



JA Bulgaria

A Member of JA Worldwide

Entrepreneurship

Financial literacy

Work readiness

From entrepreneurial people to a happy nation!

BULGARIAN ENTREPRENEUR ECOSYSTEM

ENTREPRENEUR?!?

Who is entrepreneur?!?







Entrepreneurship in the Bulgarian tradition



Bulgarian rose





Melnik wine



Modern Bulgarian Entrepreneurship – Georgi Kadrev



Immagga

- auto tagging technology (i.e. keyword suggestion) for photos, a multi-photo business solution
- Global Innovator in Image Analytics IDC Aug 2016
- Imagga - one of the three most innovative independent companies in the image analytics space worldwide.
- <https://imagga.com/auto-tagging-demo>

Dronamix

- “The Black Swan” freight drone for deliveries in regions with poor infrastructure
- three levels of control - full from operator, semi-autonomous only on landing and take-off and fully autonomous
- partner of the International Air Transport Association (IATA) for drones globally
- wingspan - 16 meters and will be able to carry loads of up to 350 kg over distances of up to 2500 km.
- https://www.youtube.com/watch?time_continue=9&v=oJgozFsYU7M

Dronamix



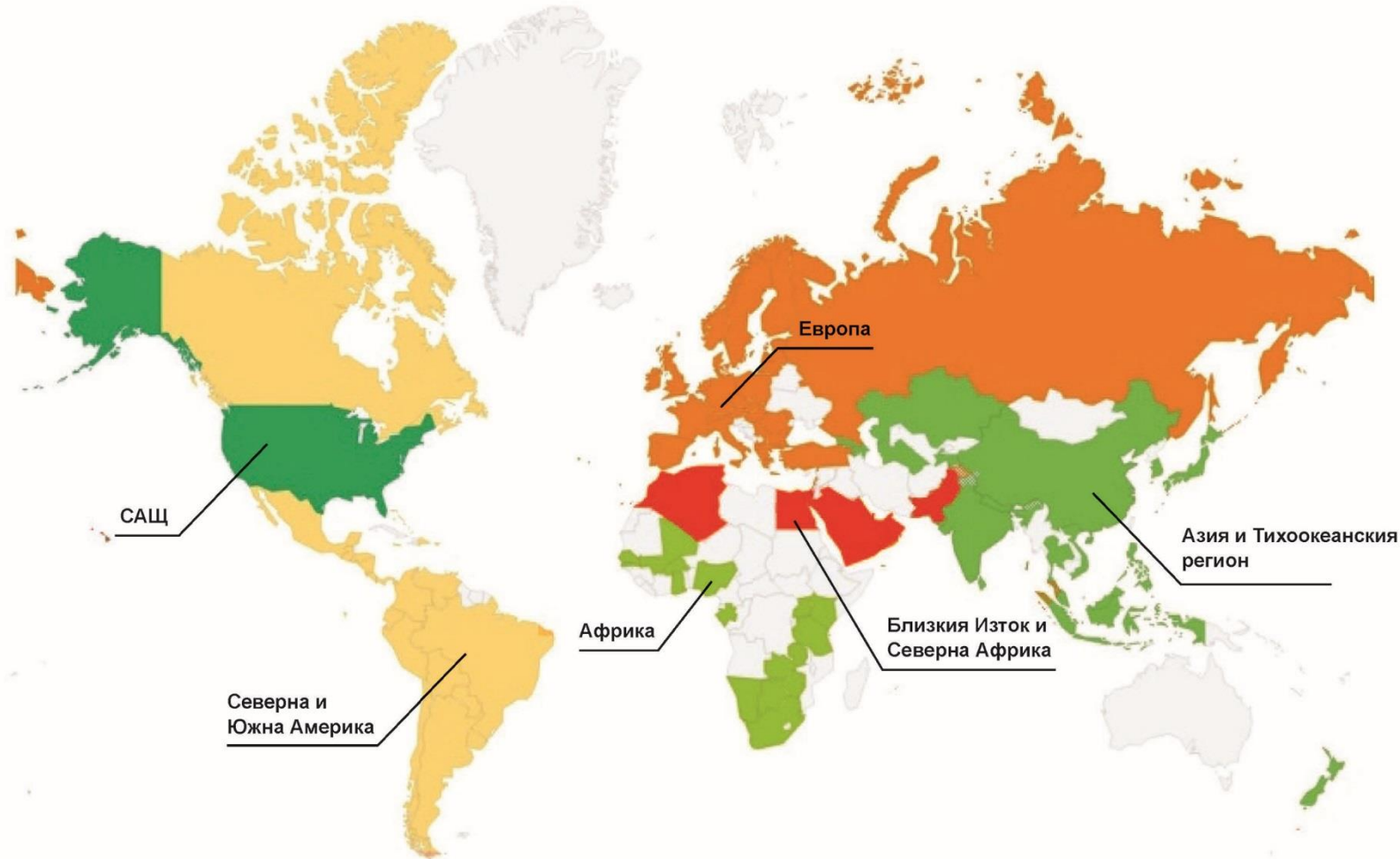
Ivaylo Penchev



Walltopia

- Walltopia - the world's biggest manufacturer of artificial climbing structures, operating on 6 continents through offices in the USA, UK, Canada, Germany, Austria, Russia, China, UAE and Asia Pacific, and exporting to more than 70 countries around the globe
