

# **Framework for SME Development and Entrepreneurship**

**African Development Bank/ Joint Africa  
Institute Seminar on Finance and BDS for  
SME Development**

**Tunis, 29 October – 1 November 2007**

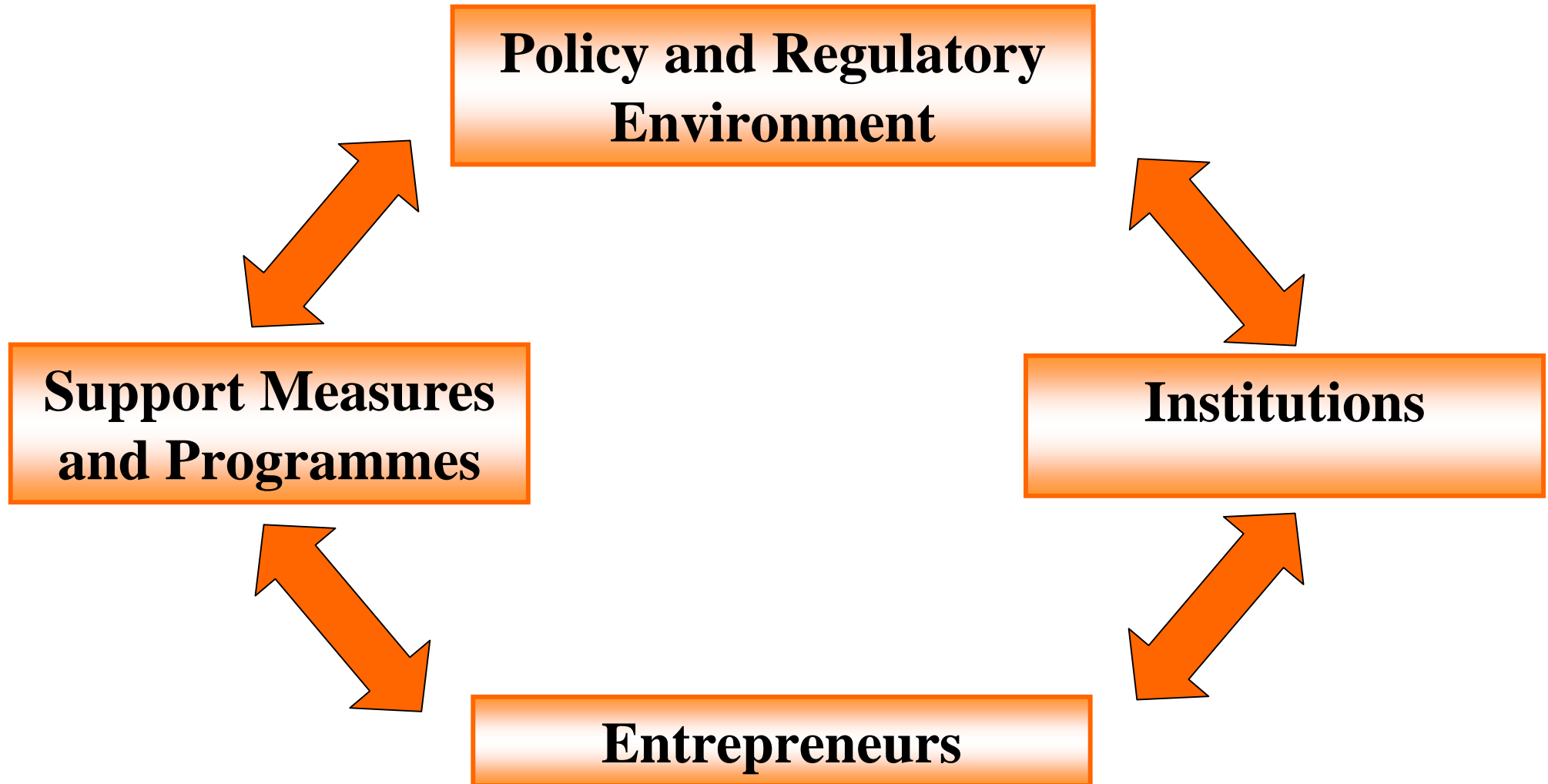
**George Manu**

**Creative Squares, UK**

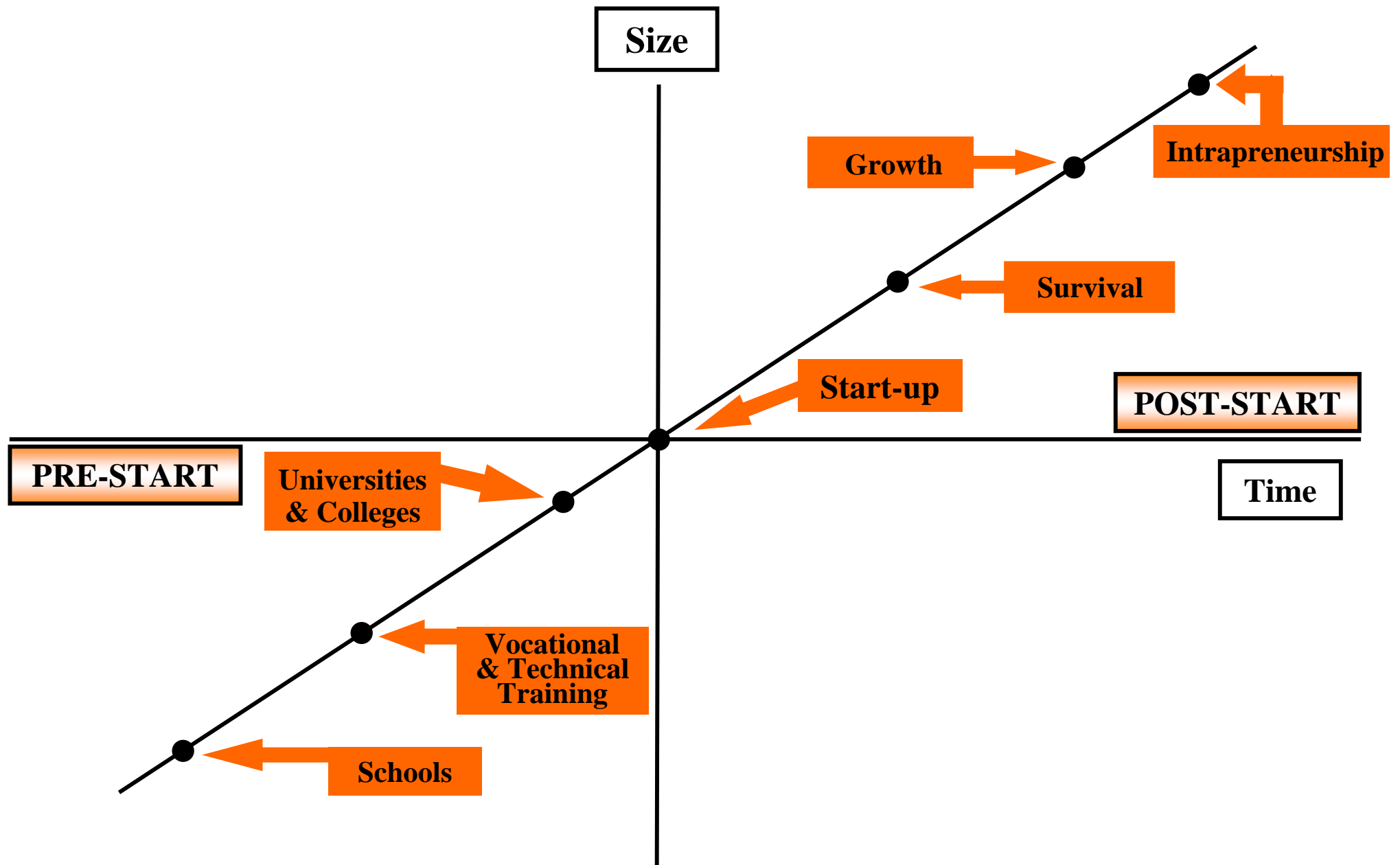
# Presentation Outline

- **Societal Interest/Capability Framework for SME Development**
- **Stages of Enterprise Development**
- **The Entrepreneurial Decision**
- **Key Success Factors in Setting up a Small Business**
- **Common Instruments for Supporting SMEs**

