

WEBLINKS

These weblinks correspond with the *Planning a new venture* feature, throughout *Small Business Management & Entrepreneurship 5th edition*.

Chapter 1 – general links:

Small Business Service: www.sbs.gov.uk/statistics

Observatory of European SMEs: <http://europa.eu.int/comm/enterprise>

US Small Business Administration: www.sba.gov

Australian Bureau of Statistics: <http://www.abs.gov.au/Ausstats>

New Zealand Ministry of Economic Development: <http://www.med.govt.nz>

The International Marketing Council of S.Africa:

http://www.southafrica.info/doing_business/

Chapter 2 – Planning a new venture: Know yourself – web links

Social entrepreneurship: <http://www.sse.org.uk/network/index.shtml>

Creative entrepreneurship: <http://www.creativelondon.org.uk/>

Ten things that make a successful entrepreneur:

<http://www.businesslink4london.com/index.cfm?fuseaction=res.viewResource&resID=735&sctn=30&subsctn=65>

Self-evaluation: Prospective entrepreneurship:

http://www.westfocus.org.uk/SiteManager/userFiles/programmeElearning/26_CG_Building_Block_1_a_HTML3/page_popup12.htm

Finding yourself – Step 1: [http://www.shell-](http://www.shell-livewire.org/thebigtrip/FindingYourself/?&PHPSESSID=db2ca437dc3119b3deb2d6acd3136c4b)

[livewire.org/thebigtrip/FindingYourself/?&PHPSESSID=db2ca437dc3119b3deb2d6acd3136c4b](http://www.shell-livewire.org/thebigtrip/FindingYourself/?&PHPSESSID=db2ca437dc3119b3deb2d6acd3136c4b)

Barrow, C., Burke, G., Molian, D. and Brown, R. (2005) Enterprise Development, Thomson, London, Chapter 2

Bizhelp

<http://www.bizhelp24.com/business-start-up/>

Business Link factsheets

<http://www.businesslink.gov.uk/bdotg/action/layer?r.l3=1073862288&r.l2=1073859137&r.t=RESOURCES&r.i=1073789245&r.l1=1073858805&r.s=b&topicId=1073858805>

Golzen, G. (2003) Working for Yourself, Kogan Page, London

Inland Revenue on start-up

<http://www.hmrc.gov.uk/startingup/>

The Government's comprehensive strategy for start-up

Young Enterprise

<http://www.young-enterprise.org.uk/>

Leadership:

Business leadership for entrepreneurs

<http://www.gaebler.com/Business-Leadership.htm>

Centre for Creative Leadership

[http://www.ccl.org/CCLCommerce/research/sharing/overview.aspx?CatalogID=Research&CategoryID=KnowledgeSharing\(KnowledgeSharing\)](http://www.ccl.org/CCLCommerce/research/sharing/overview.aspx?CatalogID=Research&CategoryID=KnowledgeSharing(KnowledgeSharing))

The Art and Science of Leadership

<http://www.nwlink.com/~donclark/leader/leader.html>

Meena Pathak:

http://www.westfocus.org.uk/SiteManager/userFiles/programmeElearning/26CG_Building_Block_1_a_HTML3/page_popup1.htm

Lunch Lesson: Starting a Business:

http://news.bbc.co.uk/1/hi/programmes/working_lunch/education/1523016.stm

Coffee Republic Case study:

Online interview with Bobby Hashemi:

<http://www.startups.co.uk/YZo7P61oS63Ijg.html>

Latest details on Coffee Republic business:

<http://www.ukbusinesspark.co.uk/coc55628.htm>

Chapter 3 – Planning a new venture: Identifying the new venture idea – web links

Water is not soup:

<http://www.spaceforideas.uk.com/IsolatedStorage/5f544d60-45d1-46fe-865d-76726a3ed822/ContentAssets/Documents/Bono.pdf>

Prof. Richard Wiseman on creative thinking:
<http://www.spaceforideas.uk.com/RVE8021ca1051b245f58a174d829ec7f6eb,..aspx>

Lone ranger or tribal thinker?
http://www.westfocus.org.uk/SiteManager/userFiles/programmeElearning/26CG_Building_Block_2_a_HTML1/page_popup2.htm

