А. Skabitskaya А. Е. Скабицкая БНТУ (Минск) Научный руководитель М. В. Храмцова

## STARTING A NEW BUSINESS: BUSINESS IDEAS IN BELARUS

# КАК НАЧАТЬ СВОЙ БИЗНЕС: БИЗНЕС ИДЕИ В БЕЛАРУСИ

The purpose of the work is a step-by-step description of starting a business, as well as an analysis of areas of activity in Belarus, where you can apply business ideas most successfully.

Many people dream of setting up their own business. They want to be independent. It is important for a person to feel freedom and calm. A business can give freedom, peace of mind and money to a person, if a person is engaged in a business that he likes, that gives him pleasure. Nevertheless, when a person decides to start his business, he faces a huge number of problems. It is important for any business person to be creative, purposeful and fearless in order to bounce high when they hit the bottom.

Starting a business in any country has a number of certain nuances that every person who wants to do business has to take into account. Consider the business ideas circulating in Belarus.

Belarus is quite loyal to small business; the government encourages people who want to become entrepreneurs. Therefore, we can conclude that it is profitable and promising to set up your business in Belarus.

There are several areas in which ideas for business in Belarus may appear: construction, trade, agriculture. The state even provides special benefits for those who want to work in this area. Especially with modern technology, manual labor is reduced to a minimum.

When you start your business in Belarus, take into account the fact that the product that you are going to sell should be not only in demand, but also non-competitive. It is not easy to find such a sphere, but it sounds quite realistic with a competent approach.

For this purpose, you need to research the market, find out if people need your product at all. Evaluate the competition; identify the positive and negative aspects of competitors, find how to differentiate yourself from competitors. Compare prices, quality of service, assortment and look at the maximum for what you can be better at. After that you can move on.

Starting a new business contains the greatest degree of risk. Starting a new business requires funding. There are only three ways a business earns money,

namely, from the money invested in the business by the owner or owners, borrowing money from individuals or from another organization and buying goods and services on credit, that is, using goods and services before they are paid for.

It is very important to know how long it takes to make a profit. For profit takes at least six months or a year to get. At this time you should have another source of income or savings. Of course, you need to pay off the initial investment as fast as possible. There is a financial metric that you can use to calculate how long the payback time will take. You must determine the risks associated with this business.

In conclusion, Belarus is a country that is doing everything possible to make it easier for people to start their own business and conduct it. In Belarus, you can realize a lot of business ideas, but everything depends not only on the country where you are going to open your business, but also on you, your goals, ideas and ambitions.

#### References

- 1. How to start a business [Electronic resource] // Financial culture. Mode of access: https://fincult.info/articles/s-chego-nachat/kak-nachat-svoy-biznes/. Date of access31.10.2018.
- 2. Business in Belarus: relevant, profitable ideas [Electronic resource] // PRO-business. Mode of access: http://p-business.ru/biznes-s-nulya-v-belarusi-aktualnye-vygodnye-idei/. Date of access: 31.10.2018.

http://edoc.bseu.by

V. Sazanets, E. Saponenka B. A. Созанец, Е. Н. Сапоненко БелГУТ (Гомель) Научный руководитель О. Н. Филимончик

### DOING BUSINESS: KEY FACTORS AFFECTING IT

## КЛЮЧЕВЫЕ ФАКТОРЫ ВЕДЕНИЯ БИЗНЕСА

Business is an integral part of the country's economy. Any business is defined by some factors and depends on the region or country where it is conducted. There are many different factors having influence on doing business but the key factors are 1) culture, 2) involvement of the country in the integration processes, 3) economic policy, 4) infrastructure and 5) public interest. Each of them can either stimulate or slow it down.

The cultural factor has a significant impact on doing business. Business involves negotiating with representatives of different cultures and thus it is necessary