

**+RESILIENT- Mediterranean Open RESouRcEs for Social
Innovation of SocialLy Responslve ENTERprises**

TRAINING MATERIAL

SOCIAL ECONOMY

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Date: 26 February 2021

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1. INTRODUCTION

1.1 Funding

The training material has been developed by Living Prospects Ltd. & ComnCom external expert of the Region of East Macedonia and Thrace (REMTH) for the project +RESILIENT.

The project +RESILIENT «Mediterranean Open RESouRcEs for Social Innovation of SocialLyResponslveENTERprises» is co-financed by the programme INTERREG MED 2014 - 2020.

1.2 Summary

The topic introduces the learner to the institution, the concept of Social Economy and the organizations and companies that compose the social economy as well as to the concept, philosophy and operation of Social Entrepreneurship. The section also focuses on the legislation and operation of social enterprises in Greece.

1.3 To whom does it concern?

The topic concerns people who are already employed in companies and organizations of social economy or who are interested in being active in the social economy sector and want to gain better knowledge in this field.

1.4 Completing the topic the learner will be informed about:

- ✓ The concept of Social Economy
- ✓ The companies and organizations that consist the social economy
- ✓ The concept of Social Entrepreneurship
- ✓ The legislation and operation of social enterprises in Greece

1.5 Contents

Social Economy

- Section 1: Definition and basic concepts of Social Economy
- Section 2: Introduction to Social Entrepreneurship
- Section 3: Operation of social enterprises in Greece and EU
- Section 4: Legislation of social economy and social entrepreneurship in Greece



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2. SECTION 1: DEFINITION AND BASIC CONCEPTS OF SOCIAL ECONOMY

2.1 The Institution of the Social Economy

The term "social economy" was first appeared in the early 19th century as a means of reviewing the value of the market and political economy.

In recent decades, the social economy has been seen as a branch of economic activity between the public and private sector that aims to find solutions to new social challenges through innovative organizational forms to contribute to a social and political transformation.

In Greece, as an activity, the social economy is historically connected with the creation of various cooperatives.

The social economy arises from the need for new solutions to various issues of society (social, economic or environmental) that meet the needs that have been ignored (or insufficiently met) by the private or public sector. It has a unique role to play in creating a strong, sustainable and inclusive society.

2.2 Social Economy, what is it?

According to Law 4019/2011, the Social Economy is defined as "the totality of **economic, business, productive and social activities**, which are undertaken by **legal persons or associations of persons**, whose statutory purpose is the **pursuit of the collective benefit and the service of general social interests**".¹

2.3 What does the Social Economy include?

A **set of organizations** that operate in a **democratic way**

Providing **equality of members, solidarity and equal treatment** for all participants,

It primarily pursues **social goals** and the **production of goods and services** alongside the Market and the state and

They are characterized by **participatory governance systems**

¹ According to Law 4019/2011, "Collective Purpose" is the promotion of collective actions and the protection of collective goods through development, economic and social initiatives of local, regional or wider character. Such actions include in particular cultural, environmental, ecological activities, the utilization and promotion of local products, the provision of social services.



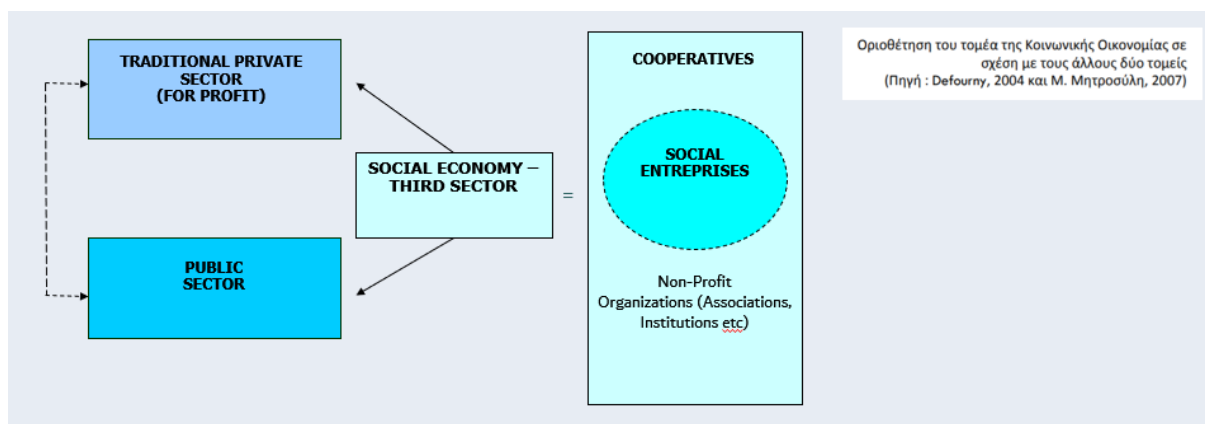
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2.4 Principles of Social Economy²