- <https://www.walltopia.com/en/>
- <https://www.youtube.com/watch?v=5gx12aDXdTE>

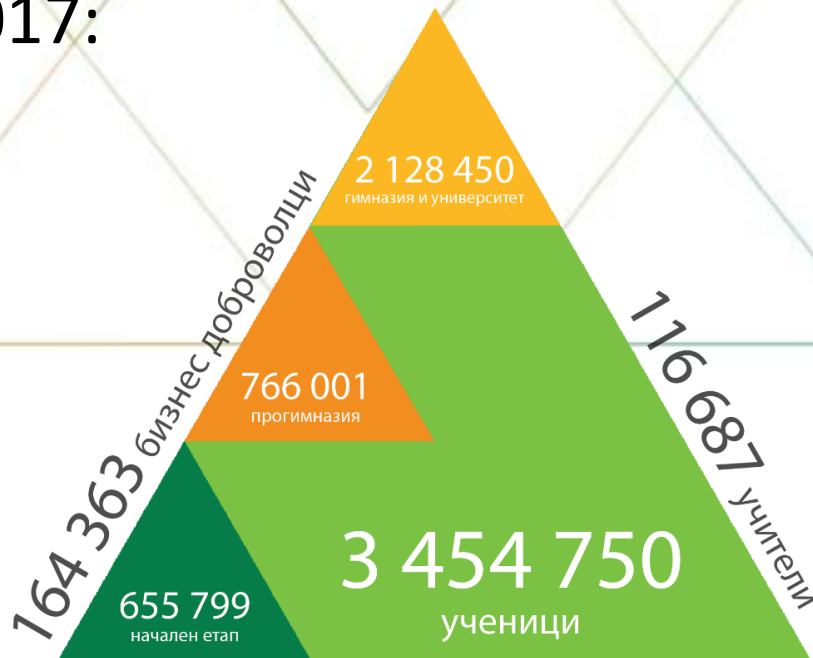
Junior Achievement's global network



- Annually more than:
- 435,000 volunteers
 - 150,000 schools
 - 10.2 million students
- Participate in JA's programs in 123 countries on 6 continents.

Junior Achievement Europe

- The European regional organization unites 39 countries.
- Participants in JA's programs in Europe in 2017:



Junior Achievement Bulgaria

- Established in 1997 as a non-profit organization in public benefit.
- JAB offers programs for all stages of the educational system – from preschool to university – and delivers them in partnership with schools, universities, and the business community
- JAB's programs and initiatives reach 1000 schools and universities in Bulgaria.



Statistics (1997 – 2014)

Why JA Bulgaria is different?!?

- Leading organization with established reputation for providing **innovative, cutting-edge education to students from kindergarten to university from ABC TO PHD.**
- Applies philosophy based on the **“learning by doing” method**
- Works with business volunteers
- Connection between education and business
- Student company program

