PART 1 The Business Environment

BUSG-2309 -Small Bus Mgmt./Entrepreneurship

BUSINESS NAME

What is the name of your business?

Hint: When you think of the name of your business, make sure that it captures the spirit of the business you're creating.

DESCRIPTION OF BUSINESS What will your business do?

Hint: Imagine that you are explaining your business to a family member or a friend. The business should be easy to explain.

FORM OF BUSINESS OWNERSHIP

What form of business ownership (sole proprietorship, partnership, or corporation) will your business take? Why did you choose this form?

Hint: For more information on the types of business ownership, refer to the discussion of the different forms of business ownership in Chapter 2.

IDEAL CUSTOMER

Briefly describe your ideal customer. What are they like in terms of age, income level, and so on?

Hint: You don't have to give too much detail in this part of the plan; you'll provide more details about customers and marketing in later parts of the plan.

OUR ADVANTAGES

Why will customers choose to buy from your business, instead of your competition?

Hint: In this section, describe what will be unique about your business. For example, is the product special, will customer service be exceptional, or will you offer the product at a lower price?

ETHICAL ISSUES

All businesses have to deal with ethical issues. One way to address these issues is to create a code of ethics. List three core (unchanging) principles that your business will follow.

SOCIAL RESPONSIBILITY

A business shows social responsibility by respecting all of its stakeholders. What steps will you take to create a socially responsible business?

Hint: What steps can you take to be a good citizen in the community? Consider also how you may need to be socially responsible toward your customers and, if applicable, investors, employees, and suppliers.

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Bhattarai, Raj Kumar

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