

Topic - 8 Size of The Business

Activity 8.1

Build your own business

Imagine you are setting up a new business, it can be any type of business- a café, clothing brand, bakery, online store, workshop, etc.

Fill in the answers below, as it will guide your choices.

- 1) Business name:
- 2) Type of business:
- 3) Business description:
- 4) Why did you choose this idea:
- 5) Number of employees:
- 6) Starting capital:
- 7) Expected monthly revenue:

This activity will help in applying the chapter concepts in a practical, creative way.

الداعي الاجل سيدنا محمد برهان الدين رض فرماوے چھے:

"رونري طلب کرنا نے جنگ کرنا نو ثواب چھے ، مؤمنین تمیں سگلا وپاری قوم چھو ،
بوهره قوم وپاری قوم چھو ، سروس ما هوئی مگر دعاء کروں چھو نہ کر service minded پوتانو-
mind business minded کرے نے ہوے جیم بنے تیم service سی نکلی نے Business ما اوے ،
وپارما ، تجارة ما برکة گھنی چھے اچ مؤمنین خدائیر تمنے برکة اپی چھے ، گھنالو گونی دکانو تھئی
چھے ، انے ہوے سروس ما گھنا کم تھاتا جائی."

ایمان سی ایم واضح تھائی چھے کہ اپن وپاری قوم چھے انے وپار کرو وکتوا ہم چھے اہما کتی برکة چھے ،
کتنو ثواب چھے ، گرچہ یہ وپار کتو بھی ناھنو یا مھوٹو ہوئی .

"Islam has a long and rich history of trade and enterprise. From the early days of Makkah, where the Prophet Muhammad (SAW) grew up in a trading society, to the flourishing markets of the Fatimid periods, business activity was central to Muslim civilizations. The Prophet Muhammad (SAW) himself worked in trade, managing

large caravans for Molatena Khadija ^{RA}. These caravans required strong business skills, planning, and trust, demonstrating that Islam values growth and professionalism when grounded in integrity. During the Fatimid period, trade routes expanded, ports flourished, and businesses of all sizes contributed to economic prosperity. Small craft-based industries supported large state operations, showing that all business sizes are important in building society. Similarly, Businesses today can be found in many forms and at many different levels. Some begin as simple home-based ventures, while others grow into multinational corporations that impact millions of people. Understanding the size of a business is important because it helps us understand how the business operates, the resources it controls, the challenges it faces, and the opportunities it can access. A business's size shapes the kind of decisions it makes, the degree of competition it faces, and the markets it can enter.”²



Figure 1: Showing Size of Business³

“In every economy, whether developed or developing, businesses of various sizes play unique roles. Small enterprises contribute to job creation and innovation,

² Stimpson & farquharson, 2018 . (Accessed: 29 November 2025)

³ <https://www.linkedin.com/pulse/understanding-business-scale-size-abad-aslam-fiu7f> . (Accessed: 29 November 2025)

medium-sized firms help stabilize markets, and large firms bring investment, technology, and efficiency. Policymakers, economists, investors, and researchers often classify businesses by size to design appropriate strategies, benefits, and regulations. The size of a business can affect everything from taxation and subsidies to labor laws and financial support.”⁴

⁴ Porter, M. (1998). *Competitive Strategy: Techniques for Analyzing Industries and Competitors*. Free Press. (Accessed: 2 December 2025)

Understanding the Size of a Business

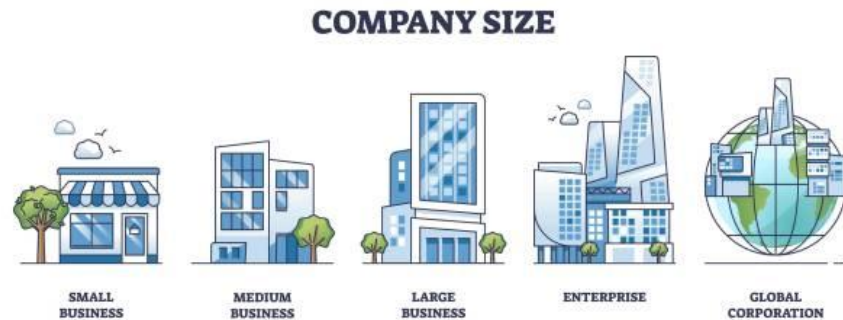


Figure 2: Different Sizes of Business⁵

The size of a business refers to how large or small a company is in terms of its operations, resources, and market presence. It includes many aspects—how many employees it has, how much money it earns, how much it has invested, how far its operations reach, and how influential it is in the industry.