Developing entrepreneurial mindset





Manager for da Day



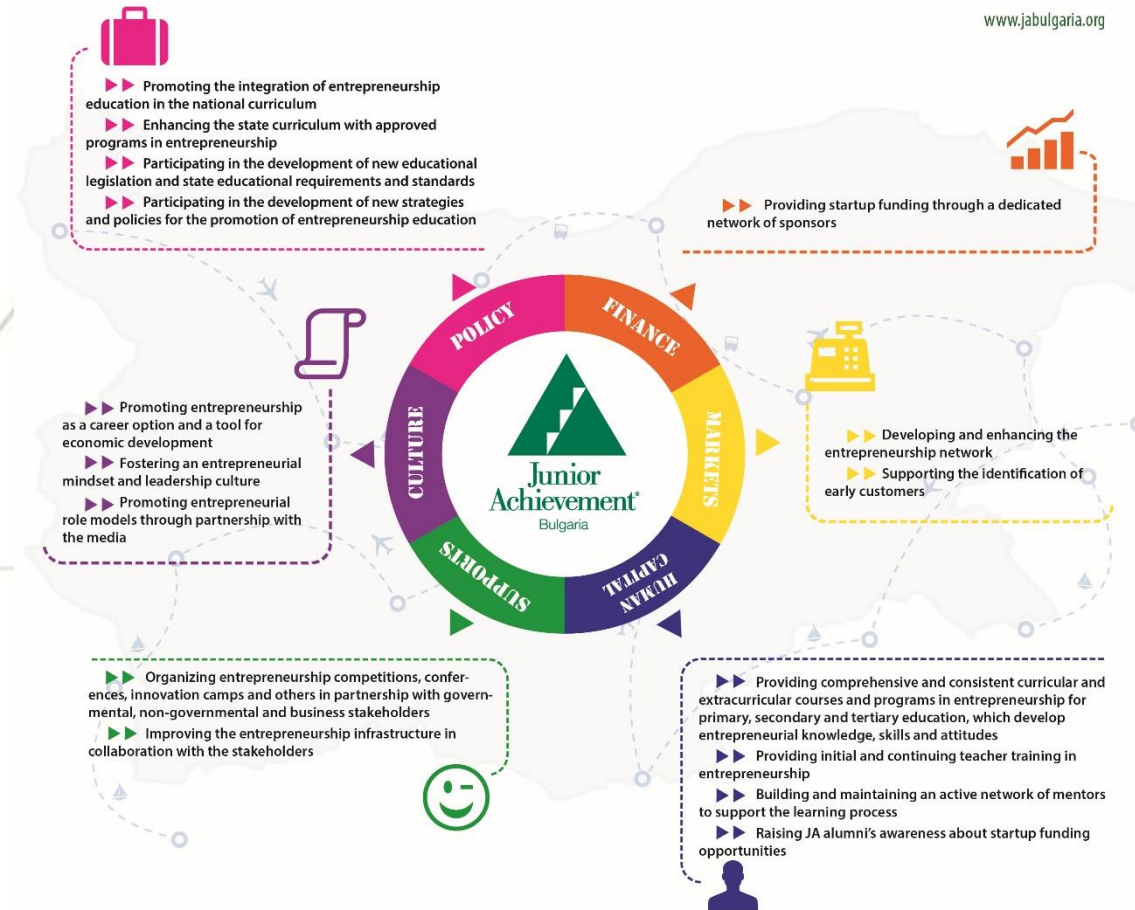
Rising Stars Youth Startup



JAB's role in the Bulgarian entrepreneurship ecosystem

JA BULGARIA'S ROLE IN THE ENTREPRENEURSHIP ECOSYSTEM

www.jabulgaria.org



The entrepreneurship ecosystem domains adapted from Daniel Isenberg and Babson College.

