IMPACT ENTREPRENEURSHIP TRAINING KIT
For young entrepreneurs

Manual for Facilitators
You are holding in your hand an Impact Entrepreneurship toolkit to support you in teaching impact entrepreneurship to young entrepreneurs. This handbook is a result of the 3rd iteration of the deep partnership and significant collaboration between the Youth Co:Lab Viet Nam, United Nations Development in Viet Nam (UNDP Viet Nam), Citi Foundation and the Ministry of Science and Technology (MOST). We would like to thank Tu Minh Hieu, Vu Thi Huyen Trang from Ministry of Science and Technology, Nguyen Dang Tuan Minh from KisStartup and staff at UNDP Viet Nam: Diana Torres, Nguyen Nhu Quynh and Vuong Hong Ngoc who have contributed in creating and developing the training kit.

This introductory handbook gives you suggestions for teaching. To ensure your teaching success, we urge you to take the time to do the following things in the beginning (at least 01 hour before teaching):

1. Familiarise yourself with the teaching content and adjust delivery according to each class.

2. Implement suggested activities to suit the needs of your audience.

During the teaching process, you may have to continuously monitor and adapt content and materials according to the needs of the classroom.

After teaching, you may want to measure the impact of your own activities, updating your learners on what they are doing after the course and/or what additional knowledge they need.

Good luck,
Best regards
Compilation team
What is impact entrepreneurship?

What start a impact startup?

How to become an impact startup?

Examples of successful impact startups

Opportunities for impact startups

References

Tools
2. PARTICIPANTS

- Young people under 35 years old
- Have a desire/ intention to have an impact startup and/or to join impact startups.
- Know a little about/ do not know much about the field of impact startups.
- Do not know where to start, to build and/or to join these businesses.

3. PROGRAMME DESIGN PRINCIPLE

- Combine theory and practice through exercises, group activities, Q&A.
- Combine theoretical content with analysis of specific situations, specific businesses.
4. OBJECTIVES

The programme helps learners:

- Visualize impact startups, understand the basic concepts involved.
- Gain useful experiences through the programme’s activities.
- Apply pieces of knowledge into their projects and businesses after the programme.
- Form action ideas after the training program.

5. DETAIL INSTRUCTIONS FOR ACTIVITIES IN THE FRAMEWORK
**Preparation**

**Objective:** Create an environment where participants feel included and safe.

As a facilitator, think about the environment you create for the training class. Do you want participants to sit in a circle? Do you want them to sit like in a classroom? What are the limitations of the space you prepare?

For the Impact Entrepreneurship Training, we recommend breaking up into small groups to encourage interactions and create an atmosphere of intimacy.

Depending on the number of participants, you can divide groups as follows:
- If the total number of participants is less than 7: 1 group.
- From 8 to 14 participants: divided into 2 equal groups.
- More than 15 participants: divided into groups of 4 or 5 people.

**Stationery:**
- Colorful sticky notes.
- Marker.
- A4 white paper.

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**Welcome & Dissemination of training programme**

**Welcome:**

**Objectives:** Make participants feel welcome and you can also follow up to support them.

Participants will arrive at different times until the training session begins: your task is to greet them and bring them into the newly formed group.

When a participant arrives, ask them to fill in their personal information in the list of participants (use our form or create your own). Optional: you can also prepare name cards (with stickers, tape, notes) for the participants.

Finally, invite them to sit around the table and introduce them to the other participants. When the training session started, the participants can sit in a circle.

**Dissemination of training program**

**Objective:** Introduce the rules of the training session and the content of the program.
Welcome & Dissemination of training programme

Start by saying thank you to the participants and highlighting the importance of participants in this training session.

- Overview: introduce the main components of the training session so that the participants can see the big picture.
- Logistics: share the training time frame, where the restroom is, supplies needed, etc.
- Rules: listen, share, and do not make judgements.

Warm-up

Exercise 1: Whom do you think your business/organization’s activities are creating changes for?

- Use sticky notes to write changes on them.
- Post what you find on the table.
- Group similar changes into the same group.
- Time: 02 minutes
- Format: Individual

Exercise 2: Classify the changes as: Positive & Negative; Intentional & Unintentional.