Different industries have different standards for what counts as “small,” “medium,” or “large.” For example:

- A software company with 40 employees can be considered large in its niche.
- A textile factory with 200 employees may still be considered small or medium.
- A bakery employing 10 workers may be considered medium-sized in a small town but micro-sized in a city.

So, business size cannot be understood through one measurement alone. It must be

⁵ <https://www.istockphoto.com/photos/medium-sized-business> . (Accessed: 2 December 2025)

studied using multiple tools to create a complete picture.

Why Business Size Matters

“A business’s size helps us understand:

- How it is managed
- How much authority employees have
- How fast decisions are made
- Its cost structure
- Its market power
- The type of support it may need from the government
- How it competes with rival firms

Small, medium, and large businesses each have strengths and weaknesses. Understanding size helps entrepreneurs make decisions about growth, investment, and expansion.”⁶

⁶ World Bank. (2021). Small and Medium Enterprise Finance: Improving SMEs’ Access to Finance and Finding Innovative Solutions. (Accessed: 2 December 2025)

Did you know?

The city of Cairo during the Fatimid Empire had thriving markets where small craft businesses and large trade houses operated side by side, showing early examples of mixed business ecosystems.

Measurements of Business Size

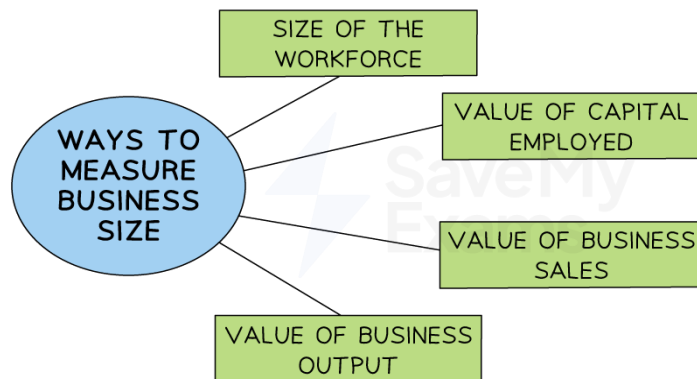


Figure 3: How to Measure Business Size⁷

Understanding the size of a business requires more than just one measurement. Because businesses differ in industry, structure, and the type of value they create, a combination of several measurements gives a more complete, realistic picture. Below are the major and most widely accepted measurements used globally to identify how large or small a business is.

Number of Employees

Employee count is one of the simplest and most traditional ways to classify business size. Governments frequently use this measurement because it is easy to verify and helps create categories like micro, small, medium, and large enterprises.

Why this measure is important:

- Gives insight into how labor-dependent the business is.

⁷ <https://www.savemyexams.com/igcse/business/cie/23/revision-notes/1-understanding-business-activity/1-3-enterprise-and-business-growth/measuring-business-size/> (Accessed: 2 December 2025)

- Reflects the complexity of operations—larger firms require more supervisors, HR departments, and structured teams.
- Helps identify the business's scale of responsibility toward its workers.

"رسول الله صلح نادلهن - مولاتنا خديجة بنت خويلدع اني تجارة ماشان عظيم هتي اپ نا هستك گهنا مضارين هتا جر اپنا طرف سي وپار كرتا حتى كرشام لگ اپنو وپار عام هتوانے اپنو وپار گهنو زياده وسيع هتو." ^ا اهناسي ايم واضح تهائي چھے كرشاپ وپار واسطے گهني سعي فرماؤتا بالخصوص مضارين سي خدمة ليتا تا كرشاپار مانمو تهائي.

Industries like hospitality, textiles, retail, food service, and construction rely heavily on labor. In such industries, employee count is a very accurate measure of size.

