

have such tendencies as informal communication before a deal, giving attention as gifts, which could guarantee interest in cooperation. Belarusians are pragmatic and think rationally, which will be the best option from the proposed ones to bring the country to a new stage of development.

In conclusion, despite the significant differences between the two countries with different mentalities, businessmen from both Belarus and China, having common goals like creating a common business space, increasing GDP, stable economic growth and price levels, and also employment of labor resources, should try to overcome communication barriers. These can be achieved by observing and respecting cultural peculiarities of both Belarus and China.

References

1. *Andryushchenko, A.* Chinese mentality and features of business etiquette [Electronic resource] / A. Andryushchenko // ChinaLogist.ru. — Mode of access: <https://chinalogist.ru/book/articles/issledovaniya/kitayskiy-mentalitet-i-osobennosti-delo-vogo-etiketa>. — Date of access: 05.11.2022.

2. Business culture of Belarus. Etiquette [Electronic resource] // Exporters of Russia. — Mode of access: <https://www.rusexporter.ru/business-etiquette/410/>. — Date of access: 05.11.2022.

E. Krutenko

Е.В. Крутенко

БНТУ (Минск)

Научный руководитель Н.П. Буланова

FEATURES OF DOING BUSINESS ABROAD

Особенности ведения бизнеса за границей

The unstable economic situation in Belarus makes many entrepreneurs think about starting their own business in other countries. Moreover, there are all the possibilities for this, and business development is only welcome abroad. If in the Republic of Belarus its share in GDP is no more than 25 %, then in countries such as Germany, France and some others it reaches 70–80 %. Such figures indicate that it is profitable to develop your own business abroad. Moreover, it is beneficial not only to the entrepreneur, but also to the country in whose economy he invests. A new business is not only jobs for the population, but also tax payments that go to the country's budget.

The purpose of the study is to consider the features and main nuances of doing business in foreign countries. The results of the study include: a sample of current data, government programs and other conditions for doing business abroad.

The United States of America is one of the countries where the green light is open for business. Moreover, when it becomes clear that the business is profitable, you can get a residence permit (Green Card), and after five years, citizenship. The easiest way to do business in the USA is to become a franchisee. It should be taken into account that there are 4 forms of business organization in the USA:

- Private companies. You don't need a license to create them. You only need a permit from the municipality. But the owner in this case bears full financial and property responsibility.

- Limited liability companies. It is more difficult and more expensive to register such a company, but there are as many as 2 advantages: limited liability and tax exemption.

- Partnership. Partners only have to fill out a tax return for income distribution; they are exempt from paying taxes themselves.

- Corporations in which the income of the shareholders themselves and the company's profits are taxed, however, there are benefits for small corporations.

It is quite easy to organize a business in Canada if you decide to migrate to the country. There is even a special program to support emigrants.

You can open a business in the country under the following conditions: you are a good specialist and speak English or French; you have business experience and at least 300,000 dollars to start your own business; you have \$1,600,000 and are willing to invest half of the amount in the country's economy.

The forms of ownership are similar to those that operate in the United States. These are corporations, companies with common responsibility (partners) and private entrepreneurship. A big plus for starting and developing a business is a stable economy, cheap electricity tariffs, low income tax and the legal possibility of reducing it.

Brazil is a country where one of the most profitable types of business is mining. The business of planting forests is no less promising here, unlike in our country, where deforestation is more practiced. Land prices here are relatively low and it is easy to get a loan to open this type of business. It is very profitable to do business on meat. Investments in Brazilian meat, as a rule, pay off quickly. There are programs in the country aimed at attracting foreign entrepreneurs. You can start your business with \$ 50,000, and with successful business management, you can become a Brazilian citizen in four years.

So, there are preferential conditions and government programs for doing business in many foreign countries, what greatly facilitates the work.