

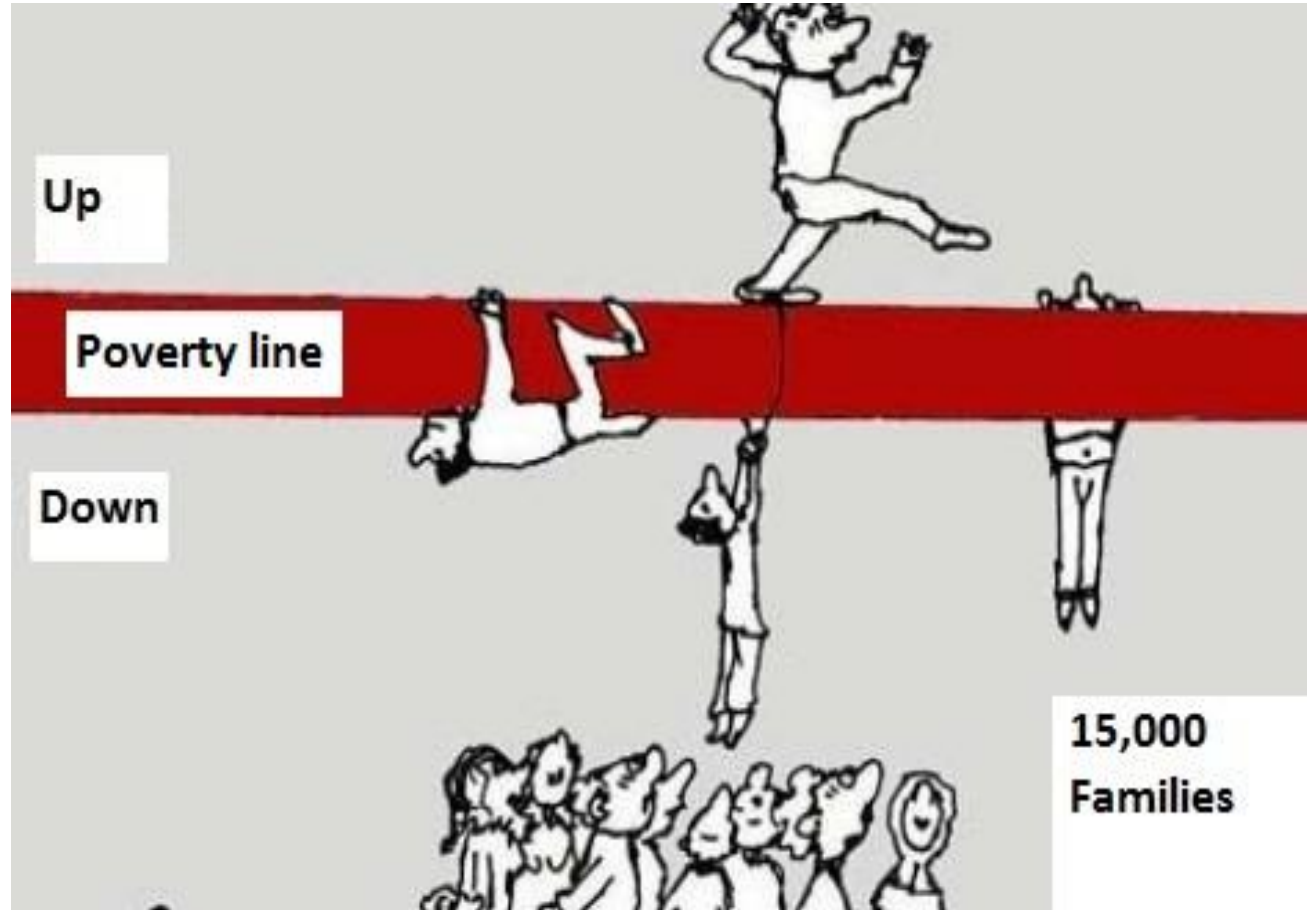
Entrepreneurship in Productive Families

Productive Families contribute
into GDP

Ebrahim Altamimi

201210564

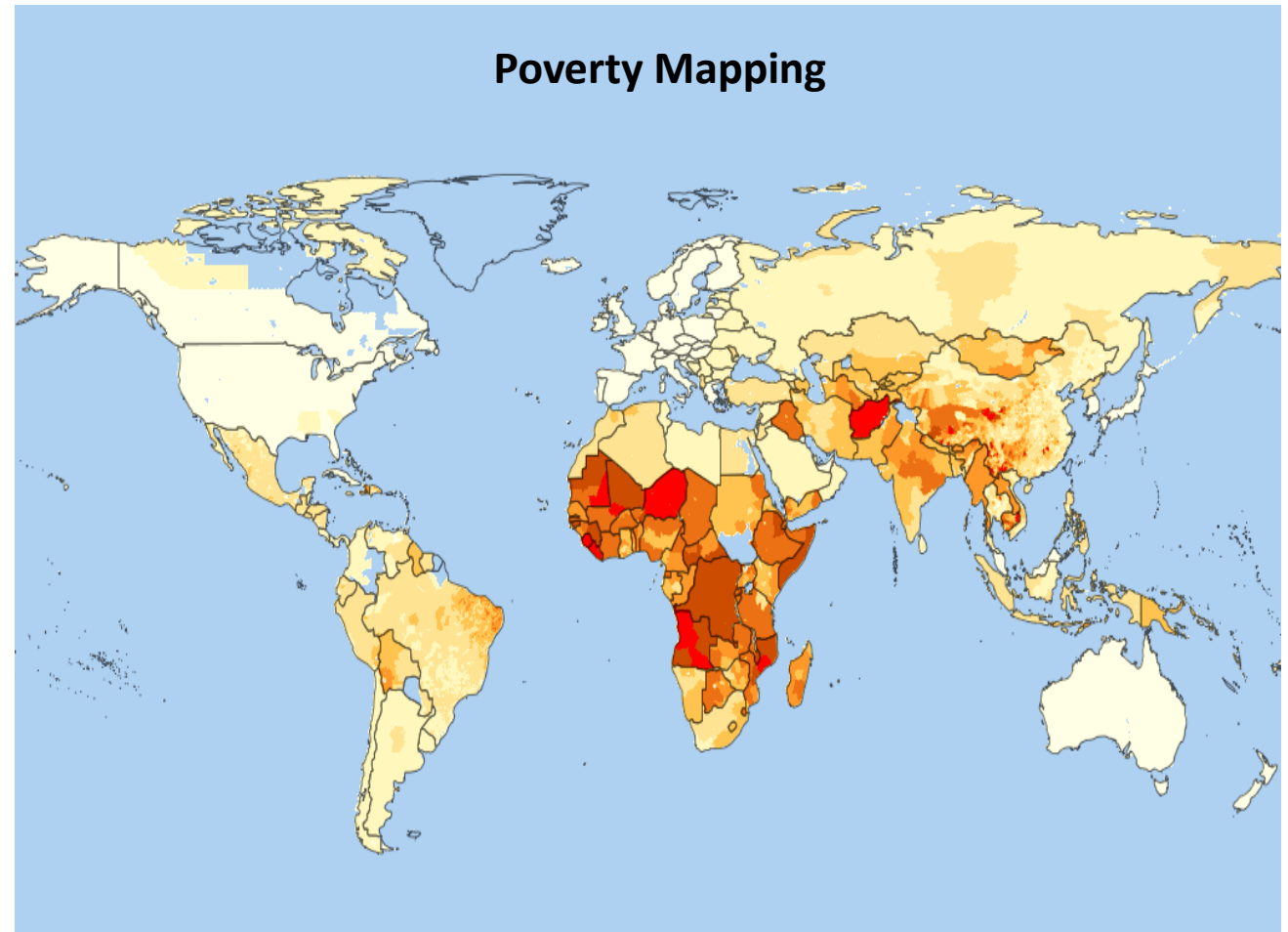
Introduction:



- **568,000** Population of Bahrainis
- **14,000** Families living under the Poverty line
- **But** the Government
 - **Direct** subsidies to this category more than **250M BD**
 - **In-Direct** Subsidies more than **800M BD**

Introduction:

- More than **50 Activities** and programs from government, semi-government, non-governmental and private sectors to improve the small- medium (**SME**) business.
- Although the government created ministry to socially develop (**MOSD**) the poor people, and separated entity with balance more than 100M BD created to improve the SME in Bahrain (**labor fund**).
- **But the poor families under the poverty line increased from 370 in 1997 to 14,000 families in 2010.**



The Problem



- Out of **14,000 poor families** only **5,700** families enrolled into training program to enhance the skills in order to find or to create a job.
- Out of **5,700 poor families** enrolled only **570 families** recorded as **productive families**.
- Out of **570 productive families** only **24 persons** are living under poverty line are enrolled into the trainings.

