

AGENDA

- 1) Some background about me
- 2) Starting and running a company in Norway, vs. looking for a job.
- 3) Immigrants to Norway and their startup stories from the Founder Institute
- 4) Current project at the University of South-Eastern Norway, which aims at co-creation as an approach to help migrant entrepreneurs succeed in Norway.



English

Português

Ελληνικά

Nederlands

Français

中文

Italiano

Catalan

Español

Deutsch

Norsk

Русский



FRITTALENDE: Som 23-åring kunne Dimitris Polychronopoulos allerede snakke og forstå seks språk da han i 1992 fullførte bachelorgraden sin i turisme og kommunikasjon ved University of Utah. Foto: Hallgeir Vågenes

Dimitris (50) kan over 12 språk: Slik lærer du språk i en fei

VG+

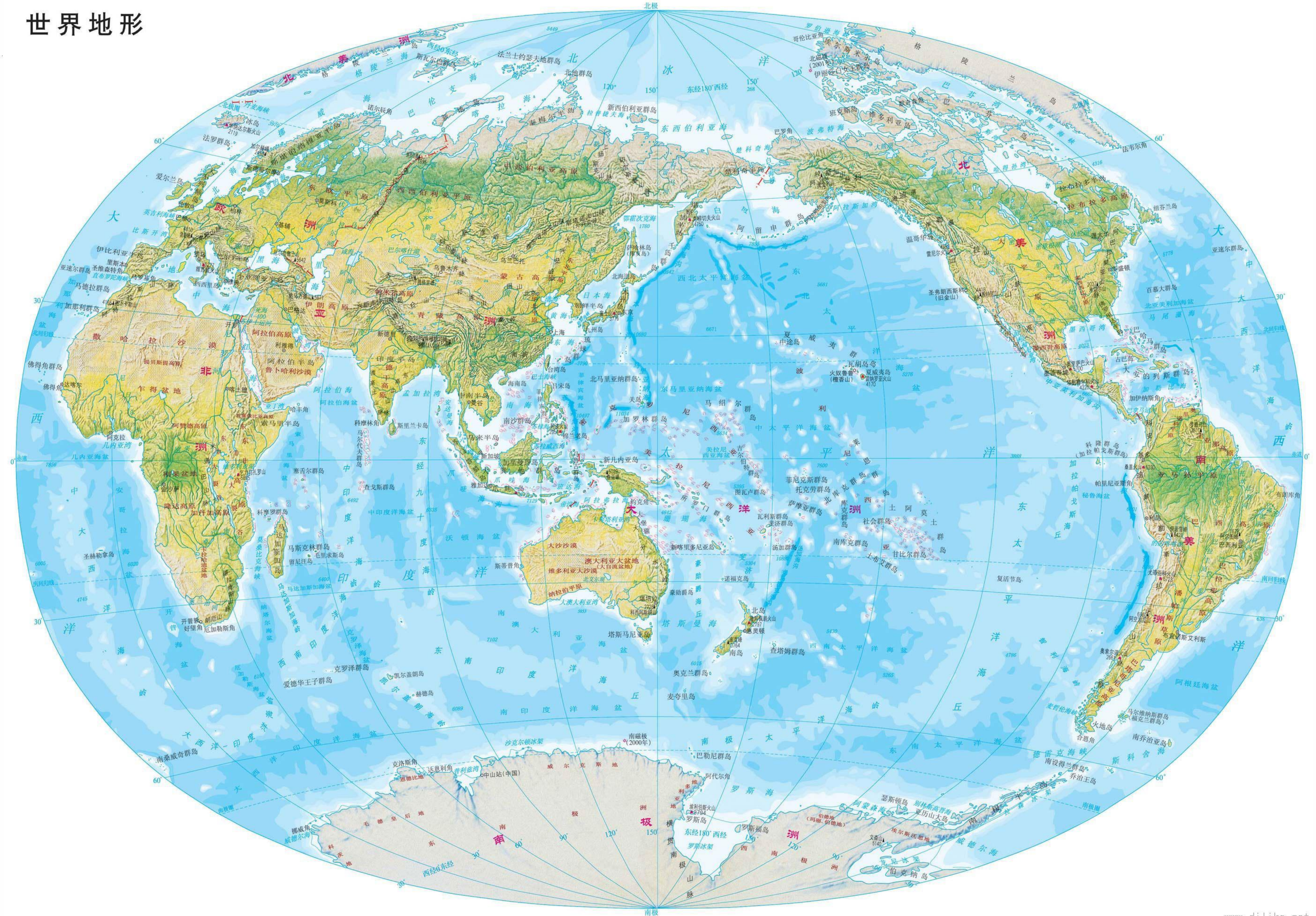
Dimitris kan kommunisere godt på tolv språk. Ekspert sier at alle har anlegg for å lære mange språk. Går du frem på riktig måte, skal det være fort gjort.

