

Weblinks

The following weblinks are organized by the chapter where they are most likely to be of assistance to the student or entrepreneur. Additional weblinks related to the teaching of entrepreneurship are offered to the instructor in the Instructor's Resource Manual.

1. THE CONCEPT: WHAT BUSINESS WILL I BE IN?

STRATEGIS: INDUSTRY CANADA ONLINE

<http://www.strategis.ic.gc.ca/>

This is arguably the most valuable source of information for Canadian small business owners and consumers. The Strategis website is sponsored by Industry Canada and covers a great deal of business regulatory information.

CANADIAN BUSINESS ONLINE MAGAZINE

<http://www.canadianbusiness.com/index.jsp>

The website for Canadian Business Magazine has links to other rated Canadian sites as well as interesting Canadian stories about successful entrepreneurs.

SMALL BUSINESS ADVANCEMENT NATIONAL CENTER

<http://www.sbaer.uca.edu/>

This site hosted by the University of Central Arkansas offers information, including an online textbook for small businesses. Even though it is U.S.-based, the information and links on this website are excellent.

IDEA CAFÉ

<http://www.ideacafe.com/>

Even though the emphasis is on selling business planning software and books, this entertaining U.S. website offers lots of useful advice for small businesses in Canada.

CANADA BUSINESS

<http://www.cbsc.org/>

This is an excellent site supported by numerous federal and provincial government agencies. It also has an email question and answer service. You can find links for registering a business in your province or territory.

YOUNG ENTREPRENEURS ASSOCIATION

www.yea.ca.

Links to many resources for young entrepreneurs (under 35) can be found on the website of the Victoria-based Young Entrepreneurs Association.

ABORIGINAL CANADA PORTAL

www.aboriginalcanada.gc.ca

For information about assistance to aboriginal businesses, start with the Aboriginal Canada Portal and click on "economic development and business."

WOMEN ENTREPRENEURS OF CANADA

www.wec.ca

This is a non-profit organization that champions women's entrepreneurship. The site often profiles successful women entrepreneurs.

SMALL BUSINESS CANADA

<http://sbinfo.canada.about.com/od/successstories/> .

This commercial site offers recent Canadian small business success stories.

THE ADR INSTITUTE OF CANADA

www.amic.org.

This website provides information on Alternative Dispute Resolution and has a service to help you find appropriate mediators and arbitrators.

2. FEASIBILITY: HOW DO I KNOW IT WILL WORK?**GOVERNMENT REGULATIONS**

www.strategis.ic.gc.ca

www.businessgateway.ca

For a broad range of government websites, start with the Strategis website from Industry Canada at www.strategis.ic.gc.ca, or with the Services for Canadian Business site at www.businessgateway.ca. This site also provides information on the Canadian economy.

SOHO BUSINESS GROUP

<http://www.soho.ca/>

Focusing on the small/home office, this is the site for a Canadian provider of small business services including training, consulting, benefits, insurance, and newsletters.

STATISTICS CANADA

<http://www.statcan.ca/>

The Statistics Canada website is the first place to look for Canadian secondary marketing research information. Some of the reports have to be paid for (and can be ordered online), but there is also plenty of free data.

CANADA REVENUE AGENCY

www.cra-arc.gc.ca

Check the Canada Revenue Agency website and search for work-space-in-the-home expenses. That page will explain which expenses are allowable for a home-based company.

MULTIPLE LISTING SERVICE

<http://www.cls.ca/map.aspx>

Looking for property rental price information? Most real estate agents will be happy to let you browse through the multiple listings and give you an idea of the kind of terms you can negotiate. Alternatively, check the Canadian Real Estate Association's online listing service where you can perform an industrial and commercial property search by geographic area.

CANADIAN CHAMBER OF COMMERCE

www.chamber.ca

Excellent analysis of economic and industry trends can often be found at the website for the Canadian Chamber of Commerce. It also offers a directory of its many local organizations.

PERFORMANCE PLUS

www.sme.ic.gc.ca

Performance Plus is Industry Canada's small-business database of financial and other information. It can be used to look at the key ratios for particular categories of small business and to get correlations of sales to help with your sales forecast.

