

## Theoretical issues of development of export production of small and medium business enterprises

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**Abstract:** This article develops scientific proposals for the development of export-oriented products through the development of small and medium-sized enterprises in the country's economy.

**Key words:** innovation, small and medium business, structural changes, optimal use, GDP, mobile, compact enterprises, business, entrepreneurship, consulting centers, export, information system.

### Introduction

In today's era of globalization of the world economy, the development of a market economy is to accelerate the activities of small and medium-sized businesses, the organization of production to meet the needs of a large part of the population. The implementation of profound structural changes and structural reforms in the economy, one of the key factors in ensuring sustainable economic growth is the development of small and medium-sized businesses in the country. According to statistics, 81.4% of the employed population in the People's Republic of China, the share of small business is 54.3% of gross domestic product (GDP), and 70.8% of the employed population in Japan, the share of small business is 67% of GDP. 0%, and in the United States, 50.6% of the employed population, and the share of small business is 53.1% of GDP [6].

The development of small and medium-sized businesses will create additional jobs, optimal use of local raw materials, and expand the consumer sector. Through the prosperity of small and medium-sized businesses in many developed countries, the sector is characterized by a large share in the total

structure of enterprises, forming the bulk of GDP. Initially, these enterprises meet the requirements of the domestic market, study the needs of the population, determine the volume of production depending on periodic changes. And in accordance with the requirements of modern business, this area is one of the key factors.

### Main part

Since 1996, when the tasks of the second stage of economic reforms in the Republic of Uzbekistan were being addressed, the economy of the republic began to pay more attention to the development of industry and agriculture, as well as the processing of agricultural products. In recent years, in a number of developing countries on the basis of a modern market economy, there is a process of implementation of many of the previous tasks performed by giant enterprises by mobile, ie compact, small enterprises. It is for these reasons that the number of large industrial enterprises is declining and the number of small enterprises is growing rapidly. This process is the basis for the dynamic, dynamic, innovative growth of the market economy, the organization and development of small business and private entrepreneurship, which is rapidly adapting to market demand and its changes.

At present, the country pays great attention to the development of small business and private entrepreneurship. This is of great importance in the transition to a market economy. At the same time, first of all, it is necessary to understand the essence of the content of this field. Business is an English word that means an entrepreneurial activity, or in other words, an entrepreneurial activity aimed at benefiting people. In general, business is the activity of trust in the system of market relations of people. The word "business" is a widely used concept internationally and is almost indistinguishable from the concept of "entrepreneurship". A business is a profitable economic activity, any activity aimed at making a profit or for personal gain. There are so many definitions of business in the foreign literature, the whole history of the development of humanity, society has always been associated with business in one way or another. Businessman (entrepreneur) - The word first appeared in the British economy and meant "property owner". In particular, Adam Smith describes an entrepreneur as the owner of a property and emphasizes that he is a person who takes economic risks in order to implement a commercial idea in order to make a profit. The entrepreneur plans his business, organizes production, sells the product and manages the income. So, business is not about making money from nothing, but about organizing complex production or service.

## Results and discussion

Improving the living standards of the population, increasing real incomes and providing employment through the development of small business and private entrepreneurship is one of the priorities today. Therefore, favorable conditions are being created in our country for the development of entrepreneurship, and this work is yielding positive results. After all, these achievements are the result of serious attention paid to the development of small business and private entrepreneurship in our country.

In this regard, the signing of the Resolution of the President of Uzbekistan Sh. Mirziyoyev "On additional measures to improve the mechanisms of providing public services to businesses" [1] proves the importance of this sector in the further development of the country's economy. Such attention should, of course, increase the responsibility of small business and private enterprise managers in relation to their activities, including ensuring the access and competitiveness of their products to the world market, exploring foreign markets and finding foreign partners, participating in international tenders, as well as , increase their knowledge on how to perform tasks such as concluding export contracts. It is obvious that special attention should be paid to small business and private entrepreneurship in the regions of the country, as noted above, and the realization that this process requires initiative to create new innovations, and on this basis to achieve economic development. It will be possible for small businesses to complement the process of economic reform with a wide range of aspects, as well as to recognize it as one of the important factors in the transition period. Comparing the diversity and breadth of today's consumer market, the fact that the counters are filled with a variety of consumer goods, shows that small businesses play an important role in the economy.

Along with many opportunities, small businesses in Uzbekistan face a number of challenges:

- ✚ Minority and disproportionate share of small businesses and private enterprises engaged in production across the country;
- ✚ Many small businesses and private enterprises are engaged in trade and services;
- ✚ Saturation of domestic markets at the expense of imported products rather than national goods;
- ✚ Lack of information system for preliminary analysis of market demand in small and private enterprises established and operating;

✚ low service of consulting centers in the system of territorial management for small business and private entrepreneurs, etc.

If we look at small enterprises by type of activity, the largest share of enterprises currently operating in the country falls on small enterprises engaged in trade and catering and services. It should be noted that the majority of small businesses and private enterprises engaged in production, firstly, the inability to timely supply raw materials for production, secondly, the existence of a number of problems in the tax system and the proper organization of bank loans. The main thing is to show product sales issues. In this regard, it is necessary to take into account that the process of organizing production takes a long time compared to trade and services.

Since the end of the twentieth century, inter-enterprise relations have been formed under the influence of significant changes in the world economy. Increasing the volume of exports is one of the main tasks of small and medium-sized businesses, the main focus in the creation of export-oriented products will be to focus on the localization of products. "Export" is Latin for "exporto", which means "take away" [2], and many commercial operations are understood as the process of smuggling products across borders and selling them to foreign partners.

<b>Domestic market</b>	<b>Proper export</b>	<b>Curve export</b>	<b>Joint exports</b>
	Company A	Company A Company S	Company A Company D
<b>Foreign market</b>	Company V	Company V	Company V

*Figure 1. Types of exports*

Exports play a key role in the activities of small and medium-sized businesses, and the exports of many enterprises fall into the category of direct (independent) exports. International agreements require finding foreign buyers in terms of trade, developing export departments with the help of specific

specialists, linking them to international trade, regulating customs documents, insurance and convenient international transport operations. This increases the volume of exports through companies. In the world practice, exports are mainly carried out by large companies, while export operations carried out by small and medium-sized enterprises are difficult. There are many problems with exports in this area, which indicates the passivity of exports.

## Conclusions

As a result of scientific, theoretical and practical research on the development of small and medium enterprises in the development of the country's economy, the following conclusions were reached.

1. As a result of studying the literature and regulations on the subject, improved definitions of the concepts of "small and medium business", "export" were developed.
2. Development of a system of indicators for socio-economic assessment of the status of small and medium-sized enterprises. creates.

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