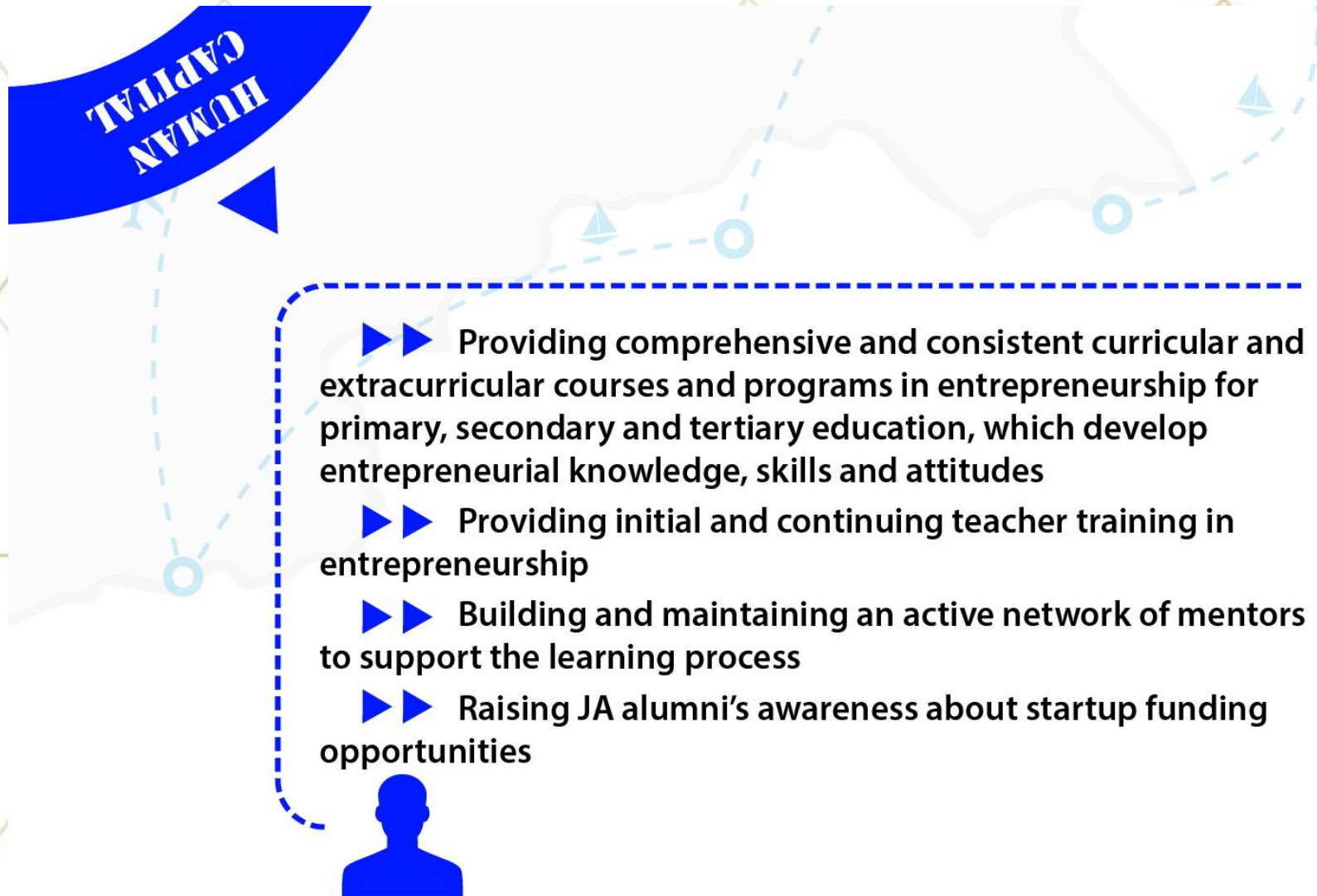
Policy



- ▶▶ Promoting the integration of entrepreneurship education in the national curriculum
- ▶▶ Enhancing the state curriculum with approved programs in entrepreneurship
- ▶▶ Participating in the development of new educational legislation and state educational requirements and standards
- ▶▶ Participating in the development of new strategies and policies for the promotion of entrepreneurship education

POLICY

Human capital



Culture

- ▶▶ Promoting entrepreneurship as a career option and a tool for economic development
- ▶▶ Fostering an entrepreneurial mindset and leadership culture
- ▶▶ Promoting entrepreneurial role models through partnership with the media



