

The EC-funded Quick Impact Facility has published three Quick Start Guides for Local Economic Development: *The First Steps in Local Economic Development*, *Tools for Local Economic Development*, and *Business Incubators*, which reviewed means to support the creation of jobs in general within an economy.

The present manual explains the process of identifying specific jobs for a particular target group of identified individuals. It is based on seminars and training materials developed for, and feedback from, NPOs implementing EC-funded Return programmes, to assist them in the process of finding sustainable jobs for their returnee beneficiaries. It draws on 20 years of basic Local Economic Development experience in Western Europe, but has been tailored for where there is neither reliable, up-to-date information on current businesses or skills, nor developed employment and business support services. These services are usually available in advanced economies but do not currently exist in Bosnia-Herzegovina.

This job creation process is not limited to working with returnees. It can easily be adapted to assist any target group, such as single parent households, demobilised soldiers, the handicapped, or any other vulnerable social category or group of unemployed individuals. It can be used by organisations working with such target groups or public services wishing to support a specific social category. Anybody active in employment-related services, whether in the public, private or third sector, should find this guide useful. Indeed, although the methodology recommended was developed for the BiH context, we hope that it will also be used, and useful, in other parts of the world.



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