THE EXPERIENCE OF DEVELOPING
SMALL BUSINESS AND PRIVATE
ENTREPRENEURSHIP IN ECONOMICLY
DEVELOPED COUNTRIES

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ABSTRACT--The article considers the development of small businesses and private entrepreneurship in economically developed countries, including innovative and high-tech enterprises as a strategic alternative to the formation of new markets. In this regard, an analysis of foreign countries on state support for foreign economic activity of small business and private entrepreneurship was carried out.

Key words--foreign economic activity, entrepreneurship, business, small and medium-sized enterprises, external market, criteria of small business, export of small enterprises.

I. INTRODUCTION

Although Uzbekistan has created favorable conditions for the development of small business and private entrepreneurship, its share in the economy is still lower than in developed countries.

Small businesses and private entrepreneurs market goods and services that meet the needs of the population, increase employment, become a source of income and expand domestic consumption on the basis of earned income, the development of mini-techniques and technologies. Due to the diligence and seriousness of small business and private entrepreneurship, the relatively high productivity of small enterprises, the ability to produce quality products and compete in the market, the wide range of opportunities to invest in the market, the lack of market access, or work for large enterprises, and therefore adapt quickly to the market, sell goods relatively cheaply and earn a fair income, The tendency to look for sources of income, and therefore to innovate, is relatively high.

In his Address to the Oliy Majlis on December 28, 2018, the President of the Republic of Uzbekistan Sh. Mirziyoyev stated that the development of small business and private entrepreneurship is one of the priority tasks. creating the necessary conditions for radical improvement of the economy, healthy competition, business and investment climate; reduction of state participation in the economy, creation of new jobs through the rapid development of the private sector.

II. Мавзуга оид адабиётларнинг тахлили

At present, many researchers (NM Vetrova, M. Krepkova, VA Abchuk, etc.) emphasize that the problem of state support of foreign economic activity of small enterprises in foreign markets is even more pressing. The

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development of small business and private entrepreneurship is a guarantee of long-term economic growth of the country. Small business and private entrepreneurship is one of the most stable sectors of the economy and is important for economic and political stability in the country. Small businesses have more mobility in the market than large businesses, due to the fact that they have small indicators in their main areas. The main feature of a small enterprise is the number of employees. Different countries have legislated the number of employees for specific types of farms.

V.A. Abchuk and L.V. Babaeva also describes small business as an enterprise of any changing form of ownership and organizational and legal form, originating from the average number of industries. This means that these scientists see only the "number of employees in enterprises" as the main criterion for entering small businesses. AN Alisov and SE Grishchenko are entrepreneurs, entrepreneurs and entrepreneurs, which are based on innovation, risk, socio-economic conditions and efficient use of resources, aimed at profit and satisfaction of demand for these goods or services. The entrepreneur is fully responsible for his activities. It should be noted that this definition of small business does not limit the concept of legal entities and individuals.

SV Mocherny echoed this view, saying that a small enterprise is an enterprise with a small number of activities and production, a small number of employees, and responsibility and independence for economic results, production, trade and scientific risks in order to make a profit. In this case, the scientist defines small business as an innovative, commercial and organizational activity aimed at the search for and development of new types and methods of development, and in terms of benefits and social effectiveness, it is possible to agree with this idea.

Characteristics of small business also include: focus on commercial success, innovative and risky nature of activity, independence and freedom of economic activity, property responsibility for the results of their activities and the permanent nature of activity.

It should be noted that the development of small business in Uzbekistan, compared to economically developed countries, is characterized by the fact that it is largely associated with the relevant territory - focused on regional economic interests. This is fundamentally different from small business in our country, which, in general, has a corporate character, that is, a small business with a Western model of development, linked to large economic structures.

Therefore, in defining the concept of "small business" it is necessary to approach the study of small business from the point of view of the process of reproduction and the mechanism of management of the regional economy. This approach allows us to identify the functional characteristics of small business in the regional economic system.

III. RESEARCH METHODOLOGY

The methodological basis of the study was the basic rules and principles of dialectics. The study of the development of small business and private entrepreneurship was based on a quantitative study of its main indicators, ie the method of collecting, processing and analyzing data on entrepreneurial activity. Logical analysis, synthesis, generalization, induction and deduction, systematic approach to economic events and processes were used to draw conclusions from the data.

