



INSPIRING REVOLUTIONARY EDUCATIONAL CREDENTIALS

Module 3





1506
UNIVERSITÀ
DEGLI STUDI
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ABOUT THE PROJECT

OBEC (2020-1-SE01-KA204-077803) is a KA2 Strategic Partnership co-funded by the Erasmus+ of the European Union. Led by Swideas in Sweden, the project gathers partners in Croatia (Regional Development Agency of Sisak-Moslavina County - SIMORA), Italy (LAI-MOMO Società Cooperativa Sociale & Università degli studi di Urbino Carlo Bo), Belgium (EURADA - Association Européenne Des Agences Développement).

OBEC is an innovative project that aims to explore the potentials of Blockchain technology to promote competency development and recognition of skills and qualifications by creating an innovative system to issue and validate learning credentials on a trial basis. Through this effort, the project's goal is to encourage the professional and academic integration of migrants, exchange students, and individuals with informal and non-formal learning backgrounds.

By contributing to the educational and economic integration of these targeted groups, OBEC envisions to benefit individuals with migrant background, students, teachers, education institutions, and employers. Focusing on the key issue of lack of uniformity and transparency in systems of validation of credentials, it is expected that this effort will result in positive effects in the working context, promoting employability, empowerment, and accessibility to the labour market.



OBEC Module 3

– How to start a business –

Topic:

How to start a business

Description:

This module includes general knowledge on ways of starting a business and its procedures.

It also includes main information on business management and self-employment so participants can be well-educated on registration of various types of companies, partnerships, legal aspects of entrepreneurship, and taxation system.

Target Audience:

- Unemployed people
- Young people that graduated from high school
- People dissatisfied with the current job
- Individuals wanting to start its own business

Milestones:

- Introduction to process of starting a business
- Business management and self-employment
- Legal aspects of entrepreneurship
- Taxation

Final Badge:

Establishing a business

Type of Exercise:	Presentation and Reflection
Time:	1 hour
Contents/Activities:	<ul style="list-style-type: none"> • How to start a business? • Business management • Self-employment • Reflection • Quiz
Objectives:	<p>Upon completion of all milestones, the participants will:</p> <ul style="list-style-type: none"> • Have an information how to start their own business and how to deal with self-employment and all things that can happen • Learn about business management, registration of various types of companies, information on different kinds of partnerships, and types of joint stock companies • Understand main legal aspects that are crucial for entrepreneurs, as well as documentation and necessary conditions that are required • Get a view at pros and cons for various types of companies
Assessment format:	Quiz
Material:	TBC



Project Partners



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HOW TO START A BUSINESS

Sisak, October 2021.

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MODULE CONTENT

OBEC - One Block for Educational Credentials

SESSION 1

GETTING ACQUAINTED WITH EDUCATIONAL INSTITUTION

- How does educational institution operates
- Description of the educational process

SESSION 2

WAYS OF STARTING BUSINESS (BUSINESS START UP PROCEDURES)

- How to start your own company?
- Takeover of an existing company.
- Franchise (business under a well-known brand).
- Support structures for entrepreneurship (sources of funding, incubators, accelerators, etc.).

MODULE CONTENT

OBEC - One Block for Educational Credentials

SESSION 3

BUSINESS MANAGEMENT AND SELF-EMPLOYMENT - HOW TO REGISTER A COMPANY

- How to register various types of companies
- Definition and identification of the different types of partnerships
- Definition and identification of the different types of joint stock companies: limited liability company, joint stock company, limited partnership limited by shares.
- Definition of the characteristics of cooperatives

LEGAL ASPECTS OF ENTREPRENEURSHIP

- Required documentation for registration and startup own company
- Necessary conditions for registration of companies of various activities.
- Pro and cons for various types of companies

SESSION 4

MODULE CONTENT

OBEC - One Block for Educational Credentials

SESSION 5

SERVICE APPS FOR ENTREPRENEURS

- Existing service apps in Croatia, Sweden, Italy, Belgium

SESSION 6

TAXATIONS

Taxation system for entrepreneurs in Croatia, Sweden, Italy, Belgium



GETTING
ACQUAINTED WITH
EDUCATIONAL
INSTITUTION

01

GETTING ACQUAINTED WITH EDUCATIONAL INSTITUTION



Presentation of educational institution, its work and activities

Presentation of educational process in details



**WAYS OF
STARTING
BUSINESS
(BUSINESS START
UP PROCEDURES)**

SESSION 2

02

WAYS OF STARTING BUSINESS (BUSINESS START UP PROCEDURES)



How to start your own company?