The Problem

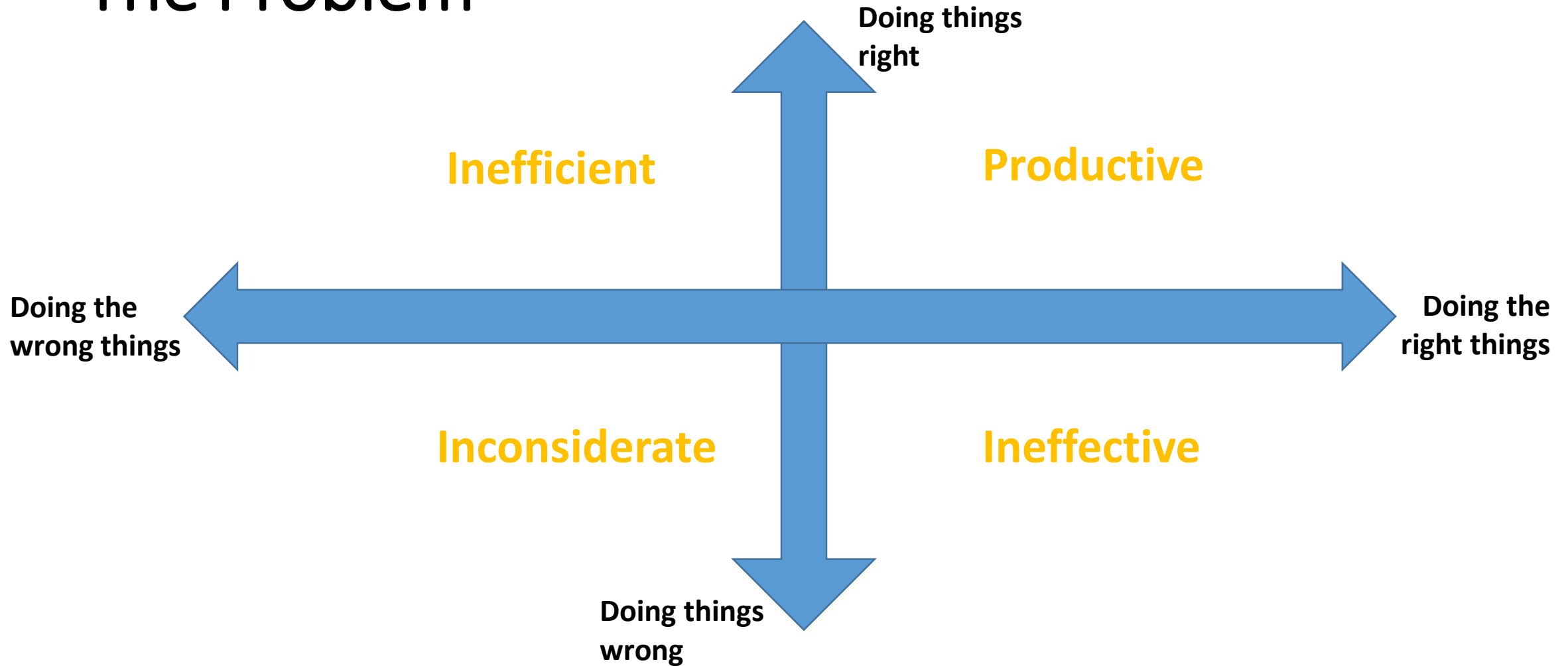


- All productive families are dependent on **government subsidy**.
- All Productive families are **Job seekers** not job creators.
- Non any productive families converted into **family business**.

- The **quality of products** less than market expectation and satisfaction.
- Lack in **families skills** into marketing, accounting, logistics, etc.

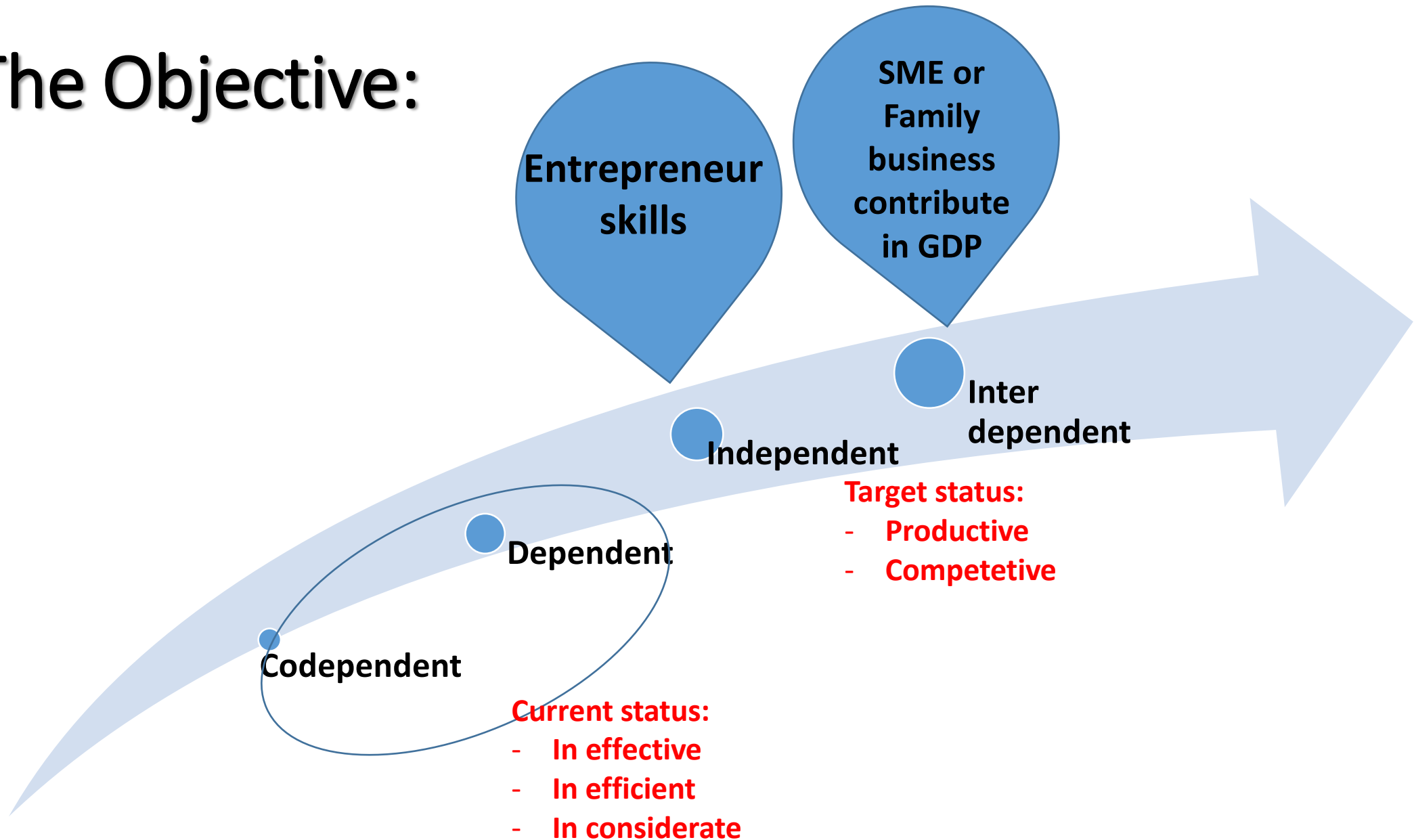


The Problem



Productive Families are NOT Productive

The Objective:





Process Development

Bahrain Entrepreneurship Frame work

The Marco View: Leak and Lack in Processes

Horizontal Process

Families Living
under poverty
line
INCREASED

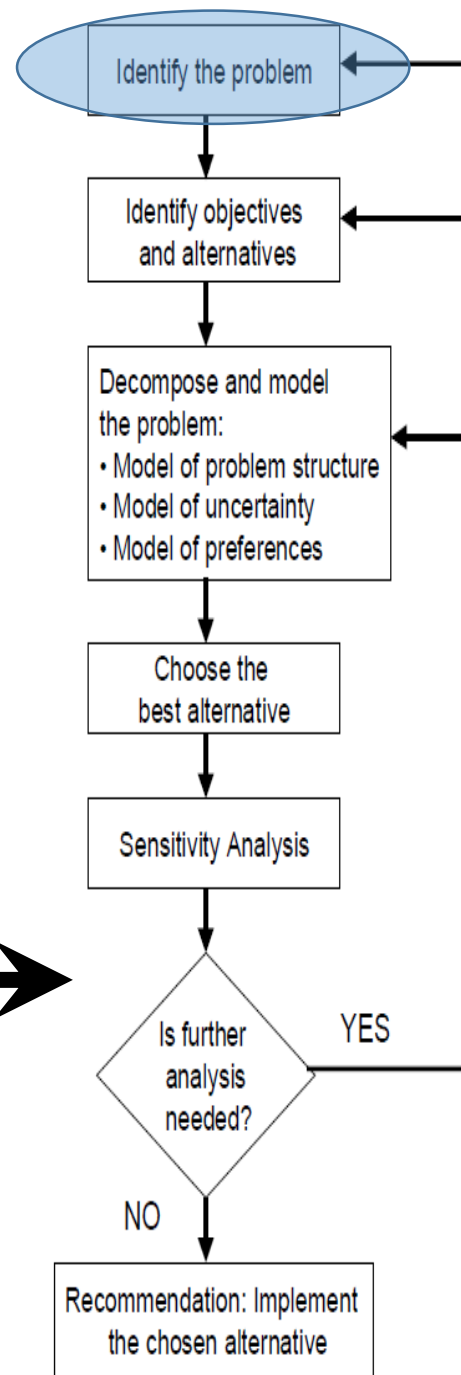
