

Title	Small Business Training 3 - Startup, income & expenditure		Date	
Number in Group	6-12	Presenter	Neil Moore & Local Facilitator	
Duration	60-90 minutes	Location	Kibera	
Aims	<ol style="list-style-type: none"> To maximise the success of setting up a new business by analysing startup and running costs. 			
Objectives To be able to...	<ol style="list-style-type: none"> Explain why a sustainable business model is important. Explain how to manage money to keep a business running. 			
Introduction Video	<p>Play the introduction video. This includes:</p> <ol style="list-style-type: none"> Re-cap on the learning from last time. <ol style="list-style-type: none"> Choose a real business to start. Calculate what is needed and how much it will cost to start a real business. Confirm that the chosen business is viable because the required resources and money are, or will be available. The last session focused on getting started and the next few sessions will focus on managing money to keep the business going. We begin by analysing the start-up costs. Then consider income and expenditure. Calculate profit. Is the business viable? (income greater than expenditure?). 			
Development and learning outcomes	<p>Following the video, work through the following exercises together, write down the answers and upload to WhatsApp.</p> <p>Exercises:</p> <ol style="list-style-type: none"> As a group, choose an example business and break down the start up costs into individual parts. Is everything covered? Can any costs be reduced? As a group, estimate the weekly income and expenditure for the example business. Is it viable? As individuals, repeat the two exercise for your own chosen businesses. 			
Plenary	<ol style="list-style-type: none"> For a chosen business, analyse and outline the start-up costs. For a chosen business, state what the estimated income and expenditure will be. For a chosen business, establish whether it is viable or not. 			
Where next?	<p>Begin with a review and comment on the previous exercises. Following on from start-up the next session will cover more on operating costs and how to manage the business money.</p>			
Notes				