**KẾ HOẠCH PHÁT TRIỂN BẢN THÂN VỚI TƯ CÁCH BẠN LÀ NGƯỜI   
KHỞI SỰ KINH DOANH**

"Nhân vô thập toàn" là câu nói của các cụ. Khó có thể hội tụ đủ ngay các tố chất để bắt đầu khởi sự kinh doanh ngay. Tuy nhiên, bạn hoàn toàn có thể tự mình hoàn thiện bản thân. Bắt đầu từ việc lập kế hoạch hành động. Việc khởi sự kinh doanh là một quá trình lâu dài, không phải một thời điểm, đòi hỏi bạn phải học hỏi rất nhiều ngoài kiến thức chuyên môn, còn có các mảng kiến thức về kinh tế, luật pháp, giao tế, ứng xử.

**Bài tập sau giúp bạn xây dựng kế hoạch phát triển bản thân, đáp ứng các đòi hỏi cần có của một người bắt đầu khởi sự kinh doanh.**

**Hãy hoàn thiện bản kế hoạch hành động sau để giúp bạn tìm ra cách thức hoàn thiện năng lực khởi sự doanh nghiệp!**

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| BẢN KẾ HOẠCH HÀNH ĐỘNG TỰ HOÀN THIỆN BẢN THÂN | |
| My characteristics and situation | What will I do to strengthen them? |
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|  |  |
|  |  |
|  |  |
| My skills | What will I do to strengthen them? |
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| Environmental concerns | What will I do to address them? |
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|  |  |
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| Community concerns | What will I do to address them? |
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Now do you feel comfortable about starting your own business? Yes No

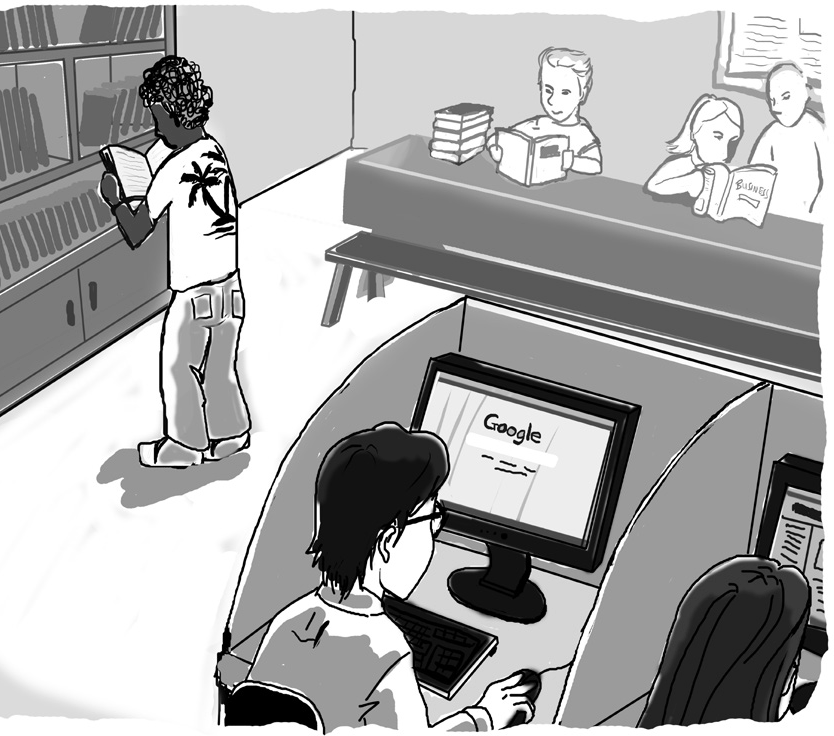
If you are comfortable about starting your own business and think that you will be able to work on the areas that need improvement, you are ready to start planning. The following parts will guide you in the process of creating an Action Plan to actually start the business.

