



# Training modules on SSE addressed to VET

## **Module 4: "Scaling Economy: Local Development, Economic Flows and Networking"**

This document is part of a 4-modules training program to promote Social Solidarity Economy (SSE) into Vocational and Educational Training (VET) system. The material is a useful tool for VET Trainers and Mentors as well as a guide for Career Opportunity Advisors and Policy Makers.

The logo for 'EMPLOY SSE' features a circular arrangement of small, multi-colored dots (blue, green, orange, purple) on the left, followed by the text 'EMPLOY SSE' in a purple, sans-serif font.

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**Project Partners**



## Module 4: "Scaling Economy: Local Development, Economic Flows and Networking"

### What about this training module?

The current training material is part of a set of training modules with the aim of promoting Social Solidarity Economy (SSE) into Vocational and Educational Training (VET) system. The vision is a comprehensive training and professional development of younger generations, which integrates alternative socioeconomic models in their framework of ideas and attitudes.

*It is both a tool and a training material useful for VET trainers and mentors where they can find information, material, references, examples and case studies so to understand what SSE is about. It is a starting point for them to create their own material and integrate SSE in their teaching and training in an innovative and comprehensive way.* Furthermore, it can be used as a guide for Career Opportunity Advisors and Policy Makers who need to assist and mentor young generations in their professional development path by opening up the SSE universe: an alternative development and “real business” paradigm of cooperation, employability and sustainability.

### What about SSE?

*SSE as an alternative socio-economic model* is rooted in inclusive values and practices, highly needed in an “era of transition”. SSE practitioners develop alternatives in all economic sectors in and beyond the current economic models by focusing on sustainability, social needs, reciprocity and solidarity.

In this framework, SSE is an economy aimed at a different form of development from the mainstream profit-oriented one. It includes organisations whose purpose is more focused on social and environmental value rather than the search for financial gain and growth. It is a way to satisfy human needs through economic activities – such as production and exchange of services – that reinforce values of social justice, ecological sustainability, cooperation, mutuality, community and democracy.

### How it can help both VET trainers and trainees?

It is obvious, therefore, that *SSE could contribute to these capabilities for people through VET system.* More specifically it provides broad knowledge on social and economic dynamics, sustainable designing, democratic management, social/environmental/economic impact of every entrepreneurial activity, transversal knowledge etc., skills such as communication and relation skills, active listening, application of change management, application of social planning, teamwork, networking capacities, ability for collaborative driven partnerships and finally creative methodologies such as peer and cooperative ones, inclusiveness and democratic procedure methods, reciprocal approach between trainer and trainee etc.

### How to use the modules?

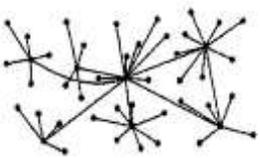
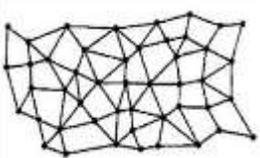
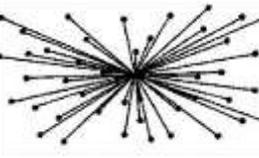
The current module, together with the other three modules, can either be used as a stand-alone training or as part of other trainings in VET fields such as economics, management, local/regional development, environmental management and others. *It is not a full, detailed set of training material, but rather a comprehensive and holistic tool to trigger trainers’ imagination, creativity and teaching skills so to develop their own material.* The objective of the training course is to provide educators with the learning outcomes needed for the design, planning, delivering and evaluating training interventions to their trainees, and especially the younger ones with an emphasis on NEETs, who want to be trained in SSE or integrate it in their training in other fields. Finally, it can be accordingly modified, *so to overpass “VET boundaries” and be used in other education levels.*

