

DIRECTIONS FOR ESTABLISHING COOPERATION IN THE FIELD OF ENTREPRENEURSHIP IN THE AGRARIAN SECTOR

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ABSTRACT. This article focuses on the unique features of agriculture and the role of entrepreneurship in the sector of agriculture. Besides, the opinions of scientists who conducted scientific research in the field of agricultural entrepreneurship were studied and analyzed. The importance of industrial and agricultural machinery is based on the development of agriculture. It is also recommended to organize a cooperation of agricultural enterprises in the areas of technical and service provision. Proposals and recommendations on the solution of the shortage of specialists in the field of agriculture and the existing problems in entrepreneurship are given.

Keywords: Agriculture, entrepreneurship, agribusiness, technology, efficiency, product quality.

INTRODUCTION.

In the Republic of Uzbekistan, the development of the national economy, the development of small entrepreneurship in agricultural production, which reproduces its products on an industrial basis, is developing simultaneously with the implementation of market reforms. In the process of transition to market relations, forms of entrepreneurship play a decisive role in the development of providing employment to the population. Private initiative in entrepreneurship is a driving force in the current economic process. Development of entrepreneurship is one of the main directions of any market reform. One of the economic essence and important aspects of entrepreneurship is the constant growth of its share in the gross domestic product. In the Republic of Uzbekistan, 31 percent in 2000, and 54.9 percent by 2024, and more than 82 percent of the population employed in the economy, are accounted for by this sector. The republican and regional indicators of the share of small business and private business entities in the gross domestic product and the share of the population employed in the economy in small business entities are developing with a difference of 1.5-2.0%.

In modern social life, there is not a single economic activity that does not feel a practical need for it. Entrepreneurship develops taking into account specific demographic and economic

conditions in each country and some of its regions, and the development of the entrepreneurial direction is related to the practical tasks of our country's economy.

In particular, the development of entrepreneurship in the agricultural sector is one of the important tasks of our country. Agriculture is one of the most important industries in the world. It can be said that agriculture not only provides food to all people, but also keeps them busy. Implementation of this depends on the joint activity of entrepreneurship and agriculture. This cooperation serves the stabilization of the economy and global economic development. Entrepreneurship in global economic development faces a number of problems, difficulties and obstacles due to the specific characteristics of agriculture and the risks associated with it. Therefore, it is necessary to form highly efficient and competitive business activities in agriculture.

RESEARCH METHODOLOGY

According to A.N. Asaul [1], entrepreneurship is a specific type of economic activity, the essence of which is to stimulate and satisfy the needs of society for the specific needs of its members through market exchange. It is aimed at gaining competitive advantages through market imbalance. Entrepreneurship in agriculture includes the participation of certain subjects and objects of entrepreneurial activity. According to I.V.Ukrainseva [2], economic entities are the entrepreneurs themselves who conduct economic activities and take full responsibility.

The Russian magazine "Chief Director" [3] recognizes two main global problem areas:

- ❖ the level of people in need of food and the backwardness of agrarian relations.

Many developing countries' own agriculture cannot supply the population with food and satisfy their need for food. That is why many are suffering from hunger. After all, although the volume of production increased, the number of hungry people was still the majority. According to the United Nations Population Fund¹, as of January 1, 2025, the number of poor people in the world is approximately 1181.25 million people. This is about 15% of the total population. Considering that 60 percent of the world's population lives in Asian countries, it means that there is a large number of people who cannot meet their basic needs in these countries. Also, in developed countries there are poor people with an income below the subsistence minimum, including 17.6 million people (12.1%)² in Russia. In the European Union, the number of poor people is 85

¹ <https://www.unfpa.org/data/world-population-dashboard>

² <https://www.interfax.ru/business/806527>

million (17%), and in the United States of America 40 million people³. In this regard, this problem is the first and most important.

