

**CLASSIFICATION OF FACTORS AFFECTING THE DEVELOPMENT OF
SMALL BUSINESS AND PRIVATE ENTREPRENEURSHIP**

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Abstract: The process of forming a small business in the Republic of Uzbekistan and its regions is of great importance today. Finally, in the conditions of unstable economic relations and crisis economy, in general, small business is one of the means of solving many socio-economic problems. This, in turn, has been confirmed in the context of the Covid-19 pandemic, which has suddenly appeared all over the world. The analysis shows that small business and private entrepreneurship contribute to the weakening of monopolistic tendencies in the national economy by developing intra-industry competition.

Keywords: A special role of small business is to support and develop certain sectors of the industry, including trade, service and catering.

Since the state focused on large-scale production during the command economy, these sectors were extremely poorly developed. Deformation of the network structure of the national economy can be eliminated in many ways through effective small private entrepreneurship. However, despite all the positive developments, small businesses face many obstacles.

Property relations prevailing in the society affect the socio-political system, economic development, formation of interests of different social strata. They form the economic system of the country and the network of institutions that ensure its activity. The concepts of "business" and "entrepreneurship" are synonymous. Entrepreneurship is considered as an innovative, risk-based activity of individuals aimed at creating wealth, the purpose of which is to make a profit. Accordingly, an entrepreneur should be a strong-willed, enthusiastic, creative, goal-oriented, ambitious and persistent leader, able to organize his own business, attract other people to its implementation, and effectively combine various resources.

In carrying out the research, the criteria specified in the Law of the Republic of Uzbekistan "On Amendments and Additions to the Law of the Republic of Uzbekistan "On Guarantees of Freedom of Entrepreneurial Activity" are used. The use of two indicators of this document - the number of employees and the amount of annual income - is quite sufficient for practical purposes. In our opinion, it is not necessary to distinguish the number of employees by industry, because it is very difficult to objectively assess the optimal size of small business entities in different sectors of the economy. A single universal criterion significantly simplifies the characteristics of small enterprises.

The role of small business in the Republic of Uzbekistan largely depends on the country's economic model. The republic's individual and collective values are compatible with a multi-party political governance system and a market economy with limited state intervention. This, in turn, means that the model of the Republic of Uzbekistan is primarily evolutionary, based on the political, economic, climatic, historical, cultural features of the country's development, and in no case will it be a copy of another model. In our opinion, it is appropriate to make calculations in order to know the exact number of small business entities necessary for the competitive development of the local economy.

INTERNATIONAL SCIENTIFIC AND PRACTICE CONFERENCE ON " INTERNATIONAL EXPERIENCE IN INCREASING THE EFFECTIVENESS OF DISTANCE EDUCATION: PROBLEMS AND SOLUTIONS" SPECIAL ISSUE., 27 th July., 2022., France ., Joint Conference IJSSIR

For the development of the country's economy, it is more important to focus the attention of the State on the implementation of fundamental economic changes. As a result of this tactic, a number of small business entities that are optimal for the effective functioning of the national economy will appear in the Republic of Uzbekistan in the early periods of independence. The center of gravity of entrepreneurial activity gradually began to shift to the small business sector, which was reflected in a significant increase in the number of small business entities, increasing their impact on national income, employment and competition.

The number of small business entities in the country is increasing every year. Small enterprises in the Republic of Uzbekistan are private, collective, state (partnership) and mixed ownership forms, and the share of small business entities is increasing in almost all sectors of the economy, except for trade, catering and logistics. Small business entities are established in sectors where capital quickly pays off and does not require large material costs and investments for business operation, and many small business entities engage in several activities at the same time.

Currently, there is a very uneven distribution of small business entities by region in the Republic of Uzbekistan. It is determined by various regional conditions, in particular, economic potential, resource provision, specialization of regions, level of investment activity, state of market infrastructure, relations between state bodies and business structures. These regional characteristics should be taken into account when developing state support measures.