Takeover of an existing company

Franchise (business under a well-known brand)

Support structures for entrepreneurship (sources of funding, incubators, accelerators, etc.).

ESTABLISHING OWN COMPANY

CHOOSE AN FORM OF COMPANY -

Croatia (d.o.o., j.d.o.o., obrt, zadruga, OPG), Italy (SRL, SpA, DI, cooperative), Sweden (AB, A/B, HB, KB), Belgium (NV, BV, VOF, CommV)

Advantages and shortages of various forms are depending on entrepreneurial idea, business manner, market size etc.

How to start your own company?

SWEDEN

<https://www.verksamt.se/>

- Have a clear business idea, budget, and plan for your operations
- Decide what kind of company you want to start
- Register your company at <https://www.verksamt.se/>
(AB, A/B, HB, KB)

Other important steps and procedures:

Open a bank account

Obtain an insurance

Set up a bookkeeping system and learn about the system of taxation



How to start your own company?

BELGIUM

Steps:

Choosing a legal status: NV, BV, VOF, CommV

- Setting up the company by depositing and registering a deed of incorporation;
- Registering the company at a recognised business counter for your registration in the Central Databank for Enterprises (KBO)
 - Registering and activate your VAT number
 - Registering a customs identification and Economic Operators Registration and Identification (EORI) number
- Registering all financial reports on the Ultimate Beneficial Owner (UBO) Register
- Joining a social insurance fund for the self-employed and pay social security contributions
 - Joining a health insurance fund to be eligible for sickness and disability benefits
 - Taking out the minimum required insurance policies
 - Opening a professional current account
 - Depending on the region, a certificate of basic knowledge of business management and accounting may be required.
 - When recruiting staff: joining a social secretariat and take the necessary steps to register with the National Organ for Social Security (RSZ);



How to start your own company?

ITALY

Choose an form of company:
Limited liability company (SrL)
Joint Stock Companies (SpA)
Branches
Register



How to start your own company?

CROATIA

- Checking the name of the company you want to open (you can also do it yourself via www.sudreg.pravosudje.hr)
- Selection of business idea from https://narodnenovine.nn.hr/clanci/sluzbeni/2007_06_58_1870.html
- Preparation and announcement by a notary public
- Addressing company headquarters and business addresses
- Selecting a bank and opening a business account
- Obtaining a VAT number, VAT ID number and EOR number for the company
- Online bookkeeping with online program
- Secretarial services
- Personnel services (competitions and recruitment of workers, A1 certificates, work permits, registration / deregistration, etc.)



How to start your own company?



Why to buy existing company?

The name of company is well known on market

Business is already structured and organised

Market access

Existing suppliers base

Takeover of an existing company

DO YOUR RESEARCH!

Licenses and permits: You'll need to get any needed licenses and permits from the current owner or apply for them yourself.

Zoning requirements: your business must follow all the basic zoning laws in your area.

Environmental concerns: check the environmental regulations in the area.

The value of the business: use different methods (Capitalized earning approach, Excess earning method, Cash flow method, Tangible assets (balance sheet) method, Value of specific intangible assets method



Takeover of an existing company

FRANCHISE:

Business model where one business owner (the “franchisor”) sells the rights to their business logo, name, and model to an independent entrepreneur (the “franchisee”)



Franchise (business under a well-known brand)

2 common forms of franchising:

Product/trade name franchising: The franchisor owns the right to the name or trademark of a business, and sells the right to use that name and trademark to a franchisee.

Business format franchising: The franchisor and franchisee have an ongoing relationship. This style of franchising normally focuses on full-spectrum business management.



Franchise (business under a well-known brand)



Business support institutions:

Business support organizations are nonprofit, public and for-profit resource organizations that serve local businesses and support their growth and success. They connect them to talent, find co-working space, and test and validate business ideas.