DUN & BRADSTREET

www.dnb.ca

Dun & Bradstreet provide financial and other data for many specific businesses. In fact, it is possible to order (at reasonable cost) a company report over the Internet. This will include information on the number of employees, the sales, and the financial position of the firm.

CANADIAN INTELLECTUAL PROPERTY OFFICE

www.cipo.gc.ca

For information on patent, copyright, trademark, industrial design, or ICT, check the site for the Canadian Intellectual Property Office. You can also phone the office to get answers to specific questions at (900)565-2476. Note: there is a charge per call.

INTELLECTUAL PROPERTY INSTITUTE OF CANADA

www.ipic.ca

The largest association for patent and trade mark agents is the Intellectual Property Institute of Canada. It has a list of agents you can access as well as an email question and answer service.

INVENTIVE WOMEN

www.inventivewomen.com

The Inventive Women website has lots of examples of successful women inventors as well as information on intellectual property, mentoring, and even promotional assistance for women inventors.

3. MARKETING: HOW WILL I GET CUSTOMERS?

THE TREND LETTER

www.thetrendletter.com

The Trend Letter is a widely quoted newsletter from the Global Network in Washington. This publication, available online, covers current trends in marketing, demographics, and technology.

MARKETING MAGAZINE

www.marketingmag.ca

Canada's weekly magazine on marketing and media has been published for 100 years. It is widely circulated and offers many special reports on all aspects of marketing and media.

CANADA POST

www.canadapost.ca

Canada Post's website has a special section for Small Business owners offering advice on the use of Direct Mail. As well it provides information on postal tracts under "Householder Counts and Maps".

CANADIAN INTERNET REGISTRATION AUTHORITY

www.cira.ca

The Canadian Internet Registration Authority is a not-for-profit corporation that controls the registration of ".ca" domains. It can also provide you with a list of Canadian certified domain name registrars.

SUPPLIER DIRECTORIES

www.ctidirectory.com

www.frasers.com

www.thomasglobal.com

A number of commercial directories for both Canadian and international suppliers are available online; for example: the Canadian Trade Index, Fraser's Industrial Index or Thomas Global Register.

MICROSOFT CANADA SMALL BUSINESS CORNER

<http://www.microsoft.com/canada/smallbiz/default.msp>

Although primarily a vehicle to promote Microsoft software, this site does offer excellent tips on effectively using Microsoft office to manage and promote a small business.

4. OPERATIONS: HOW WILL I ORGANIZE THE WORK?

HUMAN RESOURCES AND SOCIAL DEVELOPMENT CANADA

<http://www.hrsdc.gc.ca/en/home.shtml>

This site offers valuable links to various HRSDC programs and services, including those for students, entrepreneurs, and people displaced from the workforce.

RETAIL COUNCIL OF CANADA

www.retailcouncil.org

If you are starting a retail operation, it is worth spending some time on the website of the Retail Council of Canada. It offers many practical resources ranging from taxation to merchandising to employment standards.

SPACE PLANNING SOFTWARE

www.instantplanner.com

There are also several software programs to assist with layouts. Instant Planner is one of these that offers a free trial download. Others can be accessed through a web-search.

INVENTORY OPERATIONS CONSULTING

www.inventoryops.com

This company's website offers excellent articles on inventory management. It also has links to many other publications on supply management.

CANADA REVENUE AGENCY

www.cra-arc.gc.ca

The Canada Revenue Agency website provides information about employee deductions. Click on "Small and Medium Enterprises" and then on "Payroll Deductions and Remittance."

SERVICE CANADA

www.hrmanagement.gc.ca

The Service Canada website offers tips on hiring as well as issues like Employment Insurance, the status of Foreign Workers, and what to do when an employee is leaving the job.

JOB FUTURES

<http://www.jobfutures.ca/en/home.shtml>

The Job Futures site operated by Service Canada provides salary information for about 250 job categories. This can be a help in deciding appropriate rates of pay for employees.

TEAM CANADA INC

www.exportsource.ca

Team Canada Inc amalgamates information from various federal and provincial departments to provide a central source of assistance to Canadian companies interested in exporting products or services.

CANADA BUSINESS

<http://www.cbsc.org/>

The Canada Business site provides information on importing and exporting as well as various government business regulations.

