

Classification of Income as an Account Object in Trading Enterprises

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Abstract: This article presents the items of income in trading enterprises and their various combinations, as well as the possibilities of displaying the results of trading enterprises. Accounting and descriptions of income from further financial and economic activities are explained.

Keywords: Trading enterprises, income, profit, income from main and non-main activities, information supply of income.

Enter. In the conditions of the market economy, it is natural for trade enterprises, like all enterprises, to seek maximum profit from their activities. But ensuring this in a free economy and healthy competition is a very difficult task as well as a very important one. Because the fulfillment of such a task requires the provision of trade services in accordance with market requirements, the optimal determination of the quantity, assortment and methods of sale of goods.

For this, it is required that business enterprises conduct their activities in the most modern way possible. In accordance with this, today many commercial enterprises are operating not only in trading activities, but also in production, financial activities, property leasing, investment activities and other types of activities that are not prohibited by law.

The classification of the income of trading enterprises directly results from the characteristics of the activities of these enterprises. Therefore, before classifying income, let's dwell on the organizational and economic basis of trade enterprises and their activities.

"In addition to being a source of profit, trade has long been considered a means of spreading culture and enlightenment among the countries of the world. Trade activity is a special activity and also represents a special branch of the economy.

Trade as an activity is a type of entrepreneurship carried out by legal entities and individuals. Since they are participants in the process of buying and selling goods, they are the link between the production sector and the consumption sector. Therefore, products created without trade do not reach their consumers and their reproduction cannot be carried out.

From the opinions of our scientists mentioned above, it can be concluded that trade reflects the economic relations in the process of exchange, the activity of trade enterprises, the name of a particular industry, and performs a very important function of delivering goods to their consumers.

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Research methodology. In the conditions of the market economy, the social forms and organizational-economic classification of trade have fundamentally changed. During the period of the former union, the republic had state trade, cooperative trade and collective farm market, but now due to changes in property relations and the decentralization process, state trade has been completely privatized, and its share in the total circulation of goods has been reduced to 1%. Similarly, cooperative trade was privatized, its share is around 9%. The FARM HOUSEHOLD market has completely disappeared, instead of which farmers' markets have been formed. A completely new form of trade, that is, private trade, was created, thus the proprietary forms of trade were completely renewed, and the non-state sector was formed.

Trade enterprises are mainly engaged in buying and selling goods. The basis of their economic activity is commodity operations. Merchandise operations mean economic operations of trade enterprises related to the purchase of goods and their sale. So, commodity operations include the processes from receiving goods to handing them over to the next buyer (another trading company or the final consumer).

The activity of commercial enterprises can be divided into three stages:

- stage of purchase of goods;
- stage of storage of goods;
- implementation stage.

Analysis and results. The stage of purchasing goods includes such operations as receiving, loading and transporting goods from supplier enterprises, making settlements with suppliers, intermediaries and transport enterprises, fulfilling customs conditions for imported goods.

In the second stage of trade activity - storage, goods are delivered to warehouses, sorted, if necessary, processed, packed, and other necessary actions related to storage are performed.

The third stage of sales activity is the most important stage, at this stage goods are advertised, contracts are made with buyers, goods are loaded and sent, and settlements are made with buyers.

Trade is divided into wholesale and retail according to the form of accounting and book used in the sale of goods.

Another important theoretical issue of the analysis of the income of commercial enterprises is the classification of income. Classification of income means dividing it into types according to their specific characteristics, determining the composition of income belonging to each type.

In some literature, it is emphasized that their income is obtained from the sale of goods and non-realization activities. Although the authors of these books do not count exactly what is included in unrealized income, they include all other income in unrealized income, except for the sale of purchased goods, which is the result of the main activity of trading enterprises.

In the educational manual "Economics Trading", the gross income of trading enterprises is divided into income from the main activity, unrealized income and other income. In this tutorial, the income from the sale of goods is considered as income from the main activity, and unrealized income, such as collected fines, penalties, neustoyka, surplus of goods and the occurrence of previously written off receivables. All incomes not listed are included in the other income group.

Conclusions and suggestions. In conclusion, in the article, we have analyzed the need to improve the national standards and adapt them to international standards in order to create simplifications in the organization of income accounting and reporting and the recognition of incomes and attract investors, and the following suggestions have been made.

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- Depending on the composition of income and expenses, it can be complex, consisting of one element (materials, wages, etc.) of one type (single-element) and consisting of several elements (general production costs, period costs, etc.)
- Including synthetic accounts for each type of income in the plan of working accounts;
- Adjustment of accounts and reports to the requirements of international standards;

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