

# Erasmus for Young Entrepreneurs

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### SUCCESS STORY

#### New Entrepreneur



Name and Surname: **Elżbieta Kornaga-Szydłowska**

Country: Poland

Age: 29

Status: Would-be entrepreneur

Sector: Legal

*“I increased my ability to assess complex law topics and to create an overview of these topics. I have developed a broader, interdisciplinary and comprehensive approach to legal and business counseling.”*

#### Host Entrepreneur

Name and Surname: **Stefano Macchi di Cellere**

Country: United Kingdom

Experience:  
Partner: Solicitor of the Senior Courts England and Wales;  
Avvocato Cassazionista; LL.M.;  
Lawyer of the Court of Justice of the European Union.

Sector: Legal

Name of business/website:  
Macchi di Cellere Gangemi LLP

*“I achieved creative ideas and new solutions to existing operations for my firm.”*

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## Details of exchange:

Date of exchange: from 22<sup>th</sup> of October 2018  
to 31<sup>st</sup> of January 2019  
Duration of exchange: 15 weeks

Elżbieta Kornaga-Szydłowska is a young lawyer qualified in Poland (Attorney-at-law), would-be entrepreneur. On her words, *«I discovered the EYE Programme after I passed my final law exam. I started to think about setting up my own law firm, but I knew I need to gain business and preferably international experience not only how to run a law firm but also how to be competitive on today's legal services market. I decided to participate in EYE because I wanted to gain an international experience by cooperating with successful people from different countries.»*

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22 Oct 2018 she started her EYE programme in London. During the exchange, she had a chance of participating in and observing the legal work of an international, well-established law firm based in London. She gained experience in the field of running and managing a company, customer relations, time management, work strategies, setting business priorities, accounting with clients, which she believe will allow and help me to manage and administrate a business and offer a professional services to clients in my future law firm.

*« Daily communication with the Partner and other employees and the fact of living in London helped me exchange the experience and information about running and managing a business in an international environment and dealing with business. Additionally, I increased my ability to assess complex law topics and to create an overview of these topics. I have developed a broader, interdisciplinary and comprehensive approach to legal and business counseling.»*

## OUTCOMES

After successfully finished 15 weeks She has developed a broader, interdisciplinary and comprehensive approach to legal and business counseling. She understands better the running of business with guidance from the host entrepreneur with regards to expansion, marketing, and client retention.

She gained a more comprehensive knowledge of the differing laws and business practices within the EU in order to provide my future clients with the security they need to make strategic and daily decisions. She increased her ability to advise on international business law topics and challenge critical questions from a legal perspective.

She gained experience on how to deliver the best customer service and how to build a relationship with clients. she learned the planning and organizational stages in the law firm.

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Collaboration with a HE helped me evolve new, innovative legal services. Have acquired experience in a foreign company which will allow her to offer a wider range of services to clients of her law firm.

## **INFLUENCE**

The Host gained a fresh, creative and independent approach and thinking to day-to-day activities and the business and legal cases. Additionally, Host shared experience and knowledge with the new entrepreneur to improve the work climate. HE achieved creative ideas and new solutions to existing operations for his firm. Ultimately Host made a successful relationship with potential, future partner/law office. HE Exchange international experience with NE.