

EXPLORING GLOBAL EXPANSION HURDLES FOR ONE PERSON COMPANIES (OPCS): A COMPREHENSIVE ANALYSIS

B. Sangeetha

Ph.D. Scholar, Saveetha School Of Law, Saveetha Institute Of Medical And Technical
Sciences (Simats), Chennai

Dr. C. Jayamala

Associate Professor And Head, Department Of Commerce, Saveetha School Of Law
Saveetha Institute Of Medical And Technical Sciences (Simats), Chennai

ABSTRACT:

In an era marked by unprecedented connectivity and fast globalisation, the characteristics of entrepreneurship have advanced dramatically. The introduction of the One Person Company (OPC) framework offers a one-of-a-kind method for solo business owners to develop and establish their services. While the OPC structure provides unique benefits such as restricted responsibility and streamlined administration, the possibility of worldwide development for OPCs presents a myriad of obstacles that require cautious evaluation. This study ventures to look into the complex landscape of global development difficulties encountered by One Person Companies, carefully assessing governing social plus market characteristics. The study was conducted by adopting an empirical research method. The present study is based on primary data which was collected through a google form using a convenient sampling method and the secondary data was collected through books, articles and online sources. The sample size is 250. The dependent variables are influencing factors for global expansion of OPCs, significant hurdles in global expansion of OPCs, beneficial resources that aids in global expansion of OPCs, significant legal hurdles for global expansion of OPCs, satisfaction level of government assistance provided to OPCs and the independent variables are age, educational qualifications and business experiences. The research tools used here are the simple bar charts and complex bar charts. The author concludes that as companies significantly desire to expand their business past residential borders, comprehending the subtleties of these obstacles is essential for both innovators and business owners, as it brightens approaches for browsing the international company landscape successfully.

KEY WORDS: Expansion hurdles, Global expansion, One Person Company, Regulatory Frameworks.

INTRODUCTION:

The introduction of One Person Company (OPC) into the legal framework is poised to nurture the corporatization of micro-businesses together with entrepreneurship streamlining the legal requirements for small business owners. By rationalising the legal requirements, OPC relieves

the concern of intricate compliances, making it possible for business owners to concentrate a lot more on business operations. Under the Companies Act, 2013, OPC integrates the advantages of sole proprietorship and company structure, requiring only lesser legal compliances. It enables an individual to develop a separate legal entity, which results in easier business operation.

Comparative analysis: One Person Company vs Other business entities

Feature	OPC	Private Limited Company	Sole Proprietorship
Number of members	1	2 to 200	1
Limited Liability	Yes	Yes	No
Legal Status	Separate Legal Entity	Separate Legal Entity	Not a separate Legal Entity
Perpetual Succession	Yes	Yes	No
Suitability	Ideal for single entrepreneurs	Suitable for businesses with higher growth and funding prospects	Best for individual operators with simple business models
Compliance & Regulatory Burden	Moderate	High	Low
Fundraising Capabilities	Limited compared to private limited	High	Limited
Taxation	Taxed as a company	Taxed as a company	Taxed at individual level

Source: Superca.in

Impact of OPC in Indian Entrepreneurship:

The idea of OPC is still in its early phases in India and it would certainly call for some more time to fully grow as well as to get completely accepted by the business world. As OPC grows, it is anticipated to become the recommended option for small business owners providing them with various benefits such as:

- Minimal documentation,
- Simplified compliance procedures,

- The flexibility to convert into other legal entities by expanding membership and amendment in the Memorandum of Association.

The One Person Company (OPC) has a promising future for small investors, risk-averse business owners, craftsmens and service providers. OPCs function as a system for these people to demonstrate their capabilities on an international range. While comparing the OPCs in Europe, USA and Australia it is safe to say that they have helped in boosting their countries' economies. In India also, the aim is to create, well structured and organised businesses with a separate legal entity. Therefore it will help the individuals to start their own businesses and it also plays an important role in nourishing the Indian economy.

Global expansion of One Person companies:

For a one-person employer (OPC), global growth gives both opportunities and challenges. It offers demanding situations that have to be handled cautiously despite the fact that it could result in new partnerships and markets. The benefits of global expansion of OPCs are recognized extensively. It permits them to reach a larger market with their goods, skills and resources, archives , create beneficial collaborations, acquire access to new talents and knowledge. Nonetheless, the limitations may be specially overpowering for OPCs. There are many challenges involved in expanding a One Person Company globally. Firstly, the limited access to resources and workforce create a challenge to these business owners' ability to explore the dynamic international markets. In order to expand a business globally, it requires a range of skills and knowledge that are typically outside the purview of sole proprietors - from regulatory compliance to cultural adaptation, as the global development is diverse in nature. Also, it is hard to establish credibility and trust in global markets without the help of a well-known brand name. Also, the challenges faced by One Person Companies expanding into unexplored areas are adversely affected by logistical complexities, language barriers, and time zone differences.

