

SUMMARY OF MAIN FINDINGS

Task 3.2 Analysis of specific demands and needs of migrant women aiming to be entrepreneur

Country: Spain

Partner: INCOMA & Chamber of Commerce of Seville

Sample:

- Total number of interviewees : 11
- Nr. Of interviewee for each *typology of subject*

Typology of subject	Age	Country of origin	Educational qualification	Business activity
Owens a business	50	Burkina Faso	Secondary education and accounting	Making clothes and accessories from African fabric.
Owens a business 2	39	Venezuela	Tourism. She worked for an important travel agency in Venezuela	She is the owner of two bars
In the past was the owner but went bankrupt	50	Río de Janeiro	Bachelor's Degree	Shop for beautician's products
Aspires to be an entrepreneur	50	Río de Janeiro	Make-up Grade	She would like to have a business for celebrations parties/weddings
With a privileged witness	27	Spain	Psychologist with a master in social and community intervention.	She works in entities that support migrant women through entrepreneurship and labour inclusion.
Owens a business	42	Venezuela	Vocational training in administration and finance	She has worked as a travel consultant.
In the past was the owner but went bankrupt	34	Brazil	Hairdresser	Shop for beautician's products
Aspires to be an entrepreneur	36	Russia	Higher Technician in Tourist Accommodation Management	She would like to have a shop (non-specific sector)

Aspires to be an entrepreneur	41	Venezuela	Graduated in industrial administration	She would like to have a stationery store
Owens a business – migratory background	30	-	Double Degree in Business Administration and Management and Diploma in Tourism	Business for celebrations parties/weddings
Aspires to be an entrepreneur – migratory background	32	-	High school diploma.	She would like to have a grocery store

Note: In case of undetected information, you could write "unknown".

MOTIVATIONS

- Motivation 1: Dream of setting up an own business.
- Motivation 2: Illness made them resign from their previous job and pushed them to decide to start a business.
- Motivation 3: Independence.
- Motivation 4: Relying on oneself and not on the help of others.
- Motivation 5: Feeling of not fitting in the current job situation.

NEEDS

- Need 1: Entrepreneurial training (market study, companies, etc.).
- Need 2: Bureaucratic simplification.
- Need 3: Reduction of sales-employment rate.
- Need 4: Access to public funds.
- Need 5: Create a network and get to know women in the same situation.
- Need 6: Spanish language skills training.
- Need 7: Cultural knowledge about Spain and Spanish people.

CHALLENGES/OBSTACLES

Business start-up	Business management
<ul style="list-style-type: none"> ● Not enough capital. Difficulties investing the capital and fear of losing it. ● Lack of knowledge about formalities and procedures. ● Difficulties associated with bureaucratic, lengthy, and complex procedures. 	<ul style="list-style-type: none"> ● Discrimination and undervalue. ● Bankruptcy. ● Lack of knowledge when it comes to managing the business. ● Lack of knowledge of marketing. ● Family reconciliation problems.



- Lack of in-depth study of the business idea and the strategy.
- Little academic training which makes it difficult to understand the technical language.
- Language barrier in general.
- Difficulties related to the search for financing and access to it.
- Economic demands of the self-employed regime.
- Lack of knowledge of socio-cultural and legislative context.
- Difficulties in gaining access to self-employed authorisation.

PROPOSALS

- Proposal 1: Appropriate support and guidance throughout the entire process, from creation (feasibility study, business idea, guidance on access to financing etc.) and during operation.
- Proposal 2: Training to start up the business and to subsequently manage it.
- Proposal 3: Facilitating access to credits or micro-credits under favourable conditions.
- Emotional and community support: not forgetting psychological and community approach in three meanings:
 - Sharing their stories: feeling that there are other women in the same situation.
 - Rights training: to know that there are resources and rights, to feel like citizens.
 - Using a format based on mentoring: other migrant women accompanying those who are starting out.