❖ The second world problem is related to agrarian relations. It appeared due to the difference in the development of agriculture in different countries. In some countries, the agricultural sector is advanced by using new high-efficiency technologies and growing methods. However, in some countries, based on the remnants of the past, the forms of ownership and relations compatible with market relations have not been put on the right track. This gap creates difficulties in agricultural relations between the countries. This situation will not affect the Republic of Uzbekistan.

There are different views and certain contradictions in approaching this issue among scientists and practitioners dealing with entrepreneurship problems. Most business leaders and managers of large joint-stock companies consider themselves entrepreneurs, although their activities are to some extent controlled by the owners of the means of production. Many believe that entrepreneurial activity is carried out entirely within the framework of small business, by an entrepreneur who is the owner and manager of his enterprise. At the same time, there are opinions that “an entrepreneur is a manager who works independently for the benefit of his work”. [7]

Entrepreneurship is defined in the Law "On Entrepreneurship in the Republic of Uzbekistan" as follows: “Entrepreneurship is the economic activity of ownership entities taking risks and taking ownership responsibility within the framework of current laws for the purpose of profit.”

Uzbek scientists A.Olmasov and N.Tokhliyev define entrepreneurship as “an economic activity (occupation, occupation) that brings income or benefit, entrepreneurship - engaging in commercial work, engaging in a job in order to earn money” [8], “...entrepreneurship is defined as engaging in any economic activity with the purpose of earning money” [8].

These two definitions are very similar and cannot be distinguished from each other. On this basis, we can come to the opinion that A. Olmasov develops his views on the content of these two concepts and gives a more comprehensive definition of the concept of business. For example, he says that “Business in a broad sense is an activity aimed at earning income in a legal way”, “Entrepreneurship is an economic activity designed to generate income by bringing material and monetary resources (capital) of people (ownership entities) into economic

³ <https://visasam.ru/emigration/canadausa/bednost-v-ssha.html>

circulation.” He also defines that “Entrepreneurship, in general, does not mean making money, but earning income through creative activity” [8].

Thus, we can come to the conclusion that any activity aimed at earning income cannot be represented by the concept of business. Business is a profit-oriented activity, based on property responsibility and liability, economic risk. This means that there is a risk of bankruptcy and market failure in business activities, and if this happens, then you may lose your property.

Therefore, the concept of business means activity based on property responsibility and economic risk for the purpose of obtaining income, profit, benefit. Entrepreneurship is a type of business, creativity for the purpose of profit, that is, the production of goods and services. Business includes entrepreneurship, consumer business and wealth-to-wealth business, non-creative entrepreneurial business.

In the process of operating in the conditions of a free market economy, small business changes the form and types of organization and can change the types of activity and change from one form to another under the influence of its capabilities and external environment.

RESULTS AND DISCUSSION

Various industrial and agricultural products are produced in the branches of the agro-industrial complex. Production of products is carried out in economic entities of different ownership types. Studying the organizational and economic tools for the development of small entrepreneurship, determining the ways of their formation, is an important problem not only of the current period, but also of the future. Before analyzing the organizational and economic means of business activity, we found it necessary to consider the state of its economic indicators.

Practice shows that the enterprise uses various indicators in its activities. One of them describes the economic and financial situation, the second shows the production techniques and technology, and the third shows the organization of labor production and material incentives. In addition, some indicators have an operational nature, while others perform the task of regulating the state of the enterprise in the short and long term. The practice shows that today, first of all, the main result indicators should be studied in the case of ensuring the sequence. For example, the level of use of labor resources for the execution of the production plan and its provision; the state of the main funds and the ratio of its use; effective use of material resources and material and technical support; product costs; financial status; profit and profitability.

When conducting an analysis in this order, it was determined from the above indicators that the effectiveness of scientific and technical development measures is not studied at all.