Hurdles in expansion:

The concept of global expansion of One Person companies (OPCs) can be a great milestone in order to achieve robust business expansion but at the same time these business houses have to overcome many hurdles to get a hold on the global market. One of the major challenges faced by OPCs in their business development is encountering different cultural norms and various types of business practices used in different regions. Another significant hurdle will come in the form of regulatory and legal requirements. These compliance procedures will differ from one region to another thus posing a threat for development. This is where the role of consultants should be looked up. They will help and guide in setting up the business in foreign lands and all the paperworks related to legal compliances, registrations, taxations will be taken care of by them. Limited capital and financial resources is another element which hinders the global expansion process of OPCs. For global expansion, huge financial capital, human resources and proper logistics chain is required and has to be managed efficiently which might be a difficult task for an aspiring sole entrepreneur who aims to expand their business globally. While entering the global market, it is essential to have an expertise in the global arena as it is dynamic in nature. Starting and running a global business by a one person company requires informed

decisions, managing risks, and adapting to changing market conditions. Without possessing any prior experience and adequate knowledge, there will be a hindrance in global development.

Role of technology in global expansion of OPCs:

In a competitive global market to establish a successful business is very difficult and OPCs which thrive to expand globally have to overcome many hurdles. This is where technology plays a crucial role. Modern technology aids in transcending geographical limitations which helps in the expansion process of OPCs. Using social media and digital marketing OPCs can broadcast their products to millions of potential consumers. Technology helps the OPCs to identify the market trends and consumer needs, promoting innovative endeavours. Agility is a basis for success which can be obtained using technology for robust business expansion. It empowers the business to adapt and quickly address the evolving market needs. Because of technological advancements, flexibility blooms. The use of technology has led to many substantial improvements such as simplifying task management, enabling remote works, improvement in marketing strategies and easy access to resources. By using the gig economy platforms, OPCs can attract a global client base and easily manage their business operations.

Opportunities and Strategies:

In their course of global expansion, OPCs will face many obstacles but it also offers wonderful chances for diversity and development. As we are in the 21st century, reliability can be placed on modern technologies and E-commerce platforms. With the help of these technologies, small business owners can easily break into global markets and get past any traditional barriers of market entry. For a successful business expansion, capturing the global market and reaching a large number of customers is essential. This can be achieved by utilising many affordable methods such as digital marketing and social media platforms. This concept of OPC has a clear advantage of flexibility and adaptability, it can easily sustain the harsh conditions of the dynamic markets. Collaborations and partnerships with the local manufacturers and domestic vendors can help in breaking the barriers of entry and it will also help in smooth market penetration.

OBJECTIVES:

- To analyse the important factors that influence the global expansion of One Person Companies.
- To explore the significant hurdles in One Person Companies' global expansion.
- To find out the most beneficial resource that aids in global expansion of One Person Companies.

REVIEW OF LITERATURE:

Comparing OPC procedures in Europe and Asia, **Salah Almasabi and Hasani Mohd Ali (2023)** concentrated on legal entities, incorporation techniques, and OPC conversion. The study's findings show that the OPC formations improved economic conditions all around the world. The economies of nations like China, Singapore, and the United Kingdom have grown by 3.5 percent since the development of OPCs.

Abhilasha Semwal (2020) examined the worldwide growth and development of One Person Companies (OPCs), with a particular focus on their expansion in India. This paper suggests recommendations to improve the incorporation procedures for OPCs while guaranteeing their expansion at the same time improving the regulatory procedures.

Fang Chen (2022) carried out a study to introduce and clarify the distinctions between one-person limited liability companies and other entities that are similar to each other.

Dika Putri Vindi Santika Anie (2022) has discovered the potential possibilities that can be used for fostering One Person Company or Single Limited Liability Company frameworks in Indonesia for Micro as well as Small Enterprises (MSEs). Based on the findings, there is a need to enact comprehensive regulations based on the provisions of the Job Creation Law specifically within the Limited Liability Company sector, to accelerate the realisation of MSE-focused company practices in Indonesia.

With the goal of changing the practices and procedures related to One Person Company in the nation of Nigeria, **Okara Goodtime Chimnecherem, Halliday E Chidi (2020)** adopted the doctrinal research methodology to investigate the history of companies in Nigeria, analyse the benefits and drawbacks of OPC in a society's economic system, and examine the provision of One Person Company under the CAMA 2020 in the regimens of India and Singapore. This paper found that the CAMA 2020, which establishes the current legal framework for the practice of OPC in Nigeria, only made provisions for OPC and failed to consider the possibility of OPCs continuing after the subscriber's death.

Ashwani Aman & Pooja Malhotra (2013) have aimed to highlight and elucidate the provisions stated in the Companies Bill 2012. This article has attempted to compare the concept of One person Company in China with India.

Bhavna P. Patel (2016) has attempted to examine the concept and emerging trends in business in the form of One Person Company. This paper also analyses the total number of OPCs registered in India till date. While exploring the concept of the One Person Company (OPC) and its limited liability aspect, Zeana Ghanim Abdijabar (2018) further clarified that an OPC is a corporate entity whose proprietor possesses ultimate responsibility for the company's liability within the company's capital; in this regard, the concept of "fiscal allocation" is readily apparent, separating the company's liability from the proprietor's financial assets.

Aditi Vinzanekar (2018) has carried out a detailed study on the concepts of One Person Company and did a critical analysis on the advantages and disadvantages of a One Person Company, from both economical and legal perspectives.

Adv. Neha Yati (2015) has examined the emergence of OPCs in India and critically demonstrated the ambiguities and the shortcomings in the One Person Company concept. The

author concludes the study with a balanced view that the introduction of OPCs will ultimately benefit small and medium entrepreneurs in India.