Business case: KETTLE Chips:
<http://www.spaceforideas.uk.com/IsolatedStorage/5f544d60-45d1-46fe-865d-76726a3ed822/ContentAssets/Documents/Kettle%20lessons%20for%20Business.pdf>

Innocent drinks: <http://www.innocentdrinks.co.uk/us/us.html>
Sticmatz gets going:
http://news.bbc.co.uk/1/hi/programmes/working_lunch/4104784.stm

How Microsoft manages creativity:
http://www.westfocus.org.uk/SiteManager/userFiles/programmeElearning/26CG_Building_Block_2_a_HTML1/page_popup3.htm

Chapter 4 – Planning a new venture: Identifying the opportunity – web links

Creative thinking and problem solving sites:
<http://www.brainstorming.co.uk/>

<http://www.keirsey.com/>

<http://www.mindtools.com/>

The New Business Road Test:
<http://faculty.london.edu/jwmullins/Book/book.html>

Is there a gap in the market?:
http://www.westfocus.org.uk/SiteManager/userFiles/programmeElearning/26CG_Building_Block_3_a_HTML1/page_popup2.htm

Stanford video clips:
<http://edcorner.stanford.edu/SearchServe?category1=9&top=10>

Identifying the new opportunity – further links and readings

Business opportunity

Burns, P. (2001) Entrepreneurship and Small Business, Palgrave, Chapter 3

Read Timmons, J.A. and Spinelli, S. (2003) New Venture Creation

Entrepreneurship for the 21st Century, McGraw Hill, Part 1 - Opportunity

Read Wickham, P.A. (2004) Strategic Entrepreneurship, FT Prentice Hall,

Chapters 9 & 18

Innovation

[DTI Living Innovation](#)

http://www.innovation.gov.uk/self_assessment/home.asp?p=assessment

[CRIC](#) the website for the Centre for Research on Innovation and Competition

<http://les1.man.ac.uk/cric/>

[SPRU](#) the website of the University of Sussex centre for science, technology and innovation policy

<http://www.sussex.ac.uk/spru/>

Identifying the opportunity – case studies

Jacks your man:

http://news.bbc.co.uk/1/hi/programmes/working_lunch/3983177.stm

Steps to success:

http://news.bbc.co.uk/1/hi/programmes/working_lunch/4341709.stm

Business and Competition:

http://news.bbc.co.uk/1/hi/programmes/working_lunch/3734953.stm

Researching the market:

http://news.bbc.co.uk/1/hi/programmes/working_lunch/3200236.stm

In search of supplies:

http://news.bbc.co.uk/1/hi/programmes/working_lunch/3507239.stm

Chapter 5 – Planning a new venture: Evaluating the opportunity – web links

General guides - here are some examples:

www.direct.gov.uk - single entry point to over 1,000 Government web sites (inc. DTI; businesslink; ukonlineforbusiness; companies-house)

www.eubusiness.com

Market intelligence - from Mintel International (www.mintel.co.uk)

Key Note Reports (www.keynote.co.uk)

Kelly's Business Directory (www.kellys.co.uk)

Key British Enterprises (Dun and Bradstreet -www.dnb.com)

Kompass (www.kompass.co.uk)

UK Banks offer advice and industry data for SMEs; see for example www.barclays.co.uk/business

www.hsbc.co.uk

www.natwest.co.uk

www.lloydstsb.co.uk

The Microsoft web site on www.microsoft.com is a popular source of information or www.bcentral.co.uk which is the site for Microsoft's smaller business customers.

Real Business: www.realbusiness.co.uk for an online version of this popular business magazine.

www.smallbusinessportal.co.uk is useful for research and has useful links for both advice and information.

www.smallbiz.uk.com aims to provide quick and easy practical help and information.