SCOTT'S GOVERNMENT INDEX

www.scottinfo.com

Scott's publishes various directories including the Government Index. This is a listing of government administrators (by name or department) with full names, titles, phone numbers, and email addresses. This up-to-date loose-leaf service can be found in larger libraries or purchased online.

5. FINANCES: HOW WILL I MANAGE THE MONEY?

THE BUSINESS DEVELOPMENT BANK OF CANADA

<http://www.bdc.ca/>

The BDC, owned by the federal government, lends money to and invests in small- and medium-size firms. It also provides information and management services for small businesses. Visiting the website or a BDC branch is a must for every new entrepreneur.

CCH

www.cch.ca

There are a number of publications (available in many libraries) that list government funding programs for business. One of the best is the CCH Government Assistance Manual, since it is a loose-leaf service that is updated quarterly.

THE BUSINESS GUIDE TO GOVERNMENT PROGRAMS

<http://www.businessguide.net/>

This is a paid service describing federal and provincial government programs. Much of the same information can be accessed through a good library, but the site offers online convenience. (Access fees start at around \$90.)

SMALL BUSINESS ONLINE

<http://www.sbaonline.sba.gov/>

This is the site for the United States Small Business Administration. The programs it describes are specific to American regulations, but the training information is of high quality and of value to Canadian entrepreneurs.

PERFORMANCE PLUS

www.sme.ic.gc.ca

You can look up the average percentage that cost of goods sold (or various expenses) represents of sales for your industry with Performance Plus. This Industry Canada site is based on data from Statistics Canada.

CANADA REVENUE AGENCY

www.cra-arc.gc.ca

This website can be used to access the “capital cost allowance” rates allowed by Canada Revenue Agency. As well, the site can be used to identify tax rates for individuals and small business corporations.

THE EXPORT DEVELOPMENT CORPORATION

www.edc.ca

The Export Development Corporation offers various forms of financial assistance to firms that will be exporting products and services from Canada.

THE NATIONAL RESEARCH COUNCIL

www.nrc.ca

If you are starting a technology-based business, see the National Research Council website for technological advice or to find out about support programs.

BUSINESS ACCESS CANADA

www.contractscanada.gc.ca

You can register to be a supplier to the federal government by calling your regional office of Public Works and Government Services Canada or by logging on to this site.

THE CANADIAN YOUTH BUSINESS FOUNDATION

www.cybf.ca

The Canadian Youth Business Foundation provides start-up loans and mentoring assistance to young entrepreneurs. Their website is full of valuable links and provides business-plan examples.

6. THE PURCHASE ALTERNATIVE: HOW DO I BUY (OR BUY INTO) AN EXISTING BUSINESS?

THE CANADIAN REAL ESTATE ASSOCIATION

www.icx.ca

The Canadian Real Estate Association's commercial real estate website is easy to use for finding businesses for sale by geographic area and by type of business.

PERFORMANCE PLUS

www.sme.ic.gc.ca

Financial ratios are available, classified by industry, on Industry Canada's Performance Plus site. These can be of assistance in determining the performance and value of a business

CCH (PRESENT VALUE TABLES)

www.toolkit.cch.com/tools/tools.asp

Present value can be calculated by formula or by using a present value table. These tables can be downloaded from the Internet. For example, the business and legal publisher CCH offers tables in their Business Owner's Toolkit.

CANADIAN INSTITUTE OF CHARTERED BUSINESS VALUATORS

www.cicbv.ca

Accountants who specialize in establishing the value of businesses often carry the CBV designation, showing that they have been certified by the Canadian Institute of Chartered Business Valuators. The institute's website can help you find a business valuation specialist in your area.

7. THE FRANCHISE ALTERNATIVE: HOW DO I BUY A FRANCHISE?

COMPETITION BUREAU CANADA

www.competitionbureau.gc.ca

For information about Multi-Level Marketing and other business practices, look at Canada's Competition Bureau website.

THE CANADIAN FRANCHISE ASSOCIATION

www.cfa.ca

The full Code of Ethics of the Canadian Franchise Association is available on its website. You can also use this site to check whether a particular franchisor is a member in good standing of the association.

