



*Exploring the impact of voluntary  
business mentoring on young  
entrepreneurs*

#PutAMentorInYourLife



# What is mentoring

Mentoring is a helping relationship based on an exchange of knowledge, experience and goodwill.

Mentors help someone less experienced gain confidence, clearer purpose, insight, and wisdom.

In developmental mentoring, the mentor, too, is changed by the relationship.

# Core principles

- Voluntary not mandatory
- One to one
- Non-directive
- Learning for mentor and mentee
- Mentee driven
- Relationship of equals
- Pair agree own ground-rules

## Mentoring programmes across the YBI network



# Business impact



*In Phase 1, 60% of mentees reported that their businesses were growing as a result of the accelerator role that mentoring played. In Phase 2 this increased to 74%.*



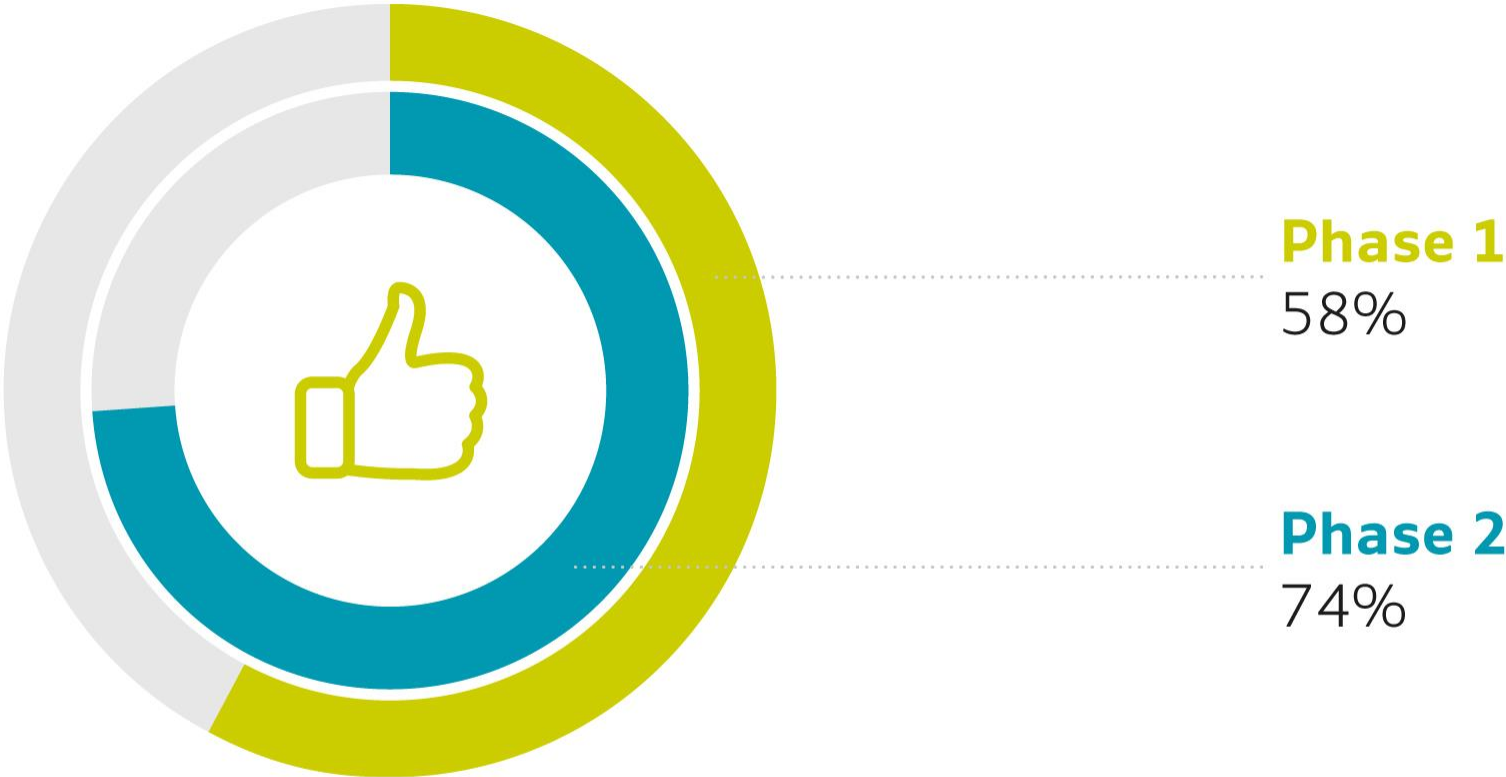
# Business impact



*Of those that reported an increase in turnover, 54% of mentees in Phase 1 attributed this to their mentoring relationship. In Phase 2 this increased to 65%.*



# Personal impact



*Greater confidence in running a business*

# Personal impact



**Phase 1**

56%

**Phase 2**

72%





# Mentee benefits

- Accelerator effect on business
- Turnover impact
- Personal confidence
- Decision making
  
- Improved management skills
- Developing an existing business
- Sounding board
- Understanding personal strengths
- Support through challenges
- Leadership skills

# Mentor benefits

- **Learning** - new ideas/approaches for own business
- **Inspiration** - re-energising themselves and their business
- **Development** - opportunity to practice and develop leadership skills
- **Networking** – make new connections and grow their networks
- **Personal satisfaction** – being a small part of someone else's success

# Lessons learned

“Being a mentor has helped my communication and listening skills, as well as my capacity for self-reflection. And it’s expanded my business knowledge.”

*- Mentor, Enterprise Uganda*



Alexander Prosekin

*Alexander Prosekin*  
Mentor



Dmitry Boychenko

*Dmitry Boychenko*  
Led9 Mobile Bar



*Thank you.*

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