25, Feb Chapter 3 and as and New venture > Enterpreneurship and Rusiness ownership. MADA (20-00) (9-19) (0-9) (100) 000 000 tott daig Intes (the plant of since inter a shall a shall and the a state (turnever ) 2 will Enos (3) (A) small Bisiness = Independently an owned # aparted that has little in its morket Taffuence CSBA 5 Small Business Addminstron Is Government agency to help small Business. مؤسسة وعومية بترب وبتساعد الناعا انم يفتعوا سغلام & latight to all and give to will give and the Importance of S.B in the U.S.A Relifical active committees - spenting peck () Job creation D Jos ac's to dot 2 Inovation as glass / Think of the addition (3) contribution to Big Business choi and good jumpel classes Knowline Maria ( Knop) al Stall and a stall and a stall and allow &

(\*) popular areas in small Business - 901 1 services 3/21 2 Retailing & sells the product to end user alt 3 wholesailing 4 Construction & sind and and and 5 Rinance & incurance & intering given (Big or small give in 2) 20It might be considered big. 7 Transportation - Skelgeling and and the 8 other => A takepemenent ship ( Entreporeneur ship pares" (abyl) up autophall 2 opportunity involved in creating & operating onew Business The places of seeking apportunities to pen gnew venture (H) Entrep gools = (celos) () Independence () Stern &1 (2) Degree of Ainencial Security. (3) Glowth & expansion.

Dentrap characteristers - pullies allevier 2 total and the () Resource humess 2) good Costomeral reptions allos a patrotal a la 3 They desire to be their own Bossessonstate (2) Gain Control over there tries another there They can deal with uncertarty & Risk and Mansufartring ginent (Big or Stratiges) Entroperour# a small Busined Since Small Busines abuse Entropols Type Bour ther to FILL CATE CORETREAM TO AT A Kalus Kyles An (1445) 200 girls warang got I (2) Stateprenew ----> Business who accept is all ask & apportunity analyed in creating & operating anow Busines. The placess of secking apportunities to ppen grew venture. (uales) -: 2008 :- (celass). milestrateace () Stars 21 Degree of Francial Security

Marchot Starting & operating an asmall Business Distinative competencies = 1, 180 ب سوقیمیمن مش 2 Wall Identifing niche in istablished Identifing aread markets الميز بإريني اعنج محل مستطقة ماد Signent anear ket that النوع من المحلا مس موجد في is currently not served Evitarent agent served (زى مندر اخت دراي علين فرى مثلة معلات الاولى الناس الناصعين int & variation of a sourced to the for ( and a source of the source) handhiere Key exterionce from sta president for terre in direct of andage. لى الى يسبق بكون مشيز اكثر -> Itim the first It will get more benikt SID L'ADRID das abs, (\*) Craffing a Business plan. La total Document in which the entrepreneur summarize his Business strategy for the new venture. 3 Deting goals of abjective. - s just uns (2) sales breaste po june / give 1 (3) Anancial planning \_ saw and o she has

A Starting the Small Busniess D Buying an existing Business. ind in min dia المشيري الني قام 18 نا اعمل الحصيف عد علا الخان الني قالم - Dis , illeftect (Best choice) 2000 advertised dients & suppliers la least Risky. Is clear picture about the business they aw that say apar a were 22 Franchisory without in Gover B hanchiser -> peraspinela (UBA) and and a population of a planting and (paletine). Ul Lo agreement between franchier & franchisce. - brainchisee I experience from the mother company. They help in chosing store location 12 12 3 Design the Store. aligned gran top has 14 purchase equipment. Franchiser 2 growth. -@ Royality teez hohomsales 000 States Decement & which the entrepreneutres sum his Ruspers strategy for the new verture. 1 Salles toraste me aland salles (9) And dies allos carso and so and allo and and

Disadvantages :--> Pranchisee -> O start up cost! principalities 2) Ineed, to pay of home sales 2 Frankly Friends smente 185100 prostatitans pailors -> Franchiser -> Dagial arau (4) (152 Giulos) i vertela, of an enterman Money M. Smail Buseness 3 Storting from Scratch adv BND all effect. janganzoi azing and and and in the same - And - table Business Marsh @ I choose severything e Cross and Right Big Big ores 3. Edeltinties the womened war a y Charlesportungers hann all 521 80 ther serving rates of secure by fasting (1× Apill Vais dillor martin a Dec. Capi que and the second the

(E, March) and and and and alle unit ( tone Loo 1 colar of both (\*) Financing the small business -1 From his own money (personal serving) .- o dative money 2 Family, Friends. 3 lending institutions iolisticutions 6 4 venture capital companies they Lo group of small investiges money who invest Money in small Business 5 SBA Financial programs. dis to Risks ever greater. advighter all elept. Busine is Busine in the startups:-1.8 - Commerce Tiger Ski BI FUL 2 Cross over from Big Business. 3 opertineties for women & minorities. y Global opportunities 5 Better servival rates (\*) Reasours for Pailure:-D. managerial incompetence / inexperience ( =) las / Evis separas) (2) Neglect (260 81) (3) week control system = ] 381g ing all control system = R (4) Insufficien Capital civin zier Ulo u-t, seg, as-(1) م ونين را معمال عقاية Estar and the states and and