<b>Title</b>	Scaling Economy: Local Development, Economic Flows and Networking
<b>Duration</b>	30 hours
<b>Introduction - General Purpose "Why is it helpful for VET trainers?"</b>	<p>The current module is a training package in the form of training curricula on the topic of Introducing SSE, which can provide a clear path for designing future training courses on key issues of the SSE field.</p> <p>Therefore, it is helpful for VET trainers in order to provide training so to:</p> <ul style="list-style-type: none"> <li>● Inform about the link of SSE networks and local development.</li> <li>● Disseminate the perception that SSE is scaling through networking activities.</li> <li>● Define the types and the value of each network.</li> <li>● Articulate the social value and impact of SSE enterprises through sustainability concept.</li> <li>● Set objectives and create the method of developing an SSE network.</li> <li>● Be able to understand the value of community collaborative networks.</li> <li>● Determine the information should be included such that stakeholders can draw social, economic, environmental impact.</li> <li>● Challenge the regular concept from economic growth, through local development sustainability process.</li> </ul>
<b>Knowledge covered</b>	<ul style="list-style-type: none"> <li>● To understand social solidarity economy as a socio-economic movement.</li> <li>● To learn associated concepts such as cooperativism, commons, transition towns, fair trade, agroecology etc.</li> <li>● To be aware about Local Development concept, elements, practices.</li> <li>● To recognize the linkage between local development, SSE and associated concepts.</li> <li>● To be informed about Socio-economic Community Collaborative Networks.</li> <li>● To distinguish sectors, chains and organizations from SSE networks.</li> <li>● To recognize the organization of Solidarity Economy Circuits locally.</li> <li>● To differentiate dimensions of networks: Economic, social, political.</li> <li>● To recognize local, regional, national, European Networks.</li> <li>● To recognize the criteria of integration in Collaborative Networks.</li> </ul>

	<ul style="list-style-type: none"> <li>● To understand the importance of mobilization and civil society.</li> <li>● To identify different types of networks (more or less centralized).</li> <li>● The be aware of the different strategies of networking locally (operational, strategic, advocate).</li> <li>● To identify critical connections for a network creation.</li> <li>● To learn the benefits and the barriers on the process.</li> </ul>
<b>Skills achieved</b>	<ul style="list-style-type: none"> <li>● To learn how to plan a Network for Local Development in a specific area.</li> <li>● To get to know how to map the economic and social flows of a region.</li> <li>● To manage a network plan on local, regional, national level.</li> <li>● To imprint and evaluate a plan for local development through networks construction.</li> <li>● To recognize different types and Networks in SSE.</li> <li>● To design a multi-stakeholder collaborative network in a specific area.</li> <li>● To use methodologies and tools for participatory dialogue.</li> <li>● To experiment with different tools for citizens' mobilization.</li> <li>● To use participatory methodologies and tools.</li> <li>● To learn how to mobilize stakeholders for a network building.</li> <li>● To apply methodologies on engagement and participation in a network.</li> <li>● To manage the collaboration of networks for Local Development.</li> <li>● To experiment with different types of participation in a network.</li> </ul>
<b>Attitude change</b>	<ul style="list-style-type: none"> <li>● To question the scaling up vs scaling across way of growth.</li> <li>● To reflect on the material and social power of cooperation among different stakeholders.</li> <li>● To encourage the creation of different kind of networks for the development of an area.</li> <li>● To realize the value of policies co-construction for the community and the environment.</li> <li>● To understand the importance of cooperation in social cohesion of a community.</li> </ul>

