



### **Fostering Regional Entrepreneurship for Co-creating Solutions**

**T**he Work 4 Progress (W4P) programme of la Caixa Banking Foundation in collaboration with Development Alternatives (DA) has facilitated the creation of four regional coalition platforms and recently participated in the coalition's 16th meeting on 26 November 2019 in Mirzapur, Uttar Pradesh. The regional coalition is multi-stakeholder learning and action platform for co-creating solutions and facilitating convergent action for entrepreneurship led job creation.

The meeting was focused on discussing barriers to the growth of micro-enterprises with entrepreneurs, civil society organisations, academic institutions, microfinance institutions and government agencies. The participants were split into groups of five, for an hour-long dialogue between different stakeholders, followed by a brief presentation by each group.

Each group shared a few challenges faced by the entrepreneurs – from not finding a good marketing channel, to inadequate credit flow, needs for training to match the market demand and lack of support from the family. Throughout the discussion, interesting links between the support service providers and the entrepreneur's needs became more apparent. Existing solutions were discussed such as government schemes for skill development, options for registering micro-enterprises for making credit accessible, joining e-commerce platforms for boosting sales, applying for affordable credit and training on business acumen.

The insights gained from every coalition meeting reflect the potential of creating such platforms for connecting different players in the enterprise development ecosystem. While the previous meetings identified and connected different stakeholders for setting up viable enterprises, the 16th meeting signaled the possibility of replicating the regional entrepreneurship coalition model in different geographies.