

**NATIONAL CHARACTERISTICS OF THE DEVELOPMENT OF BUSINESS ENTITIES AND THE USE OF THEIR EXPORT POTENTIAL OF UZBEKISTAN**

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**Abstract**

In the article, the identification of national characteristics is achieved through a systematic analysis of scientific research conducted by local economists on the development of economic entities in the country and increasing the efficiency of using their export potential.

**Keywords:** Entrepreneurship, small business, medium-sized business, large business, entrepreneur-exporter, business entity, business potential, export potential of an economic entity

**Introduction****ЎЗБЕКИСТОНДА ТАДБИРКОРЛИК СУБЪЕКТЛАРИНИ РИВОЖЛАНТИРИШ ВА УЛАРНИНГ ЭКСПОРТ САЛОҲИЯТИДАН ФОЙДАЛАНИШНИНГ МИЛЛИЙ ХУСУСИЯТЛАРИ****Аннотация:**

Мақолада маҳаллий итисодчи олимлар томонидан мамлакатда тадбиркорлик субъектлари фаолиятини ривожлантириш ва унинг экспорт салоҳиятидан фойдаланиш самарадорлигини ошириш борасида ўтказилган илмий тадқиқотларини тизимли таҳлил қилиш орқали миллий хусусиятларни аниқлашга эришилган

**Калит сўзлар:** тадбиркорлик, кичик тадбиркорлик, ўрта тадбиркорлик, йирик тадбиркорлик, экспортёр тадбиркор, тадбиркорлик субъекти, тадбиркорлик салоҳияти, тадбиркорлик субъекти экспорт салоҳияти

**НАЦИОНАЛЬНЫЕ ХАРАКТЕРИСТИКИ РАЗВИТИЯ ПРЕДПРИЯТИЙ И ИСПОЛЬЗОВАНИЯ ИХ ЭКСПОРТНОГО ПОТЕНЦИАЛА УЗБЕКИСТАНА****Аннотация:**

В статье выявление национальных особенностей достигнуто посредством систематического анализа научных исследований, проведенных местными экономистами по вопросам развития хозяйствующих субъектов страны и повышения эффективности использования их экспортного потенциала

**Ключевые слова:** предпринимательство, малое предпринимательство, среднее предпринимательство, крупное предпринимательство, предприниматель-экспортер, хозяйствующий субъект, бизнес-потенциал, экспортный потенциал хозяйствующего субъекта



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### Abstract

In the article, the identification of national characteristics is achieved through a systematic analysis of scientific research conducted by local economists on the development of economic entities in the country and increasing the efficiency of using their export potential

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### Introduction

At the global level, the development of market economic relations has enabled countries to effectively achieve strategic goals and objectives aimed at sustainable development through enhancing the efficiency of utilizing export potential based on the development of entrepreneurial activity under various national economic systems. In this regard, it should be emphasized that the deep structural transformations and systematic reforms currently being implemented in Uzbekistan, including the priorities defined within the frameworks of the “Uzbekistan – 2030” Strategy and the “Strategy for the Development of Small and Medium-Sized Businesses for 2025–2030,” are of particular importance in accelerating economic development trends through improving the efficiency of utilizing the export potential of entrepreneurial activities. Special attention is being paid to measures aimed at “developing entrepreneurial activity in the driver sectors of the national economy,” which has become one of the key priorities of the country’s economic policy.

### Relevance of the Problem

The reforms currently being implemented in Uzbekistan, along with the ongoing development of global production chains, increase the need to fully utilize the opportunities to enhance the efficiency of using the export potential of entrepreneurial entities in the country. Solving this scientifically and practically significant problem requires a thorough and comparative analysis of the scientific theories developed in economics regarding the improvement of the efficiency of using entrepreneurial entities’ export potential, as well as an assessment of the aspects related to their applicability in the context of Uzbekistan. Since these scientific theories are associated with various conditions and systems of economic development, they are of crucial importance in determining the priorities for development in this field.

### Problem Statement

Uzbek economists such as Sh.S. To‘rabekov, S.E. A‘zam, N.J. Nosirova, A.A. Ilyosov, A.I. Rakhmonov, and G.A. Soliyeva have studied the foreign economic activities of local entrepreneurial entities and the priorities for developing their export activities.

However, under the conditions of New Uzbekistan, the directions for improving the efficiency of utilizing the export potential of entrepreneurial entities have not been analyzed comprehensively, systematically, or as a dedicated research object. The relevance of the problem, the insufficient study of

it in the economic literature, and the scientific and practical significance of the expected research results serve as the rationale for selecting this topic as a research object.

### **Research Methodology**

In the course of the research, methods such as system analysis, historical and logical approaches, induction and deduction, analysis and synthesis, comparative and selective research, monographic analysis, and grouping were employed.

### **Analysis and Results**

In recent years, among local economic scholars, H.P. Abulqosimov has scientifically substantiated that “it is possible to expand the export potential of entrepreneurial entities by ensuring adequate utilization of their production capacity through the free operation of entrepreneurial entities, which is facilitated by the state’s creation of an appropriate business environment.” In his research, the scholar primarily focused on small-scale entrepreneurial entities, concluding that during their initial stages of development, the enhancement of state programs aimed at protecting their economic interests allows their activities to expand, ultimately leading to the formation of their export potential.