Sudipta Chakraborty and Soumendra Laha (2018) attempted to comprehend the concept of a One Person Company in India in accordance with the Indian Companies Act, 2013 and evaluated the benefits and drawbacks of OPCs. They came to the conclusion that, given that India is still in its infant stage, appropriate steps must be taken to provide it with a more comprehensive structure.

Wahid, Warafun Binte (2023) have examined how foreign direct investment can be drawn in by using One Person Companies. The author started by analysing the One Person Company's concept and its characteristics. The author concluded it by exploring the potential ways to attract FDI into a country and how it can be employed in OPCs; even though it's difficult to do so, still there are many possibilities.

Vipan Kumar (2016) has dealt with the One Person Companies' legal framework and various issues arising out of it. The author concluded the study by providing some recommendations to make the structure of OPCs more efficient and effective.

Dr. P. Govindan (2018) has attempted to find the impact of One Person Company (OPCs) which has been registered within the Indian territory also suggested that the existing policies which was implemented by the Central Government, state governments, RBI, Promotions (DIPP) and Ministry of corporate and Department of Industrial Policy should revamp the same and new effective policies and regulations must be implemented.

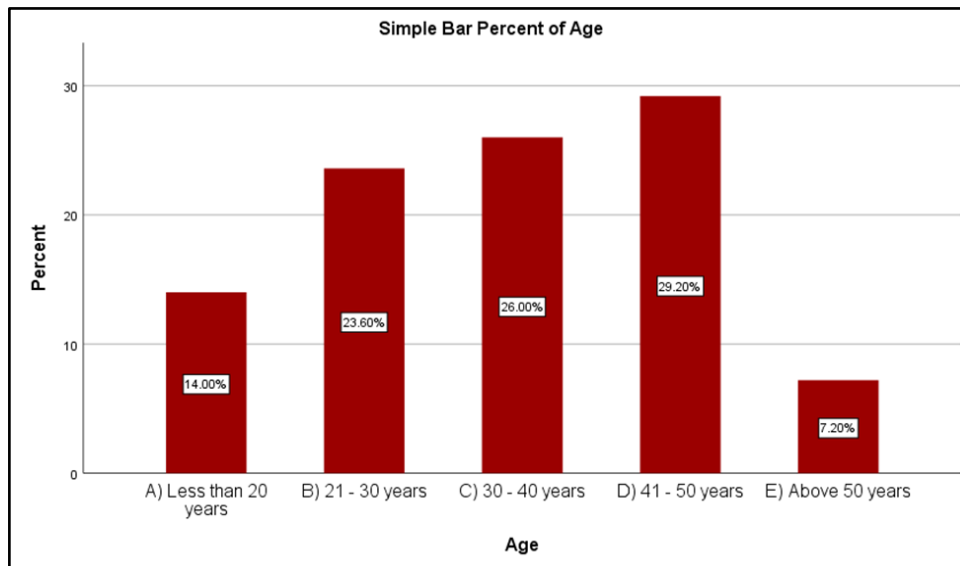
Dr.Madhu Sudan Dash (2015) has elucidated that by providing the status of company to the One Person Company it will not only help them in venturing into a new horizons but also help them to access certain facilities like loans from banks, providing a legal protection for their entity and also enabling them to enter as a separate entity into the market.

METHODOLOGY:

The study was conducted by adopting an empirical research method. The present study is based on primary data which was collected through a google form using a convenient sampling method and the secondary data was collected through books, articles and online sources. The sample size is 250. The dependent variables are influencing factors for global expansion of OPCs, significant hurdles in global expansion of OPCs, beneficial resources that aids in global expansion of OPCs, significant legal hurdles for global expansion of OPCs, satisfaction level of government assistance provided to OPCs and the independent variables are age, educational qualifications and business experiences. The research tools used here are the simple bar charts and complex bar charts.

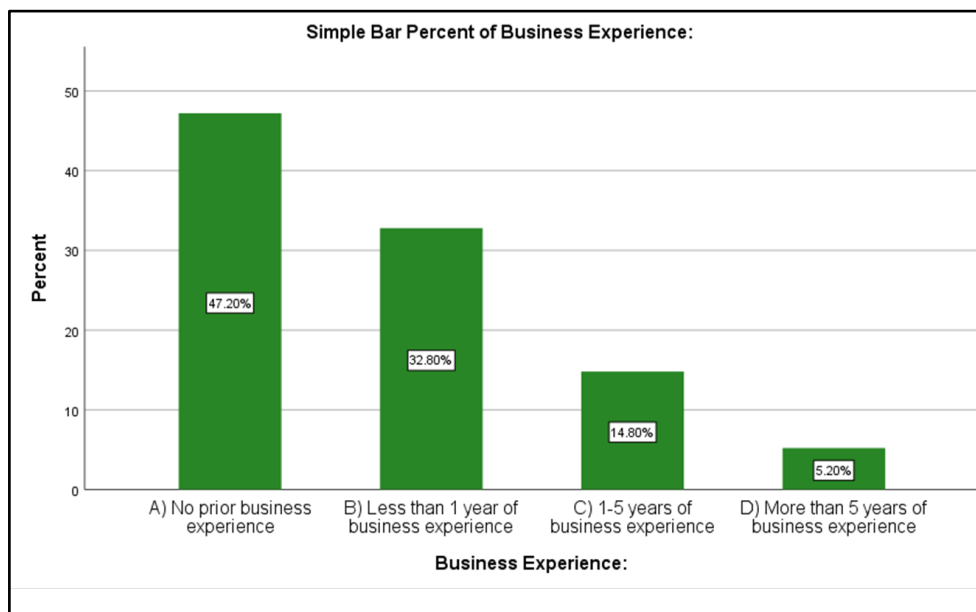
ANALYSIS:

