Best places to open a restaurant in Beirut

# Business Problem

Opening a restaurant is all about location and knowing if is there any similar restaurants opening in that location. However, not every restaurant is suitable for every location, and vice versa. It comes down to a combination of restaurant concept and ideal customer. If we can define our restaurant type and identify our target demographic and its most populated areas, we can make a good decision on where to open the restaurant.

# Initial Questions

First, we need to identify where our ideal customers are located. We need to get answers to the following questions.

**1. Understand your audience/customers**

This is the most important question you can ask yourself when choosing the location of a restaurant. Who is your target audience? In order to define your audience, you will need to conduct specific research and come up with segmented customer profiles.

The first step is to understand your customers. You need to fully understand who your ideal customers are and what they all have in common. As we mentioned in the section above, you will need to define their demographics and the associated behaviors in order to get an accurate picture of who they are:

**Demographics** – Information such as age, gender, relationship status, median income, religion, environment, and ethnicity

**Behavior** – Similar behavior, such as likes and dislikes, hobbies, and extracurricular activities

### ****2. Understand Their Habits****

### The second step is to **understand your customer’s decision-making process and buying habits**.**** Your target market’s demographics, psychographics, and overall behavior will dictate the way in which they make purchasing decisions.

Questions to ask yourself include, but aren’t limited to:

* Are they impulsive diners?
* Do they plan when choosing a restaurant?
* Do they leverage Google, Yelp, OpenTable, and other information sources?
* Are they reliant on the recommendation of friends and family?
* What do they value most? Atmosphere? Service? Price?

### ****3. Where Are They Located?****

Once you’ve identified your target audience and drawn up the necessary customer profiles, you’ll need to figure out where your ideal customers are located. Remember that you want to put your restaurant in or around communities of your target market.

### ****4. How big is your target audience?****

We have officially identified your target audience and come up with specific customer profiles. You’ve then searched the Census data for the zip codes of communities that fit within your search radius and have the highest amount of your ideal customers.

### ****5. Customer Activity: Foot & Vehicle Traffic****

But wait, there’s still something else you need when deciding if there’s enough of your consumers in an area to open a restaurant. It’s all about activity. You want to ensure that there’s enough traffic in each one of the locations on your list.

### ****6. Competitor Analysis****

Another way you can identify where you’ll find your ideal customer type is to look at competing businesses. Restaurants often choose to be located next to their fiercest competitors. You’ll often see a McDonalds and a Burger King in the same vicinity, or a cluster of fine dining experiences in a downtown area.

This is because an established restaurant cluster of similar establishments is likely to have great restaurant location demographics. If you are confident about the quality of your restaurant experience, setting up near the competition establishes choice and gets local people thinking about dining out when they are in your area.