Revenue (Sales Turnover)

Revenue refers to the total money a business earns from selling its goods or services. It is one of the most direct indicators of a business's activity level.

Why revenue matters:

- Shows the size of the business's customer base.
- Helps compare similar businesses within the same industry.
- Indicates how well the product or service is accepted in the market.
- Businesses with high revenue are often able to reinvest and grow faster.

^ا كتاب شرح الاخبار الجزء الثاني

- Retail chains, e-commerce platforms, hospitals, airlines, and restaurants frequently use revenue as a key measure of size.

Capital Employed

Capital employed refers to the total investment put into a business, including machinery, equipment, buildings, technology, and working capital. This measurement is especially relevant for manufacturing, infrastructure, and transport-related industries.

Why capital employed is important:

- Shows how asset-heavy (or asset-light) a business is.
- Indicates long-term commitment and financial strength.
- Helps assess how large the production scale might be.
- Investors use capital employed to understand business stability.

A large capital investment should be meaningful, productive, and beneficial—not wasteful or exploitative. Islam encourages investment in productive activities, trade, and enterprise, but warns against wastefulness and unethical practices. Al Qur'an says:

"إِنَّ الْمُبَدِّرِينَ كَانُوا إِخْوَانَ الشَّيَاطِينِ"^٩

^٩سورة الاسراء: ٢٦

Did you know?

A single viral social media post can shift market share almost instantly. Example: When a small bakery in Bengaluru went viral for its chocolate lava buns, its sales tripled within 48 hours.

Why Multiple Measurements are Needed

Each method gives one angle of the picture. Business size is too complex to be captured by one measurement. For example:

- A business may have few employees but high revenue.
- A business may have high capital but low demand.
- A business may be highly valued but still in early stages of growth.

Combining multiple indicators gives a realistic understanding of size.

Significance of Small Business

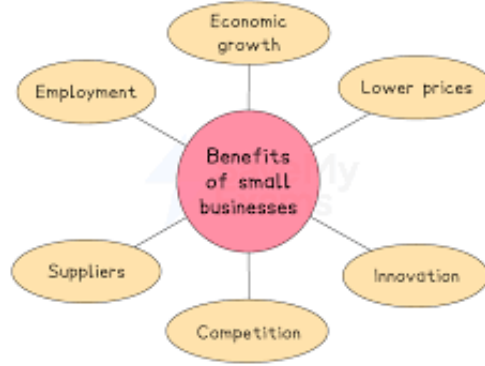


Figure 4: Benefits of Small Business¹⁰

اسلام وپيار ڪروا ما گھني رغبه بتاوے چھہ گرچہ ڪريہ ناھنو بھي ڪيم نہر ھوئي ، مولانا الامام علي زين العابدين ع² فرماوے چھہ:

"ان الله عزوجل جعل الرزق عشرة اجزاء - تسعة منها في التجارة وجزء في سائر الاشياء."

خدا تعاليٰ ڪي رزق نه دس ۱۰ اجزاء ما ڪيو چھہ - ۹ اجزاء وپيار ما چھہ انے ايڪ ۱ جزء بيجا چيزو ما چھہ ، گرچہ وپيار ناھنو ھوئي اھما ڪينڪ فوائد حاصل ٿئي چھہ.

Small businesses often appear modest in size, but their impact on the economy and society is far greater than it seems. They form the backbone of most countries, especially developing nations like India. These businesses operate everywhere—from neighborhood markets and online stores to small workshops, clinics, and

¹⁰ <https://www.savemyexams.com/as/business/cie/23/revision-notes/business-and-its-environment/size-of-business/measurements-of-business-size/>

(Accessed: 2 December 2025)

"ڪتاب مختصر الاثار الجزء الثاني"

service centers. They play a crucial role in employment creation, community development, innovation, and economic resilience.

Small firms are also important because they bring diversity to markets, small businesses offer unique services, customized products, and personalized attention. They often fill gaps that large firms overlook, serving local needs with flexibility and care.

In economic theory, a healthy economy always includes a large number of small businesses. They serve as training grounds for future entrepreneurs, managers, and skilled workers. Many large corporations today started as small ventures that gradually expanded.

