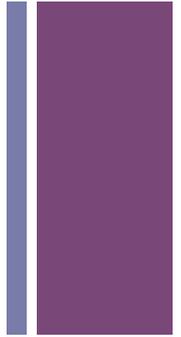


# Empowerment and entrepreneurship

GENT, MAY 23 th 2018

François Milis

# + Who am I ?



- 55 years old
- 2 children : Jonas and Julia
- Passionate by travels throughout the world and intercultural dialog.
- **Training** : engineer in tropical agriculture (UCL-1987), in development cooperation (ULB-1988) and many trainings on communication, personal development, coaching tools and methods.
- **My passion** : to coach entrepreneurs wherever they come from and help them to base their development on their own potentials.
  - « *What makes someone moving ?* »

# + Passed experiences in development cooperation

- Worked in more than 20 african countries
- Launched and managed an NGO for 25 years (<http://www.echoscommunication.org>)
- Worked for 3 years in the EU in order to harmonize the relations between the EU and the Commission
- Analyzed « White elephants » and the technical cooperation (Senegal, Burkina Faso...).

*« The person (or the actor) who has a hammer in his head, see nails everywhere ».*

- Organized Communication campaign in order to change the image of Africa in the western media and « Harubuntu, the award for creators of hopes and wealth in Africa ».

**HARUBUNTU 2011**  
Prix des porteurs d'espoir et créateurs de richesses africains

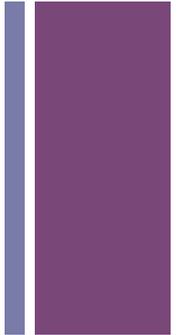


En Kirundi,  
Harubuntu signifie :  
"à cet endroit,  
il y a de la valeur"

- Providing training « Bild your life in accordance with your self » since 6 years.

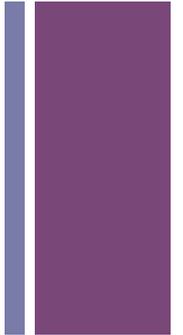


# Towards a new paradigm of development.



- **From a « transfer concept to a human centered cooperation ».**
- **Assessing the gap and weaknesses to the potentials approach (creativity and innovation)**
  - From a cooperation filling the gaps to cocreate : The 5 stages of economic growth (ROSTOW) to the concept of cocreation (changing the assessment methods within the donor proceedings).
  - Integrating all kind of knowledge and skills : a rooted cooperation.
  - Considering the large picture and integrating analytical methods afterwards : the Iceberg Illusion: What People See Vs What They Don't <https://goo.gl/images/CD46Aq>
    - Looking at the « Why » before the « How ».
    - Defining first the intention(s) before focusing all the energy on the tools and methods.
- **Multiplying interactions between actors (even state actors) and access to communication :**
  - Everyone on earth know that he/she has a value and potentials
  - Central to local cooperation (top-down and bottom-up) – example of ULCGA
  - <https://www.uclga.org> and <http://coachingterritorial.com>
  - Key values : integrity/authenticity
- **From ethnocentric to poly-centric cooperation : the end of the models.**
  - Considering the terms of the relations : what can we do, learn, develop together ?
  - Key values : reciprocity/relativity
  - « *The problem of North/South dialog is not that the South has no mouth, is that tne North has no ears. »*

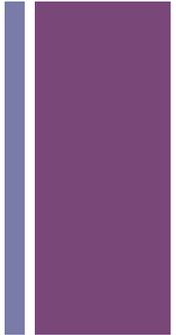
# + One book to be read :



- [http://www.editionslesliensquiliberent.fr/livre-Les\\_Tisserands-483-1-1-0-1.html](http://www.editionslesliensquiliberent.fr/livre-Les_Tisserands-483-1-1-0-1.html)
- To connect with one self.
  - Who is leading my action ? The reactiv or the constructiv part of my self ?
  - What are the values and communs that are structuring the project ?
- To connect with the other in order to create entreprises together
- To connect with Nature