EDDA DRÆGNIHALLGEIR VÅGENES (FOTO)

Oppdatert i dag 05:54



世界地形







STARTUP
DRILL



YOZZI.com

Improve your writing ability in foreign languages



FEATURED EVENTS

PAST EVENTS



#SDOslo

Startup Drill Oslo

📅 7th April 2017 from 16:30 Oslo / Norway

Registration closed.

Stop wasting your time and #build4customers in Oslo!

EVENT DETAILS







**YOUR SKILLS AND
PASSION**

**YOU CAN
MAKE A
LIVING
WITH IT**

**IT MAKES
THE WORLD
A BETTER
PLACE**

Examine Your Customer Segments and grade them based on the criteria below. Add up the numbers and find your early adopter.

Topic	Low	Mid	High
-------	-----	-----	------

Seriousness of the problem	0	5	10
----------------------------	---	---	----

Availability of customer segment	0	3	6
----------------------------------	---	---	---

Inclination to buy	0	2	4
--------------------	---	---	---



Entrepreneurial mindset shift and the role of cycles of learning by Lynch and Corbett, in Journal of Small Business Management (2021)

Entrepreneurial Mindset:

- 1) Finding and selecting potential solutions
- 2) Implementation and execution of these solutions

Adapted from: Entrepreneurial mindset shift and the role of cycles of learning by Lynch and Corbett, in Journal of Small Business Management (2021)

	High Implementation	Low Implementation
High Selection	Serial Entrepreneur	Needs a Co-Founder to get moving
Low Selection	Needs a Co-Founder to keep pace	Likely to be team member, not a founder

Adapted from: A systematic literature review of determinants of immigrant entrepreneurship motivation (2021)
Duan, Kotey and Sandhu

Five dimensions of individual push-pull factors for immigrant entrepreneurship motivation

Demographics

Personal Circumstances

Personal Values and Personality Characteristics

Business Ideas and Opportunities

Self-Efficacy

Nigel Krishna Iyer: “A foreigner is not constrained by the hidden and subtle *janteloven* so much. Some Norwegians can be very enthusiastic at the start, but when the going gets tough, it’s easy to fall back on a safe job, or a social system that supports you. If you grow up without that sort of system, then the "do-or-die" card is one you feel you want to play more often. But I am not 100% sure as I have also met Norwegians with a lot of guts.”



Mai Phan: “I’ll get more friendly responses and attitude when I speak Norwegian than when I speak English. But I also see that Norwegian investors tend to prefer Norwegian natives over foreigners.

Get a good support network around you: mentors, advisors, sponsors, partners. The journey is 10x harder and you will have to prove a lot more when you are a foreigner or immigrant.”





“It’s a journey, not a sprint. Who are you robbing if you quit? Stay the course.”

There will be days where you want to quit, but remember you’re holding onto something that the world needs. Test everything quickly and be ready to pivot if necessary. Oh and.....collaborations are key.”





Kathra Saba:

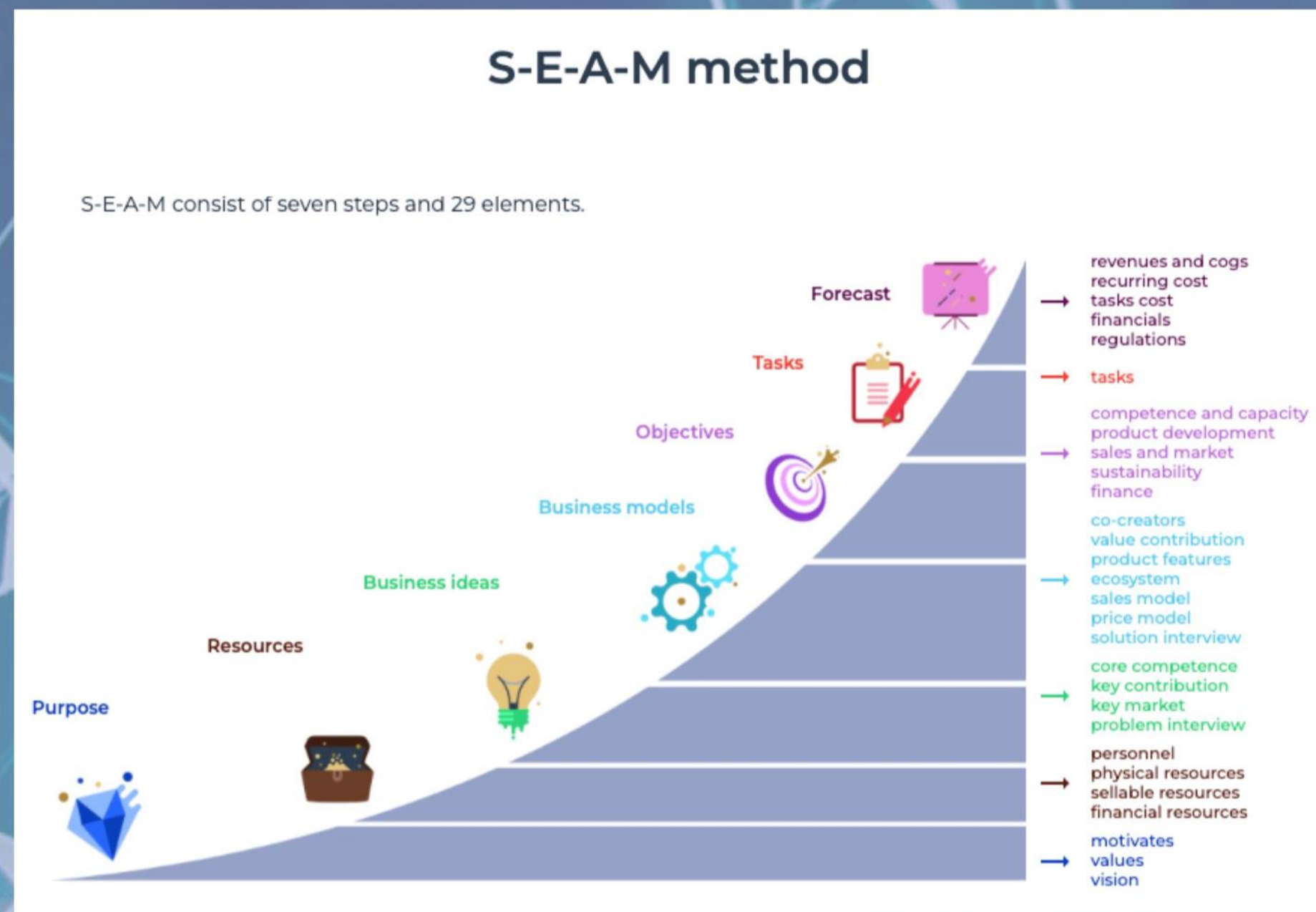
1. I would test my product very early on even if all the technology behind the product/services wasn't developed perfectly.
2. Focus on finding potential customer and on building trusted relationship over time. Build the product together with them and test it along the way.
3. Marketing is good, but great content is even better. If you are not able to both talk to the heart of your potential customers and their pain points then you will not be able to make connection. Your customers and potential investors need to connect with your product and you. The authentic story you tell will be a huge contributor for them to trust what you offer.



Entrepreneurship Support Study

Use of a uniform method and platform

Systematic Entrepreneurship Activity Method



Dahle (2021) *The Entrpereneurship Handbook*,
Scandinavian University Press

YES, I can contribute to a better society

Entrepreneurs chase freedom, the potential to become wealthy and the ability to have a positive impact on society.

Governments and companies all over the world invest billions in programs providing advice, incubation and financial support.

Press the gold button to find the program that is the best fit for your project.

[FIND YOUR PROGRAM →](#)

	Purpose			
	Resources			
	Business Idea			
	Business models			
	Objectives			
	Tasks			
	Forecast			



Dimitris Polychronopoulos
Innovation | Entrepreneurship |
Co-Creation



Feel free to connect on LinkedIn or via email:

dpoly@usn.no