Government
Subsidies
INCREASED

Government
Support
systems,
Clusters,
Incubators,
INCREASED

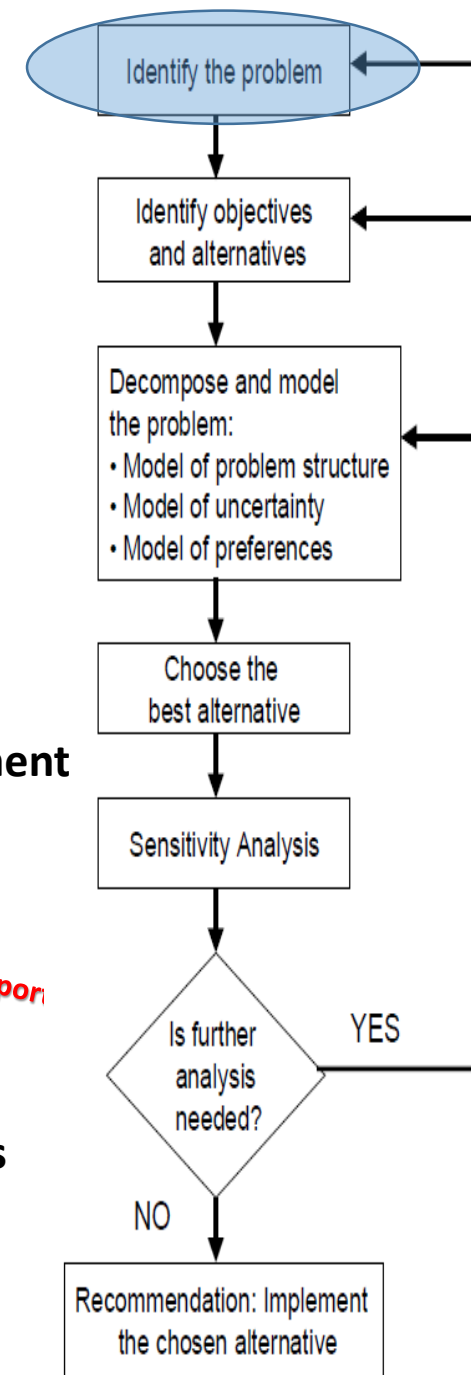
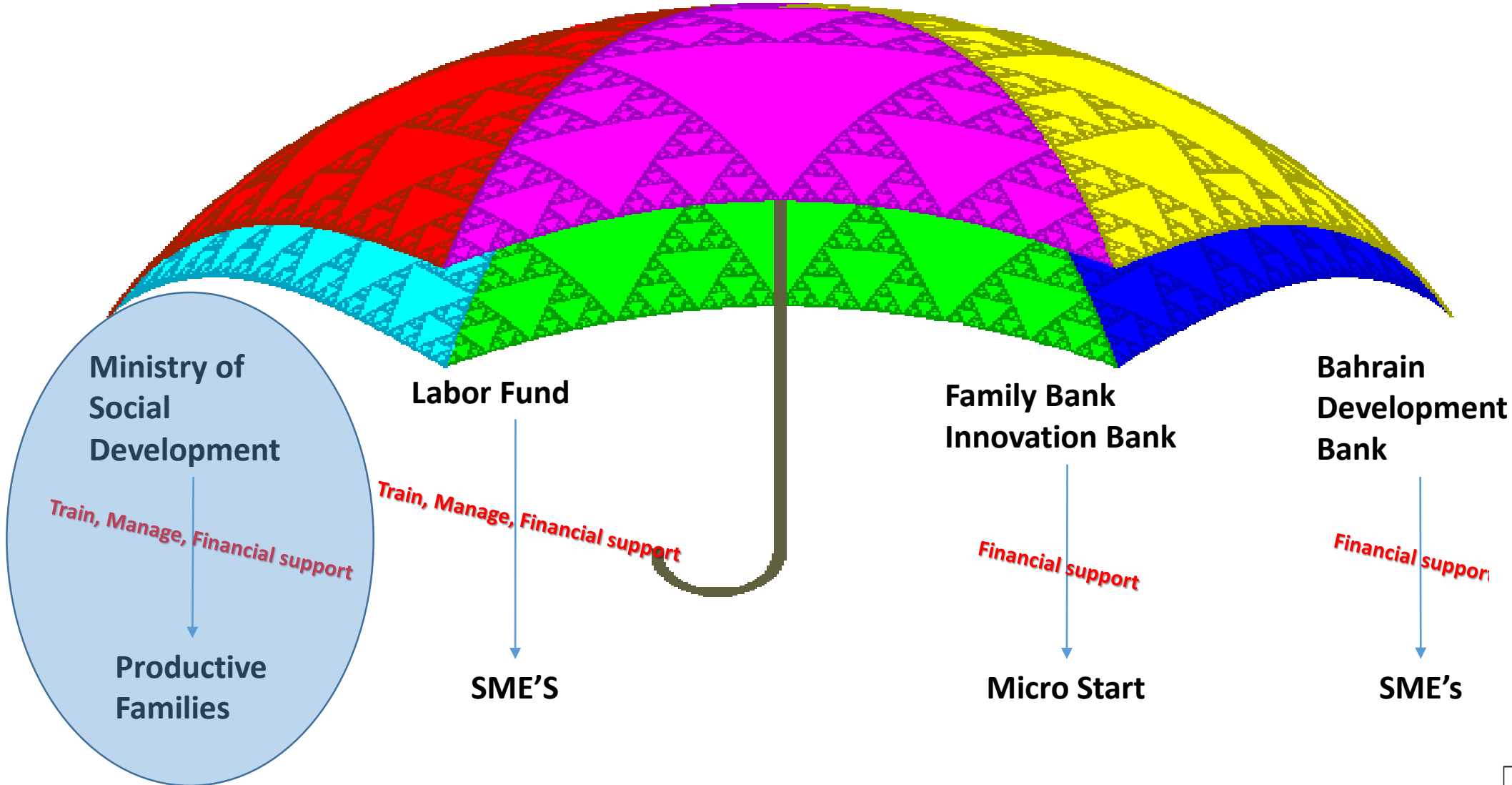
SME'S
None