- ❖ Democratic administration and decision-making process
- ❖ Free and open participation of members
- ❖ Fair distribution of the surplus for the most part, in order to achieve goals that promote Sustainable Development and Serve the interests of the members or the common interest
- ❖ Social cohesion
- ❖ Solidarity and Social Responsibility
- ❖ Priority to the Individual and Social Goal, over capital
- ❖ Implementation of Independence and Autonomy vis-à-vis the state

2.5 The Social Economy and other sectors of the Economy³



² E.M.E.S. EUROPEAN NETWORK (1998), 3rd sector, Newsletter, τεύχος 1,2, Νοέμβριος.

³ **E.M.E.S. EUROPEAN NETWORK (1998), 3rd sector, Newsletter, τεύχος 1,2, Νοέμβριος.

The distinct area of the economy, between the private-for-profit / capital sector and the public sector, where economic activities are carried out (production and provision of products and services), with the predominant purpose of serving social purposes and goals.

2.6 Social economy goals⁴

1. Creating **new jobs and supporting** existing or new sources of employment
2. The contribution of SE to the ever-developing of **new economic sectors**
3. The contribution of SE to the modernization and the relative **improvement of the markets** at local level, regarding their economic structure and organizational form
4. Responsiveness of SE to the **evolution of market capacity**, the achievement of the balance of supply and demand and the coverage of social needs that can not be met by the state and the market itself
5. The contribution of SE to the increase of **incomes and stimulation of consumption**
6. The participation of SE in the **elimination of social exclusion**, strengthening the employment of vulnerable social groups and in groups that show inequalities in the labor market
7. The promotion and strengthening of **social cohesion** at the local level
8. Encouraging **local social capital** by mobilizing society and productive initiatives
9. The contribution of SE to the increasing **elimination of local disparities and geographical inequalities**

2.7 Institutions of Social and Solidarity Economy - KALO (Europe)

What is it;

- Non-profit organizations and private companies
- Mainly aimed at **serving their members and society and pursuing objectives of general interest**, despite the pursuit of profit, such as traditional ventures aim at capital
- They derive from the **social needs** of their members and the general public
- They provide a **wide range of activities and services and goods** to their members and society and create millions of jobs.

⁴ European Commission, DG Of Employment and Social Affairs (2003), Study: The new protagonists of employment. ~~Composition of the pilot action, Third System and Employment, Luxembourg, Office for Official Publications of the European Communities.~~



- They vary in size, from SMEs to large companies and groups,
- They have different legal forms,
- They are active in various socio-economic sectors such as:
 - social protection
 - social services
 - Health
 - Banking
 - Insurance
 - agricultural production
 - consumer affairs
 - associative work
 - craft trades
 - Housing
 - supply,
 - neighbourhood services
 - education and training
 - culture, sport and leisure activities.

Role and importance

- Contributing to the creation of **social prosperity** and **social cohesion**
- Renewal of **local neighborhoods** by individuals and communities
- Demonstration of **new ways of providing public services**
- Development of an **active and inclusive civil society**
- Embracing competitors, as competition can mean greater overall market productivity to achieve **social goals**



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- Contribution to **employment**
- Contribution to **regional and rural development**
- Contribution to **environmental protection**
- Contribution to consumer and **civil protection** policy in the private and public sectors.