Employment Creation

Small businesses are the largest source of employment in most countries. They hire local people, provide part-time opportunities, and support livelihoods for families who may not have access to formal jobs.

- They reduce unemployment in both rural and urban areas.
- They create inclusive opportunities for women, students, and older workers.
- They support families and neighborhoods by offering income stability.
- They help reduce regional inequalities (jobs are created locally).

Small business owners often work closely with their employees, allowing them to build humane, supportive relationships.

Innovation and Creativity

Small firms are often more creative because they face fewer bureaucratic layers. They can experiment quickly, change designs faster, and respond to customer preferences more directly than large companies.

Why small businesses innovate more:

- Simple structure → faster decision-making
- Close contact with customers → clearer understanding of needs
- Lower risk in experimenting with new ideas
- Flexible production processes

Many global innovations—like home-based food products, handmade goods, app ideas, and boutique fashion—begin in small businesses.

Flexibility and Quick Decision-Making

Small businesses can make decisions faster because they do not need chain approvals or complex policies. This flexibility gives them an advantage in rapidly changing markets. Advantages of flexibility:

- Faster adaptation to customer trends
- Quick response to supply shortages
- Ability to personalize products
- Easier introduction of new services

- Immediate resolution of customer complaints

For example, a small bakery can introduce a new flavor overnight, while a large corporation may need weeks of planning.

Social and Cultural Contributions

Small businesses help preserve traditions, crafts, languages, and cultural practices. They also build community identities and strengthen local economies.

Examples: Kochi spice shops, Jaipur block printers, Luck now chikankari artisans, Hyderabad biryani outlets and Kashmir pashmina weavers.

Encouraging Entrepreneurship

“Small businesses are the starting point for most entrepreneurs. They encourage: risk-taking, new ideas, self-employment, creative ventures and leadership building. Many large companies today: Infosys, Apple, Tata Group—began as small entrepreneurial projects.”¹²

Quick tips:

Focus on personalized customer service. Business grow faster when customer feel valued, remembered and understood.

¹² Ministry of Micro, Small and Medium Enterprises. (2020). Annual Report of MSMEs in India. Government of India. (Accessed: 3 December 2025)

Understanding Business Growth



Figure 5: Business Growth¹³

Business growth refers to the process through which a firm expands its operations, customer base, market reach, profits, products, or resources. Growth is a natural and often necessary stage in the life cycle of a business. After establishing itself, a business usually aims to improve performance, increase stability, and strengthen its competitive position.

Example 8.1

تاریخ ما ذکر ہے کہ قریش نوقیلة سگلا تجارت ما مشهور ہتا مگریر سگلا نو تجارت مکة سی خارج نہ تھیو، حتی کہ مولانا ہاشم بن عبد مناف ؑ تشریف لایا انے شام طرف اپ پدھارا انے قیصر سی امان نامہ طلب کیدو کہ جبر ایلاف سی مشهور ہے، یر لئی نے مولانا ہاشم ؑ شام سی مکة طرف پدھارا انے طریق ما جتنا بھی مواضع ایسا سگلا نے واقف کیدا کہ سگلا بضائع انے نفائس

¹³ <https://www.savemyexams.com/as/business/cie/23/revision-notes/business-and-its-environment/size-of-business/measurements-of-business-size/>

(Accessed: 2 December 2025)

چیزوں کو تجارت کرے ، امثل اپیر وہ زمان ما تجارت نے expand کیدو ، انے یر سال ما اپ تجارت
عظیمة لئی نے مکة سی شام طرف پدھارا انے یر سفر دوران اپ غزوة ما وفاة تھیا۔

Growth does not always mean becoming a huge corporation. It can be small but meaningful—like hiring one extra worker, opening a small second branch, introducing a new online service, or improving technology. Growth can be upward (more profits), outward (more branches), or inward (better systems). Businesses grow for many reasons: survival, ambition, market pressure, opportunity, competition, and innovation. Small businesses often begin with limited capital, but through steady improvement and strategic decision-making, they can turn into medium or even large-sized enterprises. Growth, however, must be managed carefully. A business that expands too quickly may lose control of quality, finances, or customer relationships. On the other hand, a business that refuses to grow may fall behind competitors. In Islam, growth is not measured only by profit, size, or market share. Ethical and moral growth is equally important. A business must grow in a way that does not compromise honesty, fairness, or compassion.