Leading question: So, in your opinion, what is an impact business?
<table>
<thead>
<tr>
<th>Framework</th>
<th>Content</th>
<th>Sub-content</th>
<th>Details</th>
<th>Why we need this session</th>
<th>Expected results</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>What is impact entrepreneurship?</td>
<td>The basic concepts</td>
<td>What is the impact?</td>
<td>Help learners visualize basic concepts and different approaches.</td>
<td>It is necessary to state the definitions and different approaches of impact startups.</td>
</tr>
<tr>
<td>Duration: 45m</td>
<td></td>
<td>Types of impact</td>
<td></td>
<td>Help learners understand the types of impacts seen from different perspectives.</td>
<td>Indicate different classifications, in which it is necessary to mention SDGs as the way to classify impacts.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>SDGs</td>
<td></td>
<td></td>
<td>Define your priorities: Which SDGs your startup can relate to and do better? Besides, which SDGs could be negatively affected?</td>
</tr>
<tr>
<td></td>
<td>Business model of impact businesses</td>
<td>Components of business model of impact businesses</td>
<td>As a tool to help visualize the overall picture of a startup.</td>
<td>Help learners understand the business model of businesses in general and impact businesses in particular.</td>
<td></td>
</tr>
<tr>
<td>Impact measurement</td>
<td>Exercises to help participants try to measure their own impact</td>
<td></td>
<td>Let teams do experiments on your products and services or find the impact business they are interested in.</td>
<td>Giving this exercise will help learners visualize the concrete impact creation in numbers.</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>How will you measure and report back, specifying in numbers? (For example, in 1 year: how many beneficiaries, how to benefit them and by what, etc.).</td>
<td></td>
</tr>
<tr>
<td>2.</td>
<td>Why start an impact startup?</td>
<td>Trends</td>
<td>Inspire participants about the vision, mission and values of creating an impact business.</td>
<td>It is necessary to introduce and update trends immediately related to impact entrepreneurship.</td>
<td></td>
</tr>
<tr>
<td>Duration: 15m</td>
<td></td>
<td>The benefits</td>
<td>Provide information on the current state of the impact startup ecosystem.</td>
<td>Need to help learners see the opportunity and potential of this startup trend.</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Available ecosystem</td>
<td></td>
<td>Need to help learners build their vision and desire to participate in impact entrepreneurship.</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Values created</td>
<td></td>
<td>Help learners understand about the current status, including the pros and cons of the impact startup ecosystem.</td>
<td></td>
</tr>
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<td>Framework</td>
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<td>Sub-content</td>
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</tr>
</tbody>
</table>
| 3.        | How to become an impact start-up? |  | Problem Detection & Social impact development  
- Find the social impact aspects of your business.  
- Participating in social impact entrepreneur-ship’s groups.  
- Guaranteed profit & sales. | Show learners that there are many different options for becoming an entrepreneurs/impact startup. | Categorization helps learners see which path is right for them:  
- Already have a business but have not made an impact.  
- There is a mass market business but there is no suitable business model/ or the model is not sustainable.  
- Do not have a business yet, intend to start an impact startup.  
- No business yet, only intention to re-enter, no intention to operate business. |
| 4.        | Examples of successful impact startups. |  | Analyze the successful case | Case study in Vietnam and worldwide  
Help learners visualize success stories around the world. | Need to analyze the factors that lead to success.  
It is necessary for learners to self-analyze and draw lessons and good practices from those cases. |
| 5.        | Opportunities for impact startup |  | Introduction of informative sources  
Introduction of contests, useful addresses, documents serving impact startups. |  | It is necessary to continuously add opportunities for the startup team in addition to contests, funds, etc. |
| 6.        | Reference and Call to action |  | 1) join YCL fanpage  
2) take one-pager module |  |  |
6. ACTION PLAN AFTER PROGRAMME

The remaining time (if any) can help students do the exercise:

Your action plan after training class
- Use sticky notes & markers.
- Write down the activities to be done after the training.
- Help learners join the group to share hands-on experiences and implement impacts.

What did you learn from the lesson?
- Use sticky notes & markers.
- Write down the lessons learned.
7. TOOLS
### 7.1. The Business Model Canvas