Common principles and characteristics

- Solidarity,
- Social cohesion,
- Collective interest - priority to the people and social goal over capital,
- Social responsibility,
- Participatory and Democratic management and decision making,
- Diversity of stakeholders, open membership system,
- Pursuit of public purposes and not of the profit,
- Reinvestment of profits for the same company / organization and society,
- Autonomous management and administration by public authorities.

Participatory and democratic governance: Advocate and apply the principles of equality, solidarity, responsibility and equal ownership for all participants. The property rights of these organizations are assigned to the stakeholders and special emphasis is placed on the involvement and participation of the stakeholders. The members act in accordance with the principle of solidarity and reciprocity and manage the business on the principle of "one vote per person". In general, they follow the democratic decision-making procedures, while the main decisions are voted by all their members.

Diversity of stakeholders. Stakeholders in these organizations may include employees, customers or even a significant number of volunteers who play a key role, especially in the start-up phase of the organization. Member registration is open. To pursue primarily social purposes and the production of goods and services depending on the Market and the State. They seek to satisfy the interests of their members / users and / or the general interest.

Non-capitalist: there is no individual credit for the benefit. The indivisibility of reserves is implemented: collective and non-share inheritance. They serve the members of the community and do not seek profits. These organizations tend to prioritize people and employees and social goals over capital and revenue sharing and thus tend to maintain



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employment and quality of service to their members and customers, even at the cost of reducing of their profit margin.

Reinvestment of profits. Usually, they reinvest profits and surpluses to achieve sustainable development goals and services that interest members or the general interest. They are characterized by their own distinct form of entrepreneurship. They are characterized by autonomous management and independence from public authorities.

Who are they;

- Cooperatives
- Mutual insurance companies
- Associations / Unions
- Institutions

Cooperatives⁵: According to the International Cooperative Alliance, a cooperative is an "autonomous association of individuals who voluntarily unite together to meet their common economic, social, and cultural needs and expectations through a commonly owned and democratically controlled enterprise."

In cooperatives, property rights are available to groups of actors and not to investors (consumers, employees, producers, farmers, etc.)

Mutual insurance companies: An organization that provides insurance services for the benefit of its members when they are affected by illness, disability, old age or unemployment on the one hand and who insure their home, cars and accidents, unemployment or death on the other. "Their primary goal is to meet common needs without making a profit or investing."

There are two categories of such organizations: mutual insurance companies and mutual health insurance companies.

Associations / Unions: It is a group of people who come together for cultural, recreational, social and economic or other purpose and create a permanent organization. "Associations usually promote the commercial or professional interests of their members, while institutions spend their funds on projects or activities that benefit the public."

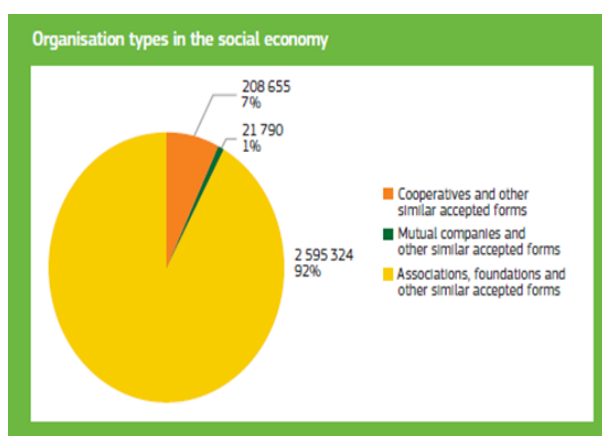
These organizations have a wide variety of names depending on the national context, such as: associations, NGOs, non-governmental organizations, voluntary organizations and so on.

Institutions: "Legal entities created to **achieve specific goals** for the benefit of a particular group of people or the community at large, through the use of legacies or systematic fundraising campaigns"

2.8 Social economy in the EU

Social Economy in Europe - the year 2009-2010:

- It employs **6.5%** of the active population of the EU-27
- It employs **14.5 million jobs** and
- It represents **over 2 million companies and social economy organizations**, representing **10% of all businesses in the EU**.