# Societal Interest/Capability Framework for SME Development (A A Gibb)

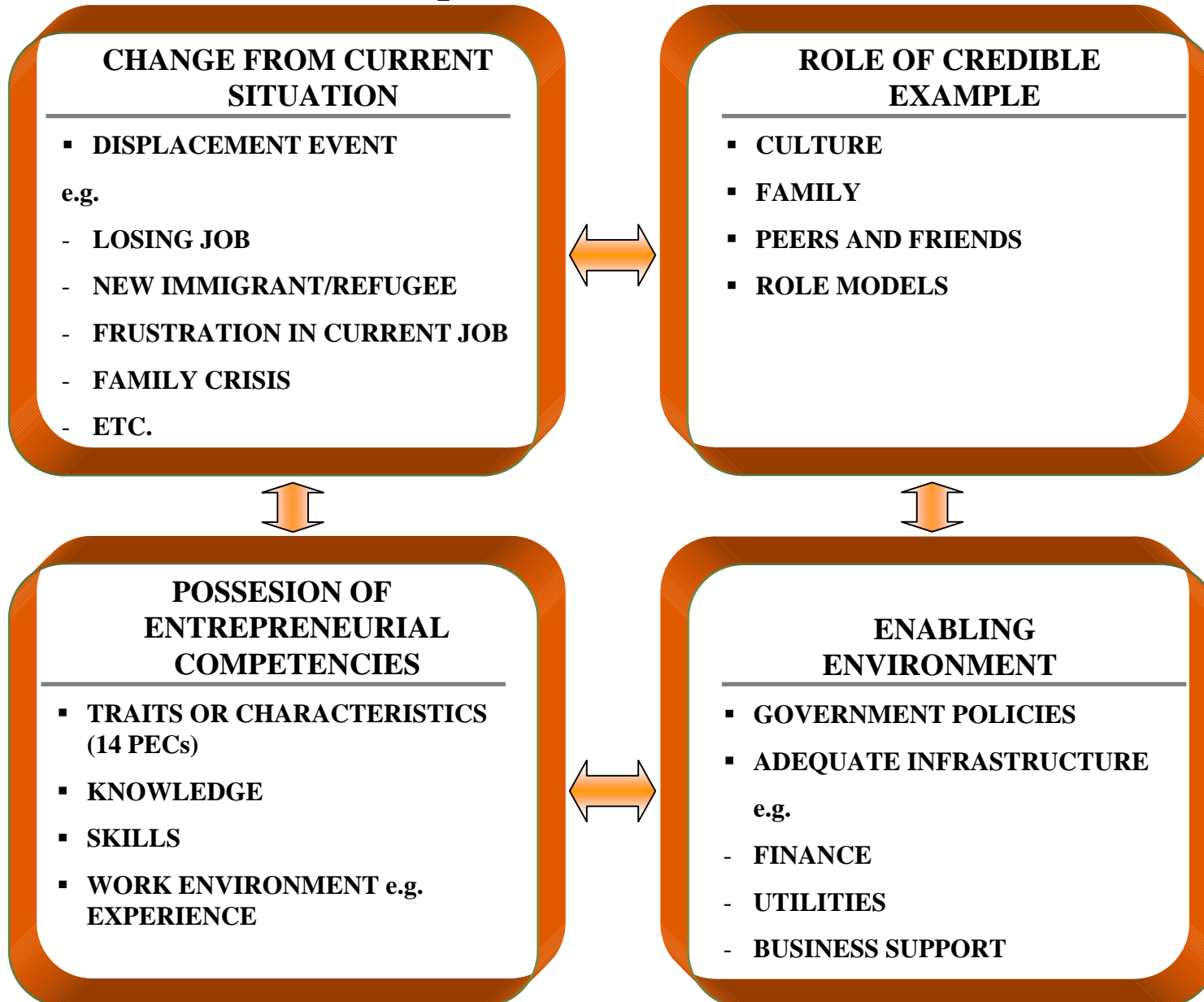


# Stages of Enterprise Development



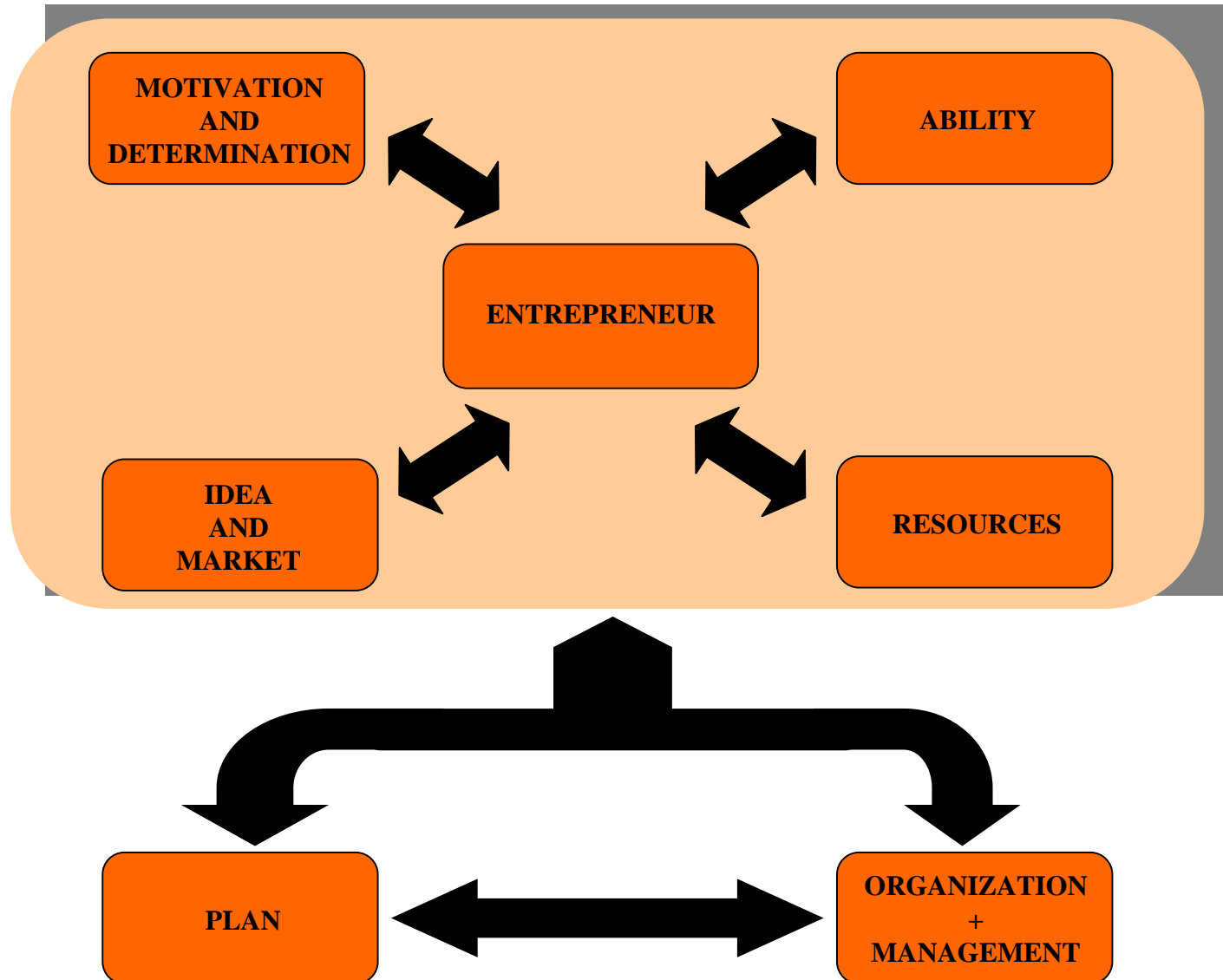
# The Entrepreneurial Decision

(Adapted from R D Hisrich)



# Key Success Factors in Setting up a Small Business

(Adapted from A A Gibb)



# Common Instruments for Supporting SMEs

## SME DEVELOPMENT



Improving the  
Business Enabling  
Environment (or  
Investment  
Climate)



Provision of  
Business  
Development  
Services



Access to Finance

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