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NETWORK
OF ENTREPRENEURIAL
SCHOOLS

ENTREPRENEURSHIP EDUCATION

Malta - Latvia

Project “Network of Entrepreneurial Schools”

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Agência DNA Cascais - Cascais Um Concelho Empreendedor
Directorate of Secondary Education of Karditsa
DYPALL Network
Scoala Gimnaziala Traian Craiova
Maltas Vidusskola

Network of Entrepreneurial Schools is developed under the framework of the project “Network of Entrepreneurial Schools” is the result of a research of best practices and policies related to Entrepreneurship Education in 4 different countries and that will serve as a basis to develop innovative action experiments for entrepreneurship education approaches.

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DYPALL
DEVELOPING YOUTH PARTICIPATION
AT LOCAL LEVEL



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ENTREPRENEURSHIP EDUCATION

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YOUTH ENTREPRENEURSHIP IN LATVIA

Although Young Entrepreneurship in Latvia has been around for at least three decades, it has only started becoming a well-known concept in the last 5 years or so and is becoming more popular every year.

Arguably, it is not yet perceived as a priority in secondary school education, but is becoming more prominent and forefront in many schools across the country. There are many state institutions, as well as private institutions which offer help and support for young entrepreneurs across the country.

Latvian Investment and Development Agency (LIAA) is a state organization which offers a wide range of support for enterprise, including programmes for young entrepreneurs. They have 15 business incubators across the country.

These offer a wide range of services – from start-up competitions which offer grants to the winners, to specialized events and online support for start-up and development.

Their total budget for the 2014-2020 is 1,6 million euros specifically aimed at supporting young entrepreneurs.

According the Investment and Development Agency of Latvia (LIAA) the Latvian ecosystem is small, but vibrant and composed by highly motivated multilingual talented people with various age and backgrounds.

The Latvian startup infrastructure consists of 400+ registered startups, a pool of institutional investors and business angels, a diverse range of modern co-working spaces, dozens of business incubators fuelled by the government, academia and private individuals, as well as an event calendarfull of exciting gatherings, productive conferences, hackathons and meetups.

Riga hosts annually different Tech & Innovation conferences, such as the Digital Freedom Festival, iNovuss or TechChill. Moreover, a unique Startup Law has been passed and Startup Visa - temporary residence permit -, has been created in order to make Latvian startup ecosystem more dynamic.

Some of the other, most popular national institutions working with young entrepreneurs include:

ALTUM

ALTUM is the most popular independent organization for start-up loans, such as Loan To Start A Business, Micro Loans, Loans for Business Angels Co-financed Projects, Seed and Start-Up Venture Capital Programme, Accelerator Funds Programme, Social Entrepreneurship Programme. ALTUM is a state-owned development finance institution, which offers state aid for various target groups with the help of financial tools (such as loans, credit guarantees, investing in venture capital funds, etc.). ALTUM develops and implements state aid programmes to compensate for the market's shortcomings that can't be solved by private financial institutions.

● www.altum.lv

MAGNETIC LATVIA

Magnetic Latvia is a new brand under Investment and Development Agency of Latvia (LIAA) management, focused on new innovative start-ups. With their activity structured in 3 different phases (idea, development and export), Magnetic Latvia offer different supporting solutions: business incubators with a pre-incubation and an incubation programme, startups support, innovation vouchers, promoting international

competitiveness, events and training solutions and support, not only to new businesses, but also mentors, advisors etc.

● www.magneticlatvia.lv

LEADER | LEARN

LEADER and LEARN are NGO's in the Rezekne Municipality area, aimed at young entrepreneurs and new start-ups to increase young entrepreneurship in the local region.

● www.rezeknesnovads.lv

However, these organizations are not very visible at the first stages of young entrepreneurship – education. Young enterprise is still not part of compulsory secondary education and the opportunities that can be pursued in enterprise and innovation are merely discoverable, as it is not a priority in any strategic development.

This is very ironic, as this is in complete paradox with more national strategies for development and economic growth for the country as a whole, where enterprise and new start-ups is an area of big investment and state support.