2.9 Social economy in Greece

- 8,400 traditional type cooperatives
- 71 women's cooperatives, for the production of traditional products and food or the operation of tourist accommodation
- 17 Koi.S.PE with the object of the integration of the mentally ill in the labor market, but also the production of goods and services
- 1,500 - 2000 volunteer organizations, of which 200-300 are active
- Unknown number from mixed organizations, voluntary organizations, associations



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specially recognized as charitable, civil NGOs, foundations, associations of persons, organizations or corporations

- 1,000 + Koin.S.Ep .: mainly for collective production purpose, satisfaction of collective needs (culture, environment, ecology, education, utilities, utilization of local products, preservation of traditional activities and professions)
- Employment in the social economy sector accounts for 1.8% of total employment and 2.9% of paid employment.



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3. SECTION 2: INTRODUCTION TO SOCIAL ENTREPRENEURSHIP

3.1 Defining social entrepreneurship

The application of business principles (for-profit or not) to solve "indomitable" social problems.

Important elements:

- Catalytic **change** in social problems not just the treatment
- Production of **social value / usefulness**
- **Social Innovation**: in the use of resources, in the production process
- **Sustainability** of the venture, profits are reinvested for a common purpose

3.2 Social enterprises

Social enterprises: "enterprises that aim to pursue objectives of general interest (social, social, environmental) and not to maximize profit, which are often innovative, through the products or services they offer and the methods of organization or production use, often to vulnerable members of society (socially excluded) ".».⁶

They are a new (hybrid) organizational form of the social economy.

3.3 Characteristics of social enterprises⁷

- They pursue **economic and social goals** based on the collective interest and social impact, despite the profit for the owners / shareholders
- They are organized based on the **business spirit** and re-invest the profits to achieve the social purpose
- Implement **dynamic and innovative solutions** to combat social exclusion and unemployment
- They are actively involved in **economic development**, strengthening social cohesion.

⁶ SBI COM (2011) 682 final

⁷ European Commission, DG Of Employment and Social Affairs (2003), OECD, Social enterprises (1999), Borzaga C. & Defourny J. (ed.), 2001, pp. 16-18.

- They provide a **business and commercial dimension** to the provision of goods and services of general interest.
- They can have **any legal form** as long as the method of organization or the system of ownership reflects the mission of the business, using **democratic or participatory principles** or focusing on social justice.

3.4 Principles of social entrepreneurship⁸

- ✓ Autonomy in administration and management, even if funded by public or private sources
- ✓ Undertaking business / financial risk and showing a significant reduction in the distribution of profit of each social enterprise, as the profit is used by the company for further investments
- ✓ Achieving sustainability from the active efforts of its members and employees, ensuring profit, paid employment and adequate resources.
- ✓ Continuous economic activity in the production of goods / services
- ✓ The predominance of the right of participation of all shareholders and partners in decision making
- ✓ The continuous achievement of the promotion of participations of many teams in the management and composition of the company
- ✓ The presence of the democratic process in decision making
- ✓ Priority is given to work and not to capital
- ✓ Establishing the perception in all employees and members that they work for the population at local and general level

3.5 Traditional associations / NGOs vs Social Enterprise

- What distinguishes social enterprises from traditional associations or charities →
- **The business perspective.**
- **The possibility of (limited) profit distribution.**

