

Workshop Two

Startups and Buyouts

Why Create a Business from Scratch?

- Introduce new product of service.
- Utilize a specific resource, such as location or talent.
- Avoid difficulties of existing business.
- Avoid cost of goodwill associated with buyout.



Startup Questions

- What kinds of startup ideas to consider?
- What are typical sources for new ideas?
- How to evaluate opportunity?
- How to build on your idea?



Reasons for a Buyout

- It works!
- Acquire resources in Single Acquisition
- Get a Bargain



Business Valuations

- Earnings-Based
- Net Assets



Lessons From Successful Firms

- Gain Experience and Knowledge from Founders
- Develop Strategic Relations
- Expand Market
- Prepare for Change



How Difficult to Start a Business in Albania?



Next Up

Business Plans