When comparing the data on the development of local small business with other countries, it should be noted that in 2021, the share of small business in the GDP in our country was 54.9%, for comparison, the share of small and medium business in the GDP of developed countries was 50-60%. It can be seen that this figure is equal to 51% in Poland, 53% in Germany, 60% in Finland, and 63% in the Netherlands.

Small business entities face various macroeconomic and microeconomic obstacles in their activities. The first group includes: the instability of the tax policy. Today, the tax system of our country has a certain influence on the development of entrepreneurship. According to our calculations, more than 80 percent of the income of small business entities is withdrawn in the form of various taxes and fees. The modern tax system does not allow enterprises to invest, and also creates the most favorable conditions for their departure to the shadow sector of the economy. Business activity cannot fully develop due to the absence or imperfection of laws regulating it.

There are administrative obstacles in the development of small business entities, a large number of laws, regulatory documents, instructions confuse entrepreneurs, they spend a lot of time studying changes in legislation and forcing them to implement them in their activities. Limited domestic demand and strong competition in the domestic market. A massive rise in unemployment, wage and pension arrears, and falling incomes due to inflation and interest rate hikes. This, in turn, causes small businesses to lose the main consumers of their products.

The weakness of the mechanism of financing and crediting the activities of small business entities, high interest rates and insufficient information and consulting services, and the imperfect system of training and retraining of personnel for entrepreneurship are delaying the development of this sector. In addition, low investment activity and instability in small business entities discourages entrepreneurs from investing. Most small businesses do not have the funds to invest, because loans are very expensive and short-term, and most of the profits go to taxes.

In addition, despite the large number of infrastructure facilities, their role in the development of small businesses is still very small. Effective cooperation and exchange of information between

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various organizations supporting small business entities and small business entities has not yet been established. The high cost of credit resources and limited state financial resources significantly limit the possibilities of the deputy. This, in turn, forces small businesses to move from having to rely mainly on their own funds and capital from individuals to the underground economy.

As a result, small businesses are increasingly using contract-free practices to minimize taxation, as well as moving their operations to cash. Often, small business entities are forced participants of the underground economy, where tax pressure is carried out by the state bureaucracy and others.

The trends of small business development are directly affected by the negative dynamics of the main macroeconomic indicators. A constant decrease in GDP leads to a decrease in the state's internal financial resources, working capital of economic entities, and a decrease in the purchasing power of the country's population. Small business opportunities in the market are in some cases significantly limited by the high share of barter in turnover.

Underdeveloped leasing and franchising significantly narrows the scope of business financing. Due to the high cost of leasing payments, small businesses cannot afford to rent the equipment they need. Therefore, it is necessary to create conditions for the emergence and formation of leasing companies, as well as to encourage banks and other financial institutions to participate in leasing relations. Among the microeconomic factors that have the greatest impact on the development of small business, we can highlight the following: time; ownership; financial capabilities of the enterprise; types of products produced, quality and demand for it; the chosen strategy of the enterprise, its organizational structure; personnel policy; access to commercial information; management skills to manage business professionally; the level of compliance of customers with terms of contracts and payment discipline. In the unstable economic situation, local small business entities need the timely implementation of the adopted programs, laws, and decisions.

In the development of reforms, small business entities that perform the most important socio-economic tasks, such as ensuring the balance of demand and supply in the market of goods and services, have a special place. In addition, small business entities provide an opportunity to create additional jobs, stimulate the economic initiative of market participants, rationally use resource potential, and solve many economic, social and economic problems. Small business in the Republic of Uzbekistan actually has its own characteristics. In the conditions of structural changes of the market, certain conditions are necessary for the formation of effective entrepreneurship, and economic, social and legal factors can be included as the main ones.

Economic conditions are primarily made up of the supply of goods and their demand, consumption and purchasing power of the population, excess or lack of jobs, and labor force. It should be noted that the task of providing economic conditions for small business is assigned to many organizations that make up the market infrastructure. Such organizations include: banks, exchanges, insurance companies, leasing companies, consulting firms, regional employment centers, etc.