<table>
<thead>
<tr>
<th>Key Partners</th>
<th>Key Activities</th>
<th>Value Propositions</th>
<th>Customer Relationships</th>
<th>Customer Segments</th>
</tr>
</thead>
<tbody>
<tr>
<td>Who are our Key Partners?</td>
<td>What Key Activities do our Value Propositions require?</td>
<td>What value do we deliver to the customer?</td>
<td>What type of relationship does each of our Customer Segments expect us to establish and maintain with them?</td>
<td>For whom are we creating value?</td>
</tr>
<tr>
<td>Who are our key suppliers?</td>
<td>Our Distribution Channels?</td>
<td>Which one of our customer’s problems are we helping to solve?</td>
<td>Which ones have we established?</td>
<td>Who are our most important customers?</td>
</tr>
<tr>
<td>Which Key Resources are we acquiring from partners?</td>
<td>Customer Relationships?</td>
<td>What bundles of products and services are we offering to each Customer Segment?</td>
<td>How are they integrated with the rest of our business model?</td>
<td>Is our customer base a Mass Market, Niche Market, Segmented, Diversified, Multi-sided Platform</td>
</tr>
<tr>
<td>Which Key Activities do partners perform?</td>
<td>Revenue streams?</td>
<td>Which customer needs are we satisfying?</td>
<td>How costly are they?</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Key Resources</th>
<th></th>
<th>Cost Structure</th>
</tr>
</thead>
<tbody>
<tr>
<td>What Key Resources do our Value Propositions require?</td>
<td></td>
<td>What are the most important costs inherent in our business model?</td>
</tr>
<tr>
<td>Our Distribution Channels?</td>
<td></td>
<td>Which Key Resources are most expensive?</td>
</tr>
<tr>
<td>Customer Relationships Revenue Streams?</td>
<td></td>
<td>Which Key Activities are most expensive?</td>
</tr>
</tbody>
</table>

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<th>Cost Structure</th>
</tr>
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<tbody>
<tr>
<td>For what value are our customers really willing to pay? For what do they currently pay?</td>
</tr>
<tr>
<td>How are they currently paying? How would they prefer to pay?</td>
</tr>
<tr>
<td>How much does each Revenue Stream contribute to overall revenues?</td>
</tr>
</tbody>
</table>
### 7.2. Business model for impact businesses

<table>
<thead>
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<td></td>
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<tr>
<td>Our Distribution Channels?</td>
<td></td>
<td></td>
<td>How are we reaching them now?</td>
<td></td>
</tr>
<tr>
<td>Customer Relationships Revenue Streams?</td>
<td>Value propositions with users/beneficiaries</td>
<td></td>
<td>How are our Channels integrated? Which ones work best?</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Value propositions with payers/sponsors</td>
<td></td>
<td>Which ones are most cost-efficient?</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Value propositions with communities/other stakeholders</td>
<td></td>
<td>How are we integrating them with customer routines?</td>
<td></td>
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</tr>
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<td>Which Key Activities are most expensive?</td>
<td>How much does each Revenue Stream contribute to overall revenues?</td>
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</tbody>
</table>
7.3. The Springboard Modules

https://www.youthcolab-learn.org/youthcolabvietnam/
8. TRAINING PRESENTATION

YOUTH CO:LAB VIET NAM
IMPACT ENTREPRENEURSHIP TRAINING KIT
FOR YOUNG ENTREPRENEURS

1. WHAT - WHAT IS IMPACT ENTREPRENEURSHIP? – BASIC CONCEPTS
2. WHY – WHY START AN IMPACT STARTUP?
3. HOW – HOW TO BECOME AN IMPACT STARTUP?
4. WHO – EXAMPLES OF SUCCESSFUL IMPACT STARTUPS.
5. WHERE – OPPORTUNITIES FOR IMPACT STARTUPS.
6. REFERENCES

01. WHAT IS IMPACT ENTREPRENEURSHIP?

What is an ‘impact’?

Impact is the changes that are made as a result of an organization’s operations. “Impact” can be positive or negative, intentional or unintentional.
There are several approaches to define an impact business.

**Types of impact**

**Classification by range**
- **Project-based impact**: Direct impact to the stakeholders of the project.
- **Community-based impact**: The impact created for more than the original target or original environment.
- **Environmental impact**: Changes that are created from the organization’s performances to the environment.
- **Social impact**: Changes that are created from the organization’s performances to the society.

**Classification by category**
- **Project-based impact**
- **Community-based impact**
- **Environmental impact**
- **Social impact**

**Sustainable development goals (SDGs) impact**

**First approach:**
- Commercial business whose the positive impact on society or the environment is the two central tenets of the organization’s operating strategy.
- With this approach: Impact businesses consist of environmental impact businesses.

**Second approach:**
- Startup groups that use technology to create new values which also create positive and sustainable, measurable impact to the society and the environment, alongside financial returns.
- These are groups that receive impact investment capital, therefore they are called “impact startups” instead of “impact enterprises” to emphasize the ability to replicate their model and receive investment capital for replications and innovations in technology.
A Business Model is a high-level plan for profitably operating a business in a specific marketplace. A primary component of the business model is the value proposition. This is a description of the goods or services that a company offers and why they are desirable to customers or clients, ideally stated in a way that differentiates the product or service from its competitors.