FIGURE 1



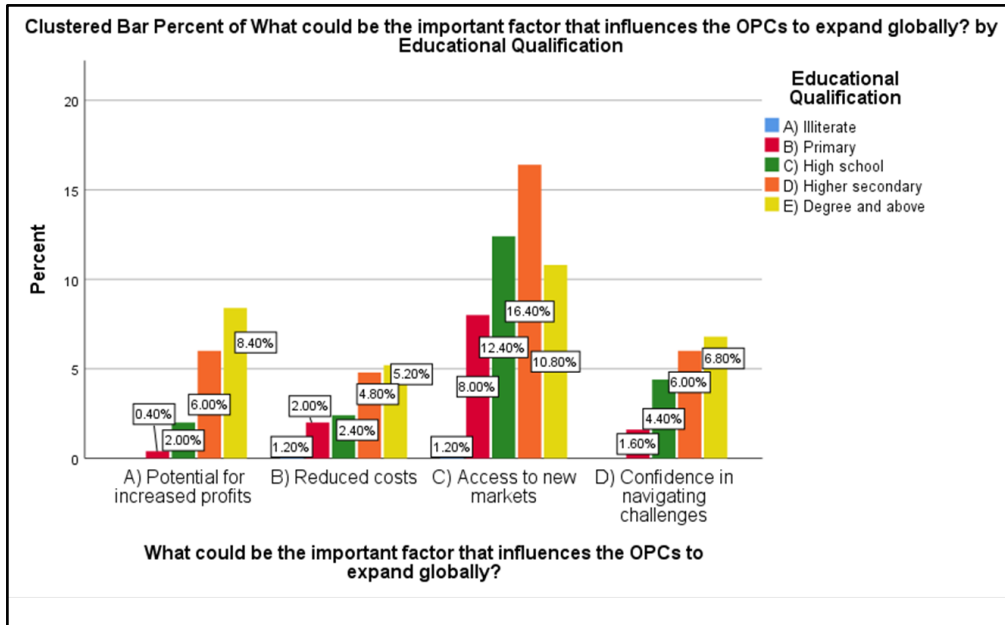
LEGEND: Figure 1, shows the age distribution of the survey respondent.

FIGURE 2



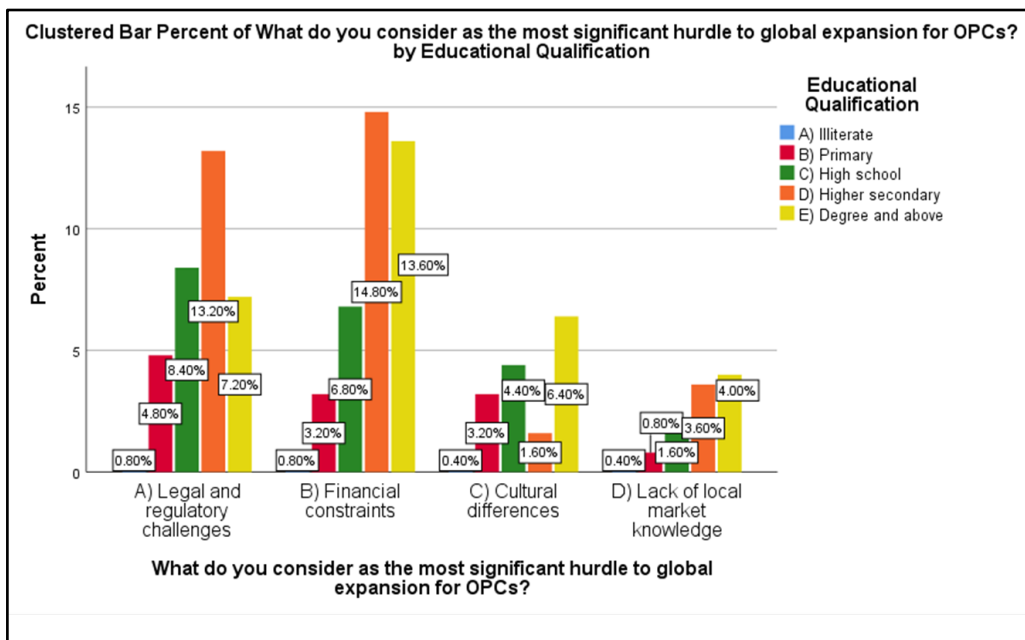
LEGEND: Figure 2, shows the business experience of the survey respondents.