Equally important are the social conditions of the formation and development of a small business, which determine the attitude of a person to the workplace, which in turn affects his attitude to wages and working conditions offered by the business. An entrepreneur should enjoy business. It participates in solving social issues related to the health of its employees, maintaining jobs, and developing the socio-economic sphere. Training of personnel, retraining in general, training of entrepreneurs plays an important role in the formation of entrepreneurship.

INTERNATIONAL SCIENTIFIC AND PRACTICE CONFERENCE ON " INTERNATIONAL EXPERIENCE IN INCREASING THE EFFECTIVENESS OF DISTANCE EDUCATION: PROBLEMS AND SOLUTIONS" SPECIAL ISSUE., 27 th July., 2022., France ., Joint Conference IJSSIR

Any business activity is carried out in an appropriate legal environment. Therefore, it is important to create the necessary legal conditions. This is, first of all, the existence of laws that regulate business activity and create the most favorable conditions for its development. Legal norms: include a simplified and accelerated procedure for establishment and state registration of enterprises, protection of entrepreneurs from state bureaucracy, improvement of tax legislation in the direction of promoting effective business activity.

When justifying the economic mechanism of entrepreneurship development, it should be considered as a process of personal or systematic self-renewal and self-organization through the life and embodiment of all spheres of activity and forms of property. In this process, individuals and organizations interact with the micro and macro environment in which they operate interact within the dynamic balance of economic and social interests, but entrepreneurship is an important source of economic development and economic reproduction.

In developed countries, small business is the basis of the market infrastructure, which mainly determines the rate of economic growth and the quality of the gross national product. A well-developed small business can compensate for the contradictions between public administration and self-development of the market. The small business sector also plays an important role in the mechanism of socio-economic reproduction. Its presence in all types of economic activity, without exception, indicates the presence of businessmen with promising projects in this field.

It should be noted that more than half of the most important inventions of the 20th century were made by independent inventors or small firms. The most vivid example of the role of small business in scientific and technical discoveries was the creation of a personal computer by two talented and enterprising engineers - Steve Wozniak and Steve Jobs. Based on it, Apple has become one of the largest companies in the computer business. Based on the experience of these companies, small business improves its participants, especially the organizers, special and commercial professional skills.

Changing workplaces, especially for employees, and developing relevant skills is typical for those working in small and medium-sized businesses. All this serves the development of the mobile labor market, especially in rural areas. In the current changes in the economy of the Republic of Uzbekistan, the development of small business is affected by specific factors, in particular, the lack of a consistent and balanced economic policy of state bodies, and not always reasonable actions of local authorities. According to the level of influence, it is possible to distinguish the factors that help the formation and development of small business and those that hinder its development.

We believe that various conditions and factors affect business activities and require management decisions to eliminate or adapt them. The set of conditions and factors determining the principles of small business is defined as the business environment. Based on this definition, in our opinion, it is appropriate to define that "Business environment is a whole set of objective and subjective factors that allow entrepreneurs to achieve success in achieving their goals." The business environment is usually divided into the external environment, which is independent of the entrepreneurs themselves, and the internal environment, which is formed directly by the entrepreneurs themselves. When studying the structure of the external business environment, it is necessary to take into account the nature of the relationship between the business entity and the elements of the environment.

In this, we can identify a number of elements that are not subject to direct management actions by the firm and cannot adequately respond to its actions through indirect actions. In particular, a small

business is not able to directly influence the nature of competitors, but creates certain conditions of competition by forming the quality of the products it produces, implementing a certain price policy, and taking measures to strengthen its reputation and public recognition. Thus, the business system has a significant impact on all participants of the competitive process, which is indirectly spread through the means of marketing activities. Such an impact is felt by the market and requires an adequate response from its various participants.

The external environment, in turn, consists of two elements: micro and macro environment. The microenvironment has a significant formative effect on the style and nature of entrepreneurial activity. The microenvironment reflects market processes and the most important market fluctuations. The most important feature of the macro-environmental factors is the impossibility of having any effective influence on them by the regional market entities and the need to adapt to the conditions created by these factors. Macroenvironmental factors form a certain limited segment, which requires active adaptation by business structures.

