# Starting and running a successful company

What type of venture we should found

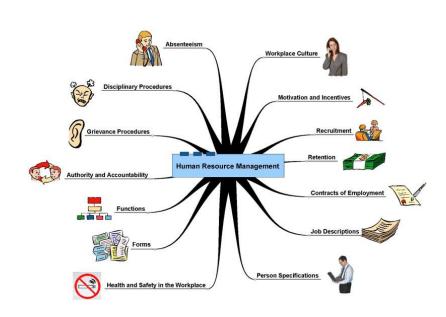
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#### Human resources

- Professional skills
  - Professional competences
  - Judiciary knowledge
  - Economic knowledge
  - Market demands
- Personal characteristics
  - Initiative
  - Good communicative skills
  - Flexibility
  - Capacity to make compromises
  - Entrepreneurial spirit
  - Diligence
  - Determination
  - Resoluteness



## Aspects of choosing the product or service

- Adeptly to skills
- According to market demands and stable request
  - Supplies daily usage
  - Expensive, important, infrequent
- Competition with similar companies
- Two modells
  - Small spread-many products, services
    - Inexpensive, mass-produced goods
    - Attracts many customers on a regular basis
  - Big spread- few products, services
    - Goods for long-term usage
    - Building, renewing houses, offices



# The type of enterprise depends on

- Yearly business done
- Trading or service
- Capital and expenditure
- Employees (number, qualification)



## Launching the business

- Market research
  - Request-offer
  - Choosing the product, service
  - Competition survey
  - Customers
- Infrastructure
  - Raising the necessary capital
  - Office, outsite
  - Administration (legal, economic, financial)
  - Employees
- Marketing
  - Advertising



#### Advertising

- Posters
- Local newspapers, magazines
- Media
- Leaflets, brochures
- Internet
- Webpage



#### Sustainability, Development

- Increase ammount of products and services
- Innovation
- Quality check
- Reduce costs
- New products and services