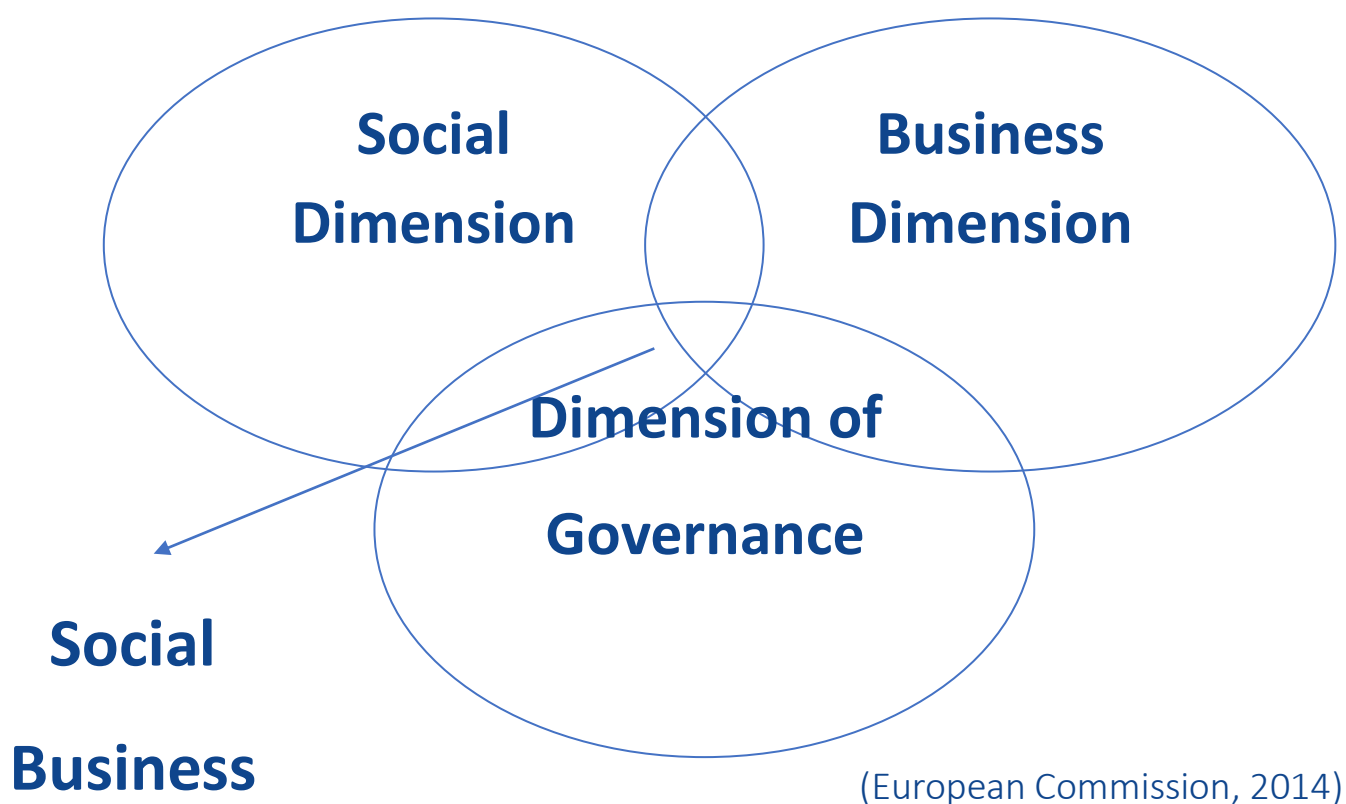
⁸ Κετζίτσου, Μ. (2005), ό.π.: σελ. 12

- The high degree of autonomy from the state.
- The economic criteria of operation.
- The combination of resources (revenues) from the market and out of the market (subsidies).
- In some cases, democratic decision-making processes

3.6 Traditional enterprises vs Social Enterprise

What distinguishes social enterprises from conventional enterprises → **has a primary social purpose. The majority of their profits are reinvested in the organizations and used to support their mission and not to maximize the profits of their owners or shareholders.**

3.7 The position of the Social Enterprise



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4. SECTION 3: OPERATION OF SOCIAL ENTERPRISES IN GREECE AND EU

4.1 Activities of Social Enterprises

- Social and economic integration of the disadvantaged and the excluded,
- Social services of general interest,
- Other social and community services,
- Public services.,
- Inland industries and environment.,
- Local development of disadvantaged areas - social enterprises in remote rural areas,
- Other - including recycling, environmental protection, sport, art, culture or history, science, research and innovation, consumer protection and amateur sport,
- Developing solidarity with developing countries.