Supports

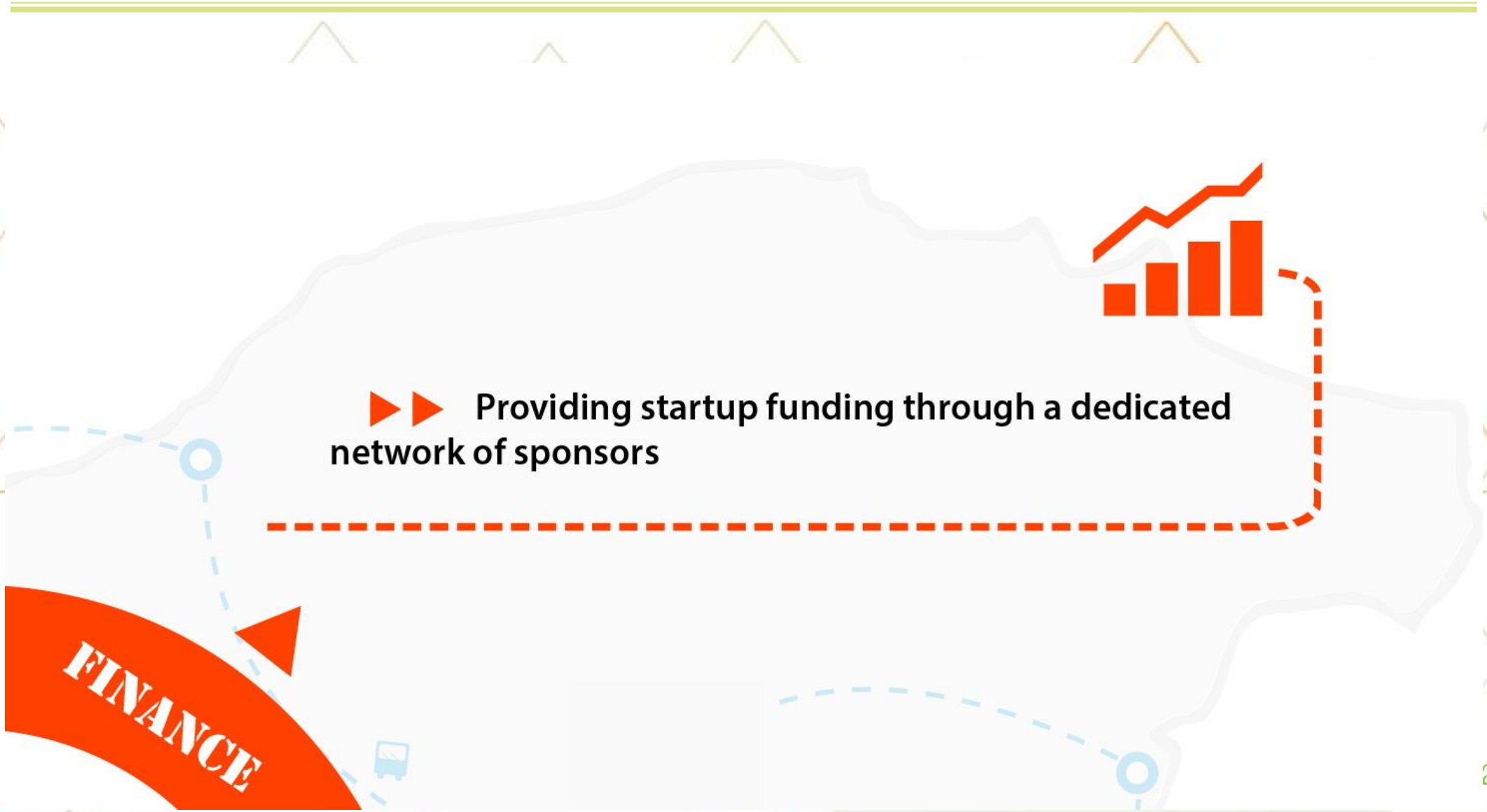


SUPPORTS

- ▶▶ Organizing entrepreneurship competitions, conferences, innovation camps and others in partnership with governmental, non-governmental and business stakeholders
- ▶▶ Improving the entrepreneurship infrastructure in collaboration with the stakeholders