Also, the macroenvironment is formed under the influence of many factors, such as natural, demographic, economic, ecological, scientific and technical, legislative, national, and others. These factors have different effects on different aspects of production and business activities. The classification reflecting the macro environment can be based on five groups of main factors that determine different directions of development of socio-economic relations in business (Figure 1).

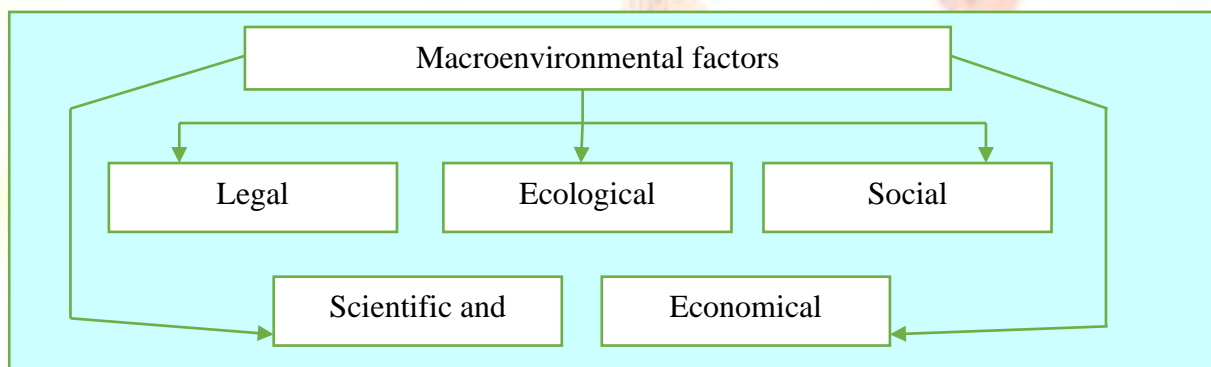


Figure 1. Development factors of socio-economic relations in entrepreneurship

The group incorporating scientific and technical factors reflects the level of scientific and technical development, which imposes technical and technological limitations on a certain type of business. Almost all areas of business in the territories of the republic are limited by the level of development of information technologies. As mentioned above, economic factors determine the amount of money that a consumer can direct to a certain product market and form the demand and capacity conditions of the market. The impact of these factors determines the composition of demand, which will be affordable for various types of goods with a number of consumer benefits.

Economic factors affect the labor market, determine its condition, which in turn affects the formation of wages. The characteristics of the development of the production sector can also be included in the factors of economic activity. It is important to consider two sectoral and regional aspects of the development of the production base. In the network aspect, the production, technological and organizational hierarchy of the network structure, its retrospective dynamics and prospects are studied. Regional - it is necessary to study the characteristics of the location of

INTERNATIONAL SCIENTIFIC AND PRACTICE CONFERENCE ON " INTERNATIONAL EXPERIENCE IN INCREASING THE EFFECTIVENESS OF DISTANCE EDUCATION: PROBLEMS AND SOLUTIONS" SPECIAL ISSUE., 27 th July., 2022., France ., Joint Conference IJSSIR

production forces and specific production infrastructure, to determine the supply structure within a certain region, the characteristics of the material and technical base of production processes that affect the efficiency of production and all economic activities.

The formation of the economic situation in the republic and its territories is influenced by political factors, which are sometimes considered as independent environmental factors, but their influence on specific business conditions is usually manifested by other factors, including economic, business parameters. The political situation also affects other environmental factors. The biggest "political push" is experienced by the legal environment. Contradiction of laws and other regulatory legal documents is, as a rule, the result of political processes, interest lobbying, social and political pressure.

Political factors affect the environmental situation, in particular, in the form of protectionism against social movements in the struggle for the preservation and restoration of the territorial environment. Thus, political factors extend their influence through economic, legal or other features. This, in turn, makes it impossible to select these factors as independent factors. Environmental factors represent the relationship between society and nature, and they include three independent subgroups: natural - climate, natural resources and ecological.

Natural-climatic factors represent the specific characteristics of the geographical location of the consumer market and the demand for a specific product (works, services) that satisfies the business structure. It is necessary to take into account both types of such factors, because the natural conditions in which the consumer and the entrepreneur operate may not match. Natural resource factors relate to the availability, quantity, quality, and behavior of all types of natural resources used in business, including land, natural raw materials, water, fuel, and energy.

