



SMALL AND MEDIUM ENTERPRISES IN QATAR

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ABSTRACT

The small and medium enterprises as the backbone of the economy in any country, it also plays an active role in innovation and progress and sustainable development across the world. In a globalizing world in which we live in today's world, there must be an unprecedented competitive in small and medium enterprises in the world. Although the effectiveness of this sector big role in the global economy, but it needs to be sustained government support, should also involve major companies from the private sector.

Purpose: In this research I will address the issue of small and medium enterprises in terms of the definition of small and medium enterprises and their importance. And then address the issue of small and medium enterprises in Qatar and the most important difficulties and challenges for small and medium projects in Qatar, and the suggested solutions to support those projects. In the latter it will offer a model of successful small businesses, which have become grow and compete with the big projects.

Design/methodology/approach: The qualitative approach used in the paper relies on theories of certain researchers and case studies related to Small and medium enterprises.

Findings: It is necessary to have industrial areas concerned with the small and medium industries as a principal tributary heavy industry, but that small and medium-sized industrial enterprises are still insufficient and do not meet the State's need, in line with economic development.

Research limitations/implications: The case study is limited to the territorial unit and legal Environment of state of Qatar and Gulf countries. It focuses on Qatari economic policies and strategy.

KEY WORDS: Enterprises, Institutions, Business, Public and Private Sectors.

Research type: Research paper

JEL classification: L53 – Enterprise Policy

Introduction

Qatar has a great potential in the development of small and medium enterprise sector, but the results are still modest, the contribution of a relatively small sector of small and medium-sized enterprises compared to GDP and numbers running, with the contribution of small and medium enterprises do not exceed 15% of the size of the Qatari economy. This shows that one fact that small and medium enterprises sector, the country is still below the desired level of development compared to other emerging economies are not currently offering an engine enough to accomplish the governmental economic diversification and the distillation of jobs.

This report sheds light on this vital sector in the State of Qatar, which is the average per capita income is the highest in the year because of the revolution and oil wealth in the country.

Why small and medium enterprise sector is suffering in Qatar slow growth, while witnessing a growing interest and growth in the rest of the region, although the ingredients owned by the Qatari economy.

Definition of Small and Medium Enterprises

There is no specific definition of small and medium enterprises, but generally means those projects where a small number of people and funded by a relatively simple works.

As in other countries, is different definition of the concept of small and medium enterprises between industrialized and developing nations, also varies from one country to another according to the different potential economic and social conditions, but the best definition is what the International Labour Organization as those institutions with fewer than a dozen people and middle works one that operates between ten and ninety-nine factors.

Small and medium enterprises in Qatar

Qatar has potential in the development of small and medium enterprises sector, as small and medium enterprises occupies a large proportion of the total enterprises in Qatar exceed 92% of the registered enterprises, concentrated its activities on trade and services. But the results are still modest contribution is relatively small sector of small and medium-sized enterprises compared to GDP and operating figures.

Government support

The Ministry of Industry plays an active role in this sector by helping to support 549 industrial projects, including workforce of 38,000 people, citizens and foreigners. These projects also benefit by about \$ 15 billion of the total investment. It is hoped that these investments reduce dependence on oil and gas sector.

In the year 2010 was the establishment of Qatar to support small and medium enterprises within the development Qatari government's 2030 targets, and appeared with him a number of support funds and the financing of small and medium enterprises that provide loans ranging between fifty and a hundred and fifty thousand dollars per project, which contributed to the increase in the number of small and medium enterprises at a rate of five percent per annum.

In another initiative of the government of Qatar, the two big institutions: "Qatar Development Bank" QDB and "Social Development Centre," Social Development Centre, a member of Qatar Foundation, Qatar Foundation, in 2014 the establishment of "Qatar QBIC business incubator" that fall within the overall national plan 2030, to receive the diverse business and technical industrial It is considered the largest of its kind in the Middle East and Africa region since accommodate about 150 companies, which contributes about 330 entrepreneurs, as well as to contain the premises for 16 industrial workshop.

The goal of this project is to support and assist the creative initiatives for entrepreneurship and small and medium enterprises are committed to the growth of business culture in Qatar by providing access to support and basic services, and private funding and training, in addition to facilitating entrepreneurship and development by creating an environment in which small and medium businesses to flourish in which.

The Qatar Exchange in collaboration with the Qatar Development Bank and Qatar for small and medium-sized and "link" to the establishment of private enterprises SME Stock Exchange, an initiative that will provide a boost to liquidity-starved sector. On this basis it has been harmonized framework for accounting standards in order to address the issues and challenges facing small and medium enterprises.