***Support
structures for
entrepreneurship***

BUSINESS INCUBATORS
DEVELOPMENT AGENCIES
TECHNOLOGY PARKS
ACCELERATORS
ENTREPRENEUR'S ORGANIZATION
CHAMBERS OF COMMERCE
NGO's
LOCAL/REGIONAL/NATIONAL GOVERNMENT



***Support
structures for
entrepreneurship***

**BUSINESS
MANAGEMENT
AND SELF-
EMPLOYMENT -
HOW TO REGISTER
A COMPANY**



03



How to register various types of companies

Definition and identification of the different types of partnerships

Definition and identification of the different types of joint stock companies

Definition of the characteristics of cooperatives

Different regulations in

Croatia

Sweden

Belgium

Italy

Registering

d.o.o., j.d.o.o., obrt, zadruga, OPG, SRL, SpA, DI, cooperative, AB, A/B,
HB, KB, NV, BV, VOF, CommV - detailed




***How to register
various types of
companies***

What Is a Business Partnership?

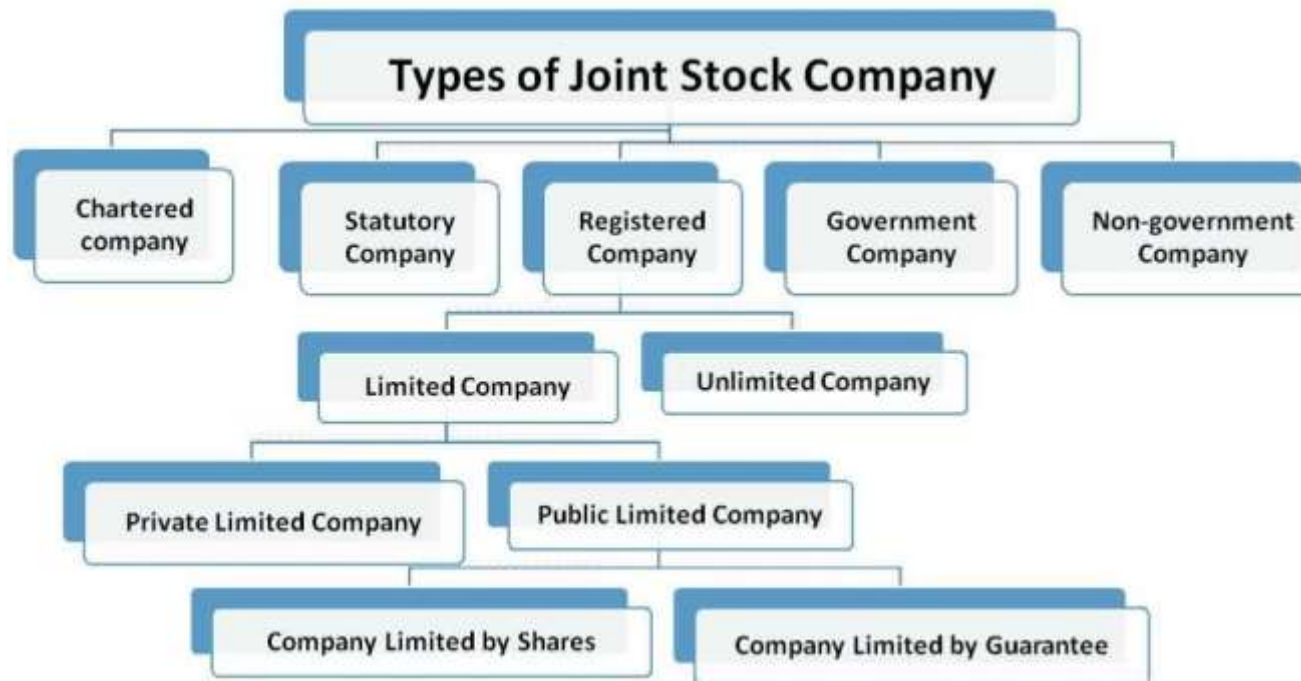
- A specific kind of legal relationship
- Business partnerships are formed by the agreement between two or more individuals to carry on a business as co-owners
- Types of partnerships and levels of involvement vary



 the balance

SIMPLE PARTNERSHIPS, GENERAL PARTNERSHIPS, LIMITED PARTNERSHIPS

Definition and identification of the different types of partnerships



Definition and identification of the different types of joint stock companies

When a company is owned and operated by the people who use its products and services and who benefit from what the company has to offer, it's known as a cooperative.



