**Phase 1: Assessing the Existing Situation**

**Step 1:** Identify the potential entrepreneur

You can reduce these steps to a quick review if the target group is identified, the socio-economic conditions and capacities for enterprise development are assessed, the raw materials are inventoried, key constraints and potential products are identified.

**Phase 1 Outputs**

1. A group of potential entrepreneurs willing to explore the development of enterprises;
2. A shortlist of potential resources and products that will be evaluated in Phase 2;
3. The group of potential entrepreneurs have acquired an understanding of the five areas of enterprise development that comprise the basis for further analysis of the market system.

**Phase 2: Carrying Out Surveys in Order to Select Products and Identify Enterprise Ideas**

**Step 2:** The potential entrepreneurs assess their capacities to become entrepreneurs

**Step 3:** The potential entrepreneurs shortlist potential products for their enterprises

**Step 4:** The potential entrepreneurs list local resources and products

**Step 5:** The potential entrepreneurs identify the main constraints in the market system

**Phase 2 Outputs**

1. Final selection of the most promising products;
2. Collection of required data for Enterprise Development Plan (EDP) design;
3. Potential entrepreneurs are aware of the most appropriate forms of enterprises;
4. Interest groups are formed around the selected products.

**Phase 3: Preparing an Enterprise Development Plan**

**Step 1:** The potential entrepreneurs analyze the data collected in Phase 2 in order to refine the enterprise ideas

**Step 2:** The entrepreneurs prepare their enterprise development plans

**Step 3:** The entrepreneurs identify training and assistance needs

**Phase 3 Outputs**

1. Entrepreneurs have identified strategic focus areas for their enterprises, including the financing schemes;
2. Entrepreneurs have prepared an EDP, including a result implementation plan for the plan enterprises;
3. Training and assistance needs have been identified.

**Phase 4: Supporting the Start-Up Phase of Enterprises**

**Step 2:** The entrepreneurs receive necessary training to start up their enterprises

**Step 3:** The entrepreneurs identify and explore the resources that will be needed for their enterprises

**Step 4:** The entrepreneurs learn how to monitor their enterprise activities and evaluate their enterprise results

**Phase 4 Outputs**

1. Entrepreneurs have mobilized the assistance they need during the start-up stage of their enterprises;
2. Entrepreneurs have been exposed to courses on entrepreneurship and training offered by facilitators;
3. Entrepreneurs are familiar with the tools for monitoring enterprise activities and can evaluate their results.