<b>Competencies obtained:</b>	<ul style="list-style-type: none"> <li>● To create different kind of SSE Network models.</li> <li>● To manage the fundamental function elements of an SSE Network.</li> <li>● To design a multi-stakeholder collaborative network in a specific area.</li> <li>● To map successfully the economic and social flows of a territory.</li> <li>● To organise participatory procedures for citizens' mobilization.</li> <li>● Plan and construct Social Solidarity Economy-based circuits.</li> <li>● To create a local development sustainable plan of a territory.</li> <li>● To manage the collaboration of different actors within a Network.</li> <li>● To learn techniques for social capital empowerment.</li> </ul>
<b>Main Content</b>	<ol style="list-style-type: none"> <li><b>1. Introduction to Social Solidarity Economy: building an ecosystem</b> <ol style="list-style-type: none"> <li>1.1. Social Solidarity Economy Organisations: Features and Types</li> <li>1.2. Synergies and Collaboration among SSE organisations</li> <li>1.3. Sectors of activities within the SSE</li> <li>1.4. Different types and forms of SSE organizations (cooperatives, social enterprises, etc.)</li> <li>1.5. Relative Concepts: Cooperativism, Self- management, Commons, Fair Trade, Open-Source Movement</li> </ol> </li> <li><b>2. Social Solidarity Economy networks</b> <ol style="list-style-type: none"> <li>2.1. Definition and experiences of an SSE network</li> <li>2.2. Different Types of Networks (Local, National, International)</li> <li>2.3. Roles and Function of SSE Networks (Advocacy, Education, Visibility)</li> <li>2.4. The Economic Dimension of a Solidarity Based- Initiatives</li> <li>2.5. Criteria of participation to SSE networks</li> </ol> </li> <li><b>3. Building an SSE network in a territory</b> <ol style="list-style-type: none"> <li>3.1. Diagnosis of the economic, social, cultural flows in local level</li> <li>3.2. Local Needs and Stakeholder analysis</li> <li>3.3. Plan and construct Social Solidarity Economy-based circuits</li> <li>3.4. Economic Circuits: production, consumption, distribution in SSE</li> <li>3.5. Tools and methodologies: How to build up an SSE network</li> </ol> </li> <li><b>4. Local sustainable development and SSE</b> <ol style="list-style-type: none"> <li>4.1. Development from “above”, from “within”, from “outside”</li> </ol> </li> </ol>

	<p>4.2. Main principles of a local development plan</p> <p>4.3. Constructing and development of local social capital</p> <p>4.4. Community centred development plan</p> <p>4.5. Step by step building a local sustainable development plan</p>
<p><b>Methods/Techniques/Tips for Trainers</b></p>	<p>Participatory and less frontal methods are useful in involving the participants actively and enhance their learning process. Showing the practical and lively side of SSE by using good practice examples, inviting guests or going to field visits is also an important part.</p> <p><b>Involvement of participants:</b></p> <ul style="list-style-type: none"> <li>● Participants' involvement by using their experience in SSE.</li> <li>● SSE and cooperative experience exchange and sharing among participants.</li> <li>● Experiences collection by using post-it that can be clustered by fields and/or types of SSE initiatives and reviewed collectively.</li> </ul> <p><b>Group work and projects:</b></p> <p>Division of participants into groups that will work on their own project based on SSE values - each group will choose one project idea based on some of their visions, dreams, experiences or an SSE example.</p> <p><b>Focus on active training methodologies:</b></p> <p>Active methodologies imply an engaged participation from both trainees and trainer. These are some examples:</p> <ul style="list-style-type: none"> <li>● team work/exercises;</li> <li>● group discussions/brainstorming/problem solving;</li> <li>● analysis of practical examples/stories/case studies;</li> <li>● presentations from guests/visitors;</li> <li>● outdoor field visits.</li> </ul> <p>Active methodologies are crucial to promote:</p> <ul style="list-style-type: none"> <li>● a strong interaction/participation within the group;</li> <li>● effective links between theory/practice and concepts/real life examples;</li> <li>● trainees' understanding of contents;</li> <li>● trainees' motivation.</li> </ul>

<p><b>Examples</b> -</p> <p><b>Case studies</b> -</p> <p><b>Exercises</b></p>	<p><b>Exercise_1:</b> Simulation game “Here is the network!”<sup>1</sup></p> <p>Divide students into groups (with max 10 trainees and 1 tutor). Based on previous knowledge and acquired information, students are asked to create (simulate) a functional SSE network, where it’s possible to find common answers/solutions to personal needs through solidarity and collaboration. (Time of activity: 1.30 h)</p> <ul style="list-style-type: none"> <li>Based on sectors just analysed and with the help of the Solution Map of Ripess, attribute to each student 2 different roles (people or firms who already share SSE’s values and principles, of course). For example: family, meat producer, honey producer, farm, work placement cooperative for disadvantaged people, oil producer, factory of ecological detergents, fair trade shop, recycling cooperative [it’s important to attribute more “family” and more “farm” or other producers, so students can experience the collaboration between producers or consumers] (Time of activity: 10 min)</li> <li>Each student has to write all his “character’s needs”, with a detailed description. For example: Family 1: father teacher, mother unemployed musician, 1 teenage daughter, 1 little son; their needs: biological alimentation, job, ecological detergents, sport activities for children... and so on. Meat producer: to increase home deliveries, organic food for animals, ecological detergents for the shop, etc. (Time of activity: 15 min)</li> <li>Let’s start from needs: one student read his character’s needs and put his card on a big paper on the table, if another student has a character that can satisfy one of the declared needs, he will place his card on the table, too. Then proceed until everyone has declared their needs and the group will no longer be able to satisfy them. (Time of activity: 45 min). (Important: the trainer or tutor will have to guide the students searching for collective and collaborative solutions. Consumer or supplier groups, for example.)</li> <li>At the end draw on the billboard all the links between the characters: here is the network!</li> </ul> <p>Notes: this game has only two important rules:</p> <ul style="list-style-type: none"> <li>✓ it’s important to search common and collaborative answers to the needs (economic saving, less pollution, job creation...);</li> <li>✓ all characters must be entered on the network (SSE networks are inclusive).</li> </ul> <p><b>Exercise_2:</b> Group Activity on the PROS/CONS on different types of Networks</p> <div style="display: flex; justify-content: space-around; align-items: center;">    </div>
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<sup>1</sup> This role-playing game was conceived by Solidarius Italia and tested in different training contexts.