The Business Model Canvas is a strategic management template used for developing new business models and documenting existing ones. It offers a visual chart with elements describing a firm’s or product’s value proposition, infrastructure, customers, and finances, assisting businesses to align their activities by illustrating potential trade-offs.

Impact Business Models (IBMs) are the ways that a business is designed to create a specific positive benefits/outcomes for one of its stakeholders. They may be based on their products, a particular process or activity, or the structure of the business.

An impact business is also a business, so building a business model that meets the needs of the market is the most important priority. Impact is an integral part of an impact business alongside other factors, so it needs to be clearly articulated in the business model.

The canvas business model is widely used in businesses including startups for many purposes:

- Help internal companies understand the business model.
- Help investors visualize how the business creates value.
- Help partners understand the business.
- Helping businesses adjust their business models to market fluctuations.

### Business model for Impact business and normal business

Both are business-oriented and create value for customers.
Both ensure basic components: Who to sell, what to sell, how to use resources, how to operate, and how to cooperate with partners.

- Impact businesses must pay attention to more stakeholders and clearly define their focus on user/beneficiaries, payers, sponsors (if any).
- Impact business must create values for different respective segments.
- The values that impact businesses generate are not only financial values but also impact values. More importantly, these impact values must be measurable.

#### SAME POINTS
- Both are business-oriented and create value for customers.
- Both ensure basic components: Who to sell, what to sell, how to use resources, how to operate, and how to cooperate with partners.

#### DIFFERENCES
- Business model for Impact business and normal business

### Business model canvas (2010, Osterwalder, Alexander; Pigneur, Yves; Clark, Tim). Business Model Generation: A Handbook For Visionaries, Game Changers, and Challengers) combined with impacts.

<table>
<thead>
<tr>
<th>Key Resource</th>
<th>Key Activities</th>
<th>Type of intervention</th>
<th>Segments</th>
<th>Value Propositions</th>
</tr>
</thead>
<tbody>
<tr>
<td>What Key Resources do our Value Propositions require?</td>
<td>What Key Activities do our Value Propositions require?</td>
<td>What type of intervention do we deliver to the customer? Service? Products?</td>
<td>Beneficiaries</td>
<td>Social value</td>
</tr>
<tr>
<td>Human resources, Finance, Approach?</td>
<td></td>
<td></td>
<td>Users/Customer</td>
<td>Impact measurement</td>
</tr>
<tr>
<td>Partners and stakeholders</td>
<td>Channels</td>
<td></td>
<td>Who/Which organisations will pay?</td>
<td>How we can evaluate impact?</td>
</tr>
<tr>
<td>Who is the target group that cooperates to perform the activity? Do you need any special access or permission?</td>
<td>Through which Channels do our Customer and Beneficiaries Segments want to be reached? How are we reaching them?</td>
<td>Segments</td>
<td>Users/Customer</td>
<td>What do user/customer need?</td>
</tr>
<tr>
<td>Cost Structure</td>
<td>Surplus</td>
<td>Revenue Streams</td>
<td></td>
<td>Through which Channels do our Customer Segments want to be reached? How are we reaching them now? How are our Channels integrated? Which ones work best? Which ones are most cost-efficient? How are we integrating them with customer routines?</td>
</tr>
</tbody>
</table>

- Analyze some impact businesses’ business models.
- Put participants into groups, choose some typical impact business to analyze.
- 3-5 people/group
- Time: 30 minutes

Vulcan Augmetics is a startup model specializing in the production of low-priced prosthetic modules for disabled people using 3D printing technology.

- The winner of Youth Co:Lab 2018
- The winner of Blue Ventures Awards Vietnam 2018
- Top 10 National Innovation Startup Competition - TECHFEST 2018

Foundations product prosthetics
Building product and platform

- Low cost, high function
  Ideal for low infrastructure areas
- Wireless controls
  Use any part of your body to control your device with our patented system
- Easy customization
  Plug and play upgrades/attachments

User dashboard
Set your controls, service & upgrades

Device hub
Connect your devices with each other using bluetooth

ML Bio-signal calibration
Machine learning adapts to your body

Distribution Channels

Direct Sales

Clinics & Hospitals

NGO & Gov Sponsorship

CSR partnership Job-specific arm sale
Journey of Senses

An innovative chain of restaurants and services that provides unique experiences for customers, which are empowered and operated by people with disabilities.