Entrepreneurs
None

Family
Business
None



Bahrain Entrepreneurship Framework



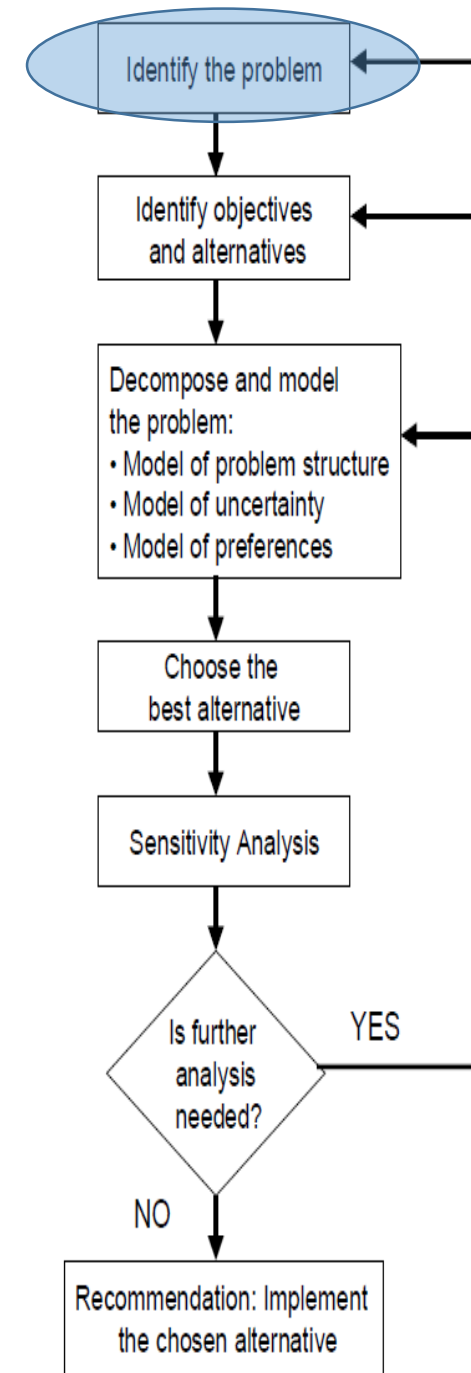
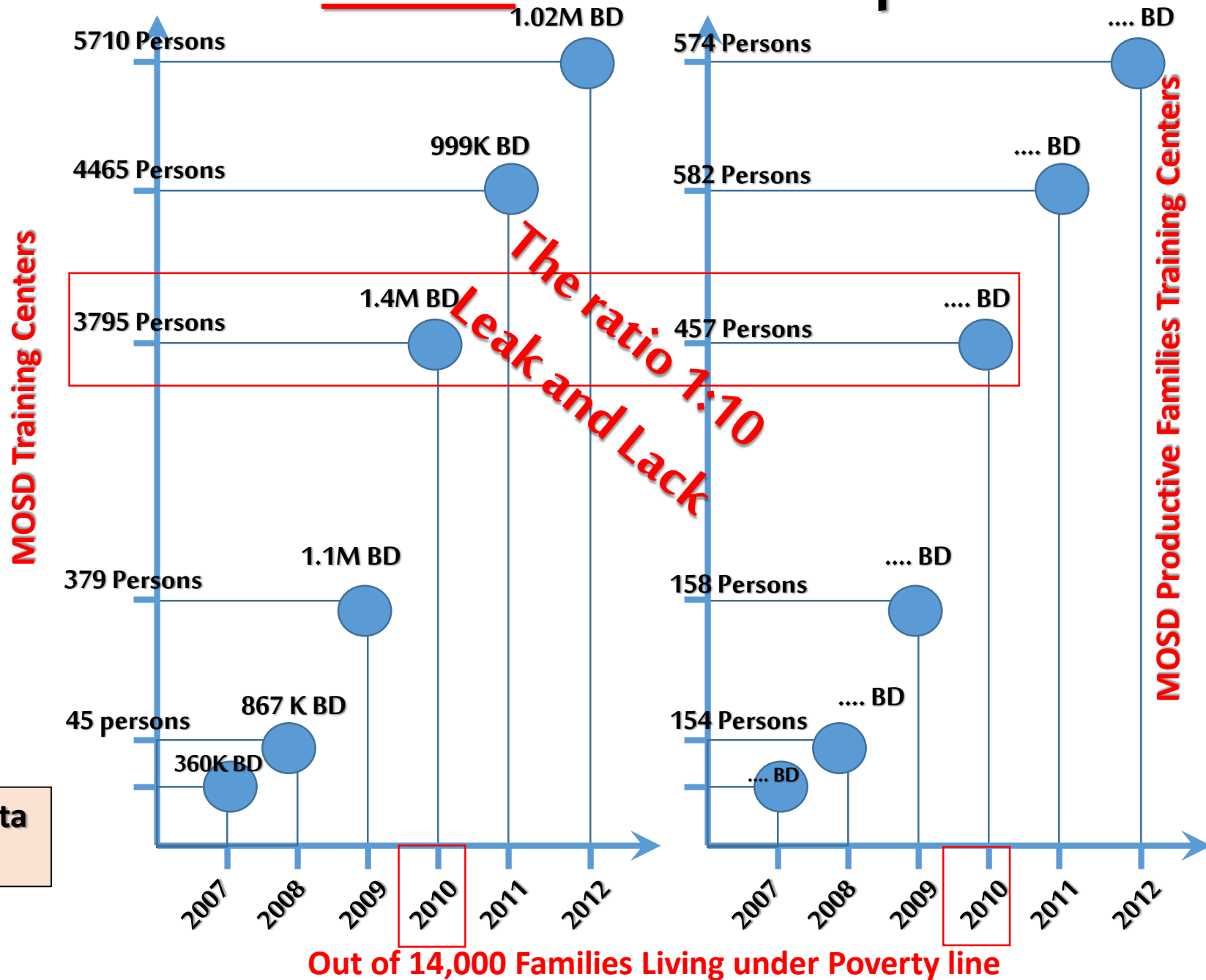


Process Development

Source:
MOSD
Annual
Report
2007-2012

Secondary Data
Collection

Process- Product- People





People Development

Primary Data Collection

Process- Product- People

Capital Mall for Productive Families Training Centers



Capital Mall for Productive Families Training Cent



Capital Mall for Productive Families Training Centers



Training in Social Centers



Survey

1. الاسم: _____

2. العمر: _____

3. التعليم: ☐ لا يقرأ ولا يكتب ☐ يقرأ ويكتب ☐ إعدادي ☐ ابتدائي

4. العنوان: منزل: _____ طريق: _____ مجمع: _____ المنطقة: _____

5. الخبرة العملية: _____

6. عدد أفراد الأسرة: _____ عدد الأبناء: _____ الذكور: _____ (الإناث: _____)