ALBERTA QUEEN'S PRINTER

www.qp.gov.ab.ca/display_regs.cfm

You can see the disclosure document requirements for the Alberta Franchises Act on the website for the Alberta Queen's Printer at . Click on Franchises Regulation.

CANADA BUSINESS

http://www.cbsc.org/servlet/ContentServer?pagename=CBSC_FE/display&c=GuideFactSheet&cid=1081945275607&lang=en

The Canada Business site contains an excellent "Checklist for Franchisees." This list helps individuals to assess the suitability of both themselves as franchisees and the business opportunity.

8. THE FAMILY FIRM ALTERNATIVE: HOW DO I TAKE OVER MY FAMILY'S BUSINESS?**CITIZENSHIP AND IMMIGRATION CANADA**

www.cic.gc.ca

To find out about sponsoring relatives to work in the family business as immigrants, check the Citizenship and Immigration Canada website and click on "Sponsor Your Family".

NORTHEASTERN UNIVERSITY, THE CENTER FOR FAMILY BUSINESS

<http://www.cba.neu.edu/portal/index.cfm?page=285&nav=260>
www.fambiz.com

Northeastern University's Center for Family Business links more than 100 universities that have family business centres. You can also access their online magazine Fambiz. This site has a good search engine for family business articles.

THE CANADIAN ASSOCIATION OF FAMILY ENTERPRISE

www.cafemembers.org

This organization offers various programs as well as reading and training materials to its members.

THE FAMILY BUSINESS NETWORK

www.fbn-i.org

This Swiss-based international organization does not have a Canadian chapter at the time of writing. Nevertheless the site offers international research, a newsletter, and other services to its members.

THE CANADIAN ASSOCIATION OF RETIRED PERSONS

www.carp.ca

The Canadian Association of Retired Persons offers many benefits to those over 50, both retired and planning retirement. This non-profit group lobbies governments on behalf of seniors' interests and publishes its own magazine covering a huge variety of retirement issues. It also offers no-charge retirement and estate planning services to its members, as well as a broad range of financial planning seminars.

THE CENTRE FOR FAMILY BUSINESS

www.familybizcentre.com

This Waterloo, Ontario-based non-profit organization offers workshops, seminars, and networking opportunities to those involved with family firms.

CANADA REVENUE AGENCY

www.cra-arc.gc.ca

Tax rules and rates are always changing. To find the latest information on any particular tax, check the Canada Revenue Agency website. They offer many helpful pages specifically for small-business taxes. The search feature can produce regulations and a vast number of articles on specific tax issues.

ACCOUNTING BODIES

www.cica.ca

www.cga-online.org

The accountant who acts as an adviser on business succession taxes will typically have a CA (www.cica.ca) or CGA (www.cga-online.org) designation and should have specific experience in the transfer of family business ownership.

9. MANAGING FOR GROWTH: HOW CAN I EXPAND MY BUSINESS?

PERFORMANCE PLUS

www.sme.ic.gc.ca

Financial ratios are available, classified by industry, on Industry Canada's Performance Plus site. This site has a feature that allows you to input your own financial data and receive a report comparing your firm to the industry averages. When using this site, a good hint is to select the Incorporated Businesses option for building your profile, since more financial data is available for corporations.

BMO ECONOMICS

www.bmo.com

BMO (Bank of Montreal) offers an excellent summary of current economic conditions on their website. Click on "BMO Economics". Other banks have similar reports.

EXPORT DEVELOPMENT CANADA (EDC)

<http://www.edc.ca/>

This is an important site for Canadian entrepreneurs who are interested in exporting. The site provides information on EDC assistance in the areas of finance, insurance, and regulatory information. As well, a customer credit-check service is available.

PROFIT MAGAZINE

http://www.canadianbusiness.com/profit_magazine/index.jsp

The website for Profit magazine offers a number of excellent resources as well as articles on current issues in business. Click on "Entrepreneur" at the top of the main page.

COMPETITION BUREAU CANADA

www.competitionbureau.gc.ca

Canada's Competition Bureau administers the Competition Act, which forbids predatory pricing as a way of eliminating competition. Information about this and other business and consumer protection laws that the bureau administers is on this site.