On the contrary, it will be very interesting to observe the changes in the approach to educational strategy as a whole, where more emphasis will be put on the key skills and competences that are required for a young entrepreneur – independence, change in current attitude, motivation and perseverance through a

big reform that will be taking place over the next 10 years. With that has also come the changes of defining the basic skills and competences for young people today – while traditionally the basic cultural and social skills included literacy and numerical skills, today's definitions are more inclusive of alternative young people's skills such as digital skills, learning to learn, as well as entrepreneurship and its associated key competences.

Clearly, entrepreneurship education is still quite low in the country priority list, while the more traditional approaches and strategies are still placed above non-traditional education methods. However, there are many changes taking place nationwide that are aimed at making national strategies and approaches more contemporary and relevant to today's world.

According to the Global Entrepreneurship Monitor Latvia Report there's an untapped entrepreneurial potential in Latvia – a potential, which if substantially realized, could contribute to the well-being of the nation. The main factors hindering the realization of this potential are institutional factors such as regulations, the judicial system and the societal attitude towards entrepreneurial failure.

More than half of Latvians consider entrepreneurship as a good career choice and consider that entrepreneurs must be highly respected in society.

However, compared with previous years, fewer Latvians have entrepreneurial intentions. Latvians aged between 25 and 34 are the most active in terms of entrepreneurship. Latvians consider themselves highly qualified and educated for business activities; however, fewer Latvians, see business opportunities in the area in which they live, and fear failure continues to rise. The percentage of Latvian entrepreneurs who left the business is quite high, being bureaucracy the main reason.

Government Support

In recent years the Latvian government has been showing a particular interest and determination in boosting entrepreneurship and creating innovative business environments. This support has been provided in several phases: ideation and conceptualization, initiation, development and expansion. This support is facilitated through Magnetic Latvia Startup, also known as Startup Latvia, which represents a brand under the Latvian Investment and Development Agency (LIAA).

Startup Law

The Startup Law creates a favorable tax regime for startups, with two benefit scenarios: a special flat tax regime and 45% co-financing for the highly qualified specialists.

Startup Visa

Startup visa - a temporary residence permit, is offered to all non-EU startup founders who are willing to come and develop their startup ideas in Latvia. One startup can have up to 5 founders with a startup visa. The application process takes one month. The visa is given for the period of maximum 3 years and it is also issued to the spouse and children.

Innovation Vouchers

Innovation voucher program is aimed for any-size businesses that develop new products or technologies. The R&D actions supported by the program are the development of a new product or technology, the strengthening of industrial property rights and the certification and testing of new product or technology.

Innovation vouchers are up to 85% co-financed in the amount of EUR 25 000.

Science Commercialization

The Investment and Development Agency of Latvia provides support to public research organizations for commercialization of research results.

Among supported activities are: carrying out a feasibility study, preparation of a commercialization strategy, industrial research, experimental development, participation in international exhibitions, contact exchanges,

conferences (seminars) abroad, individual visits and participation in national booths and trade missions, preparation of commercialization offers, attraction of experts and other activities.

Business Travels

Investment and Development Agency of Latvia (LIAA) is offering an opportunity to startups to reach out to investors, clients, and partners. Startup representatives can attend various events all over the globe, conferences, go on trade missions and get co-financed by the government.

Business Incubators

There are 15 LIAA incubators throughout the whole Latvia that support the necessary environment for the set up and development of business by offering training, mentor support and grants, and organizing events on general business issues.

Acceleration Funds

In 2017, the government made a special EUR 15 million acceleration fund. The fund is equally divided in three professional funds: Buildit - focusing on hardware and the internet of things startups, Commercialization Reactor - focusing on deep-tech startups and Overkill Ventures - focusing on B2B software startups. Another fund, Startup Wise Guys, focus on B2B Fintech startups.

ENTREPRENEURSHIP EDUCATION IN LATVIA

Although the importance of inclusion of the business component in general education is recognized by experts and young people themselves, students currently have a limited chance of learning entrepreneurship as part of general education.

