

Stakeholders:

A stakeholder is a person who had an interest in a business and or may be affected by the business.

Examples of internal stakeholders include:

- Employees
- Owners
- Managers
- Shareholders

Examples of external stakeholders include:

- Local community
- Environmental groups (Eg Greenpeace)
- Local Council/Government
- Suppliers
- Customers

Different stakeholders would have different views and opinions.

- Employees are interested in having a secure and stable job. They would want to have a good salary and good working conditions.
- Suppliers are interested in selling more raw materials etc to the company in order to increase revenue and profit.
- Local community would be affected in different way depending on the business. If the business produces lots of noise and air pollution, the locals will be impacted badly.
- Government is interested in getting the right amount of taxes, more jobs for people.

Business Plan:

The business plan is a document which outlines what the business will do and how they will do it. This would allow the business to identify what resources and how much start-up capital is needed. If the company wants to take out a loan, they will have to present their business plan to the bank so that the bank are assured that the business would be able to pay the loan back.

A good business plan would include:

- **Personal details of the owner(s)** and other important people
- **Mission statements** – Describes the broad aims of the company
- **Objectives** – Specific objectives that the business wants to achieve (SMART)
- **Product Description** – Details of the market and any competitors in the industry
- **Production Method** – Explanation of how they will make goods or provide service. Must state location and equipment required
- **Staffing Requirements** – How many people the business will need, what the roles of the staff would be, and how much the salary/wage will be.
- **Finance** – Explanation of money required to start up the business. Should be a cash flow forecast showing an estimate of cash flowing in and out at the end of each month/year