Therefore, the economic analysis should be supplemented with the technical condition of the enterprise, the evaluation of the organizational and technical level of production, and the indicators of the use of production opportunities. At the same time, on the basis of the economic analysis, it is necessary to take into account not only its sequence, but also the nature of the enterprise, the products being created (works, services, etc.).

The quality of the task of organizing the production of economic analysis requires a systematic approach to it from the main requirements, only as a result of the justification of each economic indicator, it is possible to develop an enterprise strategy. Otherwise, the economic analysis loses its meaning, does not become a tool for production efficiency, does not ensure the competitiveness of the enterprise and its products in the market environment.

In all sectors of the economy of the Republic of Uzbekistan, the share of small entrepreneurship in the volume of produced products, performed works and provided services is much higher in agriculture compared to other sectors. In the place of cooperative farms under consideration, the establishment of farms and a significant change in their production efficiency, secondly, the majority of the population in the region lives in rural areas and most of them are engaged in the production of agricultural products. But the low level of growth of the remaining sectors has a negative impact on agriculture.

Studies show that the introduction of industrial enterprises into agriculture is the basis for the development of other industries. Therefore, the development of small entrepreneurship in the industry should be the main direction of the regional economy. In this regard, foreign and domestic investments should be widely used. In particular, the wider development of the investment sector in the agro-industrial complex will be the basis for the development of small entrepreneurship in agriculture and will ensure an increase in the share of entrepreneurship in the volume of produced products, performed works and provided services in the economic sectors.

As we mentioned above, one of the main branches of the agro-industrial complex is agriculture. Planning of agricultural production and adaptation of production to the requirements of the market economy is an urgent issue of today.

Table 1.

The main indicators of production in agriculture

<i>Indicators</i>	2000	2005	2010	2015	2020	2024	Change in 2010 compared to 2000, X times	Change in 2024 compared to 2010, X times
<i>Cultivated area for agricultural crops, thousand hectares</i>	3778,3	3647,5	3708,4	3694,2	3396,1	3260,7	1,0	0,9
<i>Agricultural products, bln. soum</i>	1387,2	5978,3	30856,7	99604,6	250250,6	303415,5	22,2	9,8
<i>including:</i>								
<i>farming</i>	696,8	3323,1	18119,0	55429,2	123858,8	152130,4	26,0	8,4
<i>animal husbandry</i>	690,4	2655,2	12737,7	44175,4	126391,8	151285,1	18,4	11,9
<i>Production volume of agricultural products in small business, bln. soum.</i>	1345,6	5799,0	30239,6	98608,6	247748,1	300381,3	22,5	9,9
<i>The share of small business in the volume of production of</i>	97,0	97,0	98,0	99,0	99,0	99,0	x	x

<i>agricultural products, in percent.</i>								
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In the Republic of Uzbekistan, the land used for agriculture has decreased by 0.1 points in the last 20 years. The production of agricultural products in these lands increased by 22.2 times in 2010 compared to 2000, and by 10 times in 2024 compared to 2010. As can be seen from the table, the main part of agricultural products is produced by small business entities. The decrease in the level of growth of agricultural products in the next decade is due to the fact that ownership relations in agriculture are not formed in accordance with world practice.

One of the main goals of economic reforms in agriculture is to create strong legal and economic conditions for independent activity, to deepen economic reforms, to eliminate monopolistic properties of ownership, to allow real landowners, that is, independent economic entities. (company, farmers and dehkan farms) infrastructures that provide services for the sustainable development of their activities and increase their economic efficiency, in particular, veterinary services, banking, consulting, leasing services, technical service and repair, stock exchange services, seed selection, agrochemistry, transport services, and other agroservices are required to be organized and developed based on the laws of the market economy. Because it is impossible to rapidly develop agricultural enterprises operating in different forms of ownership and management without effectively organizing service sectors and coordinating the activities of infrastructures with agrarian sectors.

In the Republic of Uzbekistan, foreign and local agricultural clusters were formed in order to develop the industry in agriculture and bring modern techniques. At the same time, the enterprises of the agro-industrial complex are also operating in parallel.