7. أعمار الأبناء: تتراوح بين أدنى عمر: _____ وأعلى عمر: _____

8. عدد العاملين من الأبناء: (الذكور: _____) (الإناث: _____) أين؟ _____

9. هل لديك أبناء عاطلون عن العمل: ☐ نعم ☐ لا

10. كيف يتم تقييم منتجك: _____

11. هل سبق وشاركت في المعارض العامة أو الخاصة: ☐ نعم ☐ لا

12. هل سبق وأن عرضت منتجاتك على جهات مختصة: ☐ نعم ☐ لا

13. هل ترغب أن تطور منتجك: ☐ نعم ☐ لا

14. هل ترغب أن تباع منتجاتك خارج مملكة البحرين؟ ☐ نعم ☐ لا

15. هل لديك إنتاج معين: ☐ نعم ☐ لا

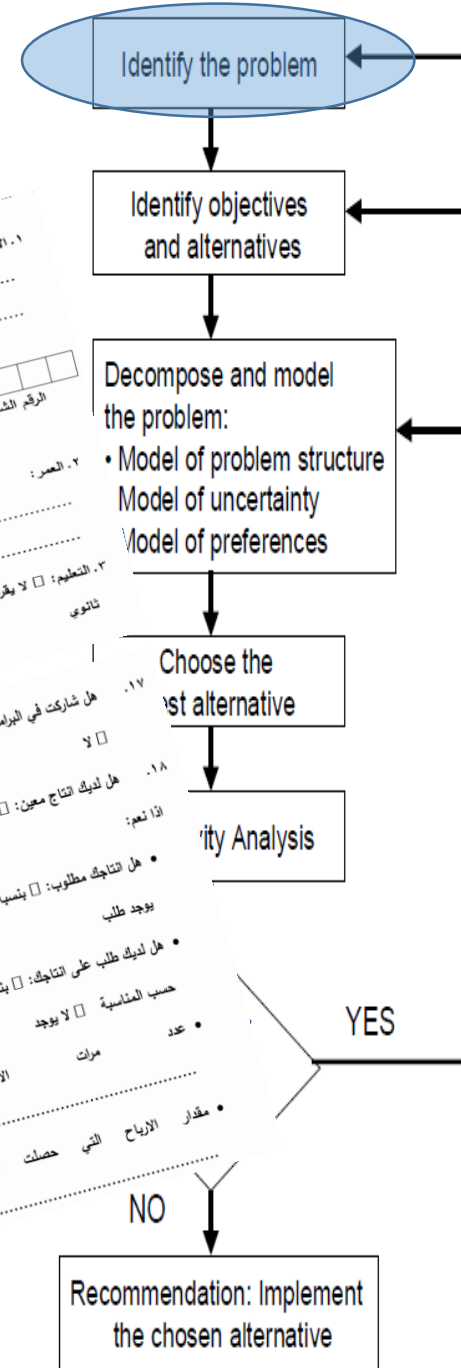
16. هل أنتاجك مطلوب: ☐ بنسبة كبيرة ☐ بنسبة قليلة