IV. ANALYSIS AND RESULTS

In global operations, there are different approaches to the classification of enterprises into categories: micro-enterprises, small, medium and large enterprises.

It is obvious that the main criteria for the classification of enterprises in the small category in the previous calendar period were the proceeds from the sale of goods (works, services), excluding the average number of employees and the value added tax. The second criterion may be the carrying amount of assets (residual value of fixed assets and intangible assets) for the previous calendar year.

In the United States, the criteria for starting small and medium-sized businesses are listed in Table 1.

Categories of enterprises

Medium
From 50 (direct sales) to
Small
Micro

Number of bands
Annual revenue

0.75 mln. 550 million US dollars
(grain production) Up to USD
(banks and credit unions)

Table 1: Description of small and medium enterprises in the USA

The classification of Japanese enterprises by sector is given in Table 2. The criteria for the inclusion of enterprises in the SME sector in developing countries are given in Table 3. It should be noted that the number of employees in Uzbekistan is determined by the sectoral affiliation of the enterprise under study.

Networks Authorized capital, at Number of employees, at most most Extractive 0.1 billion ien and 300 people processing industry, transport, construction 0.03 billion ien 100 people Wholesale Retail 0.01 billion ien 50 people

 Table 2: Description of small and medium enterprises in Japan

Network criteria are also key in Japan, China and India. Criteria for inclusion in the category of small and medium enterprises in Uzbekistan do not correspond to international practice, medium-sized entrepreneurs are not distinguished.

Table 3: Criteria for the inclusion of enterprises in the SME sector in developing countries

Countries	Marginal amounts of entry for small and medium businesses

India	The production sector is 100 mln. not more than Rs 1.8 crore (\$ 1.8			
	million), in services - \$ 50 million. rupees (\$ 920,000) in			
	investments in means of production.			
China	Depending on the network, the number of employees ranges from			
	100 to 3,000, with a turnover of 10 million. yuan (\$ 1.6 million) to			
	\$ 300 million. yuan (US \$ 48 million).			

In Uzbekistan, the SME sector is called "Small Business and Private Entrepreneurship" (SMB). Small business entities include individual entrepreneurs, micro-firms, small enterprises. The classification is regulated by the Resolution of the Cabinet of Ministers of the Republic of Uzbekistan dated August 24, 2016 No. 275 and includes only one criterion "Number of employees". The number of employees varies for different industries. There is no "Medium Business" segment

According to the results of the study, the concept of small business is defined as the systematic activity of independent, goal-oriented, enterprising, innovative, flexible, business entities in accordance with the criteria established by the legislation of the country, in which goods or services at their own risk and property registered in the context of the socio-economic environment in which production and sales are carried out for personal and social purposes.

The maintenance of sectoral differences is necessary for certain tax (e.g., individual industry incentives) or statistical (e.g., labor productivity comparison) tasks set by the state.

W33KBvaXT tariff criteria are partially inconsistent with international practice: Uzbekistan lags behind developing countries with a median coverage of 7.0 SMEs per 1,000 people (end of 2017) (average delta for developing countries with a difference of 17 SMEs per 37 SMEs per 1,000 people). At the same time, the value added of SMEs in Uzbekistan is -113 thousand US dollars, the median is 92 thousand US dollars. The value added of small and medium-sized businesses in Uzbekistan is 2 times lower than in developed countries (113 thousand dollars - 394 thousand US dollars).

Table 4: Dynamics of change in the number of Kb and HT enterprises in 2013-2017, thousand units

Indicators	2013	2014	2015	2016	2017
			• • •		•
Registered		26	26,9	31	38
Closed		10.7	22.6	25.2	21.0
Closed		18,7	22,6	25,2	21,9
By the end of the year	214	221	225	231	248
Share of existing CB and HT enterprises in the	88,9	88,6	91,6	93,4	94,8
total number of registered CB and HT					
enterprises,%					

It is noted that the number of registered SMEs has increased less compared to the number of closed SMEs, especially due to the rapid growth of registrations. There was an increase in the number and share of existing KB and XT in the total number of registered enterprises. In 2017, the share of existing businesses was 95%, the

number of existing CB and HT increased by 21% to 230,000 enterprises (the growth rate is increasing compared to the number of registered enterprises, an increase of 16% compared to the same period last year). The growth of existing companies was ensured both by closing the inactive company and taking the business out of the "secret" (companies began to register some of their activities). The cost of managing reports is high. The SST system requires improvement, as only income tax applies to entrepreneurs. A possible direction of improvement is profit tax o'lovi implementation, it is crucial to turn a small profit enterprises (Table 4).