(A) Resours. For Success :- guing of THard works drive dedite algorial areliso) - to buter provide U 2) Market Demond her the production and and 3 Mangeral competence Elso, simulay -2 5,16:0) Luck All share a particle tratiz (#) Business ownership:- maining and Deale poprietorship. aviel a stalland 2 partenership. aljul Boreral Partnership 3 TER Gaperatives Ebglew Ship and a Cooperatives (4) Carporation English ling and at 19:200 - 2 Lo anelle ling and at 19:200 - 2 (A) (Sole properatorship? II, March attits detts = ound & managed by me person who is responsible for Lo Usually owned 4 operated by one person. adv: - Freecom is the most important Benefit . 2 The peron answers to no one But himself ( his own Bosy 3 Simple legal procedures adams and statist 4 tax Benefit / 5 low start up cost dradv: 1 Un Lemited likelity in together tolgeted tolgeted the 2 Lack b) continuery alo soules linited like a 3. Lamited, Resauces in sexperience & ships in ano sus phos 4 hard to Borrow ( 5 Depends on the resources of one Lagdale de loting robredson

General \* portenership 2000000 nd 2000000 13 to two or more owners who shore the operation of the finance Responsibility. مس موج وزيع الإرابة والاستشار ليكون متطول فهن الشكان -> Silent partner -> Invests all funds need But he has no role in management. ~ blaber partner -> invest nothing in money but provids all the Labor . grid not stopped stopped adv: 1 Abilityto grow (takent & monaj-2 easier to borrow. 3 simple legal Regulation. (So (Sole properatorship) (11, North States) dissuntenited Liability. 2 2 Lack & continuity - 6 boncus pillough 4 3 transfaring awnershipson out a moosely public 2. The pero mented and an interesting and Limited partenership - realizable about along all along a Lo Limited parteners & one general partener. -> limited partener -> going lighting with the de in mengenen p active partener=> General Partener > init algomatication وممكن ليخس الحمرهن المي المستثمرو ( لقل المتي متخف والم) وممكن يكون 1 gelistelijs - Parlow (5 Defect on the resources of one (master limited of alphone)

Cooperatives Slow avelas avenue as in an بعونا رحبال الرعمان والعنف من مساعدة النا وحس عثين ويعد ertains into Just arelo erebs منات الخاسوة ومؤسسات لاح من من من من من من المراج ( Corporation 5: appliell El Smill (SuG) -> Business that considered a asperate entity from 9ts owners & is liable for own debts = الشريات اوالمز سمال العزي فعيز جا ستغيبة مستعلة Choractestis: adupid/ =stical LOD It Cansue & be sued ) how the is beton (3) Buy, hold sell property. ( accepting of (3) Make & sell products ( 2) admon ulman) (4) committe crims if get punished for them. Advantages: ~ (sidua) blad ylasidd a (?) Demited lability 2) Continuity to Un timited life (3) Easy to rais money. FRIS S COLOGRAN -> hybride between and held & putnership.

disadvantages, is really and ) tendder offer to buy shares made by a prospective buyer indiacielos e The corporation can be taken over the will its managers 2) douple taxation Eviel ein as all point Restressed ritelet 60 Approvi 12 may specete entity from 2. 12 to be gained to a start the start and a she that a she and a she - 11: 2ks feller in the weight wind and to \* Type & corporation. Mianão : sitorbond) Oclosely the hold (private) is all's and has (2) Burticholded to view delta. ( the in & Twagas (Pamily members) abuilty beautiful of all ?? (in committee origns of got punished the them (2) publiculy held (public) -> Job par x1 el ~ whose stock & widely held & an lable a set of and torsale de the general publicant provision the faits maney. (F)(3) Scarporation - > hybride between patient hed & partnership.

Hybride between publically held and partner ship 5 Propessional = corporation Tiles 1 = 1 - 20 pro اوالمحامين , المسؤولية في ورة على المال ولكن عيد وله عن (cup) and and (is up as might and 23 Lamited Financial rability but the Unlimited profess plakessional liability. = Multinational Corporation - & Stacks are exchange in different countries. 45-16-26 - 14 lal de is former 21- 15-2 allow front and and an Properties for the => depoilerm Hat were there as the the with the set out the the the reart owner ship A angent variance. Lilia and the and all and and and and the and Ru Wiellis Faller Rol Wie aks/ to apply the stark amer ship plane sulfingent date of regilling addition to eine alling alling alling i - Equinarestable gard environes.

March, 18 (\* Managing a corporation: (D Board ) directors. (BoD) Eller + Plelin Sile com 2 stock holders = shore holders isowners -للمرير للتفيزي (3) officers up chief Exective officer (CEO) 32 Day asker asi & O stock holders allect BOD BOD Monorial horiging ( (2) BOD hires CEO & other officers 3 CEO . 25 . 25 Multinetional Corporation - Stocks are exclared (\*) special issues in corporation ownership: -=> stratigic Alliences -> mailing 10 - 2115 - 215 Lo two or more corporations of collaborate for matual gain >> long term العشروع الذي ينتج على التعالف بين العشريات venture عالم (ins gring) Lo joint owner ship ) anow venture. Æ إذا في مس المسترج + عادى كل والمد يرجع مع كالتو قبل ماهس التكالف ( ما يسجوا الشريات) -Demployee stack owner ship plans- etil initial returner and وجينالاسم مكافئة م ويشعوا الزم مالكين للشركة : Downership to good employees

Thestitutional ownership : Large Investors that buy (tender offer. , me inc inecits ) elevil Merger - DA+B=AB māiline sjalaas - 2 levil اقدى و بالع عدى شرعة عبرة من السريس How -> Aquisition => A+B=A /A+B=B-> 250 grain agin · csie) -> (Spinoff) => Selfing up one more units as new independent -> cein 1910 1910 -> Divestiture -> The company sells one or more ) its Business Unit . \_ & zu - hessezund Szund Szund low loas all in Sicher I' a de la cule al es este stand a fine of الارقام فعلى شركة تابعة الإ (الشَّغْنَ مَنْ) هَامِته لا سَعَلَامات دلس العاتف magener top 4 ma