There is also a lack of a sequential transition to “adult entrepreneurship”, which highlights an obvious lack of information about entrepreneurship in the education sector: young people lack practical information, skills of writing a good business plan, starting up, accounting, identification of new opportunities and attracting financing. The lack of information among young entrepreneurs often serves as a barrier to starting their own business ventures a lot of more often than unavailability of funding.

Entrepreneurship skills and culture-related education is only available in a small number of schools (provided by Junior Achievement), which means that learning new entrepreneurial skills and gaining knowledge is possible only for a very small percentage of young people.

Currently, the national school curriculum in primary and secondary schools does not include enterprise as a subject, and the basics can only be learnt through subjects that provide fundamental knowledge of entrepreneurship such as economics or business studies.

The results of Latvian pupils in international studies correspond to the average level of OECD countries. However, two further analyses are worth attention - the percentage of high-skilled Latvian pupils (levels 5 and 6 of the six levels in total) is half lower than in Europe on average, and a relatively important one – each 15-year-old in Latvia – is of low competence. The further academic and professional opportunities of these pupils are significantly limited, especially if they wish to study or work abroad in a highly competitive market.

However, in the near future this is about to change; as of 2020, Latvian ministry of education is making substantial changes in the education system and the way subjects are going to be taught.

The project ‘Skola 2030’ (or school 2030) is aimed to redevelop the current education system to ensure that pupils receiving education in any of the institutions is ready for the world of work.

The Latvian ministry of Education still believes that knowledge continues to play an important role in every student’s life. However, in addition to basic skills in key areas of human activity (such as languages, social and civil, cultural awareness and arts, mathematics and computer science, science and engineering, health and physical activity), interdisciplinary skills, different personality characteristics, attitudes and a system of determined values become important in the new circumstances.

With the new project coming into action gradually, over the next 10 years each student in one of the 100 pilot schools will have more autonomy over their curriculum and schools are encouraged to offer new subjects to students, which are divided into certain subject groups to provide a more insightful learning of a single area, rather than going through the basics of all subjects with no real depth.

In one of the 'packages' that are suggested to schools, young enterprise is offered as a subject, where pupils will not only have a chance to learn more about entrepreneurship in theory, but will also have the opportunity to have a more hands-on experience of the area, as teachers will have the opportunity to take children to organizations, museums and other locations outside of their usual learning environment to provide them with a real-world experience and contemporary business environment knowledge (mk.gov.lv, 2018).

Hopefully, this will initiate interest in entrepreneurship and consequently, a rise in young enterprise education across the country, encouraging more children to start up in enterprise programs that are currently offered in the country.

Today, the most famous institution that provides young enterprise educations to children at all stages of education is Junior Achievement Latvia (JAL), which has been a part of the JA Worldwide network since 1991

(jal.lv, 2019). The main aim of the organization is to provide young enterprise education to school children in various forms including young enterprise start-ups, business simulation games, shadow days etc.

There are currently over 170 schools that have implemented the Junior Achievement programs in different ways. These, however, are only taught outside of the curriculum and is completely voluntary to the children who are interested to take part in such activities. With education that is provided in the curriculum being the main priority, young enterprise is not often perceived as an important subject for development of key competences and transferrable skills.

Although Latvia doesn't have a specific national strategy for entrepreneurship education, entrepreneurship education is recognized as a cross-curricular objective at all levels of school education and the entrepreneurship competencies are integrated into various school subjects. "Social Science", "Home Economics" and "Technologies, Visual art and Music" are part of the compulsory curriculum and "Ethics", "Economics", "Commercial Studies" and "Basics of Business Economics" are optional subjects in the secondary level.

Two main organizations in Latvia which provide entrepreneurship education collaborated in order to provide a training programme for teachers.

Once a year, a series of 3 seminars (modules) are held in the capital city of Latvia, Riga, where teachers learn more about different aspects of entrepreneurship education in schools.