1. Noir. Dining in the Dark
   The first restaurant in Vietnam that served by blind/visually impaired staff members.

2. Blanc. Restaurant
   Customers order food by interacting with deaf staff using sign language.

3. Là hoa . Flower speaks
   The flower shop is served by deaf staff with cards written in sign language.

   The massage technicians at the spa are blind/visually impaired staff. The customer experience focuses on touch, hearing, and smell.

5. Green papaya Restaurant
   Vegetarian Vietnamese restaurant served by the deaf staff.

6. Dialogue in the Dark
   Experience life in absolute darkness under the guidance of blind staff.

1516 Green Energy

A social enterprise that provides basic products and services using wind turbines and solar panels to people living in remote/rural areas in Vietnam.
02. WHY START AN IMPACT BUSINESS?

The development of impact startup ecosystem in Vietnam

- Trends in responsible consumption of Vietnamese people.
- Domestic and international Market opportunities.
- The ecosystem that supports Impact Startups is growing in Vietnam, in the region and the world.
- Address environmental and social challenges, while still generating profits for businesses, individuals and families; contribute to achieving the sustainable development goals by 2030.

Market Opportunities

Businesses can exploit at least $12 trillion in market opportunities by 2030, and create 380,000 jobs by implementing Sustainable Development Goals.

Economic Forum, (WEF)
Davos, Switzerland, February 23, 2016

Trend

86% of Vietnamese consumers are willing to pay more for products and services that come from businesses that are committed to creating a positive society and having good impacts on the environment, compared to 76% in Asia and the Pacific.
Market Opportunities

60 BIGGEST MARKET OPPORTUNITIES FOR IMPLEMENTING THE SUSTAINABLE DEVELOPMENT GOALS

Source: Better Business Better World

Vietnam and SDGs

Figure 5: Viet Nam’s achievement of the SDGs

ZERO HUNGER
SDG SCORE: 62.1%
More than 10% of the population is undernourished, and 23% of children younger than five demonstrate stunted growth.

GOOD HEALTH AND WELL-BEING
SDG SCORE: 74.6%
Vietnam has a high incidence of tuberculosis at 137 per 100,000 people. The country also has a high rate of traffic deaths, over 24 per 100,000 people. Access to healthcare is also critical, with only 72.8% of births attended by skilled health personnel.

DECENT WORK AND ECONOMIC GROWTH
SDG SCORE: 60.8%
Child labor is still prevalent in Vietnam, with over 16% of children between the age of five and 14 years engaged in labor. Also, only 40% of adults older than 15 years have a formal account at a bank, other financial institution, or mobile money service provider.

INDUSTRY, INNOVATION AND INFRASTRUCTURE
SDG SCORE: 24.9%
The government spends just 0.2% of GDP on R&D. Few scientific and technical journal articles are published, signifying little focus on innovation.

REDUCED INEQUALITIES
SDG SCORE: 66.5%
Vietnam has high income inequality, with a high GINI coefficient of 37.6. Most commercial activity in Vietnam occurs in HCMC and Hanoi.

SUSTAINABLE CITIES AND COMMUNITIES
SDG SCORE: 66.4%
Only 61% of the Vietnamese urban population has access to piped water. Urban areas of the country have high concentrations of particulate contaminants.

LIFE BELOW WATER
SDG SCORE: 51.8%
Vietnam scores poorly (44.8) on the Ocean Health Index: Clean Waters, which measures the contamination of water resources by chemicals, eutrophication, human pathogens, and trash. SDG 14 is especially critical for Vietnam, given its long coastline.

LIFE ON LAND
SDG SCORE: 46.6%
Vietnam scores 0.7 on the Red List Index of the International Union for Conservation of Nature, which measures trends in the overall extinction risk (‘conservation status’) of species, which is one indicator of trends in biodiversity.

PEACE AND JUSTICE STRONG INSTITUTIONS
SDG SCORE: 65.5%
Vietnam scores poorly on both the Corruption Perception Index (33) and on Government Efficiency (3.4 out of 7).

Source: https://thegiin.org/assets/GIIN_SEAL_full_digital_webfile.pdf?page=177&zoom=100.0
**03. HOW TO BECOME AN IMPACT STARTUP?**

**How to become an impact startup?**

- Identify problems & develop a business to solve it
- Look for impact sides
  - Join social impact groups
- Ensure the profits and positive benefits for environment and society and make society and environment the two core elements.