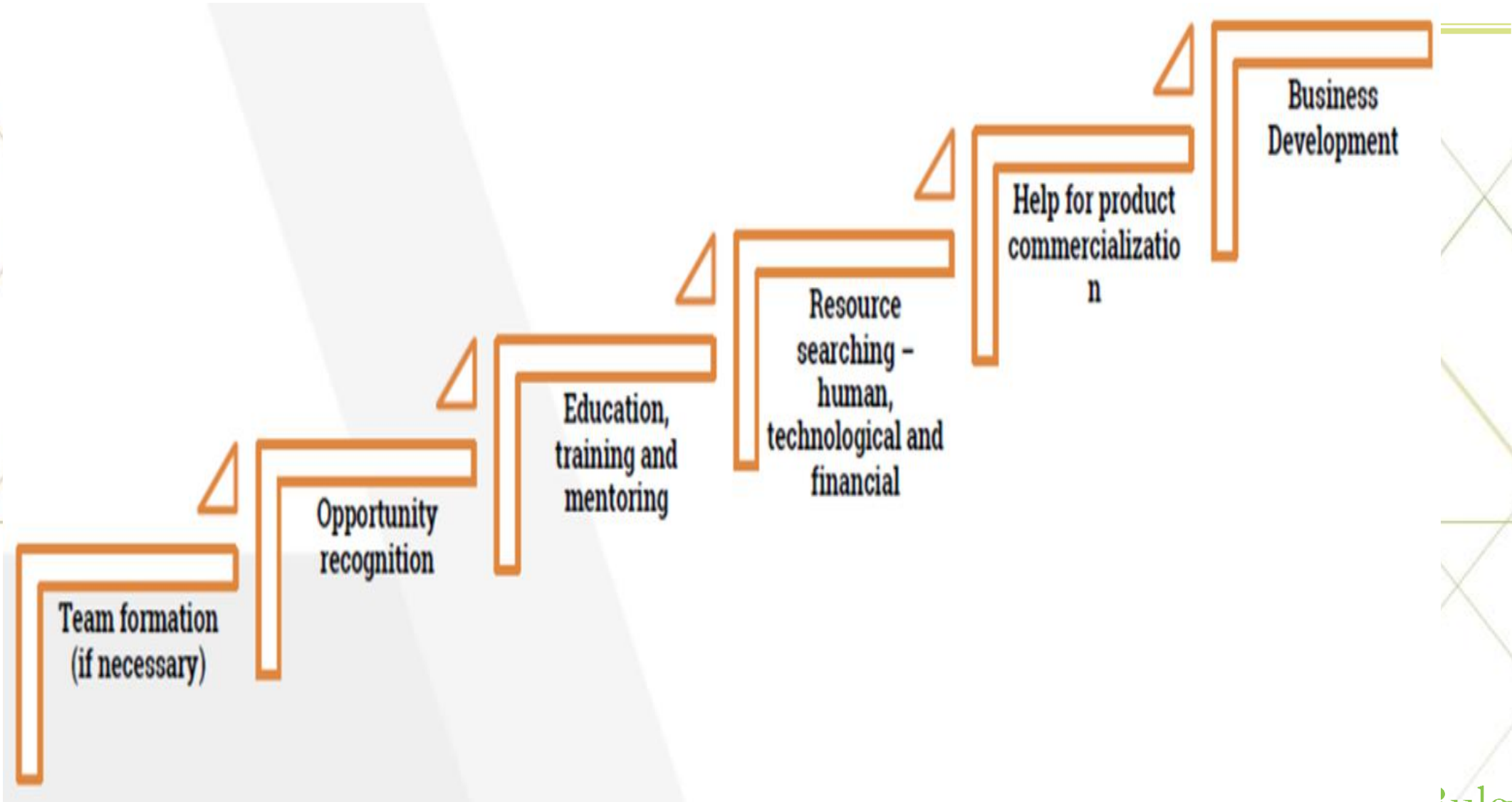
Finance



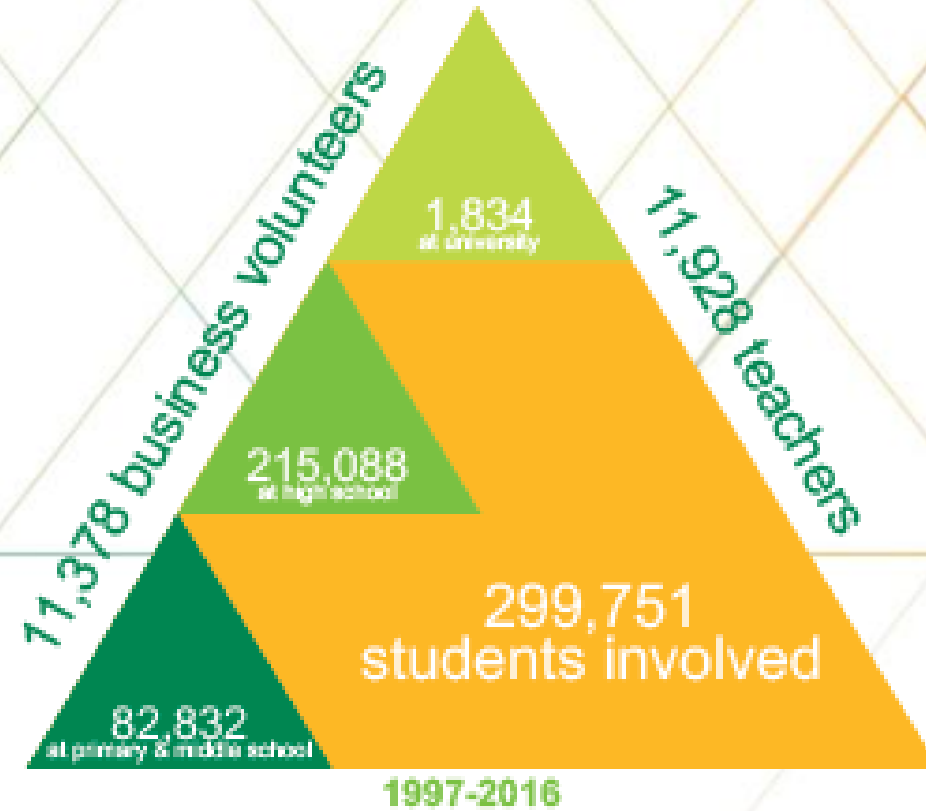
The Edge

- •Improving companies' innovativeness using the potential of talented university students, professors, researchers and own employees
- •Facilitating the development and commercialization of innovative startup companies through mentoring and education
- •Stimulating entrepreneurial mindset and culture through education and training