4.2 Legal Forms of Social and Solidarity Economy Bodies - K.AL.O (Greece)

- **a. The Social Cooperative Enterprises (Koin.S.Ep)** of article 14 of L.4430 / 2016, Government Gazette 205 / A / 31-10-2016,
- **b. the Limited Liability Social Cooperatives (Koi.S.PE.)** governed by article 12 of L.2716 / 1999 (A '96), in addition to the provisions of L. 1667/1986 (A'196), of article 12 of Law 3842/2010 (A '58) and Law 4430/2016, Government Gazette 205 / A / 31-10-2016,
- **c. Employees' Cooperatives**, established by article 24 of Law 4430/2016, Government Gazette 205 / A / 31-10-2016,
- **d. any other non-sole proprietorship legal entity**, if it has acquired legal personality, such as in particular agricultural cooperatives of Law 4384/2016 (A '78), civil cooperatives of Law 1667/1986, Civil Companies of articles 741 et seq. K., provided that the following conditions are cumulatively met:



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- aa) Develops activities of collective and social benefit, as defined in paragraphs 2 and 3 of Article 2.
- bb) Ensures the information and participation of its members and implements a democratic decision-making system, according to the principle of one member one vote, regardless of the contribution of each member.
- cc) Its articles of association provide for restrictions on its distribution as follows:
 - i. at least 5% is available for the formation of a reserve,
 - ii. up to 35% is attributed to the employees of the Agency, unless 2/3 of the members of the General Assembly decide with reasoned allocation of this percentage to activities of item iii,
 - iii. the rest is available for the creation of new jobs and the expansion of its productive activity.
- dd) Applies a system of convergence to the remuneration of work, according to which the maximum net salary can not exceed more than three times the minimum, unless 2/3 of the members of the General Assembly decide otherwise. The obligation of the previous paragraph also applies to any form of partnership of two or more BODIES.
- ee) Aims at the strengthening of its economic activities and the maximization of the produced social benefit through the horizontal and equal networking with other bodies KALO.
- f) It has not been established and is not managed directly or indirectly by N.P. Δ.Δ. or O.T.A. first or second degree or by another legal entity of the wider public sector.

4.3 Challenges

- **Low degree of readability of the institution and value of social entrepreneurship,**
- **Changing regulatory environment** in all EU countries and activity-related barriers to certain legal forms of social economy
- **Lack of business and administrative skills**
- **Lack of appropriate and accessible support services**



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- **Low access to finance** - social enterprises struggle to find the right funding opportunities due to a lack of understanding of their operation and small size

4.4 How do I start a Koin.S.EP.?

According to the relevant website of the Ministry of Labor (<http://www.ypakp.gr/>), which is responsible for COINSEP, the creation of a COINSEP requires:

Formal obligations and procedures:

Formal procedures and obligations include the creation of articles of association and **registration in the General Register of Social Enterprises.**

Essential design actions:

Essential planning activities include the preparation of various business tools, such as **market research and business plan**, as well as the mobilization and information of potential partners of the social enterprise to create its core and attract other people or organizations that probably interested in participating.

4.5 Financing Koin.S.EP.

Resources:

- The **founding capital and the capital** resulting from the disposal of new cooperative shares.
- **Income from the exercise of the activities of the cooperative** and the **exploitation of its assets.**
- **Grants** from the Public Investment Program, the EU, international or national organizations, or Local Authorities of first and second degree and revenues from other programs.
- **Funds from bequests, donations from third parties and concessions of the use of assets.**

Tools:

- **Social Economy Fund.** It especially concerns KOINSEP and KOISPE.
- **National Fund for Entrepreneurship and Development (ETEAN SA).** It concerns



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KOINSEP and KOISPE but also the other social economy bodies that have been registered in the Register.

- **The networks** aim to provide small, low-interest loans among their members to meet their immediate personal and business needs based on deposits they make according to their strengths.
- **Micro-credit providers** (Pancretan Cooperative Bank and Peloponnese Cooperative Bank)



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5. SECTION 4: LEGISLATION OF SOCIAL ECONOMY AND SOCIAL ENTREPRENEURSHIP IN GREECE

5.1 Legislation in Greece

Law 2190/1920 "On Public Limited Companies"

Law 1667/1986 "Civil Cooperatives and other provisions"

Law 2716/1999 "Development and modernization of mental health services and other provisions"

Law 2810/2000 "Agricultural Cooperative Organizations"

Law 4019/2011 on "Social Economy and Social Entrepreneurship" defined for the first time the social economy and social cooperative enterprises in Greece.