FIGURE 3



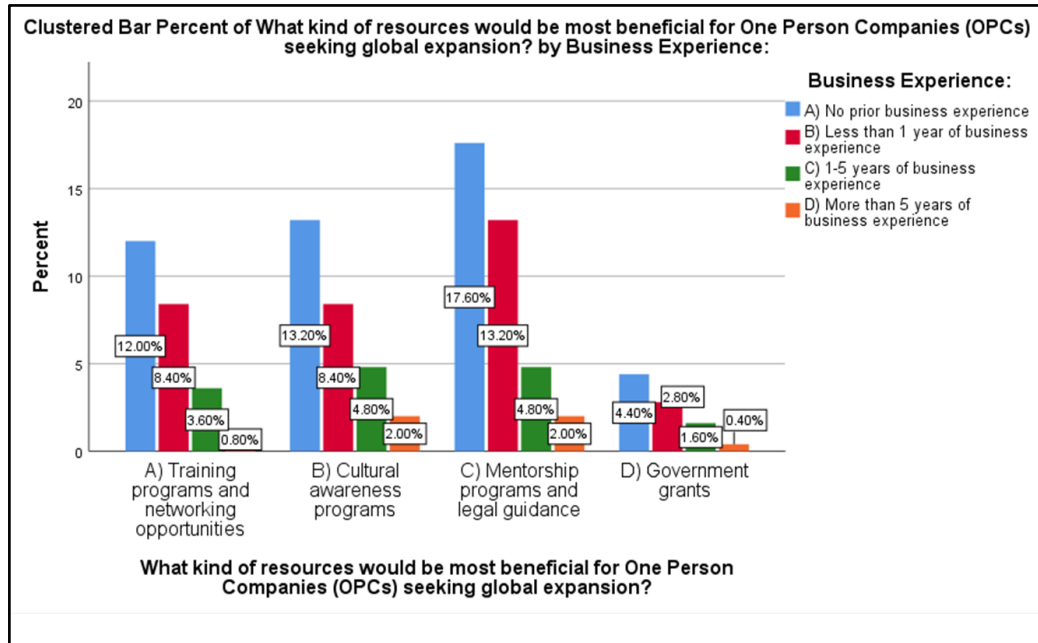
LEGEND: Figure 3, shows the opinion of survey respondents on the important factors that influence the OPCs to expand globally.

FIGURE 4



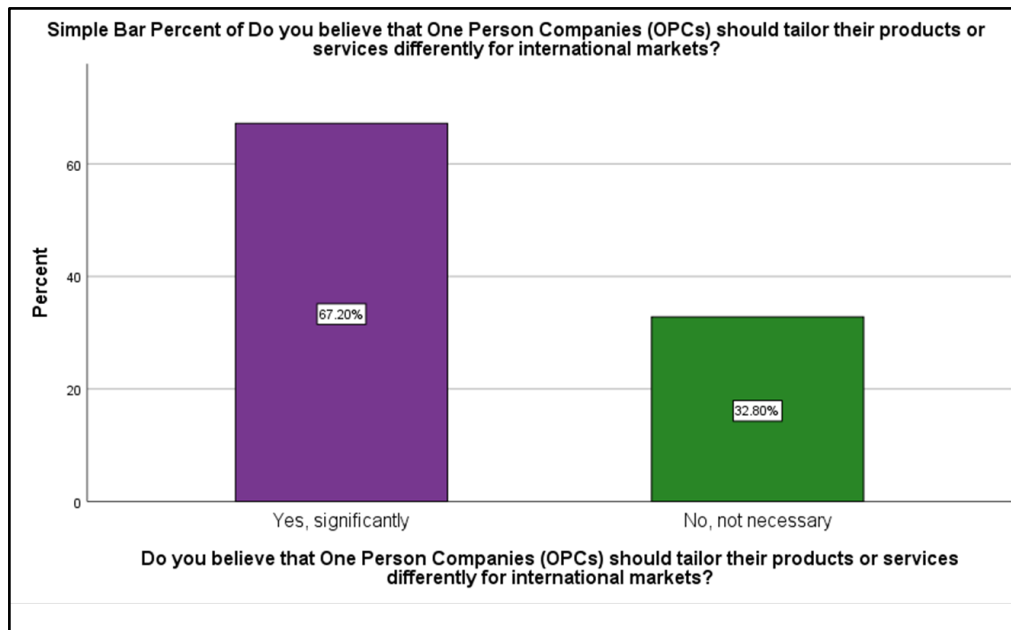
LEGEND: Figure 4, shows the opinion of survey respondents on the most significant hurdles for One Person Companies' global expansion.