WORLD TRADE CENTERS

<http://world.wtca.org>

World Trade Centers are intended to be one-stop sources of contacts and information for importers and exporters. You can find the World Trade Center closest to you from the website of the World Trade Centers Association.

CSA (CANADIAN STANDARDS ASSOCIATION)

www.csa.ca

The CSA is a non-profit organization whose members are Canadian businesses. The purpose of the organization is to set safety standards for manufactured products at international levels or better and to test and certify products for meeting these standards.

TEAM CANADA INC

<http://exportsource.ca>

This is one of the best collections of resources for helping you understand the issues involved in pursuing foreign customers. The Team Canada website brings together resources from many government departments. Click on the "Roadmap to Exporting" under "Key Resources".

CCC (CANADIAN COMMERCIAL CORPORATION)

www.ccc.ca

This federal Crown corporation works with many government departments and businesses to facilitate international trade. The organization offers specialized export consultants to small and medium sized Canadian firms.

FOREIGN AFFAIRS AND INTERNATIONAL TRADE CANADA

www.dfait-maeci.gc.ca

This website provides travel information as well as regulations and permit requirements for importing and exporting.

CBSA THE CANADA BORDER SERVICES AGENCY

www.cbsa-asfc.gc.ca

The Canada Border Services Agency, a federal government agency (formerly the Customs portion of Canada Customs and Revenue Agency) is responsible for controlling the flow of goods, services, and money across Canadian borders. This site is especially helpful for ensuring speedy crossing of materials to and from the U.S.

THE STANDARDS COUNCIL OF CANADA

www.scc.ca

The Standards Council of Canada is a federal Crown corporation that provides information and services related to international product requirements.

THE GLOSSARY OF TRADE AND SHIPPING TERMS

<http://www.tradeport.org/library/a.html>

The Glossary of Trade and Shipping Terms is a handy U.S. resource to help decipher trade documents. It is provided by a California trade promotion organization.

10. MANAGING FOR EFFICIENCY: HOW CAN I REDUCE MY COSTS AND EXPENSES?

HUMAN RESOURCES AND SOCIAL DEVELOPMENT CANADA

<http://www.hrsdc.gc.ca/en/home.shtml>

This site offers valuable links to various HRSDC programs and services, including those for students, entrepreneurs, and people displaced from the workforce.

PERFORMANCE PLUS

www.sme.ic.gc.ca

Small business Key Ratio data is most easily accessed from Industry Canada's Performance Plus website. See your accountant if you need advice on this. Specific costs and expenses are listed by industry as a percentage of sales.

INTERNATIONAL STANDARDS ORGANIZATION

www.iso.org.

For information on the different types of ISO certification, take a look at the International Standards Organization website.

BDC (BUSINESS DEVELOPMENT BANK OF CANADA)

<http://www.bdc.ca/>

Among the many services offered by the Business Development Bank of Canada, there is a program to manage a firm's ISO 9000 certification. From the home page, click on "Quality".

INDUSTRY CANADA (Strategis)

http://www.strategis.ic.gc.ca/sc_x/engdoc/using_ecom.html?guides=e_com

Industry Canada's "Using Electronic Commerce" page is an excellent source for help on assessing which e-business tools would be of benefit to your company. Click on the "ebiz.enable" link.

CRM DAILY

www.crm-daily.com

A good source of information on Customer Relationship Management is CRM Daily, a newsletter/ezine published by News Factor Network. It is up-to-date on CRM issues, although heavy with software advertising.

SERVICE CANADA (HR FOR EMPLOYERS)

www.hrmanagement.ca

Service Canada has put together a website that helps entrepreneurs with hiring, training, compensating, and even terminating employees.

JOB BANK (SERVICE CANADA)

www.jobbank.gc.ca

When recruiting new employees, it is worthwhile to look at this website for matching job seekers with employers. The process takes only a few minutes and you may find some good candidates.

11. DEVELOPING ENTREPRENEURSHIP: HOW CAN I BUILD AND APPLY MY SKILLS?

THE GLOBE AND MAIL REPORT ON BUSINESS

<http://www.theglobeandmail.com/business>

This site is for the business section from the daily edition of the Globe and Mail. There is also has a link for the excellent Report on Business Magazine.

