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15. Resolution No. 163 of the Plenum of the Supreme Economic Court of the Republic of Uzbekistan dated 15.06.2007 "On some issues of application of civil legislation on property liability for non-fulfillment or improper fulfillment of obligations".

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EXPORT POTENTIAL OF SMALL ENTERPRISES

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Abstract:

Objective. The most important directions of the economic policy of each country at the present stage are the development of exports, increasing the competitiveness of domestic products in the foreign market. It is precisely in conditions of fierce competition and external restrictions that the export potential should be activated, primarily due to the most mobile component of the economy – small and medium-sized businesses. To achieve these objectives, it is necessary to stimulate and involve successful and competitive enterprises (especially those with innovative and high-tech products/services) in the field of foreign economic activity, to promote the realization of their export potential, to improve the qualifications and knowledge of their employees in the field of foreign economic activity.

Methods. The development and strengthening of the country's export potential is one of the priorities of the state's economic policy. This fact is confirmed by the research of many leading domestic and foreign specialists. Thus, the staff of the Higher School of Economics conducted a study, the results of which indicate that the export orientation of the company's activities has a positive effect on profitability and the level of innovation activity. In addition, research shows that the development of export potential is one of the most important factors of economic growth.

Results. Conclusions are drawn that export-oriented companies have the potential to conduct foreign economic activity, but it is not fully used. Proposals were made to increase it by developing a long-term program for developing the competitiveness of export-oriented small enterprises.

Conclusion. Promising areas of work in the field of support for export-oriented enterprises in the near future should also be: – creation and development on the basis of the existing infrastructure of the field of services, in which there is an objective need on the part of small and medium-sized businesses; - formation of a structural unit responsible for carrying out a unified policy in the field of development and revitalization of export-oriented enterprises of the region. The main ones are financial support and assistance in attracting investments. Another area of state support for SMEs is the liberalization of tax policy. The implementation of these measures will increase the competitiveness of export-oriented SMEs, which will contribute to the development of small and medium-sized businesses, as well as the economy of the region as a whole.

Keywords: Export, perspective, potential, small business, profitability, criteria, improvement, economy.

Introduction. The most important directions of the economic policy of each country at the present stage are the development of exports, increasing the competitiveness of domestic products in the foreign market. It is precisely in conditions of fierce competition and external restrictions that the export

potential should be activated, primarily due to the most mobile component of the economy – small and medium-sized businesses. To achieve these objectives, it is necessary to stimulate and involve successful and competitive enterprises (especially those with innovative and high-tech products/services) in the field of foreign economic activity, to promote the realization of their export potential, to improve the qualifications and knowledge of their employees in the field of foreign economic activity. Thus, increasing the volume of exports of products is a priority of economic development at both the national and regional levels. Conclusions are drawn that export-oriented companies have the potential to conduct foreign economic activity, but it is not fully used. Proposals were made to increase it by developing a long-term program for developing the competitiveness of export-oriented small enterprises.

The development and strengthening of the country's export potential is one of the priorities of the state's economic policy. This fact is confirmed by the research of many leading domestic and foreign specialists. Thus, the staff of the Higher School of Economics conducted a study, the results of which indicate that the export orientation of the company's activities has a positive effect on profitability and the level of innovation activity. In addition, research shows that the development of export potential is one of the most important factors of economic growth. Increasing the export potential of small businesses is becoming a really important task today, since small enterprises are more flexible and adapted to market conditions, have a flexible management system, but do not have the financial, economic and production capacity as large ones.

Small business is one of the reserves for increasing exports, since MB entities

are able to react more quickly to changes in the conditions of functioning in the market, including the international one. There are different approaches to defining the category of "export potential". By export potential, we will understand the potential ability, the ability of a given country to export its existing or manufactured resources, products. Modern methods of assessing export potential are based on various methods. They can be classified on the basis of the assessment parameters used, dividing them into substantive (include an assessment of the elements of export potential or selected factors) and comparative (allow you to assess the export potential by comparing the products or results of the company's activities with the products or results of the activities of a competing party). A system of criteria has been formed that can be used in carrying out economic and mathematical calculations of the level of development of export potential (Table 1).

At the first stage of the export potential assessment, a questionnaire survey is conducted, during which the responses received are collected and analyzed according to the eight characteristics outlined above. Evaluation of these criteria on the basis of information from state statistics bodies is impossible due to the absence of the above indicators. Respondents assign values from 0 to 5 to these indicators. At the second stage, experts place the weight of each of the criteria. According to experts, the most important criteria indicating the presence of the export potential of enterprises are the following: – a high level of production resources of the enterprise; – a high proportion of products certified for compliance with international standards in the total output of the enterprise; – a high level of information support of the enterprise, etc.

Table 1.