One of the main conditions for the successful operation of the enterprises of the agro-industrial complex is to provide them with all the necessary tools and working tools on time. The main directions of development of material and technical support of enterprises of the agro-industrial complex:

- ✓ provision of economically convenient techniques and technologies suitable for each agricultural zone, and on this basis, comprehensive mechanization of production;
- ✓ extensive use of production automation tools;
- ✓ proper organization of the use of fertilizers in agricultural production and approach to economically convenient biological means;

- ✓ promoting the construction of production buildings and structures on a large scale and to improve the construction;
- ✓ improvement of land reclamation and full water supply of agriculture, i.e. application of local fertilizers and advanced irrigation technologies;
- ✓ increasing the level of electrification and supply of livestock farms with productive breeds of animals, as well as the creation and production of high-volume, quick-ripening seed varieties of agricultural crops that can withstand diseases;
- ✓ strengthening the material and technical base of service enterprises.

In the material and technical improvement of agricultural enterprises, it is necessary to pay attention to the following:

- ✓ determining the farm's need for means of production;
- ✓ drawing up and submitting basic applications for them, submitting applications to supply organizations, manufacturing plants, and suppliers of material and technical resources in a timely manner;
- ✓ conclusion of contracts for the supply of means of production and successful execution of these contracts on time.

Today, the system of providing material and technical resources to the enterprises of the agro-industrial complex is highly centralized, and the state monopoly is preserved. Ensuring that market entities, i.e. exchanges, auctions and other trading systems, as well as infrastructure enterprises operate based on the requirements of market relations, is one of the first-level tasks.

As part of agro-industry, the activities of enterprises providing services in the production of agricultural products make it possible to bring industrial and agricultural enterprises closer together. The quality of the work performed by them increases the efficiency of agricultural enterprises and increases the competition between the sectors of the agro-industrial complex. The increase in their number leads to the transfer of the surplus labor force in the village to this sector and the growth of the need for various professions. creates an opportunity.

Support of state and financial organizations is important in the development of small business. It is known that the authorized capital of small business entities is almost not large. Because of this, many of them fall into bankruptcy. When small business entities are financially strong, their activities develop, export volumes increase, and working capital expands.

Also, due to the fact that infrastructures serving business entities do not have a sufficient material base and qualified specialists, the services provided by them do not meet today's

requirements, which is the reason for the low level of development of business entities, which are as follows:

- ❖ the system of non-bank credit organizations (credit unions, microcredit organizations, leasing companies, etc.) is not effectively used as an alternative source of financial support for entrepreneurship;
- ❖ inability to fully use preferential loans for the purposes of establishing infrastructure organizations serving entrepreneurs and updating their material and technical base;
- ❖ lack of satisfactory system of continuous training for specialists of infrastructures serving business entities and the mechanism of attracting qualified personnel to these centers;
- ❖ as a result of violation of execution discipline by commercial banks, clients and other entrepreneurs suffer from this activity.

Short-term loans are typical for small enterprises and sole proprietorships, which include individual entrepreneurs, small enterprises, micro-firms, farmers, farms and other small commodity enterprises, as well as service, re- includes working enterprises. These economic entities make up the main part of business entities. Loans for them are necessary for the formation of statutory funds and working capital. In order to create an environment of pure competition in the market, it is necessary to develop directions for their development and provide financial support.

Private-corporate enterprises are characterized by long-term loans, their purpose is to update technology and expand the scale of production in the long term. At the current stage, one of the main directions of reducing unemployment is to effectively organize the activities of small business entities. Increasing employment in economic growth has theoretical and practical importance. Directing the activities of small business entities to export should be one of the main steps in achieving the economic goal set by our government. Because entering the world market encourages entrepreneurs to produce high-quality, competitive products, to produce more products from local raw materials.