7 COOPERATIVE PRINCIPLES

- › Voluntary membership
- › Democratic member control
- › Member economic participation
- › Autonomy and independence
- › Education, training and information
- › Cooperation among cooperatives
- › Concern for community

Definition of the characteristics of cooperatives

LEGAL ASPECTS OF ENTREPRENEURSHIP



04



Required documentation for registration and startup own company

Necessary conditions for registration of companies of various activities

Pro and cons for various types of companies

ID
DOCUMENT

EDUCATIONAL
CREDENTIALS



REGISTRATION CERTIFICATE
FOR TAX ADMINISTRATION,
HEALTH AND PENSION FUND
IF NECESSARY

BUSINESS SPACE LOCATION
DOCUMENT IF APPLICABLE

OTHER?

*Required
documentation for
registration and
startup own
company*

Legal aspects of various types of companies
Special requirements
Length of procedures
Relevant institutions



***Necessary
conditions for
registration of
companies of
various activities***

Advantages in establishing d.o.o., j.d.o.o., obrt, zadruga,
OPG, SRL, SpA, DI, cooperative, AB, A/B, HB, KB, NV, BV,
VOF, CommV

Deficiencies in establishing d.o.o., j.d.o.o., obrt, zadruga,
OPG, SRL, SpA, DI, cooperative, AB, A/B, HB, KB, NV, BV,
VOF, CommV



***Pro and cons for
various types of
companies***

SERVICE APPS FOR ENTREPRENEURS



05



Existing service apps in Croatia, Sweden, Italy, Belgium

e-Croatia: framework program to achieve strategic goals of creating a favorable institutional and legal framework for the development of secure electronic and communication infrastructure

e Citizen

Fina

Business Advice Information Websites:

- <https://www.hrpsor.hr/>
- <https://www.poslovni.hr/>
- <https://www.hok.hr/>

More applications for entrepreneurs can be found here:
<https://lider.media/aktualno/11-ultimativnih-aplikacija-za-male-poduzetnike-26032>

***Existing service
apps in Croatia***

The Belgian Ministry of Finances - broad range of tools to assist with the payment of taxes – for example Biztax (a tool designed to assist business owners with the calculation of their taxes),

Itsme - allows both businesses and individuals to quickly and easily verify their identity when using online services.

Doccle - the management of administration

Brussels Region communes - offer services to starting entrepreneurs through their Local Economy Offices.

Brussels - Greentech.brussels initiative for entrepreneurs starting a company in the sustainable or circular economy.

***Existing service
apps in Belgium***

Visma eEkonomi: Accounting software for sole proprietorships
Bolagsverket – håll koll på ditt företag: the app from the Swedish Companies Registration Office
Skatteverket: app from the Swedish Tax Agency
Websites with Business Advice Information:
Verksamt: www.verksamt.se
Driva Eget: <https://driva-eget.se/>
Företagande: www.foretagande.se

More apps for Entrepreneurs can be found here:
<https://adarasblogazine.com/best-productivity-apps-for-entrepreneurs/>

***Existing service
apps in Sweden***

TAXATIONS



06



Taxation system for entrepreneurs in Croatia, Sweden, Italy, Belgium

If the value of VAT on outgoing invoices for services rendered and goods delivered is higher than the value of VAT (pre-tax) on incoming invoices => VAT liability.

If the value of VAT on outgoing invoices for services rendered and goods delivered is less than the value of VAT (pre-tax) on incoming invoices => the right to a VAT refund.

The entrepreneur has the right to request a refund of VAT to be paid to him from the state budget within 30 days from the date of the requested refund. The entrepreneur does not have to claim a VAT refund but can save the overpaid amount for the next tax period in which he will have a VAT liability, so this refund will reduce the liability.

Income tax is paid at the rate of 24% on the tax base up to HRK 360,000.00 per year and at the rate of 36% on the tax base above HRK 360,000.00 per year.

Income tax is paid on the realized profit, at the rate of 12% if the revenues in the tax period amounted to HRK 7,500,000.00, or at the rate of 18% if the revenues in the tax period were equal to or greater than HRK 7,500,000, 01 kuna.