In the structure of small enterprises and micro-firms, the largest share is occupied by commercial enterprises, whose share decreased slightly from -30.2% to 27.3%. The share of enterprises operating in industry increased by 2.2%. Growth of enterprises in construction, agriculture, forestry and fisheries, as well as in housing and food services, transport and storage was noted (Figure 1).

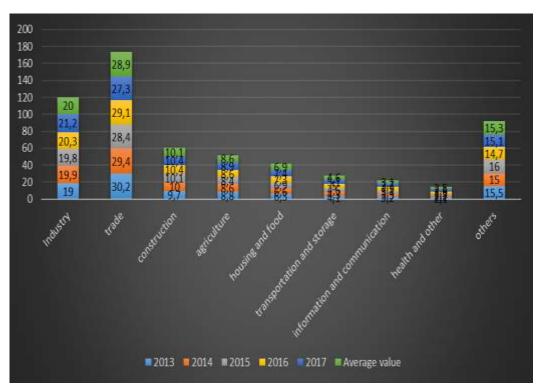


Figure 1: Distribution of KB and HT enterprises by type of activity, in%

The economy of the republic has some features in terms of forms of participation of small business in foreign economic activity. Leasing is reflected in the convenient form of foreign economic activity, based on the methods of financing for the purchase of equipment and the development of small business. The special principles of the organization of foreign economic activity of small and medium business in the republic are:

- Advantages of partnership cooperation in target foreign markets;
- access to markets not covered by big business;
- The access of small and medium enterprises to foreign markets is based on specialized knowledge of the chosen field of entrepreneurship and the needs of the target audience of consumers;
 - The need to develop the R&D of large enterprises and their implementation.

State regulation of export processes and customs barriers in Uzbekistan poses significant challenges to the development of CBD exports: the clearance of goods with a high export value takes a long time (Table 5).

Table 5: Analysis of indicators of foreign economic activity of SMEs

Countries	Share of SMEs in	Export value (USD	Duration of export
	exports,%	1 year to TEU) **	processes, days **
Japan	53	829	11
China	42	823	21
United Kingdom	34	1005	8
United States	33	1224	6
Canada	27	1680	8
Uzbekistan	27	5090	54
Malaysia	19	525	11
South Korea	19	670	8
Australia	5	1200	9
Average	27	1005	9
performance			

Note: * Data on the last available period (2015-2017) obtained from open sources ** Data for the last available period -2014 y. TEU = "twenty-foot equivalent unit" ("Twenty feet")

It should be noted that small and medium enterprises are a very important sector for the economy of the republic and solve important economic and social problems for the country.

According to the Resolution of the President of the Republic of Uzbekistan dated December 20, 2018 "On measures to strengthen and promote exports", structural changes aimed at systematically increasing the volume of foreign trade and exports in the foreign economic sphere of the country have been made this year. In particular, monetary policy has been liberalized, administrative barriers have been removed, and a market mechanism for pricing and payment for exported fruits and vegetables has been introduced.

Commodity (trusted), including goods (works, services)

Legal entities with a share of exports in excess of 15% of total revenues from sales through the representative) were given the opportunity to reduce the tax base on corporate income tax and the single tax payment. At the same time, the effectiveness of the measures taken Despite the overall positive dynamics of foreign trade and exports, which are regularly monitored, their volumes real growth rates are not in line with the modernization rates of the economy.