FIGURE 5



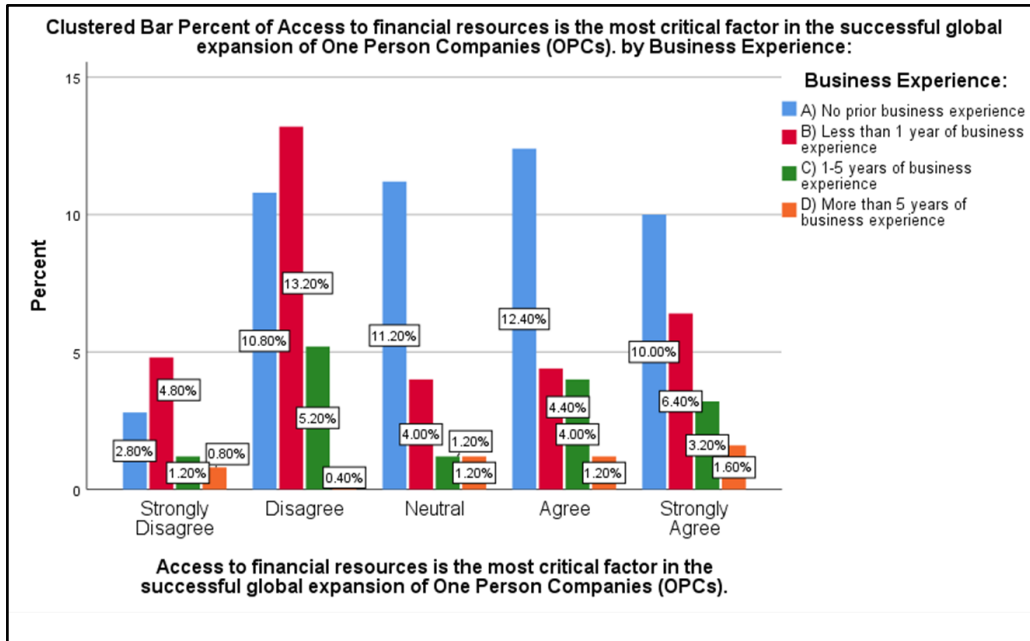
LEGEND: Figure 5, shows the opinion of survey respondents on the kinds of resources which are most beneficial for One Person Companies (OPCs) seeking global expansion.

FIGURE 6



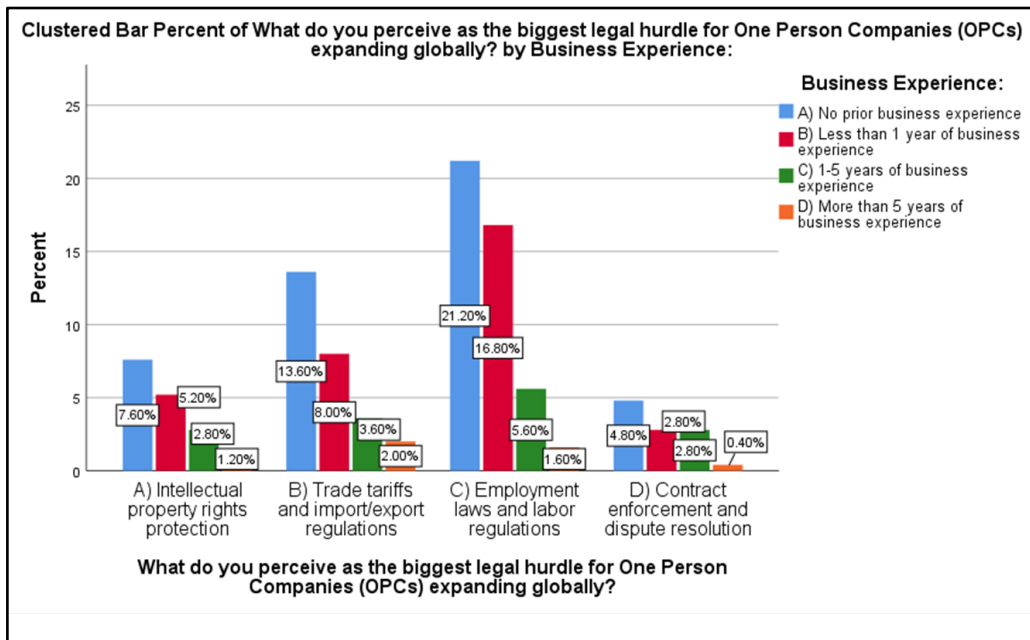
LEGEND: Figure 6, shows the opinion of survey respondents on whether One Person Companies should tailor their products or services differently for international markets or not.

FIGURE 7



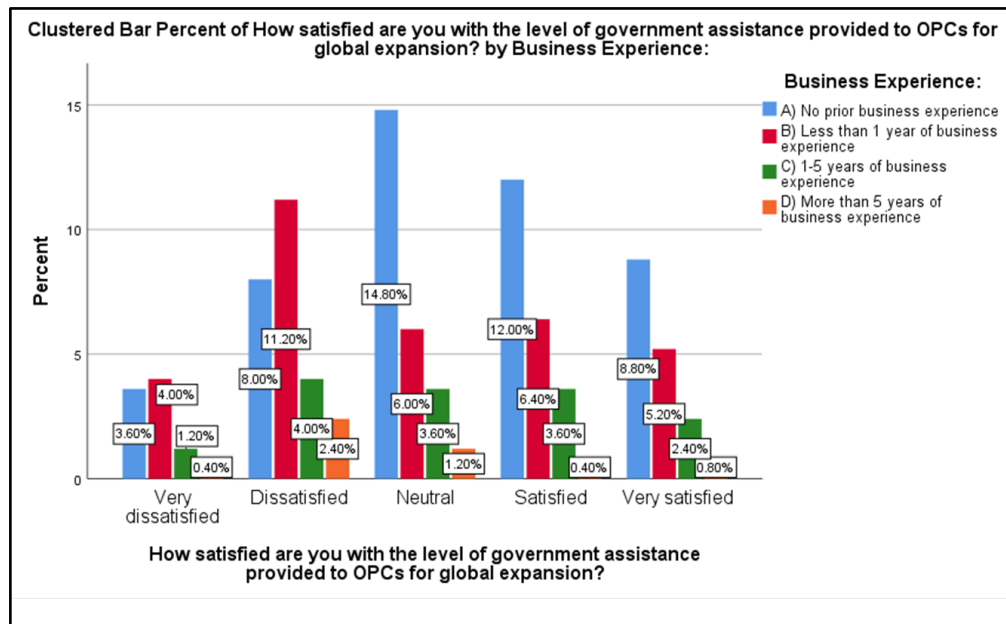
LEGEND: Figure 7, shows the opinion of survey respondents on whether access to financial resources is the most critical factor in the successful global expansion of One Person Companies (OPCs) or not.