For taxpayers who are in the previous calendar year the value of deliveries less than 800,000.00 kuna, tax periods are from the first to the last day of the trimester.

Income taxpayer is a natural person who earns income:

- a. Income from self-employment (salaries and pensions),
- b. Income from self-employment (eg crafts),
- c. Income from property and property rights (eg real estate lease),
- d. Income from capital (eg dividends, options and interest),
- e. Insurance income (eg life insurance premiums),
- f. Other income (other receipts).

Income tax rates are progressive (broken down) and are 12%, 25% and 40%.

Taxation system for entrepreneurs in Croatia

The Belgian tax year begins on the 1st of January and runs until the 31st of December each year. Tax returns for company tax should be filed on a yearly basis by the following summer the tax year. All tax returns in Belgium must be submitted electronically. The Belgian state will automatically be aware of someone's business and that it needs to pay its taxes on the basis of its registration in the Central Databank for Enterprises (KBO).

VAT is payable on

- The delivery of goods;
- The provision of services;
- The import of goods from outside the EU or from other EU member states.

Income tax is charged on all people working in Belgium, while social security is charged on those earning above a certain amount. Environment taxes may also be levied on businesses, based on their impact on the environment.

Communal tax is charged on employees' income tax on the basis of the commune which they live in, while provincial tax may also be charged. In both cases, the information about the applicable taxes can be acquired from financial service of the commune where the employee resides.

Tax pre-payments, meaning that a business pays its taxes in four instalments throughout the year, are an optional but often-done way of paying taxes. This is due to the fact that those who do not do that face penalties, meaning a higher level of tax at the end of the year. The four tax pre-payments should be submitted by the 10th of April, 10th of July, 10th of October, and 20th of December to avoid those penalties.

In certain cases, such as for those who are in the first three years of their activity running a small business, working as self-employed, or working in a free trade, it is possible to make one yearly payment instead of four pre-payments and not pay any extra in tax.

Taxation system for entrepreneurs in Belgium

The taxation rate in Sweden is one of the highest in the world. It goes to funding the social welfare state and making sure that Sweden's inhabitants have access to free education, health care and a variety of social services..

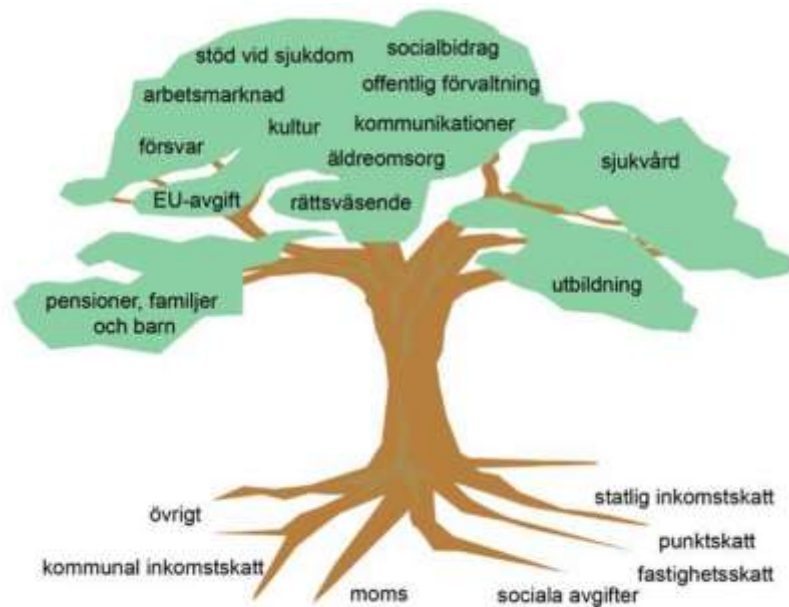


Bild: Skatteverket

Swedish tax rates

Local taxes in Sweden range from around 29.2% (Österåker municipality) to almost 35.2% (Dorotea municipality).

National income taxes

None on yearly income up to SEK 490,700
20% on 490,700 to 689,300
25% on income over 689,300

Income from capital

30% (state tax, the rate varies)

Corporate income tax

21.4%

Inheritance tax was abolished in 2005.

Sources: [Statistics Sweden](#), [Swedish Tax Agency](#) (link in Swedish)

Taxation system for entrepreneurs in Sweden

THANK YOU!

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