

What challenges are small firms in Latin America facing to survive?



Relevance

Most of small firms in LATAM do not have an inventory model of the products or do not integrate the processes of purchases, operations, distributions/ sales into their product and consequently, it affects the working capital.



“Companies managed by women, in general, are more efficient than those lead by men.”

Authors:

GCLOG '17

Caio Lambert
Cecilia Salum
Karla Romero
Rosana Builes
Ximena Casteñón

Advisors:

Dr. Josué Velázquez Martínez



For more information visit:
<http://genesys.mit.edu>



The research focused on micro and small firms from eight different countries: Argentina, Bolivia, Chile, Colombia, Ecuador, Mexico, Peru and Uruguay; where a team of specialist delved into the data collection.

Approach

Findings

Family-owned companies are, in general, less efficient in terms of cost practices.

The more employees, the firm tends to be more efficient.

Business owners do not delegate and spend ~90% of the time in operative activities.

