

Relationship number: RLT252046

Period of Exchange: From november to may

Brief introduction (max. 1000 characters):

The project involves a New Entrepreneur (NE) interested in developing skills in the hospitality and tourism sector, and a Host Entrepreneur (HE) with experience in managing a hostel in the Canary Islands. The NE discovered the Erasmus for Young Entrepreneurs programme through entrepreneurship support networks and decided to participate in order to gain practical experience, management skills, and knowledge useful for starting a future business. The HE joined the programme to share expertise, exchange ideas, and improve certain operational and strategic aspects of the business. Both participants expected mutual benefits: the NE through hands-on learning and the HE through the NE's innovative contribution, with the aim of fostering professional growth, knowledge exchange, and entrepreneurial development.

Activities undertaken (max. 1000 characters):

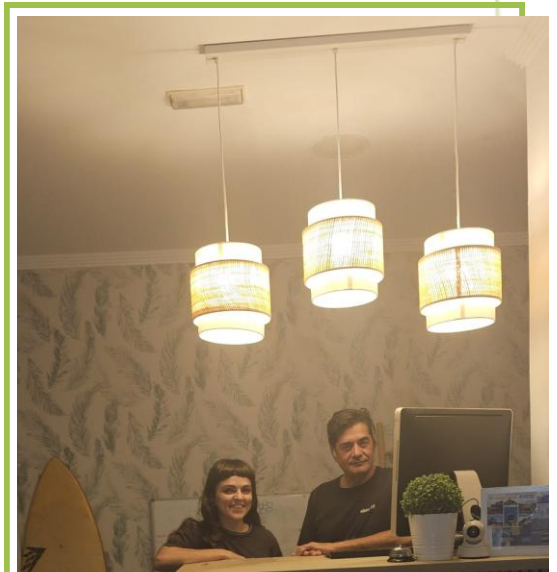
The relationship between the New Entrepreneur (NE) and the Host Entrepreneur (HE) was based on mentorship, collaboration, and mutual learning. The HE shared practical knowledge and experience in hostel management, guiding the NE through daily operations, customer service, staff coordination, marketing, and financial planning. Through regular meetings and hands-on activities, the NE progressively developed entrepreneurial and managerial skills.

At the same time, the NE contributed fresh ideas and new perspectives, particularly in digital promotion, guest engagement, and service innovation. Together, they analyzed business processes, identified areas for improvement, and tested solutions to enhance efficiency and customer satisfaction.

The cooperation was characterized by open communication, active participation, and a shared commitment to achieving the objectives of the exchange. This collaboration generated benefits for both parties, combining the HE's experience with the NE's innovative approach and entrepreneurial motivation.

Benefits achieved (max. 1000 characters):

The exchange created a strong professional relationship between the NE and HE, opening opportunities for future collaboration and knowledge sharing. The NE developed practical skills in hospitality management, customer service, staff coordination, digital marketing,



New Entrepreneur:

Name & surname: Gianna Russo

Country: Italy

Age: 29

Status: Aspiring Entrepreneur

Sector: Hospitality and tourism

Name of business: Start-up project in the hospitality sector

Website:

Host Entrepreneur:

Name & surname: Rafael Diaz

Hidalgo

Country: Spain

Age: 53

Experience (years): 10

Sector: Hospitality and tourism

Name of business: Kyo Hostel

Website:

and financial planning. The experience also strengthened problem-solving, communication, and organizational abilities in an international environment.

The HE benefited from new ideas and perspectives, particularly regarding digital promotion and service improvement. During the exchange, both participants expanded their professional networks by establishing contacts with guests, local tourism stakeholders, and industry professionals.

The cooperation laid the foundations for future partnerships, potential joint projects, and continued exchange of experiences. Both entrepreneurs gained valuable insights that can support the growth and development of their current and future business activities.

Quotation regarding the experience:

NE Gianna Russo

This experience allowed me to gain practical entrepreneurial skills, expand my professional network, and better understand the challenges of managing a hospitality business in an international environment. It was a valuable opportunity for both personal and professional growth.

HE Rafael Diaz Hidalgo

Hosting a New Entrepreneur through the Erasmus for Young Entrepreneurs programme has been a very positive experience. The exchange of ideas, perspectives, and skills contributed to improving several business processes and brought added value to the daily management of the business.

For further information about the exchange:

- NIO/HIO, ___, ___: ___
- HIO/NIO, Instituto Tecnológico de Canarias, eye@itccanarias.org

For information on the programme and details on how to enroll visit:

www.erasmus-entrepreneurs.eu