**Case Study:** Fruits of Solidarity Network <https://fruitsofsolidarity.gr/en/home-en/>

Fruits of solidarity emerged in the context of the international support shown to Greek self-organised solidarity structures during the years of the country’s profound crisis (2015). It is inspired by the values and principles of the “Solidarity Economy Based Circuits” (E. Mance 2011).



Fruits of solidarity is a network of production cooperatives in Greece and initiatives of active citizens in other European countries. The alternative, fair export procedure financially supports in a transparent and mutually accepted way:

- a) new type of agricultural coops and social enterprises in Greece
- b) the supporters/buyers of the products of the campaign, as they obtain quality products at more affordable prices, without profit driven mediators
- c) collectives organising or participating in campaigns abroad, or operating as distribution points;
- d) self-organised initiatives in Greece.
- e) A permanent infrastructure supporting social and solidarity economy and cooperatives in Athens.

One of the main targets of this network is to render groups sharing a common vision for society and the economy financially sustainable and the fundamental element is the financial support, through the economic cycle, of initiatives and actors who pursue social change through collective action.

**Resources  
(Articles,  
videos,  
presentations)**

**SSE Networks**

- Multi-stakeholder groups such as: Community Supported Agriculture <https://communitysupportedagriculture.org.uk/>
- Energy coops <https://www.rescoop.eu/>
- Co- housing <https://www.cohousingprojects.com/en/what-is-cohousing/>
- Local exchange trade systems and social money circuits <https://wiki.p2pfoundation.net/LETS>
- Regional SSE Networks (APES, CRESER, REAS EUSKADI, RES TRENINO, XARXA)

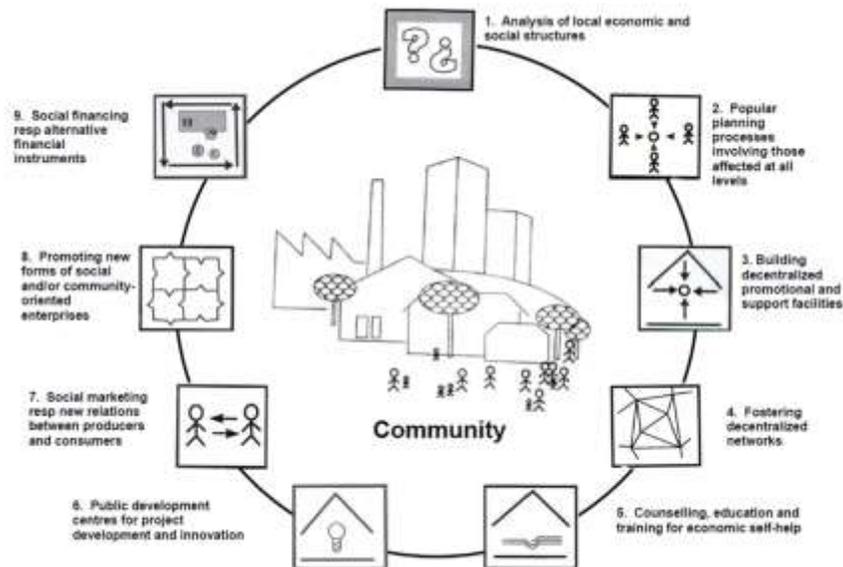
- National SSE Networks (REAS, MES, RedPES, RES ITALIA, FORUM SOLIDARISCHE OEKONOMIE)
- Cross-Sectionally Networks (ENSIE <http://www.ensie.org/> , URGENCI <https://urgenci.net/> , INAISE <http://inaise.org/en/> )
- Academic, Institutes (RIUESS <https://riuess.org/> , EMES <https://emes.net/> )
- Municipality & Regions Networks (RTES, XMES, REVES)
- Continental Networks (RIPESS-LAC, RAESS, ASEC, RIPESS EU, RIPESS NA, RIPESS OCEANIA)

