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## WHAT YOU NEED TO KNOW TO START A NEW BUSINESS IN BELARUS?

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Резюме – что же нужно знать для открытия бизнеса в Беларуси? Какие ограничения существуют, чтобы попасть в бизнес.

Resume – what do you need to know to open a business in Belarus? What restrictions exist to get into the business.

**Introduction.** In the modern world, business is an integral part of humanity. This helps to develop in different directions, for example, technological, economic, etc. In fact, any business is based on an idea, and only on an idea, and not on money. Money and profit, the accumulation of capital is just a consequence of working properly with the idea that you are developing. "To succeed, stop chasing money, pursue a dream".

The main part. Everyone can do business, but what should a person who wants to do it know? At the moment, the number of businessmen in Belarus is growing. And if you decide to create and run your own business on your own. You are confident of success and full of optimistic plans, for this you need:

- 1. Register as an individual entrepreneur.
- 2. Pay a single tax.
- 3. After that, you will be issued a "Certificate of Registration".

Registration is not difficult at all and takes only a few days, but some new businesses require a license. But you also need to be aware of the business constraints that will help you.

Restriction for entering the business:

- 1. A citizen must not have an outstanding criminal record for crimes;
- 2. A citizen who is not the owner of the property of a commercial organization in respect of which a decision on liquidation has been made;
- 3. A citizen is not the head of a legal entity in respect of which the court is considering economic cases.

These restrictions are the most common, but there are others.

**Conclusion.** Thus, it is not so difficult to open a business, but you will have to try to develop it, since there is competition everywhere. "Business is a combination of war and sport".

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## **CULTURAL AWARENESS IN DOING BUSINESS**

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Резюме – в данной работе рассматривается культурная осведомленность при ведении бизнеса.

Resume – this article examines the cultural awareness in doing business.

**Introduction.** The trend toward globalization of economic relations has led to the fact that many companies do business with representatives of different nationalities and religions, supplying goods and services to different countries of the world. This, in turn, challenges the representatives of these companies to ensure a high level of cultural awareness among employees in order to avoid possible misunderstandings and conflicts within the framework of cooperation. Based on the above, we believe that it is very important to pay attention to this issue in the process of doing business.

Main part. Cultural awareness is the ability to understand how different cultures subconsciously influence people, their thoughts, and their feelings [1]. Having cultural awareness means having an understanding of the values, beliefs, customs, and norms of the people with whom you are doing business [2]. There are many ways to demonstrate cultural awareness when doing business. Here are some of them: research and learn about the culture; adapt your communication style; show respect for local customs; be flexible; build relationships.

Before conducting business in a new culture, it is necessary to conduct research and learn about the culture, communication styles, and social norms. This will assist you in avoiding misunderstandings and demonstrating respect for their culture.

Because different cultures have different communication styles, it is critical to tailor your communication style to the culture with which you are doing business. Respecting local customs entails respecting the traditions of the culture with which you are conducting business. If there are dress codes or etiquette protocols, for example, make sure you follow them.

Be willing to adapt to the local culture and be adaptable in your business approach. What works in one culture may not work in another, so be willing to try new things.

Building relationships is essential for conducting business in any culture. Take the time to get to know the people with whom you do business and demonstrate genuine interest in their culture and way of life.