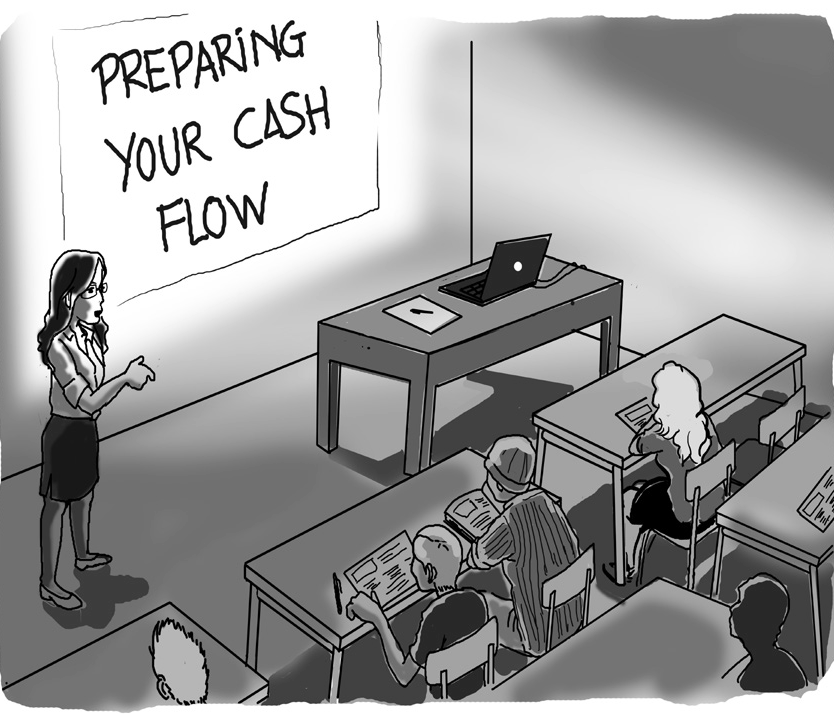
If you have answered “No” to the question above, think more about what you can do to improve your abilities as an entrepreneur. Remember, not everyone can run a business. If you still do not feel comfortable about starting a business, maybe you should work for somebody else instead.

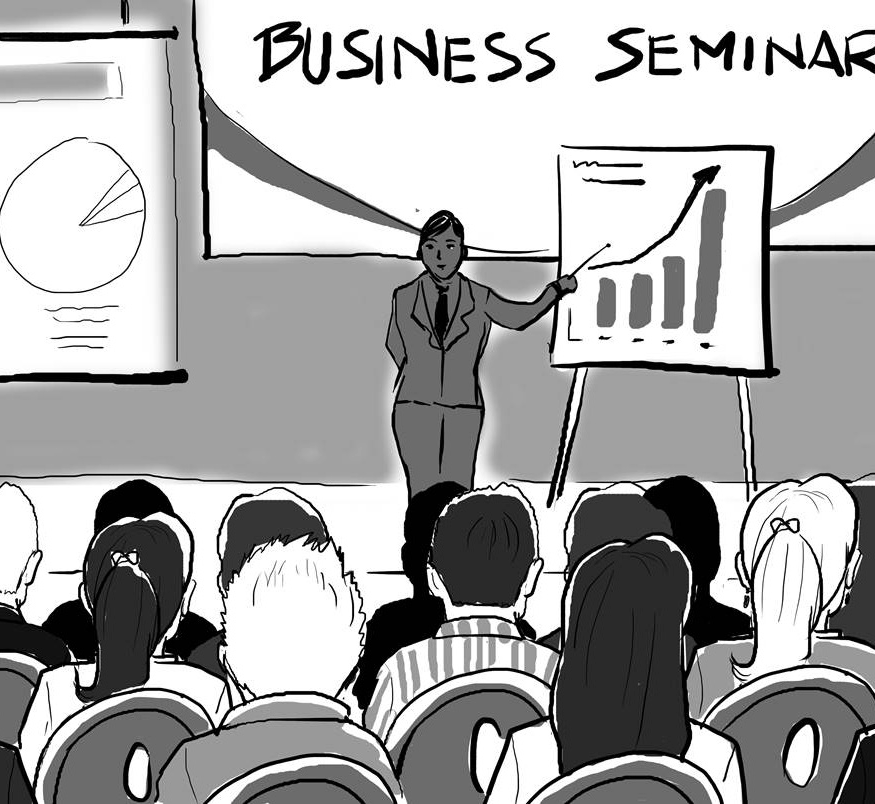
Các cách nâng cao năng lực quản lý điều hành doanh nghiệp

