



BUSINESS ENTERPRISE SIMULATION

Module



2nd SEMESTER

Name of Student _____

Strand/Year & Section _____

Prepared by: **Shirly S. Calfee**
 Subject Teacher

Case 1

Mr. Antonio Cardeña is a graduate of Information Technology (IT) who is currently living in Miami City. He worked at an IT company for five years. Mr. Cardeña has no prior entrepreneurial experience, but he strongly believes that he can venture into business and succeed.

Recently, he read from a 2022 international magazine that Miami City is the capital of the world. The magazine mentioned that 70 percent of the internet traffic from the Miami City originates from mobile devices such as tablets and smartphones. Mr. Cardeña also found out that nearly every resident in Miami City owns a smartphone, and that on average, a smartphone owner spends at least three hours per day using his or her gadget.

In addition, Mr. Cardeña learned that by 2025, Miami City will have more than 1,000,000 smartphones users who will use their devices not only for text and post on their social networking accounts, but also to access mobile banking, shop online, listen to music, watch videos, and read news and other texts. Additionally, Mr. Cardeña's research revealed that a smartphone user spends nearly two years' need some form of repair or maintenance needed.

Mr. Cardeña is now interested to explore business opportunities in Miami City considering all the details he has learned. His initial idea is to establish a business in town in the Central Business District of Miami. While Mr. Cardeña believes that he can be a successful entrepreneur, he remains wary of the risk of putting up a business, particularly for a first-time try.

Study the case. Note, however, that the data in these cases are fictional only. For each case, the goal is to identify at least two most compelling external sources of opportunities and at least two potential business ideas.

External Source of Business Opportunity	Specific External Source of Business Opportunity	Potential Business Opportunity
<ul style="list-style-type: none"> Sociocultural factors Technological advances/means Industry trends Physical location of the entrepreneur Consumer preferences, including preferences of digital customers Competition Current profile or priorities in the marketplace 	<p>In Miami City, smartphones are used for text, coffee, access mobile banking, shop online, listen to music, and watch videos, and read news and other texts. A smartphone owner in Miami City spends an average of three hours per day using his or her gadget.</p> <p>Smartphones require for approximately two years. Therefore, they need some form of repair or maintenance.</p>	<ul style="list-style-type: none"> Smartphone/repair & innovation business Smartphone/repair accessories business

LESSON 1: FINDING BUSINESS OPPORTUNITY

Finding the right business opportunity can be daunting, challenging, and at times frustrating. What may seem like a perfect business idea may turn out to be a bad investment, so finding a true passion, you will likely encounter problems. However, even if your business is flawed. For instance, your customers might shift to a competitor or problems in your operations might adversely affect the business. Hence, venturing into business can be considered a leap of faith, with risks and challenges that will surely test your skills, knowledge, and will.

SCANNING THE MARKET

The entrepreneur's process – or simply, the process of venturing into business formally begins with a scan of the market to find business opportunities from macro environmental sources and within the realm of the entrepreneur's community or locality. The first step is for the new entrepreneur to sit down, ideally, five business opportunities which he or she can possibly venture into.

External Sources of Business Opportunities

There are numerous external sources of business opportunities. These external sources are the external forces in the budding entrepreneur's environment, among them are the following:

- Sociocultural factors
- Technological advances/means
- Economic growth or decline
- Politics and legislation
- Industry trends
- New discovery or new knowledge
- Futuristic or unexploited opportunities
- Consumer preferences, including preferences of digital customers
- Competition
- Current profile or priorities in the marketplace
- Physical location of the entrepreneur

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Internal Sources of Business Opportunities

There are also various internal sources – the entrepreneur's strengths or assets – that drive him or her to pursue a potential business – or business opportunities. These internal sources are the following:

- Talent, abilities, skills, expertise, or academic background
- Financial capacity
- Processes/operational capacity
- Leadership and people management skills
- Entrepreneurial attitudes/beliefs etc.
- Vision and strategy

Identifying business opportunities from internal sources is easier to accomplish because at the onset, the entrepreneur already knows his/her strengths, so he/she can sort these down without devoting too much time.

Case 2

Mr. Don Aquino has a degree in literature and has been into poetry ever since he was a kid. He is a freelance writer, part who specializes in composing love poems during the college fair. In his 10 years with a notebook, specialty paper, envelope, and a printer, he was pleasantly surprised when market couples proceeded to his booth and asked him to compose love poems. He charged P200 for each love poem. He typed each poem on his notebook using free desktop publishing software. He added design and graphics – sometimes pictures of the couple the market posed on through a flash drive or via Bluetooth – to the poem before printing it on a specialty paper. Don's booth sold every time a couple came by their booth to ask for a poem.

At least two compelling internal sources of opportunities and at least two potential businesses for Case 2, presented.

Internal Source of Business Opportunity	Specific Internal Source of Business Opportunity	Potential Business Opportunity
<ul style="list-style-type: none"> • Interest and skills • Processes or operational capacity 	<ul style="list-style-type: none"> • He has a notebook, a printer, and specialty paper. • He has a freelance writer who specializes in composing love poems. 	<ul style="list-style-type: none"> • Freelance (in parks, schools, offices) • Alternative business: digital poem store

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web it s not easy being a chimp in a world of oversized gorillas and in willy and hugh our scrawny hero is lonely for a pal hulking hugh seems an unlikely candidate but as willy discovers the oddest couples can make the best of friends