
Overview

There is a lot of advice and support available for businesses, much of which is free, so it is important to take advantage of the resources available. Knowing what is available and where to find it can help you in planning, starting-up and growing a small business. Support can range from practical advice on how to manage business finances to finding more customers.

You might do this if you want to:

1. develop the abilities that will help when setting up a business in the future
2. understand how other people and organisations can help

This standard is intended for use in schools and similar settings. It is anticipated that learning and development programmes that are consistent with the standard will have practical activities that mirror or practice aspects of business enterprise, use case studies and other examples of business enterprise and bring people into contact with successful entrepreneurs. To reflect the fact that we do not expect people working to these standards to be directly engaged in preparing, starting or running a real business we have placed the term *business* in italics at appropriate places to indicate that we have in mind a simulated or practice activity.

Winning help and support involves:

1. finding out who can help a business
2. effectively using personal and business contacts to help a business achieve its goals

Performance criteria

You must be able to:

- P1 identify and get help for a *business* from people who can:
 - P1.1 suggest opportunities
 - P1.2 provide the resources needed
 - P1.3 offer advice and support
 - P1.4 put you in touch with potential customers
- P2 inspire people to help you make a *business* work
- P3 build trust and confidence in colleagues and customers of a *business*

Knowledge and understanding

You need to know and understand:

- K1 where to find sources of help and information (for example Internet resources, banks, other businesses, advice agencies)
- K2 what networks exist that can help businesses (for example, Chamber of Commerce, local trade associations, professional bodies, and personal networks such as friends and family)
- K3 how businesses can build and use their networks and contacts

Additional Information

Links to other NOS

These Business Enterprise units may be relevant when you are setting up or developing a business:

EE5 Build relationships to build your business

YS4 Seek advice and help for your business

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Winning help and support

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