Problems and obstacles

Funding problem may be the most prominent, with very little funding is allocated to the stages of incorporation. Despite the acquisition of small and medium enterprises on a large part of the institutions registered in the State of Qatar, the share of funding is much less than you get the entire company. This is the first cause of the crisis of real funding threatened to small and medium



enterprises, especially with the absence of credit information, which is one of the most important impediments to grant funding by the banks in the absence of a body of the credit rating for companies operating in this sector, which may justify the reluctance of banks to risk lending to these institutions, in addition, the problem of high rents and the burden of the cost and scarcity of human Moardh qualifying, although the role they must play in absorbing the growing labour force annually.

Despite the multiplicity of financing small and medium enterprises in Qatar views, we find that most of these organizations focus on business services more than the industrial production sector. The size of the small and medium enterprises in Qatar does not grow, but only by about 5% a year, so it must be seen as an opportunity at least to change the work culture among Qatari youth who depend on fixed income and guaranteed government jobs.

Qatari banks are facing unique challenges linked to guarantees for the financing of new small and medium enterprises. It lost the Qatar Development Bank with the support of small and medium enterprises to effectively provide funded and unfunded lending. As the Qatari banks to conclude agreements on the promotion of the credit guarantee program (Al Dhameen), which the Bank being put in order to finance small and medium enterprises.

The proposed short-term solutions

The dialogue between the public sector and the private use of business development services, thereby benefiting from finance and technology operations of the main areas in which the small and medium enterprises should be the focus dramatically.

Quality business relations between the public and private sectors of the positive aspects of any country competitive. It should employ business development services specifically geared towards helping small and medium enterprises to get rid of the aspects of the imbalance in the market and use enough of the technology, in addition to working in a more competitive large and effectively in the local and global markets.

It is recognized that small and medium enterprises find it difficult to obtain credit facilities. Leading developed countries in small and medium enterprise sector service commercial banks have been successful in recent years. And is mainly technology development through cooperation between companies or through trade ties

Required may be more government support and attract more investments for small and medium enterprises that have been developed as the first solutions to get rid of the effects of the financial crisis provided a change banking regulations to ensure the supply of small enterprises with the necessary funding to ensure its work and distancing itself from randomness in the selection of the nature of their activities, and rehabilitation facilities for the production of matching material specifications global especially after a lot of Arab countries to join the World trade Organization.

And it must be the development of small and medium enterprises and one of the most important areas in which the Qatari government must intervene by and addressed in order to address issues related to unemployment and work to get rid of them and encourage Qatari youth on entrepreneurship.

The list of successful projects in Qatar

- Design and print ads
- Building Contracting
- Decoration (external and internal)
- Electrical work
- Plumbing
- Air conditioners
- Cleaning services.
- Construction Equipment
- Building materials (General / Specialist)

Installation of satellite receiver dishes.
Car Rental
print documents
Installation of water filters drink
Guard and security equipment.
Moving furniture
successful in Qatar - planning, organizing concerts and events
Design Intranet sites
Training and teaching emerging (in the training / nursery / home (successful in Qatar)
Teaching children with special needs (who have learning difficulties (successful in Qatar)
The manufacture and sale of sweets and biscuits (successful in Qatar)

Local food delivery company Talabat

Talabat.com applications is the site for ordering food online gives customers the chance to search for nearby restaurants for their areas and browse lists of various food to order food with online payment options or cash upon receipt of the request. Our services are available to all through computers and mobile applications iPhone, and iPad.

Talabat.com applications company was founded in 2004 by a group of young entrepreneurs who have had the vision in the development of ordering food online in the Kuwaiti market. After a decade, it has become the leading company in ordering food online in the Gulf Cooperation Council (GCC) Service

Headquartered in Kuwait, and operates in six countries in the Persian Gulf: Kuwait, Saudi Arabia and the United Arab Emirates, Oman, Bahrain and Qatar

Talabat.com applications allows customers to easily communicate with restaurants to request them and advantages of ordering food online through the Talabat.com applications.

- 1-easy search for favourite by region or cuisine from a wide range of restaurants
- 2- limit your search by selecting the type of kitchen, plug zone, payment method, and provide different widths
- 3-get rid of the problem of misunderstanding arising upon request
- 4-browse lists of various food dishes with a description of the components and provides images
- 5-informed on the latest offers and discounts restaurants
- 6-Add your instructions for on-demand as a kind of sauce, or additions that you want
- 7-demand service to connect during the specified time for delivery or at any later time according to the client's desire
- 8-preservation more than deliver the title to implement faster to your requests
- 9- non-registration of a username or create an account
- 10-customer service via live chat is available 24 hours throughout the week

Conclusion

With the fast-economic growth of the country, and growing big projects which play a major role in the overall economic development, it is necessary to have industrial areas concerned with the small and medium industries as a principal tributary heavy industry, but that small and medium-sized industrial enterprises are still insufficient and do not meet the State's need, in line with economic development. The Qatari government has developed plans to support this important sector, with focused vision of the government of Qatar for 2030 on small and medium enterprises for being the economic future of the country axis through a comprehensive program to diversify and strengthen the results and improve their competitiveness globally, but the results are still to this day shamefully in Qatar.



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