17. هل لديك طلب على إنتاجك: ☐ بنسبة كبيرة ☐ بنسبة قليلة

18. حسب المناسبة: ☐ لا يوجد ☐ يوجد

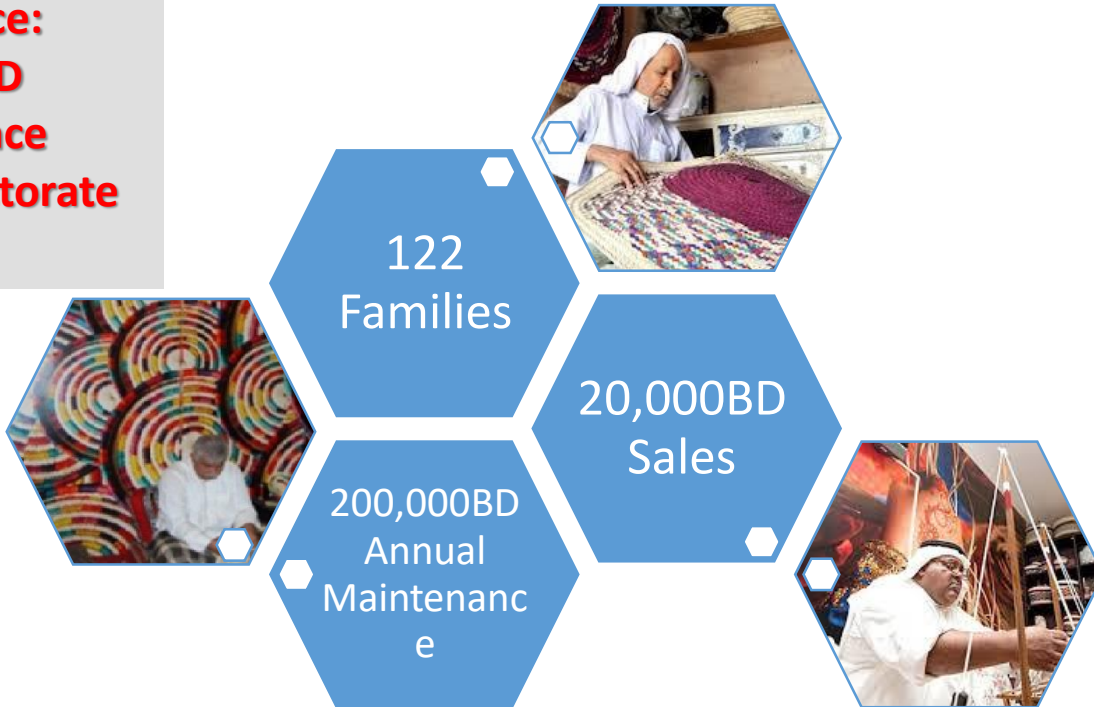
19. عدد مرات الإنتاج في السنة: _____

20. مقدار الأرباح التي حصلت عليها من خلال منتجك: _____

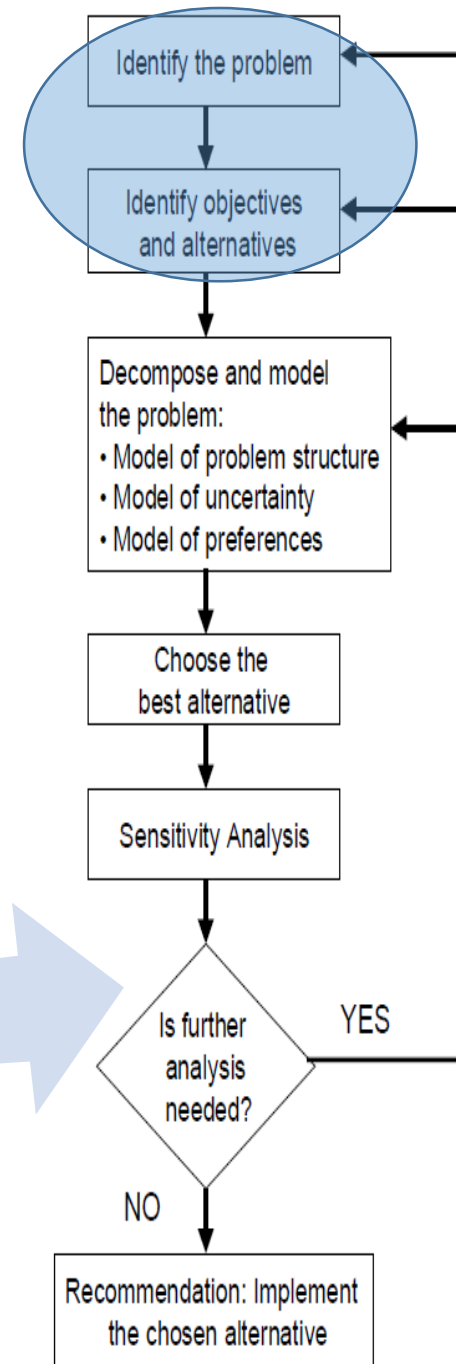
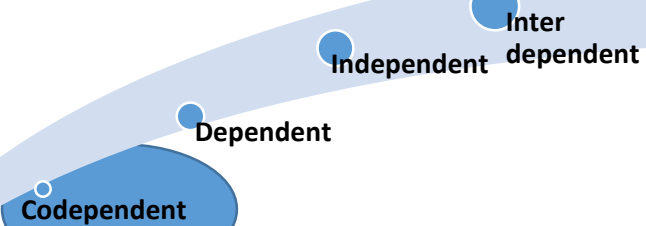
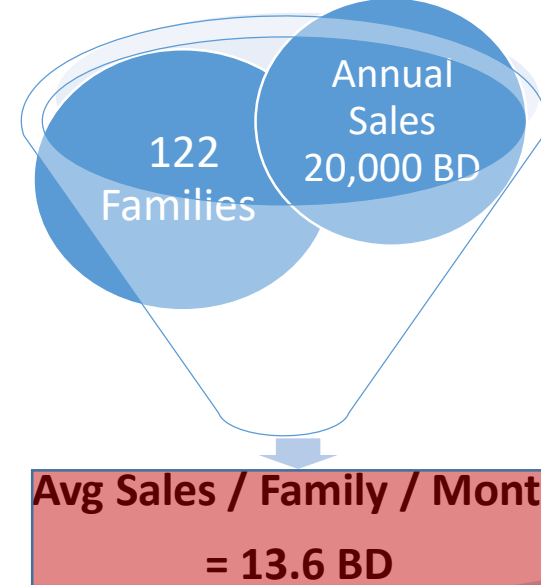


Process- Product- People

Source:
MOSD
Finance
Directorate
2011



Capital Mall for Productive Families



Next Step

The Whole system (3P's) Productive But Not Competitive

- Model the Problem: (**Productive System but not Competitive**)
 - Analysis the Quality of {**Products**}
 - Analysis the Effectiveness of Marketing Strategy {**Process**}
 - Analysis the Selecting and Enrolment of {**People**}
 - Methodology Qualitative Competency matrix