Similar findings were expressed in the research of another local economist, F.N. Boyboboeva, who concluded that “by effectively resolving issues related to economic security in the activities of entrepreneurial entities, the trends of their development accelerate, which in turn leads to an increase in the volume of products produced with high competitiveness—initially for the domestic market and later for external markets—thereby ensuring the efficiency of utilizing their export potential.” During the study, the scholar emphasized the need to identify factors that have both positive and negative impacts on entrepreneurial activities, considering their specific operational directions.

Additionally, M.P. Eshov investigated issues related to modern measures supporting entrepreneurial development under current economic conditions, including the application of tax and customs incentives, preferential lending, and state-provided preferences. Based on this research, he developed scientific proposals and practical recommendations aimed at defining sectoral development priorities. The results of this study serve to evaluate the impact of the growth of entrepreneurial activity and export potential on the macroeconomic stability of the national economy.

Furthermore, N.A. Imomova conducted scientific research on “increasing the role of entrepreneurial entities in Uzbekistan’s industry through utilizing production capacities, organizing import-substituting and export-oriented production under ongoing industrial reforms.” According to her findings, the active development of entrepreneurial entities across various industrial sectors leads to a continuous increase in production volumes, which ultimately contributes to the expansion of their export potential.

Another local economist, O.A. Aripov, developed scientific proposals and practical recommendations regarding “improving the efficiency of utilizing export potential through the development of entrepreneurial activity by organizing entrepreneurial entities in the form of small businesses, based on a comparative analysis of practices in developed countries and their creative application in the context of Uzbekistan.” The scientific conclusions drawn during this research argue that, due to the relative weakness of small entrepreneurial entities compared to large enterprises in terms of competitiveness, a layered mechanism of state support should be implemented in practice for entrepreneurial entities engaged in export activities. In other words, state incentives and preferences aimed at improving the

efficiency of utilizing the export potential of small entrepreneurial entities engaged in export activities should be applied more extensively than for medium and large entrepreneurial entities.

In addition, S.K. Salaev, taking into account the high specialization of agriculture within the sectoral structure of the national economy, conducted scientific research on improving the efficiency of development of entrepreneurial entities in the agrarian sector. According to his findings, “deepening integrational relationships among entrepreneurial entities in rural agro-industrial sectors and establishing cooperatives based on international experience contributes to increasing the efficiency of utilizing their export potential.”

It is noteworthy that, in recent years, reforms in the country have focused on increasing the innovative activity of entrepreneurial entities, improving the efficiency of their production, and effectively utilizing their export potential. The strategic goals and objectives in this area are regulated by the Law of the Republic of Uzbekistan “On Innovative Activity,” which organizes the relations related to entrepreneurial innovation. Specifically, the priorities for the development of innovative products and activities of entrepreneurial entities are reflected in the “Innovation Development” strategy. The adoption of normative-legal documents aimed at improving the efficiency of utilizing entrepreneurial export potential based on innovative theories has significantly increased the interest of local economic scholars in scientific research in this field. Moreover, the enacted legal and regulatory framework has further enhanced the role of innovation in increasing the efficiency of utilizing the export potential of local entrepreneurial entities.

rs, priority has been given to measures encouraging local entrepreneurial entities to integrate international brands into the global value-added chain under the “Made in Uzbekistan” label. As a result, the procedure for supporting entrepreneurial entities that own national brands and their reputable international brand partners through the Trade Assistance Fund has been developed. Reforms aimed at increasing the efficiency of utilizing the export potential of local entrepreneurial entities in this area have significant importance and have stimulated interest in economic research on the development of national brands.

In particular, based on the research of G.A. Soliyeva, it is scientifically substantiated that “to enhance the efficiency of utilizing export potential, a strategic development program is required, especially the development of strategic brand management.” The results of this study are significant from the perspective of management specialization, as they provide scientific proposals and practical recommendations on strategic brand management for entrepreneurial entities engaged in export activities.

In addition, in recent years, following the adoption of the “Digital Uzbekistan – 2030” strategy, extensive reforms have been implemented in the country aimed at “creating favorable conditions for entrepreneurial entities to use digital services, improving the business environment, and reducing bureaucratic procedures.” These reforms have expanded processes related to integrating entrepreneurial entities into digitized international market platforms, thereby enhancing the efficiency of utilizing their export potential. This development has increased the interest of local economic scholars in conducting scientific research focused on improving the efficiency of using the export potential of entrepreneurial entities under conditions of digital economic development in Uzbekistan.

It is particularly noteworthy that the use of digital technologies in organizing production processes enables a significant reduction in production costs, a finding that has been scientifically substantiated in economic research.

Among local scholars, R.A. Rashidov, in his study, scientifically substantiated that “the introduction of digital technologies in production-related processes within entrepreneurial activities, when implemented in accordance with state programs and improved based on advanced foreign practices, can significantly enhance production efficiency and improve both the quantity and quality indicators of production.” Based on these research results, it can be concluded that, as in global practice, in the context of Uzbekistan, accelerating digital transformation is necessary to enhance the efficiency of utilizing the export potential of entrepreneurial entities in line with global trends.

### Conclusion and Recommendations

Based on the analyses conducted above, it has been established that as the level of development of entrepreneurial activity in the national economy increases, reforms aimed at enhancing the efficiency of utilizing their export potential are becoming increasingly important. It should be particularly noted that the development of entrepreneurial activity in the country, along with the associated freedoms and property inviolability, is enshrined in the Constitution. This underscores the strategic significance of the entrepreneurial sector for the national economy and its priority role in socio-economic relations.

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