



MICRO - MBA

Pre-course Interview

Client's Full Name _____ ID Number _____

Address _____

Telephone _____

The following questions must be answered to the satisfaction of the facilitator:

1. What are you selling (or what are you going to sell)?
2. Who is going to buy what you are selling?
3. Where will you run your business?
4. How will you advertise your goods or services?

**REMINDER: $(FC+E) \times \text{FACTOR} = \text{Sales Target}$. $\text{MARK-UP} = \text{PROFIT} \div \text{COST PRICE} \%$
 $\text{FACTOR} = (100 + \text{MARK-UP}) \div \text{MARK-UP}$. FINALLY: Divide Sales Target by Unit Selling-price, for number of items to be sold.**

Facilitator's comments: (Tick one)

1. I am satisfied that this business has a good chance of succeeding. The client is accepted for the course.
2. While I was initially dissatisfied with the proposal, I have counseled the client and now believe that they have a good chance of succeeding. The client is accepted for the course.
3. I have advised this client to acquire certain skills, or to rethink their proposal. The client is not accepted for the course.

“As I am accepting a bursary to enable me to undergo the Micro-MBA business course, I am prepared to attend at least 3 monthly meetings after the course and I will gladly share with my facilitator what I have written on my Money Management and Stock Control Forms.”

Client's Signature _____ Date. _____

Facilitator's Signature _____