We learned above from the analysis of the economic indicators achieved in the current economic conditions:

- The share of small businesses in the production of agricultural products in the region was 99.0 percent. The share of small industrial enterprises processing agricultural products in the production of industrial products was 14.5 percent. Farms (40.6%) and dehkan farms (58.5%) occupy a significant place in the production of agricultural products, while farms

in the production of agricultural products, farmers in the production of livestock products the separation of households remains;

- During the processing of agricultural products, fruit and vegetable products accounted for 10.1%, meat processing from livestock products for 1.9%, and milk processing for 4.5% over the next five years. This means that opportunities are not being fully utilized in the processing sector;
- In the field of infrastructure, production technical service is partially developing. In particular, on the basis of state support, alternative car tractor parks, water users' association, fuel and lubricants sales outlets, ATMs were established. Other sectors are developing slowly.

CONCLUSION

The state-supported enterprises of small business enterprises operating in the agro-industrial complex are improving significantly. The rest of the sectors should be encouraged to work independently, given full freedom and privileges by the state. Their promotion should be carried out organizationally, legally, economically at the macro level and at the micro level. Interference in all problems of state entrepreneurs, including organizational and economic issues at the micro level, does not correspond to the laws of the market economy. Therefore, it is necessary to provide economic support in the formation of a mechanism for their joint actions.

The sources of financial resources in the branches of the agro-industrial complex are different, but their activities are interdependent. In particular, financial resources in the infrastructure sector consist of funds paid for services provided to the population and farmers and peasant farms on the basis of assets left over from liquidated companies. The financial source of enterprises processing agricultural products is the proceeds from the sale of finished products, and since they are sold for more cash, there is a tendency for small enterprises and individual entrepreneurship to develop in this area.

But it is not enough to implement large projects and expand operations. The financial resources of small enterprises producing agricultural products are mainly the funds received from the products purchased on the basis of the state order. Although preferential support is given to these industries by the state, the income received by them is insufficient to expand reproduction production. To eliminate such a situation, agro-industrial complex branches can solve it by gradually uniting their funds. For this purpose, it is appropriate for agro-industry to operate as a complex and use it in the direction of their goals.

Today, the sectors of the agrindustrial complex are operating in a scattered manner. The reason for this is, firstly, that as a result of privatization, the ownership of the network is transferred to the hands of various property and professional owners, secondly, the inability to completely get rid of the old management environment in terms of regulation and support by the state, and thirdly, the entrepreneurship operating in the agro-industry sector objects are regulated and materially provided by various organizations and institutions.

In our opinion, it is appropriate to organize a cooperation that unites sectors, as the branches of the agro-industrial complex require each other, and this cooperation should be organized in the directions of infrastructure enterprises based on the material base of large-scale farms and small processing enterprises. This cooperation is organized on the basis of financial unification of enterprises of the agro-industrial complex, and is the basis for the development of agricultural goods producers and processing enterprises.

The structure that implements the decisions of the cooperative council is elected by the members for a period of three years. The chairman of the cooperative council, the head of the department dealing with regional representatives, regional representatives are elected from among the members by open voting. Necessary experts in the fields are recruited from within the members and from the external labor market. The administrative structure of the council is appointed by the chairman.

Based on the establishment of this cooperation, the sectors of the agro-industrial complex that meet the market requirements will operate effectively as a complex, and a complex services market will be formed. Also, the cooperation becomes a structure of self-management and development in small enterprises of the agro-industrial complex.

In the agro-industrial complex, the separation of small enterprises and their scattered activities has a negative effect on the efficiency of the sectors. In the conditions of the market economy, the development perspective of the enterprises of the agro-industrial complex requires to operate in the form of a complex. One of the ways to realize this goal is to organize a functional integration of small enterprises that produce and process agricultural products in the areas of infrastructure. In this way, the possibility of improving and evaluating the efficiency of the agro-industrial complex based on market functions will expand.

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