FIGURE 8



LEGEND: Figure 8, shows the opinion of survey respondents on the biggest legal hurdle for One Person Companies (OPCs) expanding globally.

FIGURE 9



LEGEND: Figure 9, shows the satisfaction level of the survey respondents regarding the government assistance provided to OPCs for global expansion.

RESULT:

Figure 1 reveals that most of the respondents (29.20%) of the study belong to the age group of 41-50 years followed by respondents (26%) belonging to the age group of 30-40 years. **Figure 2** reveals that most of the respondents (47.20%) of the study have no prior business experience followed by respondents having less than 1 year of prior business experience. In **figure 3**, most of the respondents (16.40%) whose educational qualification is higher secondary schooling felt that access to new markets is a major factor that influences OPCs to expand globally. Next to that 6.80% of respondents with a degree felt that confidence in navigating challenges is a major factor that influences OPCs to expand globally. In **figure 4**, most of the respondents (14.80%) whose educational qualification is higher secondary schooling felt that financial constraints as the most significant hurdles for One Person Companies' global expansion. Next to that respondents (13.20%) whose educational qualification is higher secondary schooling felt that legal and regulatory challenges as the most significant hurdles for One Person Companies' global expansion. In **figure 5**, most of the respondents (17.60%) with no prior business experience felt that mentorship programs and legal guidance as the most beneficial resource for One Person Companies (OPCs) seeking global expansion. Next to that respondents (13.20%) with no prior business experience felt that cultural awareness programs as the most beneficial resource for One Person Companies (OPCs) seeking global expansion. In **figure 6**, most of the respondents (67.20%) believe that One Person Companies should tailor their products or services differently for international markets or not. In **figure 7**, most of the respondents (13.20%) with less than 1 year of business experience disagreed that access to financial resources is the most critical factor in the successful global expansion of One Person Companies (OPCs) or not. Next to that respondents (12.40%) with no prior business experience

agreed that access to financial resources is the most critical factor in the successful global expansion of One Person Companies (OPCs) or not. In **figure 8**, most of the respondents (21.20%) with less than 1 year of business experience felt that employment laws and labour regulations are the biggest hurdle for expanding OPCs globally. Next to that respondents (21.20%) with less than 1 year of business experience felt that trade tariffs and import regulation are the biggest hurdle for expanding OPCs globally. In **figure 9**, most of the respondents (14.80%) with no prior business experience remained neutral for the question on how satisfied they were with the government assistance provided to OPCs for global expansion. Next to that respondents (12%) with no prior business were satisfied with the government assistance provided to OPCs for global expansion.

DISCUSSION:

The findings from **figure 3** depicts that accessibility to new markets is a substantial element for OPCs to expand around the world amongst respondents with higher secondary schooling suggests an understanding of the significance of market diversity for business development. This group most likely identifies the possibility for increased revenue together with opportunities that include entering into the new markets. On the other hand, respondents with a degree, highlights confidence in navigating new challenges indicates a recognition of the complexities and also unpredictabilities in global expansion. This group might value the ability to adapt coupled with problem-solving in unfamiliar environments which is important for success in international business ventures. In general these findings highlight the multifaceted nature of decision-making in international business expansion. The **figure 4** shows that the respondents with higher secondary schooling level of education perceived economic constraints as the significant hurdle when it comes to expansion of One Person Companies (OPCs) at a global level. The economic capacity of the business needs to be higher in order to expand the business at a global level. With limited access to funds it becomes difficult to expand the business globally. The need for more funds arises as there is a need to raise the standard of the business to match with the global standards. When a business is expanded globally the cost of production and over all expenditure increases to meet the requirements. So in order to successfully expand an OPC globally we need to have sufficient resources. Accessing economic resources remains a practical challenge for the company so this might have led the respondents to think of economic constraints as a significant hurdle when it comes to expansion of One Person Companies (OPCs) at a global level.

The **figure 4** shows that the respondents with higher secondary schooling level of education perceived economic constraints as the significant hurdle when it comes to expansion of One Person Companies (OPCs) at a global level. The economic capacity of the business needs to be higher in order to expand the business at a global level. With limited access to funds it becomes difficult to expand the business globally. The need for more funds arises as there is a need to raise the standard of the business to match with the global standards. When a business is expanded globally the cost of production and over all expenditure increases to meet the requirements. So in order to successfully expand an OPC globally we need to have sufficient resources. Accessing economic resources remains a practical challenge for the company so this

might have led the respondents to think of economic constraints as a significant hurdle when it comes to expansion of One Person Companies (OPCs) at a global level.