Al Qur'an teaches balance:

"وَلَا تَنْسَ نَصِيبَكَ مِنَ الدُّنْيَا ۗ وَأَحْسِنُ كَمَا أَحْسَنَ اللَّهُ إِلَيْكَ" ۱۴

۱۴ السورة القصص: ۷۷

دنیا ما تمارا نصیب نے نہ بھولو، اے بہتر کرو جیم خدا تعالیٰ یہ بہتر کیدو تماری طرف.

This means businesses should aim for success but remain ethical, fair, and responsible. Growth should benefit the community, not exploit it. Islam encourages excellence, hard work, and improvement, but warns against greed, injustice, and exploitation.

Why Businesses Aim to Grow

Growth is not random, it is driven by clear motivations. Understanding these helps explain why some firms expand aggressively while others grow slowly.

- **Survival in Competitive Markets:** In many industries, staying small is risky. Bigger businesses benefit from lower costs, stronger brand recognition, and better bargaining power. To survive competition from larger firms, smaller businesses often need to grow.
- **Increasing Profits:** More customers → more sales → higher profit. Growth allows businesses to reinvest in better equipment, marketing, and talent.
- **Economies of Scale:** As production increases, the average cost per unit decreases. Example: A bakery buying flour in bulk gets cheaper prices.
- **Market Power and Influence:** Large firms can: influence prices, negotiate better contracts, shape consumer trends, and gain media visibility.

- Reducing Risk: A bigger business can diversify: new products, different markets, online + offline presence. This reduces dependence on one income source.

Types of Business Growth

Business growth can be divided into two main types:

Internal (organic) growth

External (inorganic) growth

Each type has different advantages, limitations, and strategies.

- Internal (Organic) Growth

Internal growth happens when a business expands using its own resources—without merging or acquiring other companies. It is usually slower but safer.

Ways Internal Growth Happens:

1. Increasing Output: A firm produces more of its existing products. Example: A bakery increases daily bread production from 200 to 400 loaves.
2. Improving Product Range: Adding new items under the same brand. Example: A clothing boutique adds modest-wear or kids' wear.
3. Expanding Customer Reach: Opening a new branch, selling online, delivering to nearby towns.

4. Investing in Technology: Better machinery = higher productivity, Better software = faster service and fewer errors.

5. Improving Internal Efficiency: Streamlining processes, training staff, reorganizing departments.

- External (Inorganic) Growth

External growth occurs when a business expands by joining with, purchasing, or forming partnerships with other firms. This growth is faster but riskier.

Types of External Growth

1. Mergers: Two companies voluntarily join to form a new business.

Types of mergers: Horizontal (same industry, e.g., two clothing brands), Vertical (supplier + buyer, e.g., textile mill + boutique), Conglomerate (unrelated industries)

2. Acquisitions (Takeovers): One company buys another. It is fast, but can create management clashes.

3. Joint Ventures: Two or more companies collaborate for a specific project.

Example: Maruti + Suzuki (initially) for expertise sharing.

4. Strategic Alliances: Less formal partnerships for technology, distribution, or marketing

Case Study 8.1

The Two Sisters Café” — Internal Growth through Customer Love.

Two sisters opened a tiny 6-table café in Pune in 2018. They focused on personalized service—learning regular customers’ names, preferences, and diets. Within one year:

They hired 4 more employees, added breakfast options based on demand, increased tables from 6 to 18, and opened online ordering

All of this was internal (organic) growth—slow, steady, and funded only through profits.

Customers supported the café because they felt valued, not just served. This personal connection gave the café almost 35% market share in the neighborhood, beating larger restaurants.



Understanding Business Size in the Dawoodi Bohra Supply Chain

- **Suppliers:**

The community fosters a network of diverse suppliers, including small home-based industries and specialized vendors, through platforms like [Dbohra](#) and Bohra Net. These platforms provide visibility for small-scale suppliers to reach global markets. For example, Numerous small businesses like AL Vard Collection (Surat) supply specialized fabrics, laces, and "Rida" (traditional dress) materials to larger garment manufacturers and retailers.