Các cách nâng cao năng lực quản lý điều hành doanh nghiệp

There are many ways to alter your characteristics, improve your business skills and situation and also address the necessary environmental and community concerns. Here are some suggestions on how to strengthen your entrepreneurial abilities:



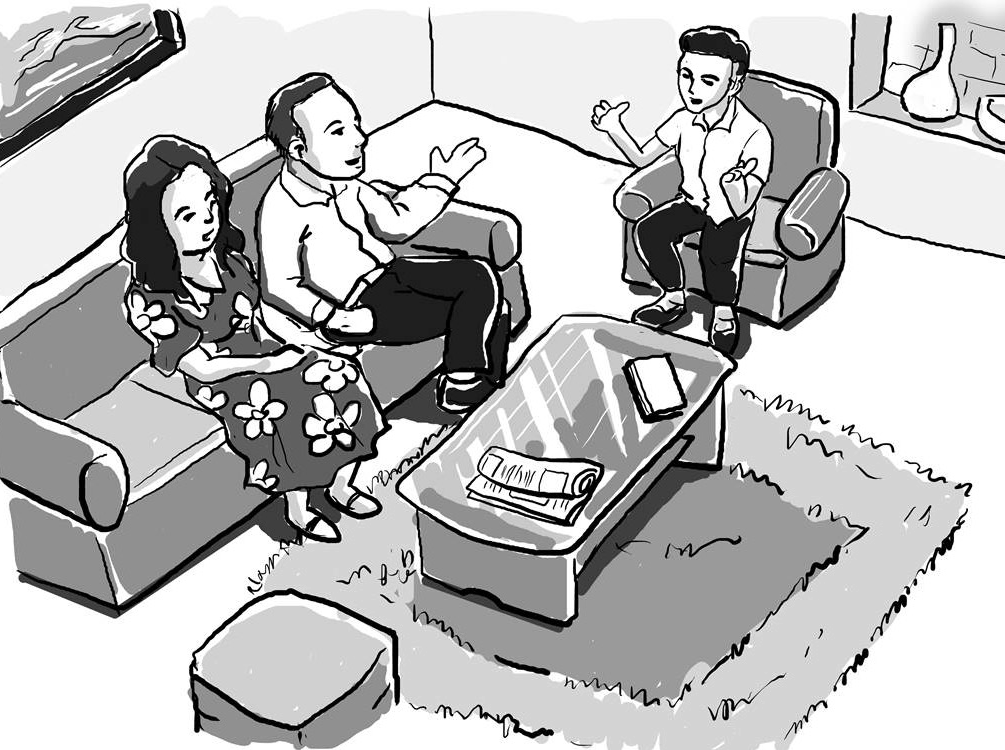
**Read:** Research on books about businesses that can be found in most libraries; also read business related articles on the internet, in newspapers and magazines.



**Learn from successful business people:** You should be able to find successful business people who will talk to you about their businesses. If they allow you to visit their business locations, observe them as they work and learn from them. If possible, work as

an apprentice in a related successful business.

**Attend training:** Find and attend university or privately funded training programmes in business management, technical skills or motivation and entrepreneurship.



**Seek help from others:** Talk about the areas that need improvement with your friends and family. You could also join a business association and discuss the issues with other members in the association.

You might want to think about finding a partner who complements your abilities, instead of going into business entirely on your own. A partner might also be able to bring financial resources, collateral or relationships with financial service providers that could be helpful if your business ever needed a loan.

There are a number of successful business people who did not have much experience or practice in a business situation before starting their businesses. What is important is to be aware of the areas that need improvement and develop a plan of action to deal with these before they negatively affect your business.