Modules are structured and accredited like further education courses – these are suitable for teachers, school leaders, deputies to inspire and teach how to motivate young people to start up and pursue business.

Training focuses on the motivation of each member to assess the role of entrepreneurship in the career growth of both educators and young people, and on the development of the entire national economy. It will be a positive initiative to look at the business environment from the point of view of educators.

Entrepreneurship education course aims to encourage the widest possible participation of educators to motivate young people to start their business, raise entrepreneurial prestige in the eyes of society and to raise awareness among educators of the role of innovation in boosting competitiveness, to inform about innovation developments, thereby encouraging as many teachers and other educators, as well as young entrepreneurs to focus on innovation, development and application of solutions.

PROTI UN DARI

Youth guarantee programme is a project funded by the European Commission which aims to ensure that all young people under the age of 25 years receive a good quality offer of either employment, continued education or apprenticeship. However, the programme in Latvia has given each willing participant to attend a business advisor or an incubator where they can get more information about young entrepreneurship, as well as get help and advice with writing a business plan, attracting funding to their start-up etc.

On a more regional level, these young people have an obligation to attend 4-5 hours of one-to-one consultation with local enterprise coordinators, whose main job is to show them current enterprise programmes for young people and show them where they can get further education in the field. So far, this has given positive results, as although those young people are no longer in formal education, they are still able to part take in entrepreneurship education projects and other programmes aimed at increasing entrepreneurship amongst young people.

● <http://jaunatne.gov.lv>

GO BEYOND LATVIA

Go Beyond is a youth development programme designed to help young people develop leadership and social skills to help them overcome their capacity borders. The programme works with young people aged 18 to 23 who are willing to devote time to developing themselves, who are prepared to work on acquiring new professional skills, and are mature enough to talk about their values and beliefs, work-life balance.

During the programme, Go Beyond helps young people develop through the following tools: monthly individual and team coaching, mentoring, seminars, open lectures, meetings with programme management and non-formal activities.

This is a very important stage of entrepreneurship education as it gives young people all the necessary skills and competences in a non-formal education format.

With the skills gained during this programme, young people are encouraged to either continue with enterprise education in a different institution or start their own business

● www.gobeyond.lv

LIAA

The aim of the LIAA Mentoring programme is to promote business development in Latvia by providing quality and tailor-made mentoring services for business start-ups.

Experienced entrepreneurs will become mentors of young entrepreneurs within the programme, thus ensuring that both sides get something new: mentors will have the opportunity to share their experience, while experiencing successors will have the opportunity to gain the knowledge and skills of growing up and developing their own businesses.

The following may apply for participation in the Mentoring programme:

Successors: young entrepreneurs (who registered their business no more than 5 years ago) when completing an application from a successor;

Mentors: experienced entrepreneurs (no less than 5 years of experience in the business), filling out a mentor's application.

Although this programme is not directly linked to enterprise education in schools or colleges, it is often advertised in education institutions as it allows young people to engage with experienced entrepreneurs while studying and get a more hands-on, practical experience of enterprise.

The main advantage of this programme within the enterprise education is that young people do not necessarily have to have a registered business in order to participate, which means that they can get useful information which will help them to decide which path they want to take after compulsory studies.

● www.liaa.gov.lv

LABS OF LATVIA

Labs of Latvia is a platform that has been set up by Magnetic Latvia where young entrepreneurs have a chance to find out about all this enterprise that are going on nationwide.

This may include local or regional seminars, projects, programmes or events. It is open to any stakeholders and therefore young people have an opportunity to take an active interest and participate in entrepreneurial environment very early on. This is more advantageous for forming and maintaining business relationships and networking with people in the business world.

● www.labsflatvia.com

JUNIOR ACHIEVEMENT LATVIA

Junior Achievement Latvia is one of 37 Junior Achievement Worldwide members since 1991. The European Commission has recognized JA Latvia as the only positive initiative in Latvia. which provide young people with entrepreneurship education in the long term and methodically.