**Where are you now?**

- **01**
  - Already have a business but have not made an impact?
- **02**
  - Do not have a business yet, intend to start an impact startup
- **03**
  - No business yet, only have intention to join and support an impact business?
- **04**
  - You do not know yet

The mindset you should have when growing your impact business

- Constantly detect problems
- Comprehensive view of the changes you make (positive, negative, intentional, unintentional) for stakeholders
- Measure impact from the beginning to the change identification, selection of indicators and data collection

**WE BELIEVE IN MAKING A DIFFERENCE**
Which ever approach you take, you should have a lean entrepreneurial spirit

Adopted in September 2015 by the heads of 193 UN member states
A common goal for the world by 2030

17 sustainable development goals (SDGs)

WE THE PEOPLE

THE GLOBAL GOALS
For Sustainable Development
EXERCISE 01. A quick lesson on SDGs

MATCH THE NUMBER IN THE LEFT COLUMN TO THE RELEVANT FACT IN THE RIGHT COLUMN

| A. 17 | 1. It is the time when the sustainable development goals come into effect |
| B. 169 | 2. Sustainable development goals |
| C. 232 | 3. The time when the 2030 agenda is adopted |
| D. 193 | 4. Targets |
| E. 2030 | 5. It is the time that the goals will be fulfilled |
| F. 9/2015 | 6. Country / region committed to implement |
| G. 1/1/2016 | 7. Index |

**Vietnam’s commitment**

Former President Truong Tan Sang affirmed that Vietnam will support and pledge to gather all necessary resources, mobilize all ministries, sectors, localities, organizations, communities and people to successfully implement the 2030 and all the sustainable development goals.

(The United Nations Summit approved the 2030 Agenda for stable development
UN headquarters- September 25, 2015)
Select up to 3 Sustainable Development Goals for your business. Compare your business’s performance with the indicators of the sustainable development goals.

**EXERCISE 02.**
What are the nearest goals of your startup?

Vietnam’s implementation of sustainable goals

**Country Ranking**
**Vietnam**

**Country Score**

**Statistical Performance Index**
0 (Worst) to 100 (Best)

**Regional Average**: 65.7
SDG dashboards and trends

Why use Sustainable Development Goals as an approach to your impact business?

- SDGs helps you to better visualize the impact you can create. It also help you maintain focus on your chosen goals and their measuring right from the start.
- Helps your employees and customers share your vision and goals.
- Helps investors and other stakeholders visualize your story more clearly.
- Not only for impact startup, but also for mature businesses to position their impact. So, not just in the early stage of your startup, SDGs can help you grow your business in the later stages.

EXAMPLES OF SUCCESSFUL IMPACT STARTUPS

In worldwide

https://www.deaftawk.com/  
https://ifarmer.asia/  
https://www.shuttlebd.com/business
In Viet Nam

Slogan:
Changing the lives of Vietnamese women
https://www.jupviec.vn/

Target:
• Poor rural women will have good jobs and incomes.
• Urban women will have more free time to take care of their family and contribute more values for society.

Achievement:
• Founded in 2012, JupViec.vn is currently creating jobs for more than 3,000 domestic workers, meeting the needs of more than 200,000 customers, serving in 8 provinces across the country.
• Receive investment from Patamar Capital

Impact startup support programs from UNDP globally

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<td>Turkey</td>
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Other opportunities

05.
OPPORTUNITIES FOR IMPACT STARTUPs

SEED PLANTER
SEED PLANTER

IMPACT STARTUP CHALLENGE

BLUE VENTURE AWARD

CSIP

EPPIC

EVERGREEN LABS

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Important documents for impact startups

The following documents were developed by the Youth Co: Lab program. Please indicate the source if using or quoting:
https://www.youthcolab.org/springboard

- A guide to organize online events for startups
- A toolkit for Movers- Introduction to Sustainable Development Goals (SDGs) and entrepreneurship.
- Toolkit that supports impact startup.

REFERENCES

https://shift.tools/curriculums/
https://learn.marssd.com/article/impact-measurement/
https://www.uberisicapital.com/
https://theqiin.org/assets/GiIN_SEAL_full_digital_webfile.pdf
List of countries in 2019-2020

Australia
Bangladesh
Bhutan
Cambodia
China
Fiji
Indonesia
India
Japan
Laos
Malaysia
Maldives
Mongolia
Nepal
Pakistan
Philippines
Republic of Korea
Samoa
Singapore
Solomon Islands
Sri Lanka
Thailand
Timor - Leste
Vanuatu
Vietnam

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