Export potential criteria

No	Criteria	Indicators that characterize this criterion
1.	State of production resources	1. Production capacity 2. Quality management system 3. Contacts with reliable suppliers 4. Condition of production equipment
2.	Logistics	1. Knowledge of customs operations 2. Knowledge of international trade rules 3. Reliability and efficiency of subcontractors 4. Conformity of product packaging quality to international standards
3.	State of financial resources	1. Working capital 2. Credit support 3. Protection against the risk of non-payment by customers 4. Protection against currency risks
4.	Quality of information resources	1. Compliance of the website with the norms of the export market 2. Protection of intellectual property and information rights 3. Formation of a database of suppliers and customers 4. Customer Feedback 5. Adaptation of product information to the requirements of the foreign market
5.	The state of human resources	1. Knowledge of foreign languages 2. Experience of employees in the field of export 3. Availability of management personnel to conduct export activities
6.	Organization of the marketing system	1. Analysis of competitors' activities in the international market 2. Advertising campaigns 3. Participation in international exhibitions and seminars
7.	The share of exports in the total volume of sales of the company's products	
8.	The specific weight of products certified in accordance with international standards in the total output of the enterprise	

Based on the assessment carried out at the third stage of the study, the value of those criteria that include several indicators is calculated by finding the arithmetic mean:

$$I_n = (\sum_{i=1}^N J_i) / N$$

where: I_n - is the value of the criterion;
 J_i - is the number of points set by respondents for the i -th provider; N - is the number of indicators characterizing the criterion.

Then the indices of the export potential of small and medium-sized businesses are determined. The values of the obtained indices will allow forming a rating assessment of the export potential of SMEs (Table 2). Thus, the presented rating system allows ranking export-oriented small and medium-sized enterprises by the level of their export potential and, as a result, developing measures to support export-oriented small and medium-sized enterprises.

Table.2.

Rank assessment of the export potential of MB subjects

Group 1 (low level of export potential). Index value from 0 to 2	Group 2 (average level of export potential). Index value from 2 to 3	Group 3 (high level of export potential). Index value from 3 to 5
Do not have the capacity to conduct foreign economic activity	Opportunities for conducting foreign economic activity are limited.	They have favorable conditions and opportunities for conducting foreign economic activity.

Due to the industry-specific level, the export potential of small businesses manifests itself in different ways. This applies to both qualitative and quantitative aspects of the activity. In this sense, the level of export potential of small enterprises in the region by field of activity is an important part of the study, which allows us to get a complete and more reliable picture of the actual situation. In accordance with the results obtained, a reasonable and expedient state policy can be developed to support small and medium-sized enterprises, taking into account the most efficient allocation of limited resources (not all SMEs can be supported, but first of all vulnerable industries that are more exposed to negative factors than others).

One of the effective tools for increasing export potential is production cooperation (subcontracting), which is attractive to business representatives with the following opportunities: lower production costs from a subcontractor; a temporary shortage of production capacity at a large firm with an overloaded portfolio of its orders; the presence of so-called

marginal batches of products (either the order volume is not large enough for a large firm, or it is necessary production of highly specialized types of products), etc. Promising areas of work in the field of support for export-oriented enterprises in the near future should also be: – creation and development on the basis of the existing infrastructure of the field of services, in which there is an objective need on the part of small and medium-sized businesses; - formation of a structural unit responsible for carrying out a unified policy in the field of development and revitalization of export-oriented enterprises of the region.

The main ones are financial support and assistance in attracting investments. Another area of state support for SMEs is the liberalization of tax policy. The implementation of these measures will increase the competitiveness of export-oriented SMEs, which will contribute to the development of small and medium-sized businesses, as well as the economy of the region as a whole.

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FUNDAMENTALS OF ECONOMIC SECURITY IN SMALL BUSINESS ACTIVITIES

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Abstract:

Objective. The development of small business and private entrepreneurship in the country is considered a strategic task of the state's economic policy. One of the main goals of developing economic relations in a market economy is to ensure the economic security of the country and business entities in the development of small business and entrepreneurship

Methods. . In this article author used descriptive analysis based on ground theory with various point of views. As for the data collected secondary source in qualitative forms. Main outcomes distributed in forms of graph and figures.

Results. Studies show that financial security is a key component of the country's economic security, which includes "ensuring the development of the financial system, financial relations and economic processes, financial stability of socio-economic and socio-economic development, maintaining the integrity and unity of the financial system."

Conclusion. Small business and private entrepreneurship are considered to be independent entities that carry out their activities in conditions of uncertainty and risk, risking their goals in the use of property, possession, provision of services, sale of goods. In this regard, it is important to identify the risk factors and threats affecting small business and private entrepreneurship, to ensure their economic security through their assessment.

Keywords: small business, private entrepreneurship, economic relations, market economy, economic security.

Introduction. The development of small business and private entrepreneurship in the country is considered a strategic task of the state's economic policy. One of the main goals of developing economic relations in a market economy is to ensure the economic security of the country and business entities in the development of small business and entrepreneurship.

Economic security is an economic category. Because it represents a state in which sustainable economic growth is ensured, social needs are optimally met, rational management is implemented, and economic interests are protected at the national and international levels.

Economic security is an important component of national security and is the

material basis of national security. Economic security as an economic category began to emerge from the times when statehood was formed and society realized its interests.

Small businesses and private entrepreneurship are among those that operate in conditions of uncertainty and risk. Entrepreneurial activity is considered to be an independent object that carries out its goals at risk in the use of property, provision of services, profit from the sale of goods.

In this context, given the conditions of uncertainty and risk, issues such as identifying risk factors and threats affecting small business and private entrepreneurship, ensuring their economic

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