Junior Achievement Latvia promotes the development of an enterprising, ready-to-change and future-challenging generation that will actively engage in societal processes and take responsibility for national development. Junior Achievement Latvia annually provides access to practical business education programs that have been approved in Europe

and adapted to the needs of Latvia, about 60,000 students throughout Latvia, at all levels of education. The association provides its member school teachers with qualification improvement and further education programs both in Latvia and abroad.

● www.jal.lv

EUROSKILLS

EuroSkills is an international professional skills competition for young people where the representatives of more than 30 member countries present their professional skills and competitiveness and compare them to those of young people from other countries.

EuroSkills is an opportunity to achieve personal success, to present the quality of the vocational education of one's country, to compare professional competencies, to promote competitiveness and improve the recognition and attractiveness of the vocational education.

● www.viaa.gov.lv

YOUTH ENTREPRENEURSHIP IN REZEKNE MUNICIPALITY

Based in the heart of Latgale region, Municipality of Rezekne is the biggest municipality in Latvia, with a total area of over 2,500 km².

The territory of the municipality is crossed by the international highways Riga- Moscow, St. Petersburg- Warsaw and international railways. The territory is used as a transit corridor for many companies.

Rezekne Municipality is also a home for many micro and small enterprises; the most popular enterprise areas are agriculture, tourism, as well as wood processing, freight traffic and construction of roads.

Part of the territory belongs to Rēzekne Special Economic Zone (SEZ). The companies which are registered in SEZ can get both direct tax reductions (real estate tax, enterprise income tax) and indirect tax allowances

Rezekne SEZ was founded with an aim to promote trade, develop manufacturing and transit as well as export and import of goods through Latvia. Its task is to attract investment for development of manufacturing and development together with creating new places of employment. The functioning of Rezekne SEZ is concentrated upon stimulation of development in Rezekne city, Rezekne region and in whole Latgale region.



According to LIAA, 95% of the inhabitants know at least one foreign language and 54 % of the inhabitants speak at least two foreign languages, 11% of the workforce is involved in the manufacturing sector, 17% are engaged in wholesale and retail trade, and 16% are employed within the transport, storage and communication sector.

Picturesque nature, historical and cultural monuments promote the development of tourism. It is possible to explore the history of 237 state protected culture monuments, attend festivals and taste the local culinary heritage, listen to the Latgalian language and enjoy the Latgalian hospitality and relax at 180 lakes (including Lake Rāzna and Lake Lubāns, the biggest lakes of Latvia).

The children have the possibility to choose between 13 general education schools (primary and secondary education), 6 secondary schools, 3 special boarding basic schools and 19 kindergartens. After school they have the choice of attending either any of the secondary schools or they have a choice of continuing their studies in a sports school or an art school.



Extracurricular educational activities developed at schools, provides a meaningful and useful leisure time opportunities, contributing to enhance personal and national identity. This activities are a preventive work that prevents the development of negative trends (drug addiction, alcoholism, crime, etc.) among young people and young people can receive additional education that is useful for practical work and life.

The content of interest education is determined by the demand, the offer of interest education institutions and other structural units implementing such education, the labor market, the specifics of the social, economic and cultural-historical situation of the state.

In general, in Malta, the most curriculum of interest education is in cultural education programs. These include dance (folk dance, modern dance, breakdance), music (choirs, vocal ensembles, pop groups, instrumental ensembles, folklore groups, guitarists), theaters (literary artists, theater sports, school theater, dramatic collectives) and art classes (visual and visual) applied arts, painting, weaving, ceramics, textiles, etc.); sports education programs (sports games, orienteering, correctional gymnastics, floral, skiing and tourism), technical modeling education programs (lego, electronics, robotics, modeling) environmental education eco-fashion, ornithology) and other (9%) (little girls, debate clubs, writing, journalism, calligraphy, regional research workshop, school newspapers) programs.

Children and young people aged between 5 and 25 are involved in interest education programs.

Various groups operate in Malta- choirs, vocal ensembles, instrumental ensembles, folk dances, folklore groups, pop groups, soloists, visual and applied arts, decoration, work with textiles, painting, woodworking, ceramics, art language, theaters, stage speech, regional research , toddlers, technical modeling, robotics, electronics, newspaper publishing, basketball, volleyball.