### Tools

- **SSE solutions map:** This online, interactive tool shows which solutions the SSE is implementing. Solution map presents case studies, videos, conferences, training courses, thesis and organisms from all over the world: [http://www.socioeco.org/solutions\\_en.html](http://www.socioeco.org/solutions_en.html)
- **Training Manual on Initiatives for a Social Solidarity Economy (ISSE):** Activities are targeted towards young people developed for those interested in or involved in SSE: <http://sseds4youth.org>
- **SOCIOECO:** Resource website of social and solidarity economy. Socioeco is a document-based resource site designed to give citizens, researchers, journalists and local councillors easier access to information on SSE: <http://www.socioeco.org>

### Articles

- The Role of Social Enterprise in Local Economic Development, Dr. Karl Birkhölzer Interdisciplinary Research Group Local Economy at Technologie-Netzwerk Berlin: <https://www.technet-berlin.de/#start>



	<ul style="list-style-type: none"> <li>● <b>Solidarity Economy</b>, Euclides Mance, December 2011: <a href="http://solidarius.com.br/mance/biblioteca/solidarity_economy.pdf">http://solidarius.com.br/mance/biblioteca/solidarity_economy.pdf</a>. This paper focuses on the methodological processes of construction of Solidarity Economy, based on the constitution of collaborative networks and solidarity economic circuits.</li> <li>● <b>The Network of Municipalities</b> for the Social and Solidarity Economy: <a href="http://ajuntament.barcelona.cat/tempsicures/en/noticia/the-network-of-municipalities-for-the-social-and-solidarity-economy-is-formalised">http://ajuntament.barcelona.cat/tempsicures/en/noticia/the-network-of-municipalities-for-the-social-and-solidarity-economy-is-formalised</a>. An article about forming the municipal alliance with aim to promote, strengthen and consolidate the social and solidarity economy</li> </ul> <p><b>Video</b></p> <ul style="list-style-type: none"> <li>● Implementing the Sustainable Development Goals: What Role for Social and Solidarity Economy? International Conference: <a href="https://unsse.org/2019/07/04/sdgs-sse-conference/">https://unsse.org/2019/07/04/sdgs-sse-conference/</a></li> <li>● International Fair Trade Charter: <a href="https://www.youtube.com/watch?v=9G8W3llc-MU&amp;list=PLbRhgCEbamjXpjXB4EprTTzrAjdV5_I">https://www.youtube.com/watch?v=9G8W3llc-MU&amp;list=PLbRhgCEbamjXpjXB4EprTTzrAjdV5_I</a></li> <li>● Catalonia has been historically a fertile land of the co-operative movement and now is one of world's leading regions in terms of solidarity economy which is in close touch with different social movements. This documentary highlights a number of such initiatives in Barcelona, such as healthcare, housing, incubator, bar, finance and culture, as well as XES (Catalan Solidarity Economy Network) which links such experiences: <a href="https://www.youtube.com/watch?v=PjTccAF7qZw&amp;t=639s">https://www.youtube.com/watch?v=PjTccAF7qZw&amp;t=639s</a></li> </ul>
<p><b>Glossary</b></p>	<ul style="list-style-type: none"> <li>● <b>Social Solidarity Economy</b> is a way to satisfy human needs through economic activities (such as exchanges, production, consumption and services) that reinforce values of social justice, ecological sufficiency, cooperation, mutuality, community and democracy. Solidarity economy is not a sector of the economy, but a vector of change and transformation of the economic system. (...) SSE seeks systemic transformation that goes beyond superficial change in which the root oppressive structures and fundamental issues remain intact (Ripess Network 2013)</li> <li>● <b>Values:</b> Social solidarity economy is an ethical and value-based approach to economic development that prioritizes the welfare of people and planet, over profits and blind growth. Values such as: Humanism, Democracy, Solidarity, Inclusiveness, Subsidiarity, Diversity, Creativity, Sustainable development, Equality, Equity and Justice for all.</li> <li>● <b>Social Economy</b> is commonly understood as a “third sector” of the economy, complementing the “first sector” (private/profit-oriented) and the “second sector” (public/planned). The third sector includes cooperatives, mutuals, associations, and foundations. These entities are collectively organized and</li> </ul>

