Handwerkskammer Aachen

Geschäftsplan/ Businessplan

Die Geschäftsidee

Beschreiben Sie ausführlich Ihre Geschäftsidee. Heben Sie hervor, was das Besondere an Ihrem Produkt oder Ihrer Dienstleistung ist.

Geben Sie an, welche Ziele Sie verfolgen - sowohl kurz- als auch langfristig.

Unternehmensführung / Gründerperson(en)

Hier gilt es darzulegen, welche Qualifikationen Sie dazu befähigen, ein Unternehmen zu führen. Neben den fachlichen Qualifikationen zählen hierzu insbesondere auch unternehmerische Kenntnisse.

Rechtsform / Organisation

Legen Sie dar, für welche Rechtsform Sie sich entschieden haben und wie die betriebliche Organisationsform aussehen soll, z.B. an welcher Stelle welche Entscheidungsträger stehen.

Mitarbeiter

Wie sieht Ihre Personalplanung aus? Machen Sie hier möglichst Angaben über die Gründungsphase hinaus.

Standortbeschreibung

Begründen Sie die Wahl Ihres Unternehmensstandortes. Listen Sie mögliche Kosten und behördliche Auflagen, die mit dem Standort verbunden sind, auf.

Marketing

Wie genau werden Ihre Angebote aussehen, wie kalkulieren Sie Ihre Preise, welchen Service, ggf. welche Garantieleistungen wollen Sie anbieten? Stellen Sie Ihre Vertriebsstrategie vor. Wie wollen Sie Ihre Produkte und Leistungen bekannt machen?

Markteinschätzung

Stellen Sie dar, wer Ihre künftigen Kunden sein werden und wie Sie sie erreichen wollen.

Konkurrenzanalyse

Ermitteln Sie, wer zu Ihren möglichen Konkurrenten zählen könnte. Was bieten diese Unternehmen zu welchem Preis – und wie können Sie sich davon unterscheiden?

Finanzierung

Hier werden die zu erwartenden Kosten in Zusammenhang mit der Unternehmensgründung aufgelistet.

Wie viel davon können Sie durch Eigenkapital decken, wie viel muss durch welche Fremdmittel finanziert werden. Stellen Sie eine detaillierte Planung auf, die aufzeigt, welche Umsätze und Ergebnisse Sie in einem bestimmten Zeitraum erwarten, wann Sie erwarten, Gewinne zu erwirtschaften und wie Sie diesen Zeitraum finanziell

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E Durkheim

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