14 ENTREPRENEURSHIP EDUCATION Malta, Latvia

In cooperation with Rezekne Technology Academy, Rezekne Municipality offer technical innovation programs in Youth Programmes, Design, Environmental Scouts, Robots, Fun Cook, Get to know your body. Over 100 students from Rēzekne county schools participate in these groups every second Saturday from November to April at the Rezekne Technology Academy.

Schools have the opportunity to take part in various competitions and projects: a competition for funding to supplement a material base for technical innovation activities; competition for organizing day camps for children and young people during the summer months.

MALTAS VIDUSSKOLA

Malta's high school has an enterprise coordinator, who is available two days a week. Their main role is to encourage students to learn about entrepreneurship through different activities.

This includes implementation of external programme "Junior Achievement" (more details below), various workshops, seminars and educational trips to existing entrepreneurs and organisations which support young entrepreneurship.

They also have consultation hours in the office, where students are welcome to come and talk



about their ideas, develop simple business plans and get support in application processes to different projects available externally.

These services are available to any student interested, but the main target market is 8th -10th grade and high school students, as they have begun developing understanding of entrepreneurship from other school subjects and life experiences.

Junior Achievement is the only organisation in Latvia which provides entrepreneurship education directly in schools.

Maltas vidusskola is one of 220 schools that have signed up to the programme. This means that each year, there are up to 5 teams across the school who can set up their own "young enterprise" and participate in all the events organised by Junior Achievement Latvia (regional and national trade fairs, motivational events, workshops etc) as well as events organised by enterprise coordinator specifically for students who are part of the programme to increase awareness and interest for entrepreneurship education.



15

ENTREPRENEURSHIP EDUCATION Malta, Latvia

have national, as well as international motivational speakers and mentors invited to the event.

There is a fee attached to participating in the event that is not covered when signing up any of the other programmes organised by JA Latvia.

Malta's high school has an enterprise coordinator who is in charge of organising events and implementing programmes that promote young enterprise education in school. Therefore, there are some events that happen in school which are very open to parents and any other stakeholders in the local community.

For example, every year the school has an event called **"Coffee with an entrepreneur"**, where students, as well as their parents and other stakeholders have the opportunity to meet with local entrepreneurs and discuss current issues in the business environment, share ideas about entrepreneurship education in school and any ideas that can be taken forward for forthcoming years.

It is a valuable and popular event, as it aims to bring together the whole community and help everyone see how they can support students be more entrepreneurial during their time at school.

This event happens on a very local level and is very non-formal; therefore, it allows those students who are usually less active to get involved in discussions with real, local entrepreneurs and build high quality networks.

JA Latvia also organises a teacher training programme, where teachers and other youth workers directly linked to young entrepreneurship education can obtain new tools and resources for more efficient teaching.

It is a training course that is run yearly and has 3 seminars throughout the academic year. Each seminar usually covers a certain theme, such as classroom digitalisation, innovation etc. These are aimed to both inform about contemporary business environment to help efficiently lead brainstorming sessions for students and the innovation and production processes.

It is a national programme that is available to everyone interested, but as places are limited, programme leaders give priority to those teachers who have not yet participated in previous years. The sessions are usually run in big conference rooms in the capital, Riga and

16 ENTREPRENEURSHIP EDUCATION

Malta, Latvia

The school currently has:

- A production room (equipped with laptop and projector, electricity access, tables, chairs and safe storage for ready-made products) that is available to ALL students 5 days a week between 8:00 – 17:00
- JA Latvia enterprise programme open to students in classes 5th - 12th.
- Enterprise coordinator: available 2 days a week, responsible for implementation of JA Latvia Young Enterprise programme, but also available for entrepreneurship-related consultations, organisation of entrepreneurial events and trips open to students in classes 5th - 12th.



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The Erasmus+ logo, which consists of a stylized starburst or flower-like symbol to the right of the text.