oriented around social aims that are prioritized above profits, or return to shareholders.

- **Social enterprises:** A social enterprise is an operator in the social economy whose main objective is to have a social impact rather than make a profit for their owners or shareholders. It operates by providing goods and services for the market in an entrepreneurial and innovative fashion and uses its profits primarily to achieve social objectives. It is managed in an open and responsible manner and, in particular, involves employees, consumers and stakeholders affected by its commercial activities. Their main objective is to have a social, societal or environmental impact for the general interest.
- **Co-operative:** A co-operative is an autonomous association of persons united voluntarily to meet their common economic, social, and cultural needs and aspirations through a jointly-owned and democratically-controlled enterprise. Co-operatives are operating in all sectors of economy and we can distinguish three main types:
  - workers or producers' co-operatives (including collective farms).
  - consumers' co-operatives.
  - credit unions.
- **SSE networks:** SSE networks are sets of economic, social and political interlinked initiatives that include many different actors or groups of actors (called nodes) who play different roles, bringing different resources and needs. The organizational or legal form of the entities is not considered as important as the perspective and the values pursued, adopting "approaches from local to global that support freedom, reciprocity, solidarity and egalitarian exchange" (cit. RIPESS EU). These networks are built at different scale: they can be local, national, or international (e.g. RIPESS), as well as sectoral (e.g. food or energy) and inter-sectoral (e.g. URGENCI – CSA network).
- **SSE circuits:** Supply and distribution chains consist of all the steps taken to source, produce, transform, distribute and manage residues of goods or services. In SSE, they tend towards a circular economy, reducing energy and waste consumption as much as possible. They can also include the financing, research and development, transport and logistics, promotion and communication activities needed throughout the production and supply process. According to SSE values and principles, the solidarity reorganization of these chains relies on trust relationships and reciprocal guarantees between the different actors involved (producers, artisans, service furnishers, consumers, etc.) and it increases shared benefits as social inclusion, wealth redistribution, equality, transparency, democratic involvement, healthy environment and many other positive impacts for all the communities involved.
- **SSE inter-cooperation:** Inter-cooperation between SSE initiatives is a mission aiming at strengthening existing companies and organisations, creating other

new ones and conceiving new projects. It can be done in different ways: carrying out joint business activities, creating second-tier cooperatives and cooperative groups, through socio-political, sectorial and territorial non-profit organisations, etc. In turn, the public authorities must promote responsible public procurement so that companies working with them as providers and suppliers are outstanding in terms of their social and environmental responsibility.

- **Local Development:** It is the process of developing a territory, by actors who belong to it or whose activity in it has an impact, which implies the formulation of strategies, decision-making, and implementation of actions that allow civic participation, society.
- **Sustainability:** There are three dimensions of sustainability: economic, social, and environmental in SSE and in CSR and triple bottom line. In SSE, the objective of economic sustainability cannot be separated from those of social and environmental sustainability. The objective of the SSE is to promote people and the economy as a way to improve the quality of their lives.
- **Triple Bottom Line (TBL)** is an accounting framework with three parts: social, environmental (or ecological) and financial. Many organizations have adopted the TBL framework to evaluate their performance in a broader perspective to create greater business value. 3P: in SSE we are flipping the priorities of the TPL from profit-planet-people to people-planet-benefit.