Law 4384/2016 "Agricultural Cooperatives, forms of collective organization of the rural area and other provisions"

Law 4430/2016 on "Social and Solidarity Economy and the Development of its institutions and other provisions", with the aim of providing greater clarity and detail.

5.2 L.4019/2011

The Law 4019/2011 on "Social Economy and Social Entrepreneurship" defined for the first time the social economy and social cooperative enterprises in Greece.

As a body of the Social Economy, the Koin.S.Ep.

What is;

- ✓ Civil cooperative with a social purpose and has the commercial status by law.
- ✓ Its members, natural or legal persons, participate in it with one vote, regardless of the number of cooperative shares they hold.
- ✓ An enterprise that is managed equally by its members and its operation is based on the pursuit of collective benefit and profit for the common interest.



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Depending on their specific purpose, they are divided into the following categories :.

- ✓ Social Cooperative Integration Enterprises
- ✓ Social Cooperative Social Care Enterprises
- ✓ Social Cooperative Enterprises for Collective and Productive Purpose

5.3 Koin.S.Ep. The Social Economy Agency in Greece

Social Cooperative Integration Enterprises

- ✓ Aimed at the integration into the economic and social life of individuals belonging to Vulnerable Population Groups:
 - ✓ people with disabilities
 - ✓ substance-dependent or substance-dependent individuals
 - ✓ HIV-positive
 - ✓ prisoners / released
 - ✓ juvenile offenders
- ✓ In a Coin.S.Ep., at least 40% of employees should belong to Vulnerable Population Groups
- ✓ A minimum of 7 people is required for the recommendation.

Social Cooperative Social Care Enterprises

- ✓ They aim at the production and provision of products and services of social-welfare character to specific groups of the population such as:
 - ✓ the elderly,
 - ✓ babies,
 - ✓ the children,
 - ✓ people with disabilities and
 - ✓ people with chronic diseases



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- ✓ At least 5 people are required for the recommendation.

Social Cooperative Enterprises for Collective and Productive Purpose

- ✓ They aim to promote local and collective interests, employment, strengthening social cohesion and local or regional development.
- ✓ They concern the production of products and the provision of services in sectors such as:
 - ✓ civilization
 - ✓ environment
 - ✓ ecology
 - ✓ education
 - ✓ utilities
 - ✓ local products
 - ✓ maintaining traditional activities and professions
- ✓ At least 5 people are required for the recommendation.

5.4 L.4430/2016

The Law 4430/2016 offers a new framework for various types of organizations or companies that have a clear collective and social impact, while at the same time facing a social need. With Law 4430/2016, social economy organizations are no longer defined in terms of their legal form, but by their legal status (ie, any legal form can be characterized as a social economy organization, provided that it meets the criteria set by the law).



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6. CONCLUSIONS

- ✓ The Social Economy intends to find solutions to various issues of society (social, economic or environmental) in order to meet the needs that have been ignored (or insufficiently met) by the private or public sector.
- ✓ The Social Economy can contribute to the creation of a strong, sustainable and inclusive society.
- ✓ Institutions of the Social Economy are a set of organizations that operate in a democratic way and provides for equality of members, solidarity and the same ownership status for all participants, primarily pursuing social goals and the production of goods and services alongside the market and the state. and are characterized by participatory governance systems.
- ✓ Social Entrepreneurship is a new hybrid form of entrepreneurship that follows the principle of collective participation and democratic decision-making, giving priority to work, the individual and the local community rather than to capital providing goods and services with a social impact.
- ✓ Greek legislation facilitates Social Entrepreneurship through Koin.S.Ep.



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7. FURTHER STUDY

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+RESILIENT, e-learning course ‘Social Economy’ <https://opensocialclusters.eu/eb-courses/>



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