- **Manufacturers:**

Community members operate both small-scale industries and larger manufacturing units in sectors such as chemicals, industrial goods, and textiles. The 2025 Saifee Burhani Expo in Mumbai demonstrated how the community brings manufacturing ecosystems together to focus on sustainable and resilient production. For example, Anchor Allied Factory (UAE) is a major industrial manufacturer producing spray paints, silicone sealants, and adhesive tapes, demonstrating control over the entire production quality to offer better pricing to end-users.

- **Wholesalers:**

Business size is used to gain economies of scale through centralized procurement and coordinated distribution. Community-led professional consulting via the Department for Business and Economic Development helps traditional wholesalers transition to modern, efficient supply chain models. For example, Mohammadi Topi Collection (India) is a dedicated wholesaler and retailer of

traditional prayer caps (Topi) and prayer mats (Masallah), supplying smaller retail outlets across the country.

- **Retailers:**

Small retail ventures are supported by community-wide digital marketing training and virtual bazaars, particularly helping women entrepreneurs achieve financial independence while maintaining small, manageable business sizes. For example Lamak by Tasneem Quettawala (Pakistan) is a modern online retail boutique for "Ridas" and apparel, utilizing digital platforms to reach customers globally.

- **Service Providers:**

The community has a high concentration of professional service providers in sectors like web development, consulting, and real estate. These services facilitate "servitisation" in the supply chain—adding services to physical products to increase value and profitability. For example, Burhan Property Consultants (India) is a specialized real estate service provider that assist businesses in finding warehouse space or retail locations, specifically during large community gatherings.

Why Business Size Matters for Dawoodi Bohra Entrepreneurs

Understanding business size helps Dawoodi Bohra entrepreneurs make wiser decisions. It prevents unnecessary debt, protects family businesses, and ensures long-term sustainability. Growth is not measured by becoming the biggest, but by becoming stable, ethical, and beneficial to others.

Many successful Dawoodi Bohra businesses have lasted generations precisely because they respected their scale and focused on trust rather than aggressive expansion.

Business Size Strategy for the Dawoodi Bohra Community across Different Countries.

The Dawoodi Bohra community is spread across many countries, each with its own economic environment, regulations, consumer behavior, and business opportunities. One of the key reasons Dawoodi Bohra businesses have survived and succeeded globally is their ability to adjust business size according to the country they operate in. Success does not come from copying one model everywhere, but from understanding what size of business works best in each region.

Different countries favor different stages of the supply chain, and the Dawoodi Bohra community has historically adapted to this reality with wisdom, patience, and ethical discipline.

United Arab Emirates (UAE)

The UAE is a highly structured and competitive business environment where success depends largely on choosing the right size of business from the beginning. For the Dawoodi Bohra community, businesses tend to succeed when they are formally registered, financially sound, and professionally managed. Very small

informal setups often struggle because of high rental costs, licensing fees, and strict compliance rules.

Dawoodi Bohra entrepreneurs in the UAE usually do well in import–export, wholesale trading, food distribution, retail chains, and logistics. Medium-sized businesses are especially effective because they can handle documentation, warehousing, and regional distribution without being overstretched. Large businesses succeed when they act as regional hubs, supplying other Gulf or African markets. Growth in the UAE must be gradual, well-planned, and transparent.

Kuwait

Kuwait offers a stable but relatively closed market. Here, moderate-sized businesses are more successful than very small or very large ones. The business culture values long-term relationships and reliability rather than rapid expansion.

Many Dawoodi Bohra businesses in Kuwait operate in retail trade, construction materials, food imports, and hardware. Because expansion opportunities are limited, internal growth—such as improving service quality or expanding product range, works better than aggressive scaling. Businesses that remain within their financial and operational capacity tend to last longer and earn trust.

Bahrain

Bahrain provides a more flexible and accessible business environment compared to other Gulf countries. This makes it suitable for small and medium-sized Dawoodi Bohra businesses, particularly in trade and services.

