

The role of retail trade in increasing the standard of living of the population

Gulnora Shadieva

Professor of Samarkand Institute of Economics and service., Uzbekistan

Togayeva Dilnoza Azamatovna

Master of Samarkand Institute of Economics and service., Uzbekistan

Sultonov Beknazar Abdukhalilovich

Assistant of Samarkand branch of TSUE., Uzbekistan

Abstract: *In this article, the reforms carried out in the spheres of production and services are an important factor in ensuring employment, increasing the level of income and stagnation of the population.*

At present, seminars and training courses on the professional development of information technologies and advanced trade technologies of business entities engaged in trade in our country will lead to the solution to this issue¹.

Key words: *Trade, retail, small business, profit, income, entrepreneurship, service.*

Structural changes in the economy of the Republic of Uzbekistan, and reforms carried out in the spheres of production and service are important factors in ensuring employment of the population, and increasing the income and quality of life of our people.

"We have every reason to say that as we analyze today the consistent progress of our country in the path of sustainable development, we have taken stringent steps to implement important principal reforms last year.

The main goal of these reforms is to ensure a decent standard of living and quality of life for the population"².

Increasing the level and quality of the stay of the population of our country, their demands and needs for material and intangible benefits are fully met. Naturally, there is a special role in trading in this important matter.

Trade is a separate sphere that provides the life of the population, with the participation of which the goods produced are recognized by consumers, and consumer demand is enhanced by the supply of goods. It will also create real economic opportunities to trade in the return for the repeat

¹ In this regard, special business seminars (Forta Business Education) in Uzbek language are organized for trade employees in the regions of our country.

² Mirziyoyev Sh.M. Critical analysis, strict discipline and personal responsibility should be the Daily rule of the activities of each leader. - T.: "Uzbekistan" NMIU, 2017, Page 6.

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production process. Any producer must ensure that the economic entity sells the products it produces, otherwise, it can face a crisis. Commercial enterprises create conditions for manufacturers to cover their costs and receive appropriate income.

1-Table

The volume of retail trade services to the population in Uzbekistan³

Indicators	Unit of measurement	Years		The ratio of 2020 year to 2019 year, in percentage
		2019 year	2020 year	
Retail trade turnover by the Republic	billion sum	188608.5	194 843,5	103.2
Per capita	billion sum	5582	5691.8	101.3
Retail trade turnover in Samarkand region	billion sum	15346.6	16561.6	107.3
Per capita	billion sum	4011.4	4231.4	105.2

Table 1 shows that from the 2020 year to 2019, the turnover of retail trade in the country increased by 3.2 percent, while in the Samarkand region is increased by 7.3 percent. Retail trade turnover per capita increased by 1.3 percent in the period under study, and by 5.2 percent in the Samarkand region. In both cases, these indicators are slightly higher in the Samarkand region than in the Republic. This situation, in our opinion, occurred under the influence of several factors. In particular, this can be explained by the relatively high incomes of the population living in the Samarkand region, as well as the presence of tokens in the retail trade network that can satisfy the needs of consumers.

Special emphasis is placed on the ultimate result of socio-economic reforms carried out in our country – the creation of all conditions for comfortable life together with increasing their Real income by ensuring employment, further raising the living conditions of the population.

Effective trading is a fine art. It requires an entrepreneur to have theoretical knowledge and practical experience. Here, intuition or common sense itself is not enough. It is necessary to have in-depth and comprehensive knowledge of the consumer market from the point of view of trade activity from the point of view of saturation with the goods and the entrepreneur who wants to remain a fan in this area, in a competitive environment.

³ Trade in Uzbekistan. - T: State Statistics Office of the Republic of Uzbekistan, 2020, 220 and 225 bets.

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At present, the organization of seminars and training courses on the qualification development of information technologies and advanced trade technologies of business entities engaged in trade in our country is one of the practical works on the solution of this issue⁴.

It should be noted that the continuous increase in the knowledge of trade employees in the field of services is influenced by the competitive environment in the network. The competition encourages trade employees to continuously increase their knowledge. It should be noted that you can not win in the competition, it should be said that the timely introduction of achievements in the field of Science and technology requires a high level of specialists. Failure to do these things will inevitably lead to wealth in a competitive struggle. It is known that the main sphere of competition is the market because in it the interests of free economic entities collide.

The share of State retail enterprises in the turnover of retail trade in our country was 0.2 percent in 2013 and 0.1 percent in 2016. This means that the share of State retail enterprises in the country's retail turnover decreased by 0,1 percent.

2-Table

Distribution of retail trade turnover on forms of ownership of economic entities in the trade sphere of the Republic of Uzbekistan⁵

(at current prices, billion. sum)

Years	Total	Including on forms of ownership		
		public	non-public	private
2019 year	46863,0	83,8	46779,2	32842,4
2020 year	88071,6	111,5	87960,1	66286,2

In our opinion, it is desirable to increase the number of retail enterprises belonging to the state property in the future and increase their share in the total retail turnover. Because, now, as a result of the stratification of the population, families in need of social protection are emerging. In order to financially support such families, it will be necessary to open shops selling goods (including children's clothing) in the assortment, which is limited in places. This corresponds to the principle of maintaining a strong social policy, taking into account the demographic composition of the population in Uzbekistan.

The significant share of enterprises belonging to the state in the turnover of retail trade enterprises, as well as the increase in the number of enterprises belonging to the state property in the structure of retail trade enterprises, is an important factor in the formation of a competitive environment in the industry. We believe that this is in the interest of a wide range of consumers.

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⁴ In this regard, special business seminars (Forta Business Education) in Uzbek language are organized for trade employees in the regions of our country.

⁵ Trade in Uzbekistan. - T: State Statistics Office of the Republic of Uzbekistan, 2017, 26 page.

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