Chapter 6 – Planning a new venture: Evaluating the opportunity – web links

Prepare a business plan:

<http://www.businesslink.gov.uk/bdotg/action/layer?r.l2=1073859137&r.l1=1073858805&r.s=tl&topicId=1073869162>

Sample UK business plans:

<http://www.bplans.co.uk/>

Budgeting and business planning:

<http://www.businesslink.gov.uk/bdotg/action/layer?r.l2=1073858944&r.l1=1073858790&r.s=tl&topicId=1074416511>

Chapter 7 – Planning a new venture: Preparing the strategy – web links

Create your marketing strategy:

<http://www.businesslink.gov.uk/bdotg/action/layer?r.l3=1073900352&r.l2=1073858842&r.t=RESOURCES&r.i=1073790721&r.l1=1073861169&r.s=m&topicId=1073900352>

Preparing the strategy – case studies

Operations strategy case-study:

http://news.bbc.co.uk/1/hi/programmes/working_lunch/3423063.stm

The People's Web: Case-study:

http://news.bbc.co.uk/1/hi/programmes/working_lunch/4449887.stm

Chapter 8 – Planning a new venture: Start up or franchise – web links

Buying a franchise:

<http://www.businesslink.gov.uk/bdotg/action/layer?r.l2=1073859122&r.l1=1073858805&r.s=tl&topicId=1073947364>

British Franchise Association:
<http://www.british-franchise.org/>

The Franchise Business:
<http://www.franchisebusiness.co.uk/>

Franchise Info:
<http://www.franinfo.co.uk/>

Chapter 9 – Planning a new venture: Buying an existing business – web links

Buy an existing business:
<http://www.businesslink.gov.uk/bdotg/action/layer?r.l2=1073859122&r.l1=1073858805&r.s=tl&topicId=1073861492>

Chapter 10 – Planning a new venture: Feasibility study – web links

Choose the right legal structure for your business:
<http://www.businesslink.gov.uk/bdotg/action/detail?r.l3=1073865730&r.l2=1073859131&r.l1=1073858805&r.s=sc&type=RESOURCES&itemId=1073789614>

M.I.T. - good on elevator pitch:
ocw.mit.edu/index.html
entrepreneurship.mit.edu/Downloads/kenmorse-elevator_pitches.pdf

Feasibility study – case studies

Protecting your ideas:
http://news.bbc.co.uk/1/hi/programmes/working_lunch/3210189.stm

Tax Deadline Looms:
http://news.bbc.co.uk/1/hi/programmes/working_lunch/4700545.stm

Chapter 11 – Planning a new venture: Managing the resources and the people – web links

Linkedin: <https://www.linkedin.com/>

The beermat ecademy: <http://beermat.ecademy.com/>

Get the right staff for your business:
<http://www.sfedl.co.uk/ourProducts/ourProducts.htm>

Recruitment and getting started:
<http://www.businesslink.gov.uk/bdotg/action/layer?r.l1=1073858787&r.s=tl&topicId=1073858914>

Paperwork:

<http://www.businesslink.gov.uk/bdotg/action/layer?r.l1=1073858787&r.s=tl&topicId=1074428798>

Paying your staff:

<http://www.businesslink.gov.uk/bdotg/action/layer?r.l1=1073858787&r.s=tl&topicId=1073876962>

Chapter 11 – Planning a new venture: Managing the resources and the people – web links

UK Patents Office:

<http://www.patent.gov.uk/index.htm>

The British Library:

<http://www.bl.uk/collections/patents.html>

The Intellectual Property Portal:

<http://www.intellectual-property.gov.uk/>

Patent Office Guide to searching for Intellectual Property:

<http://www.patent.gov.uk/techy/guide/index.htm>

European Patent Office:

http://gb.espacenet.com/search97cgi/s97_cgi.exe?Action=FormGen&Template=gb/EN/home.htm

US Patent and Trademark Office:

<http://www.uspto.gov/>

Managing the resources and the people – case studies

I.C.Can Case study:

<http://www.ideas21.co.uk/301>

Pop Idol Case study:

<http://www.ideas21.co.uk/293>

Chapter 12 – Planning a new venture: Marketing – web links

Sales & marketing: the basics:

<http://www.businesslink.gov.uk/bdotg/action/layer?r.l2=1073858842&r.l1=1073861169&r.s=tl&topicId=1074299808>

SFEDI: section 5 – Decide how you will sell and market your products and services:

<http://www.sfedi.co.uk/ourProducts/ourProducts.htm>

Chapter 13 – Planning a new venture: Money – web links

Business Link – Get the right finance for your business needs:

<http://www.businesslink.gov.uk/bdotg/action/layer?r.l2=1073859146&r.l1=1073858805&r.s=tl&topicId=1074441426>

Business Link – Grants: The basics:

<http://www.businesslink.gov.uk/bdotg/action/layer?r.l2=1073859146&r.l1=1073858805&r.s=tl&topicId=1073869074>

Business Link - Loans and overdrafts:

<http://www.businesslink.gov.uk/bdotg/action/layer?r.l2=1073859146&r.l1=1073858805&r.s=tl&topicId=1073868460>

Bank of England Finance for small firms:

<http://www.bankofengland.co.uk/publications/financeforsmallfirms/index.htm>

British Bankers Association:

<http://www.bba.org.uk/bba/jsp/polopoly.jsp;jsessionid=axpHIGek13Cg?d=103>

British Business Angels Association:

<http://www.bbaa.org.uk/>

British Venture Capital Association (BVCA):

<http://www.bvca.co.uk/>

London Stock Exchange:

<http://www.londonstockexchange.com/en-gb/>

Prince's Trust:

<http://www.princes-trust.org.uk/>

No Nonsense Guide to Small Business Funding:

http://www.sbs.gov.uk/SBS_Gov_files/finance/smfundingnng.pdf

No Nonsense Guide to Finance for High Growth Companies:

http://www.sbs.gov.uk/SBS_Gov_files/finance/financehgsnng.pdf

Cash flow management: the basics:

<http://www.businesslink.gov.uk/bdotg/action/layer?r.l2=1073859146&r.l1=1073858805&r.s=tl&topicId=1073924763>

Balance sheets: the basics:

<http://www.businesslink.gov.uk/bdotg/action/layer?r.l2=1073858944&r.l1=1073858790&r.s=tl&topicId=1073889327>

Financial and management accounts: the basics:

<http://www.businesslink.gov.uk/bdotg/action/layer?r.l2=1073858944&r.l1=1073858790&r.s=tl&topicId=1073933591>

Identify potential cash flow problems:

<http://www.businesslink.gov.uk/bdotg/action/layer?r.l2=1073859146&r.l1=1073858805&r.s=tl&topicId=1073924632>

Better bartering:

http://news.bbc.co.uk/1/hi/programmes/working_lunch/4288037.stm

Primal soup:

http://news.bbc.co.uk/1/hi/programmes/working_lunch/2849941.stm

Don't let debts get away:

http://news.bbc.co.uk/1/hi/programmes/working_lunch/4097809.stm

Chapter 14 – Planning a new venture: Value and exit – web links

Assessing current performance:

<http://www.businesslink.gov.uk/bdotg/action/layer?r.l1=1074404796&r.s=tl&topicId=1074428566>

Setting a vision for growth:

<http://www.businesslink.gov.uk/bdotg/action/layer?r.l1=1074404796&r.s=tl&topicId=1074446322>

Planning how to grow:

<http://www.businesslink.gov.uk/bdotg/action/layer?r.l1=1074404796&r.s=tl&topicId=1074404826>

Financing growth:

<http://www.businesslink.gov.uk/bdotg/action/layer?r.l1=1074404796&r.s=tl&topicId=1074404799>

International trade:

<http://www.businesslink.gov.uk/bdotg/action/layer;jsessionid=DQJRHxz5pFXmkm1d3LkJs0vVHpy8krvZ1jTQb7Myh1gtQqTCLfPg!-2064905781!1124108753667?r.l3=1073942091&r.l2=1073866776&r.l1=1073858790&r.s=m&topicId=1073858802>

Preparing to sell your business:

<http://www.businesslink.gov.uk/bdotg/action/layer?r.l2=1074400490&r.l1=1073861225&r.s=tl&topicId=1074410823>

Value and market your business:

<http://www.businesslink.gov.uk/bdotg/action/layer?r.l2=1074400490&r.l1=1073861225&r.s=tl&topicId=1074410825>

Flotations, listings and IPOs:

<http://www.businesslink.gov.uk/bdotg/action/layer?r.l2=1074400490&r.l1=1073861225&r.s=tl&topicId=1074400502>

Value and exit – case studies

Growing a business: case-study:

http://news.bbc.co.uk/1/hi/programmes/working_lunch/3797293.stm