Dawoodi Bohra entrepreneurs in Bahrain often begin with small retail or trading operations and then gradually move into wholesale or service-based businesses. The country allows experimentation and slow scaling, making it ideal for entrepreneurs who want to test ideas before growing. Maintaining a manageable size allows businesses to stay adaptable in a competitive market.

Kenya

Kenya has a long-standing Dawoodi Bohra trading presence, and business success here is closely linked to reputation and community trust. Small and medium-sized businesses are highly effective, especially in general trade, hardware, textiles, and wholesale distribution.

Dawoodi Bohra traders often start with small retail operations and gradually expand into wholesale as demand grows. Because relationships matter more than branding, businesses grow best through consistent service and ethical dealings. Becoming too large too quickly can increase operational challenges, so controlled growth works best.

Tanzania

In Tanzania, the business environment rewards patience and local understanding. Small Dawoodi Bohra businesses thrive in retail and local trade, while medium-sized enterprises do well in import distribution and wholesale.

Many Dawoodi Bohra traders succeed by maintaining close relationships with customers and suppliers. The market does not favour rapid expansion; instead,

businesses that grow slowly and reinvest profits tend to remain stable. Choosing the right size helps avoid financial strain and operational difficulties.

Uganda

Uganda offers opportunities for small businesses to develop steadily into medium-sized enterprises. Dawoodi Bohra entrepreneurs often begin with modest trading businesses and expand gradually as market confidence grows.

Medium-sized businesses are effective in storage, wholesale, and regional distribution. Businesses that maintain financial discipline and avoid overexpansion are more resilient. In Uganda, sustainability is closely linked to keeping business size aligned with demand.

Madagascar

Madagascar's market is suitable for small to medium-sized Dawoodi Bohra businesses, especially in essential goods and trade. Infrastructure limitations mean that very large operations can face logistical challenges.

Dawoodi Bohra traders often focus on manageable operations, ensuring steady supply rather than rapid growth. Businesses that stay within their operational limits and build strong local networks perform better in the long run.

India

India provides a wide range of opportunities for Dawoodi Bohra businesses at every size level. Small family-run enterprises are successful in tailoring, food preparation,

retail, and services, while medium-sized businesses dominate wholesale trade and small manufacturing.

Large Dawoodi Bohra enterprises exist in exports and industrial sectors, but most successful businesses grow gradually. In a competitive market like India, understanding business size helps entrepreneurs manage costs, competition, and risk effectively.

Pakistan

In Pakistan, Dawoodi Bohra businesses are largely small to medium-sized, especially in retail and trading sectors. Family involvement and personal relationships play a major role in success.

Businesses that maintain moderate size and focus on quality and trust tend to survive economic fluctuations better. Rapid expansion is often risky, making steady internal growth a more suitable strategy.

Bangladesh

Bangladesh offers strong potential for small and medium-sized businesses, particularly in textiles and trade. Dawoodi Bohra entrepreneurs often engage in manufacturing support, wholesale trading, and import–export.

Labour availability supports small production units, while medium-sized firms manage processing and distribution. Growth should be gradual, allowing businesses to adapt to infrastructure and regulatory changes.

Sri Lanka

Sri Lanka's economy supports small and medium-sized Dawoodi Bohra businesses, especially in trade and services. Market conditions require flexibility, making moderate-sized operations more resilient.

Dawoodi Bohra traders often focus on quality and customer relationships. Businesses that remain adaptable and avoid heavy financial commitments tend to succeed.

Malaysia

Malaysia offers a structured but community-friendly business environment. Here, medium-sized businesses perform particularly well, especially in halal food trade, retail, logistics, and services.

The Dawoodi Bohra businesses in Malaysia often combine formal business practices with strong ethical foundations. Proper documentation, compliance, and professionalism are essential. Small businesses can succeed, but scaling to a medium size allows better access to markets and financing.

Malaysia also provides opportunities for joint ventures and partnerships, which suit the Dawoodi Bohra tradition of cooperative business growth.

United States of America (USA)

In the USA, business success depends less on physical size and more on professionalism, compliance, and specialization. Small Dawoodi Bohra businesses often outperform larger ones by serving niche markets.

Many Dawoodi Bohra entrepreneurs succeed in restaurants, specialty retail, halal brands, professional services, and technology-based businesses. Growth is usually internal and brand-driven. Large-scale expansion requires careful planning and strong market knowledge.

