

**IMPROVING PEDAGOGICAL TECHNOLOGIES FOR PREPARING YOUNG STUDENTS FOR SMALL BUSINESS**

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*Article history:*

*Received: 1<sup>st</sup> December., 2021*

*Accepted: 6<sup>th</sup> October., 2021*

*Published: 7<sup>th</sup> December., 2021*

**Abstract:** *To determine the influence of exogenous (external), endogenous (internal) factors on business education by preparing students for entrepreneurship in this area of pedagogy, increasing their economic knowledge and financial literacy; - to define and classify the concepts of "small business", "business", "entrepreneurship", to define the basic concepts of preparing students for small business and private entrepreneurship - to determine the pedagogical and psychological characteristics of increasing students' interest in business and entrepreneurship; generalization of effective teaching experience in this area, development of a didactic model on its basis; - to substantiate the need for cooperation between educational institutions and families, youth organizations, as well as experienced entrepreneurs in preparing students for doing business, to develop recommendations and proposals for identifying promising areas; - improvement of the mechanism for organizing interactive lessons based on problem solving, research, analysis of hypothetical situations, business games, development of a business training program to prepare students for entrepreneurship based on educational projects.*

**Keywords:** *"small business", "business", "entrepreneurship".*

**1. INTRODUCTION**

Each period in the history of mankind is distinguished by its socio-economic processes. Especially in the current conditions of globalization, rapid reforms are needed to further improve the lives and well-being of people. In this regard, the establishment of entrepreneurial activity, the introduction of business education is becoming a requirement of the time. This, in turn, requires scientific research, and the preparation of proposals for their solution is an urgent task facing the social and humanitarian sciences, especially pedagogical.

In this regard, the issue of business education of the population, especially students, is under close scrutiny in all countries of the world. In particular, Junior Achievement Inc. developed and implemented a special program to prepare students for entrepreneurship and help them choose an independent business. Many private schools in Japan have developed educational programs to teach students the basics of business and entrepreneurial practice.

<b>1</b>	ISSN 2277-3630 (online), Published by International journal of Social Sciences & Interdisciplinary Research., under Volume: 10 Issue: 12 in December-2021 <a href="https://www.gejournal.net/index.php/IJSSIR">https://www.gejournal.net/index.php/IJSSIR</a>
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In recent years, effective work has been carried out in Uzbekistan to attract young people to business. In order to implement the Decree of the President of the Republic of Uzbekistan dated June 27, 2018 No. PF-5466, the Resolution of the Cabinet of Ministers of the Republic of Uzbekistan "On the State Program" Youth is our future "was adopted in accordance with the Regulation" On the procedure for providing concessional loans and leasing services. " guarantees for loans from commercial banks, youth entrepreneurship entities (under 18 years old), business entities, the founders of which are 50 percent and more young people.

On February 27, 2020, President Mirziyoyev held a special video conference on the topic "Poverty reduction is not an increase in the size of monthly or pension, massive loans." Speaking about the tasks in this direction, he, first of all, pointed out the need to educate the population, especially young people, improve their financial literacy, and awaken a sense of entrepreneurship in people. "There are about 1.4 million women and young people in our country who are not officially employed," she said. Unemployment is 13 percent among women and 15 percent among young people. Therefore, in the election programs of the head of our state Sh.M. Mirziyoyev "New Uzbekistan is a society and a humane state in which human dignity is a priority", the professional training of every citizen (youth), their use in the profession and entrepreneurship will double in the future.

## 2. THE DEGREE OF STUDY OF THE TOPIC.

Legal, economic, psychological and pedagogical aspects of the formation and development of business skills among students, pedagogical mechanisms of cooperation between family and school, entrepreneurial training of students, teaching independent thinking, preparation for independent life B. Ganiev, K. Muftaydinov, M. Artykova, N. Murodova , D. Rakhmatullaeva, A. Khudoikulov, Z. Khudoyberdiev, G. Shodieva, Sh. Kuvondikov, O. Gayitov, R. Khakimov are presented in scientific research, monographs and textbooks within the framework of their research.

Scientists from the Commonwealth of Independent States (CIS) E. Arnautova, A. Bartenov, V. Grebnova, A. Karpov, E. Klimova, I. Kondratenko, E. Manchuk, A. Miller, M. Nikulaeva, V. Petrishchev, S. The studies of Savinova, A. Shilkina, A. Shukayeva, Ebraimi Tagizadeks Khosro Moradali also describe the pedagogical mechanisms of economic socialization of students, the formation of behavioral norms of business activity among minors.

The studies of foreign scientists A. Gibb, M. John, R. Craiter, R. Sarah, S. Moskovizi, M. Rokich, J. Say, H. Davis are also devoted to the problems of organizing business education.

## 3. THE MAIN PART

It also provides feedback on promising areas of training those who are knocking for entrepreneurship.

In order to demonstrate the results of the formation of entrepreneurial orientation among students, students of grades 9-11 of secondary schools were involved in the experiment. In particular, pupils of school No. 41 in Fergana, school No. 5 in Margilan, schools No. 9, No. 21 in Andijan, schools No. 29, No. 35 in Kokand and No. 11, No. 15, No. 77, No. 81 of Namangan city.

