Online Discussion

The article provides an overview of the most common pitfalls in the business planning. I consider the article to have an outmost importance as it provides an opportunity for a company to build up an effective strategic planning. Thus, the first pitfall of business planning is a usage of practice of avoiding saying no. Indeed, planning foresees an adoption of the goals and ways of its achieving. However, it is impossible for an organization to achieve every defined aim. Sometimes it is necessary to refuse from taking certain steps. At the same time, there are leaders who do not want to say no to personnel or partners. This can lead to the hopeless divisions within an organization. The second pitfall is based on the absence of connection between the business planning and actions. According to the author, a successful business strategy cannot be implemented without action steps (Conerly, 2013). I agree with the author. Moreover, it is necessary to develop steps and directions in accordance with the accepted business strategy. The third pitfall is defined as the adoption of vague actions. If the business planning approach is based on the vague goals, rather than concrete concepts, it can experience failure. For example, the action steps as the necessity to work smarter, or to foster an environment of accountability, cannot guarantee the establishment of the determined aims. On the contrary, an effective complex of action steps will help a manager to do his tasks properly. Effective business planning is also based on the determining of everyday actions of the management team. As a result, the company will gain success.

Thus, while developing a business planning strategy, it is necessary to avoid all potential pitfalls. This will guarantee a successful overcoming of the challenges and provide long-term growth of the company.
DISCUSSION 1.
In order to adopt an effective plan, it is necessary to take actions that will increase the overall strategy of the company. According to the article “How Business Planning Leads to Better Management”, there are three main steps that can help to develop an effective strategy. They include the adoption of a device plan, defining a success and putting plan in motion. I agree with this idea. Indeed, these steps can help to improve the management process. For example, a device plan is based on paying attention to what the company is good at, rather than developing a detailed plan. Moreover, it has to be based on long-term goals.

DISCUSSION 2.
The article “Business Planning for the Very Small Businesses” pays attention to the fact that planning strategies for small businesses have their peculiarities. Indeed, they differ greatly from the strategies of the large companies. As a result, there is a number of steps that have to be taken by small business. They include taking into account personal lives of the organizations, making one year financial projections, and providing an effective resource management. The article is very useful as it provides advice for small business how to arrange its business planning approach and to achieve success.