sectors and cooperatives
Skills	
	Financial literacy or financial managerial proficiency
Competences	
	Collaboration between cooperatives and other businesses



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I01 – Learning model

LEARNING OUTCOMES	DESCRIPTION
Competences	
Understanding the cooperative principles	Cooperatives operate under a set of agreed upon principles that serve as a guide and inspiration for cooperatives of all kinds. Examining and understanding the way they influence operations allows students to use them to guide in decision making and manage
Sustainable development and environmental protection	As global challenges are ever apparent to actors within businesses and society, the COPE learning model emphasises sustainable development and environmental protection as core values for entrepreneurial cooperatives. Contributing, in an impactful way, towards a sustainable future is adopted as a key motivation for
Invoking engagement and activity with students	Starting and maintaining a cooperative requires active communication, engagement and coordination on the member's part. It is important that students experience this aspect of working in a cooperative, from the outset.
Communication skills of various forms	As communication is of such importance for the sustainability and growth of a cooperative, particular interest is given to this topic in the COPE learning model. Communication takes different forms and levels of formality, depending on the audience and purpose, and various different techniques are covered.



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I01 – Learning model

LEARNING OUTCOMES	DESCRIPTION
Competences	
Communication competences	Students are trained in formal and informal communication, suitable for audiences ranging from one-on-one communication to wider and more general broadcasting of information. Different types of media for different audiences and scenarios are suggested
Building and maintaining the "intellectual capital"	A platform for communication and collaboration, to maintain "continuous training, which can be used even after the cooperative is formed". Knowledge and experience is accrued amongst working cooperatives and amongst entrepreneurs.
Collaboration between cooperatives	As per the cooperative principles, cooperatives work with one another one their various areas of mutual interests. The strength of a cooperative in one are may complement the different strengths or advantages that another cooperative may have.
Collaboration between cooperatives and other businesses	It is important for cooperatives to engage with other business and their community at large. As the cooperative model is well known in some sectors, but less known in others, clarifications may be helpful. Efficient communication is important here.



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