Canada

Canada offers a stable environment where small, well-managed businesses thrive. Compliance, service quality, and long-term customer trust are essential.

Dawoodi Bohra businesses often operate in retail, food services, logistics, and professional sectors. Moderate growth allows stability and consistent performance.

Australia

Australia's market supports small to medium-sized businesses that are professionally managed. High operating costs make rapid expansion risky.

Dawoodi Bohra traders succeed by maintaining controlled growth, focusing on customer relationships, and ensuring compliance. Businesses that respect their scale tend to be more sustainable.

By respecting business size and supply-chain position, Bohra entrepreneurs avoid unnecessary debt, protect family wealth, and ensure halal, ethical earnings.

ا session ما ايم جانو ڪر وپار ناھنويا مھو ٿو ھوئي ڇھ ، انے اھنو size ايم واضح ڪرے ڇھ ڪر یر وپار ڪام ڪيم ڪرے ، بيسرا تجارة ساڻھے compete ڪيم ڪرے ، اھنا بعد ايم ذڪر ٿئي ڪر وپار ني size نے ڪيم ما پوانو؟ اشاڪلة سي خبر پر ھے ڇھ ڪر ڪتنا اشخاص ڪام ڪرے ڇھ ، اوپار سي ڪتنو ڪائي ڇھ ، ڪتنو investment ٿيو ڇھ. ايڪ اھم نقطة سون ڇھ ڪر ڪامل understanding ڪيو اے اوے ڪر تمام وجوھات نے جمع ڪر و بعد ، تاريخ ماسي اولياء اللہ ع اسون شان سي تجارة ڪر تايہ ذڪر و ٻھي ٿئي.

اھنا بعد ڪتاب مختصر الاثار ما باب اليوع ني روشني ما ذڪر ٿئي ڪر ناھنا وپار ني سون اھميتہ ڇھ: گھنالو گو واسطے روزي نو سبب ڇھ ، innovation and creativity نے ودھاوے ڇھ ، مھو ٿا تجارة نے مدد ڪرے ڇھ ، وپار نے بڑھاو واپے ڇھ ، اسڪالا نقطة و پر گھنا بسطت سي ذڪر و ٿئي.

تر بعد وپار ما نموني ذڪر ما وپار ما نمو ڪيم ٿئي یر مولانا ھاشم ع انا ذڪر ما ايلاف ني ذڪر سي تفصيل ٿئي: وپار و دھسے جيو اے customers زيادہ اوسے ، منافع زيادہ ٿا سے ، اھنا بعد وپار ما نمو ٿا طريقتہ سي ٿئي ڇھ یر ذڪر: internal growth – وپار ما جديد products لاو ، بھتر technology نے استعمال ڪرو ، expansion ڪرو و انے بيجو external growth – وپار نے وسيع ڪرو و بيسرا وپار ما شامل ٿئي نے يا ڪر بيجا وپار نے خريدي نے جو ري ليو و

Sr No.	Glossary
1	Employees: Workforce
2	Entrepreneur: Founder
3	Stability: Consistency
4	Ethics: Morality
5	Employment: Jobs
6	Sustainability: Responsibility
7	Output: Production
8	Flexibility: Adaptability
9	Joint Venture: Collaboration
10	Acquisition: Takeover
11	Business Size: Scale
12	Revenue: Earnings
13	Market Share: Portion
14	Market Capitalization: Valuation
15	Assets: Resources
16	Acquisition: Takeover

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About HQHB & TR

We are a department formed by the 52nd Dai-al-Mutlaq Syedna Mohammed Burhanuddin RA as a part of the chain of events that took place on the auspicious occasion of His Golden Jubilee to commemorate 50 years tenure as the leader of the Dawoodi Bohra Community. We educate mumineen about Qardan Hasana and doing Business compliant with Fiqh-e-Fatemi and its benefits in the world and, thereafter, fostering economic and social growth. To summarise, AL-TIJAARAT-AL-RAABEHAH & IDAARAH HASANAAT AL-QARD AL-HASAN AL-BURHANIYAH are non-commercial, religious departments.



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