2	ISSN 2277-3630 (online), Published by International journal of Social Sciences & Interdisciplinary Research., under Volume: 10 Issue: 12 in December-2021 <a href="https://www.gejournal.net/index.php/IJSSIR">https://www.gejournal.net/index.php/IJSSIR</a>
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To determine the results of the "business coaching", "training seminar", "master classes" and to determine the readiness of students for business, questions were developed and a survey was conducted. The analysis of the survey looks like this:

Experimental and control classes with practically the same educational (training) preparation were selected for the experimental work among 9-11 grades of the indicated general education schools. As a result, 550 respondents-students for the experimental groups and 360 for the control classes were selected and involved in the experimental process. ...

The purpose of the experimental work is to determine the effectiveness of didactic materials provided on the basis of technologies used to prepare students for entrepreneurship.

The experimental work was carried out in 3 stages. At the first, research and clarification, stage, psychological, pedagogical, methodological literature on preparing young people for doing business was studied and analyzed.

Also, the situation with the organization and conduct of the educational process for the development of entrepreneurial skills of students in grades 9-11 was studied and its importance in the educational process was revealed. It was clarified that the organization and conduct of the educational process is a scientific, methodological and organizational problem.

Also, in cooperation with non-governmental organizations and youth organizations of Uzbekistan, on the basis of the integration of strategic, tactical and operational coaching with cooperative training, training seminars and trainings were held to improve the coaching technology of business training of students.

Of course, meetings with the aforementioned entrepreneurs were also organized, master classes were organized within the framework of cooperation between the school, family and mahalla.

At the final stage, the effectiveness of preparing students for entrepreneurship was clarified according to the following criteria:

- 1) a positive attitude towards entrepreneurship;
- 2) awareness of the need for effective entrepreneurship;
- 3) professional potential;
- 4) self-assessment, creation of ideas and their evaluation;
- 5) initiative, independence, frugality, perseverance;
- 6) analytical thinking,
- 7) make decisions responsibly,
- 8) consistency and persistence, riskiness.

The analysis of the results at the initial and subsequent stages of the experiment is presented in the following table.

For example, to the question "You have a lot of money and you have two options to use it. What are you going to do?" 75% of 284 students from schools No. 41 in Fergana and No. 5 in Margilan, as well as 77% of 287 students from schools No. 15, 77 in Kokand answered that they would like to open private companies and do business.

To the question "What profession would you like to pursue in your area after graduation or in your free time while studying at school?" 55% of 284 students from schools No. 41 in Fergana,

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No. 5 in Margilan, as well as 61% of 287 students in schools No. 15, No. 77 in Kokand answered that they want to be a businessman or are already doing business.

Also, 45 and 39 percent of them said that they are engaged in folk crafts.

To the question: "Why do you want to do business or entrepreneurship?" -

55% indicated the option "entrepreneurship is becoming a prestigious profession", and 45% - the option "to improve the financial situation of the family."

From the responses received, it became clear that the students have a growing desire to master this profession, since entrepreneurship is becoming a prestigious profession in society, and they also have a growing desire to contribute to improving the financial situation of the family with the help of entrepreneurship.

Also to the question: "Why do you want to do a craft?" 51% of 315 students or respondents answered the question, 15% of them - "Craft is the profession of our parents", 10% - "I have a talent for this profession", 17% - "Mastering a craft guarantees stability in life", 6% - "My parents want it."

These figures indicate that when preparing students for entrepreneurial activity, students show a relatively high interest in national crafts (carpentry, sewing, baking, etc.), professions that the local population has been engaged in since ancient times, in particular their parents.

The study analyzes the results of meetings, seminars, trainings, live conversations in conversations with entrepreneurs, arousing interest in entrepreneurship, the relative growth of students' activity in this area, the decision to start work in this direction in the future.

In addition, with the help of the leaders of local organizations of the Union of Youth of Schools in Namangan and Margilan, an online survey was conducted among students-leaders of schools in order to determine the level of preparation for business of students in schools of these cities and the following results were obtained:

$$K_{yc\delta} = (\bar{y} - \Delta_y) : (\bar{x} + \Delta_x) = 2,421 : 2,32 = 1,043$$

$$K_{\delta\delta\delta} = (\bar{y} - \Delta_y) - (\bar{x} - \Delta_x) = 2,421 - 2,20 = 0,221$$

This means that the criterion for assessing the effectiveness of training is more than one, and the criterion for assessing the level of knowledge is greater than the criterion zero. This suggests that the indicators after the experiment are higher than before the experiment.

From the above comparative mathematical analysis, it is clear that there is a definite upward trend in the preparation of high school students for entrepreneurship.

The Concept for the Development of the Public Education System until 2030 defines the most promising tasks of the initiative put forward earlier by the President, in terms of employment of school graduates and their involvement in entrepreneurial activities.

In particular, it was approved by a presidential decree. The program poses topical issues of creating vocational training centers in schools, together with business entities, expanding the opportunities for vocational training of students in grades 10-11, including the development of social

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skills and competencies, the implementation of modern methods and directions of extracurricular learning to ensure employment of students in an innovative environment. economy.

In this regard, it should be noted that "Road maps" have been developed in order to implement the five initiatives put forward by the President, including measures aimed at preparing students for entrepreneurial activity.

On the basis of this map, in educational and production complexes organized in schools for students in grades 10-11, it is planned to increase the number of girls attending the "sewing" direction in 2021 to 41%, in 2025 to 43%, by 2030 - up to 48% (of the total) and the number of students-girls attending in the areas of "cooking", "confectionery" in 2021 by 7.2%, in 2025 by 10%, by 2030 by 13.5% (relative total number).

Of course, such an urgent task cannot be solved only by the school collective on its own, it is necessary to establish joint activities with the family, representatives of the mahala and experienced entrepreneurs.

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