How does it work



Outreach



Impact

JA Entrepreneurship Programs Lead to a Better Future



16 YEARS LATER,
JA alumni were
FINANCIALLY BETTER OFF



Alumni earn **A FULL MONTH'S WAGES MORE** in annual salary



higher probability of
BECOMING MANAGERS



LESS LIKELY to be
unemployed 8–15
years after graduation

2012 study by The Ratio Institute for JA Sweden

Impact

JA Students Become Real World Entrepreneurs

JA programming **LEADS TO 3X MORE** business startups

JA Europe, 2007 "What Happened Next" Study by Eastern Norway Research Institute



MORE NEW COMPANIES
created by JA alumni

JA Sweden, 2011 "Practice Makes Perfect" Study by Stockholm School of Economics



OF ALUMNI MORE INTERESTED
in starting a business

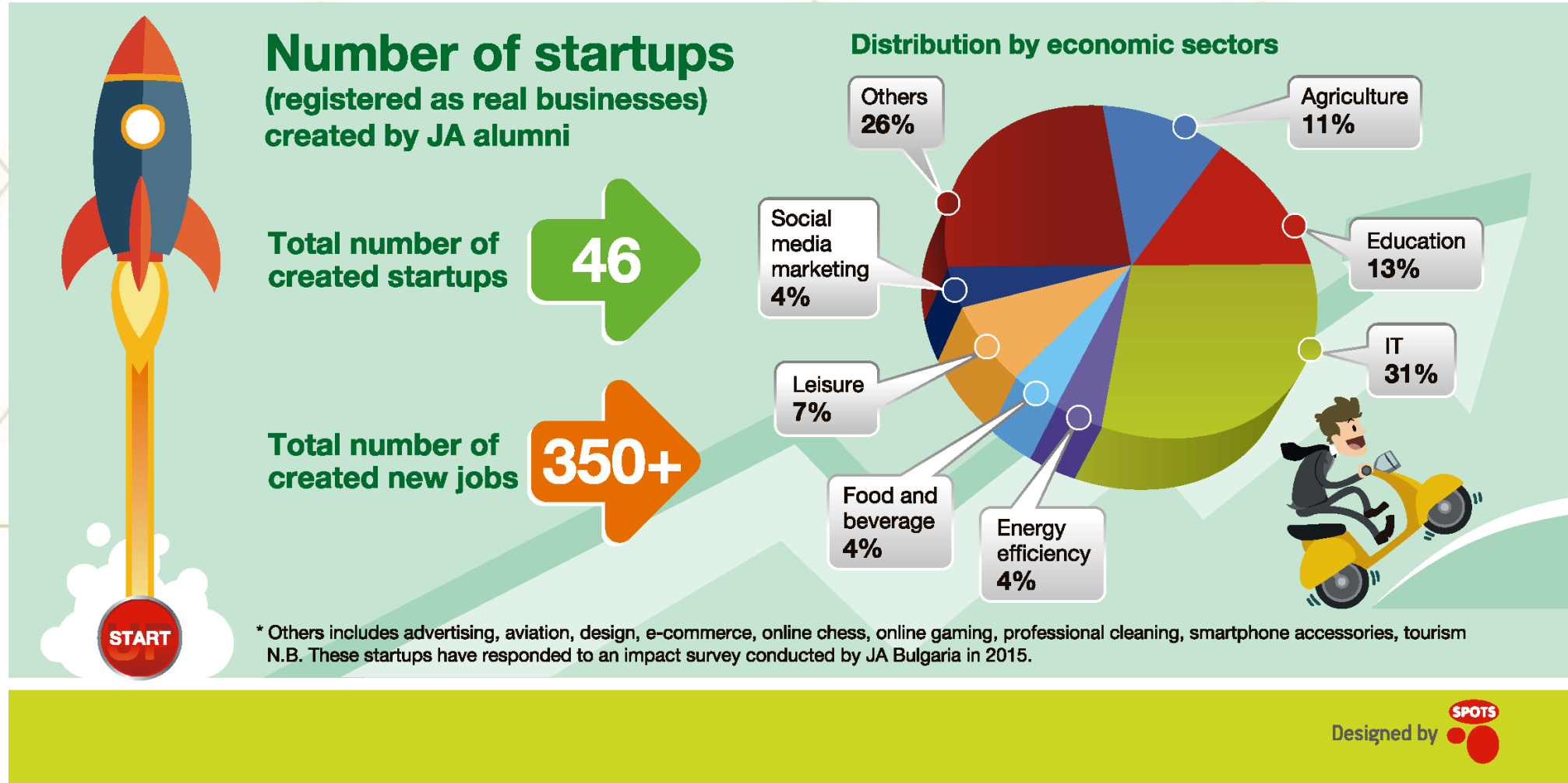
INJAZ Company Program, 2012 Study by Harvard Graduate School of Education