FINANCIAL POST (NATIONAL POST)

<http://www.nationalpost.com/financialpost/>

Although the emphasis is on larger businesses, this part of the National Post gives in-depth coverage to current small business issues. The website also offers excellent background economic analysis, a valuable tool for business start-ups.

CANADAONE

<http://www.canadaone.com/>

CanadaOne is a free online magazine for small and new businesses. The website has good selection of links and a search facility.

ENTREPRENEUR MAGAZINE

<http://www.entrepreneurmag.com/>

This U.S. online magazine includes many links and articles that have value for Canadian entrepreneurs.

UNIVERSITY OF NORTH TEXAS (CENTER FOR COLLABORATIVE ORGANIZATIONS)

www.workteams.unt.edu

The Centre for Collaborative Organizations at the University of North Texas has a website that offers a variety of free literature on the subject of team building.

TOASTMASTERS INTERNATIONAL

www.toastmasters.org

Toastmasters International is a non-profit organization that has helped many thousands of people develop public speaking skills cheaply and effectively. Through local clubs, business-like meetings are held where skills are practised in a non-threatening environment. Check the website to find a local club.

CANADIAN FEDERATION OF INDEPENDENT BUSINESS

<http://www.cfib.ca/>

The CFIB is Canada's national small business lobby group. Their website provides information on taxes, business regulation, small business research, and current political issues.

IDEA CAFÉ

<http://www.ideacafe.com/>

Even though the emphasis is on selling business planning software and books, this entertaining U.S. website offers lots of useful advice for small businesses in Canada.

CANADIAN COUNCIL OF BETTER BUSINESS BUREAUS

<http://www.ccbbb.ca/>

To investigate a company or for links to your local branch of the Better Business Bureau, go through the Canadian Council of Better Business Bureaus.

FAIR TRADE FEDERATION

www.fairtradefederation.org

For more information about fair trade, start with the website of the U.S.-based Fair Trade Federation. You can find catalogues of fair trade products on this site.

THE ETHICAL TRADING INITIATIVE

www.ethicaltrade.org

The Ethical Trading Initiative offers this excellent U.K. site on ethical trade. It includes an online library of ethical trade publications.

THE STEADWARD CENTRE (UNIVERSITY OF ALBERTA)

www.ualberta.ca/~enelson/tsc/fitness_tips.htm

Alberta's Steadward Centre for Personal & Physical Achievement offers a site with excellent tips for fitness training.

THE CANADIAN HEALTH NETWORK

www.canadian-health-network.ca

The Public Health Agency of Canada provides this website with articles on active living, diet, safety, sexuality, violence, and workplace safety.

CANADA REVENUE AGENCY

www.cra-arc.gc.ca

On the CRA home page, under "Individuals", click on RRSP. The page that comes up will give you choices for information on RRSPs, HBPs, and LLPs. Banks and other financial institutions offer brochures and website information on their particular RRSP plans and options.

FINANCIAL PLANNERS STANDARDS COUNCIL

www.cfp-ca.org

To see a list of acronyms and designations for Canadian financial planners, go to the site of the Financial Planners Standards Council, which promotes its own CFP designation. Look under "About Financial Planning," and click on "Acronyms and Designations".

OFFICE OF THE SUPERINTENDENT OF BANKRUPTCY CANADA

www.osb-bsf.ic.gc.ca

For information on dealing with a personal or business financial crisis, go to the website for the Office of the Superintendent of Bankruptcy Canada homepage and click on "Debtors".

CIDA (CANADIAN INTERNATIONAL DEVELOPMENT AGENCY)

www.cida.gc.ca

The Canadian International Development Agency website provides details on many of the programs where your foreign aid tax dollars are spent.

THE WORLD BANK

www.worldbank.org

The World Bank website offers many articles on entrepreneurship in developing countries. An outstanding book on microfinance in the developing world, written by Joanna Ledgerwood: Microfinance Handbook, an Institutional and Financial Perspective can be ordered from this site.

ABORIGINAL BUSINESS CANADA

www.strategis.ic.gc.ca/epic/internet/inabc-eac.nsf/en/home

For information on Aboriginal business and government programs see the Aboriginal Business Canada pages from Industry Canada's Strategis website.