In **figure 5**, amongst the respondents with no previous business experience, mentorship programs and legal guidance are perceived to be beneficial in expanding One Person Companies (OPCs) globally. This could be because the respondents with no previous experience in business will find mentorship programs useful for their development. These mentorship programs help them to run their business more efficiently and will also help them in successful global expansion. Legal guidance is one of the most required assistance needed for any business to grow. The business has to make sure that the legal requirements are fulfilled and that their business is legally recognized. So in order to expand the business globally and comply with the international legal requirements these businesses need guidance. So that could be the reason why the respondents with no previous business experience perceived mentorship programs and legal guidance to be beneficial in expanding One Person Companies (OPCs) globally.

In **figure 6**, most of the respondents believe that One Person Companies should tailor their products or services differently for international markets. This could be because the international market has consumers who come from diverse backgrounds. The international market has a mix of diverse cultures and economies. To deliver a product in the international market it is important to ensure that the product is able to fit in the market. So in order to accommodate diverse cultures, preferences and regulatory standards it is important to tailor the products and services accordingly. This can also be seen as an adaptive approach to make a successful global expansion of the business.

In **figure 7**, most of the respondents with less than 1 year of business experience disagreed that access to financial resources is the most critical factor in the successful global expansion of One Person Companies (OPCs). This could be because of the limited experience of the respondents in the business field. Since these respondents do not have much experience with business they might not know the importance of financial resources. These respondents might focus on innovation and market study over the financial resources. While it is understood that the global expansion of OPCs depends on various other factors, the significance of financial resources cannot be denied.

In **figure 8**, most of the respondents with less than 1 year of business experience felt that employment laws and labour regulations are the biggest hurdle for expanding OPCs globally. This might be because the legal regulations at the global front are different from the ones at the national level. So in order to expand the One Person Company (OPCs) globally one must ensure that all the legal requirements and regulations are complied, without which it would be difficult to run the business smoothly at the international level. So respondents with less than 1 year of business experience would have faced difficulties in understanding the international legal framework and procedures which would have made them feel that employment laws and labour regulations as the biggest hurdle for expanding OPCs globally.

The findings from **figure 9** depicts that most of the respondents with no prior business experience remained neutral for the question on how satisfied they were with the government assistance provided to OPCs for global expansion. This could be because these respondents might not have sufficient knowledge about the governmental assistance provided to one person companies. Since these respondents have no prior experience in business, they will not have enough information about the governmental support provided to the OPCs so without much information they would have resorted to being neutral to the question. The neutrality in answering the question might also be due to any personal experience with governmental support. So with no prior experience in business they would have been uncertain with the role of government assistance for the global expansion OPCs.

LIMITATIONS:

While this research paper intends to provide an in - depth analysis of the obstacles faced by One Person Companies (OPCs) in their global development initiatives it is necessary to keep in mind that the specific obstacles and governing landscapes might differ significantly throughout different nations and regions. This study may not cover every possible challenge faced by OPCs in their global expansion due to the complexity and diversity of legal and regulatory frameworks, cultural differences and market characteristics. Also the availability and reliability of data on OPCs' global expansion are limited, the depth of analysis in some areas may be restricted.

SUGGESTIONS:

The author suggests that in order to successfully establish a global level business expansion it is important to rely on meticulous planning, dynamic risk management and constant innovation. And to capture a global market, it is necessary to study and analyse various market structures and draw detailed marketing research in order to attract target audience and as well as researching local demands, competitors and regulatory requirements would be helpful. Developing a strong business strategy which involves clear goals, marketing techniques and resource allocation strategy is very vital for the journey of global expansion of OPCs. Moreover it is advisable to build a good partnership network with mentors, industry peers and legal advisors who can provide valuable insights for the business development. While navigating through global currents, it is vital to have a strong mindset in order to face the unpredictabilities and difficulties arising out of such global ventures.

CONCLUSION:

Based on the analysis, it can be concluded that the global expansion of One Person Companies (OPCs) encompasses both challenges and opportunities. Through this comprehensive analysis, the author has identified many significant hurdles faced by OPCs in their journey of global expansion. These challenges include legal and regulatory complexities, cultural differences, language barriers, along with limited resources. For a One Person Company to have a successful global expansion, strategic planning is important. Even though OPCs have

considerable difficulties in the global expansion there exists a golden opportunity considering the characteristics of the One Person company. Their dexterity, versatility, as well as the ability to adapt quickly to changing market conditions allow them to overcome the challenges better than any other larger corporations. Many resources which were not accessible to the OPCs are now easily accessible - thanks to the growing technologies and innovations. Through the use of the technology, OPCs can boost their business performances globally. The idea of global expansion of OPCs will enable the small business owners to explore the international markets and to experience the global market cycles. OPCs can mutually benefit by collaborating with local manufacturers and vendors and by strategically analysing the global market and considering the taste and preferences of the consumers, OPCs can break any traditional barriers of entry and capture the global markets with ease. From the above analysis, it can be concluded that even though the global expansion prospects of OPCs possess significant challenges it also holds key opportunities for the growth and development of OPCs in the overseas market. By adopting strategic approach and proactive measures, OPCs can position themselves for sustainable expansion and thrive in an increasingly interconnected and competitive global economy.

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