Environmental components represent the level of pollution of the ecosystem surrounding the consumer market. The influence of environmental factors is manifested both in the fixed level of environmental pollution and in the form that determines the type of social behavior in relation to environmental problems. Social factors of the external macroenvironment include two subgroups:

1) those that have material form;

2) those who do not have such a form. The first subgroup presents specific objects of the social infrastructure of a certain regional market. These are engineering support, cultural and household sphere, public transport, protection of public order, territorial and local state authorities. their presence or absence forms the conditions for determining the method of business activity, its scope and territorial specificity.

The second subgroup includes factors of the socio-spiritual sphere, which shape the psychological climate, social preferences, tastes and preferences. Historical traditions, moral standards, type of social system, worldview and moral principles can be distinguished in the socio-spiritual environment. Socio-spiritual environment includes national, racial, religious characteristics of the consumer. However, in our opinion, this list of macro-environmental factors should be supplemented with several more, namely international, political, geographical, national-cultural and regional factors. International factors have a special place in the foreign economic activities of enterprises in the region, because they determine the possibilities of conducting commercial operations with a country.

The main participants in international economic relations are large corporations. However, increased competition, increased requirements for product quality, and increased research and development costs are forcing large enterprises to open branches in different countries, taking advantage of their

**INTERNATIONAL SCIENTIFIC AND PRACTICE CONFERENCE ON " INTERNATIONAL
EXPERIENCE IN INCREASING THE EFFECTIVENESS OF DISTANCE EDUCATION:
PROBLEMS AND SOLUTIONS" SPECIAL ISSUE., 27 th July., 2022., France .,
Joint Conference IJSSIR**

advantages (labor costs, availability of local raw materials, tax policy, etc.). In this case, corporations join forces with small businesses.

It is very difficult for a small business to enter the international market independently. In this sense, it is appropriate to organize their associations, which is especially confirmed by their high access to the international market. Because, in order to determine the place of small business in the economic system of our country, scientists have determined that the volume of export depends on the size of the enterprise. Small firms (10-50 employees) export an average of 42% of their products; medium firms (50-199 people) - 68%, enterprises employing 200-499 people provide 92% of exports.

Difficulties in the implementation of international operations are manifested in the lack of sufficient information about foreign markets, lack of knowledge of the language, inability to organize advertising and incompetence of the manager. The distance from large cities with well-established transport communications makes it difficult to enter the foreign market, because it increases not only the cost of transporting products, but also the cost of registering operations. The participation of enterprises in foreign trade relations gives them great advantages in the form of expansion of the product market, guaranteed payments from the export of goods.

Political factors reflect the stability of changes in the country, the number and direction of political parties and movements, and the criminal situation. The political situation has a significant impact on the development of small business entities. Unlike foreign businesses, which rely on information about the reliability of a partner to conduct operations, local small business entities focus on personal relationships. In this regard, the entrepreneur must personally know the person he wants to cooperate with before concluding a contract with us.

In conclusion, small business entities play a decisive role in the economy and are the basis of the market economy. These industries create the necessary competitive environment, can quickly respond to any changes in the market situation, create additional jobs that pay off relatively quickly, are the main source of the middle class, because the middle class is the key to social stability and successful development. The developed segment of small business entities is, first of all, the high level of service for consumers and the low cost of goods and services.

A high level of competition stimulates economic development and leads to higher wages. Thanks to the highly innovative component characteristic of small business entities, it helps to develop this segment and bring the economy to a qualitatively new level. This, in turn, is very important and decisive for the development of small and medium-sized businesses in our country and the need for state support.

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**INTERNATIONAL SCIENTIFIC AND PRACTICE CONFERENCE ON " INTERNATIONAL EXPERIENCE IN INCREASING THE EFFECTIVENESS OF DISTANCE EDUCATION: PROBLEMS AND SOLUTIONS" SPECIAL ISSUE., 27 th July., 2022., France .,
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