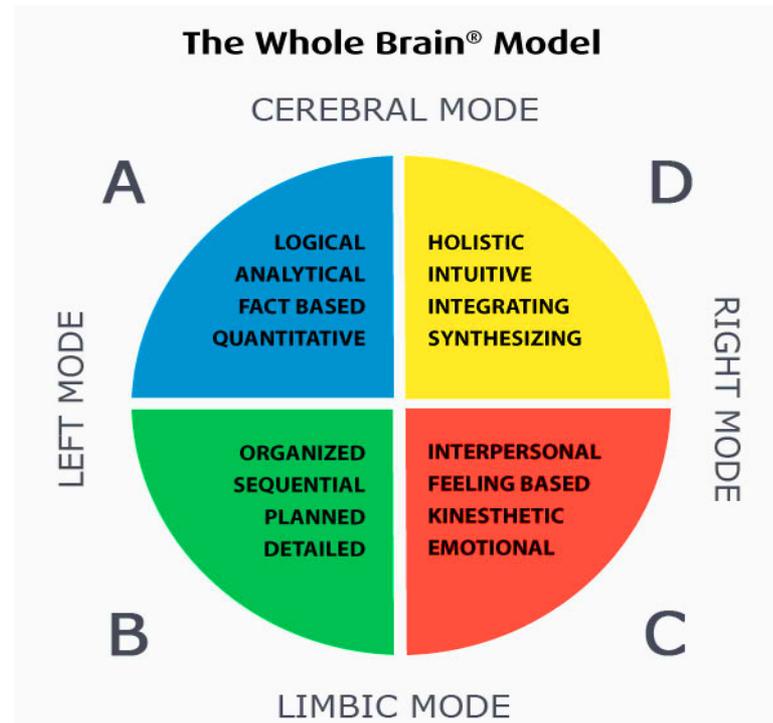


« Build your life in accordance with your self » : Discover first who you are !



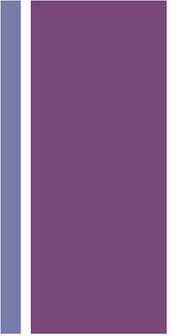
In concrete terms, I would recommend for you :

■ Your own profile



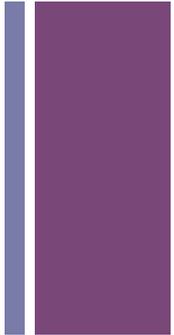
# + An example of HBDI profile

- HBDI | Ultimate Guide | HBDI Training | FREE Resource | MBM
- <https://goo.gl/images/vt3Mpa>

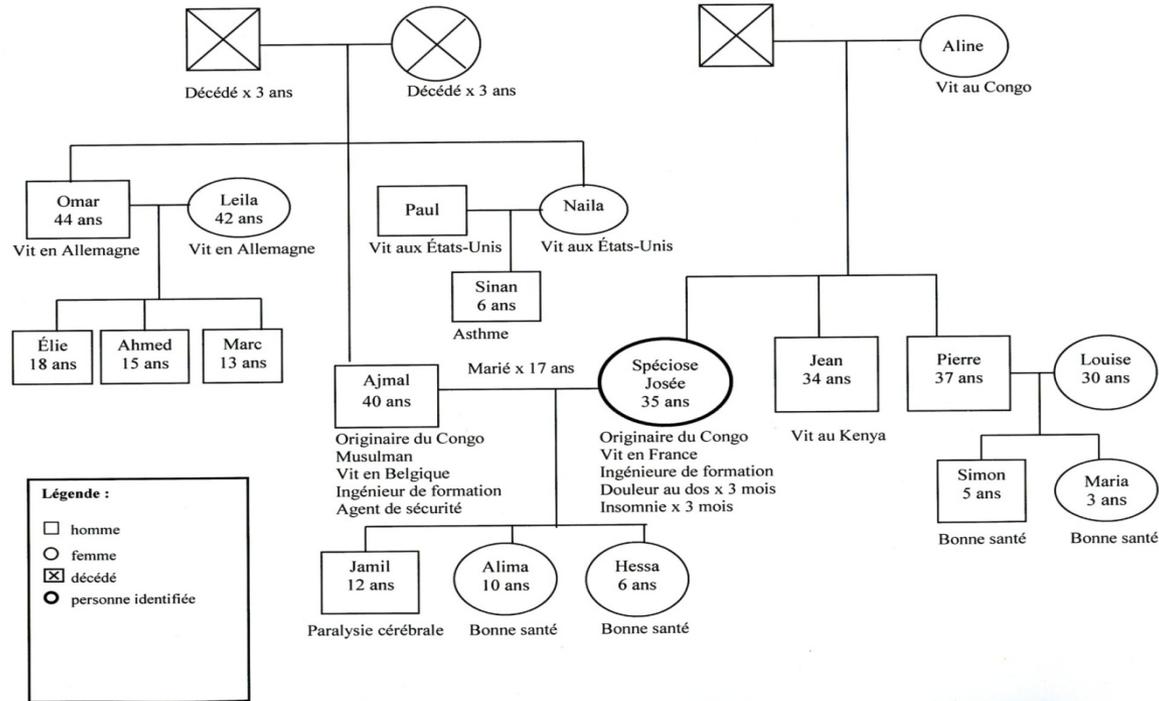




# Discover your own socio genogram



Génogramme de la famille Josée



# + Discover your own history



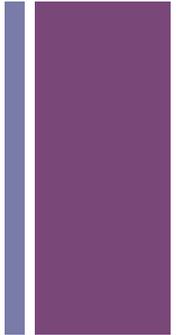


# Main challenges of this approach

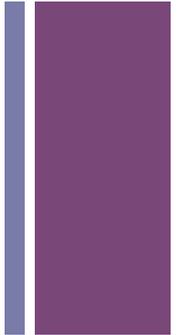
- Combining performance, techniques and norms and a diversity of african centered vision of development



- Implementing coaching (everyone has a potential to develop) and collective intelligence at local level



# + To go further...



- Thank you for your kind attention
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