OF PARTICIPANTS PLAN TO START
a business in the next year

JA Americas Women for Development program, 2012 CID Gallup Latin America Study

Impact on startup dynamics and job creation



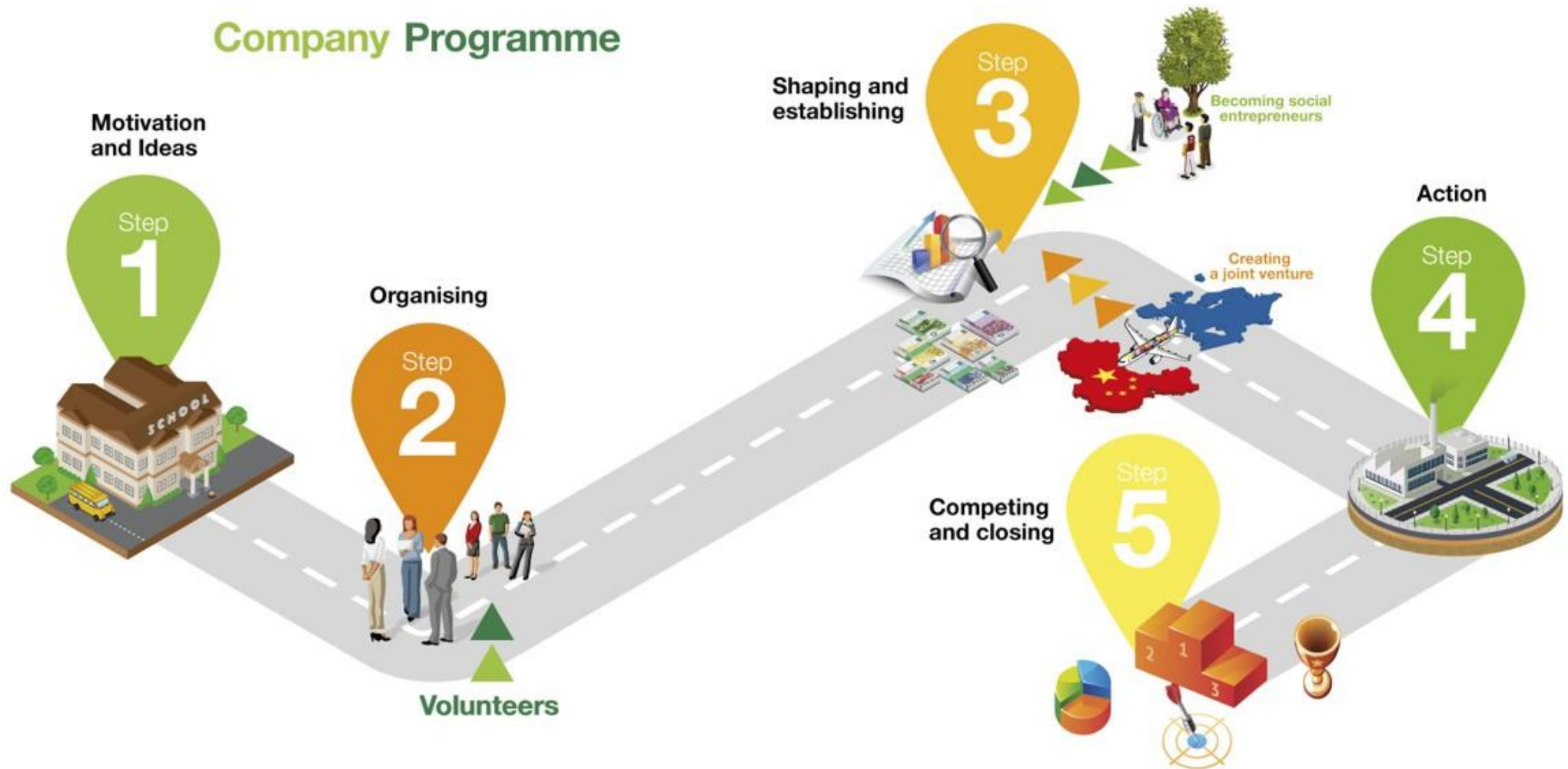
JA Startup Hambar



JA Company Programme

- 100 old!
- Recognized as “Best Practice in Entrepreneurship Education” by the European Commission Enterprise Directorate General

JA Company Programme



JA Company Programme

- Competitions <https://www.coyc2019.org>



THANK YOU

Education → you learn while
experiencing it

Business → you earn while
experiencing it

With **JA Bulgaria** students **learn and
earn** at the same time.