First of all, the persistence of a number of systemic problems and shortcomings in the sectors with competitive advantages hinders the provision of significant growth in export volumes. Including:first, from the production capacity and a wide range of raw materials, as well as developing high value-added products that are labor-intensive and competitive in foreign markets the advantages of output are not fully used; secondly, the lack of financial support for export-oriented enterprises, the lack of pre-export and export financing mechanisms; third, conducting in-depth marketing research, long-term insufficient attention is paid to the

formation of stable foreign markets and the creation of foreign trade infrastructure abroad; fourth, the lack of systematic work on the organization and promotion of exports of various services, the underdeveloped infrastructure for their provision.

Currently, the Government of the Republic of Uzbekistan is making great efforts to support and develop small business, in particular, the adoption of new programs in the interests of small business, amendments to some laws (Table 6).

Although there are many development institutions, there are no key elements to support KBvaXT. There is no regional consulting infrastructure in Uzbekistan, in particular, TQQM (Entrepreneurship Support Centers), EQQM (Export Support Centers), regional financial infrastructure (regional guarantee funds) and other types of support infrastructure (technoparks, business incubators), including.

In August 2019, a single support body for CBT was established in Uzbekistan, which will be the only unifying body that will develop a strategy to support CBT, as well as monitor its implementation.

In developed market economies, small business plays an important economic and social role:

Development Institute	Definition
Export Promotion Fund	• The institute was established to expand the export
for Small and Medium	potential of small and private businesses;
Business and Private	
Entrepreneurship	
State Entrepreneurship	• Provide SMEs with the necessary legal, financial and
Development Support	organizational support to expand the production of
Fund under the Cabinet	modern, competitive products in foreign markets.
of Ministers	
Chamber of Commerce	• The main area of activity is to expand the access of
and Industry (CCI)	entrepreneurs to financial services (guaranteed
	assistance);

Table 6: The state of SME support infrastructure in Uzbekistan

- 1. Small business creates competitive market relations that are always beneficial for consumers. Therefore, in developed countries, a policy of supporting small business is pursued, the main purpose of which is to harmonize the interests of the state and business, to provide optimal conditions for entrepreneurship, to increase the competitiveness of small business.
- 2. It adapts quickly and flexibly to the market situation, customer requirements. The estimated lifespan of small businesses is 6 years. But the number of new businesses will exceed the number of closed ones. All small businesses are sufficiently adaptable to external conditions and, as they adopt new products, change the final products to meet demand and adapt to external conditions.

In Japan, small businesses can finish experienced production in a week, while large businesses take a long time to do so. They mainly specialize in end products aimed at local markets, including perishable, jewelry, clothing, footwear, etc.

- 3. Decentralization of housing creates jobs regardless of the economic development of the regions.
- 4. Small businesses make up the bulk of allocations to budgets at all levels.
- 5. Small business develops folk art, crafts and traditions.
- 6. High "innovations", ie the discovery and implementation of innovations. Foreign experience shows that innovations are made in the field of small business, which accelerates the development of science and technology.

In terms of the number of small businesses in the world, the United States ranks first, followed by Italy, the United Kingdom, Germany and France. For example, there are more than 20 million companies in the United States. There are more than 23 million companies in the European Union. (4 million of them are small and medium firms). In countries such as Canada, Australia, New Zealand, Asia (excluding Japan), the Middle East and Africa, which are not members of the European Union, there are about 5 million. the firm operates (Figure 2).

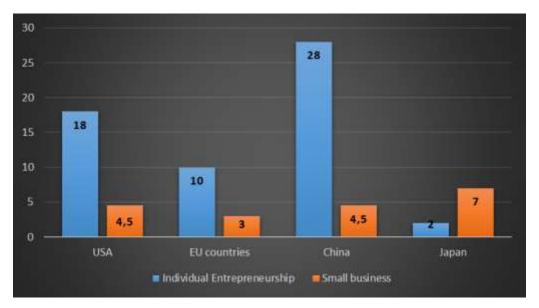


Figure 2: Number of small businesses and individual entrepreneurs in different countries

Currently, developed countries such as Japan, the United States, EU countries, Southeast Asia, and Latin America are trying to create and maintain an economic environment that allows small businesses to grow and develop. Much attention is paid to small enterprises, as it has a significant impact on various micro- and macroeconomic indicators, such as GDP, credit demand, government competitiveness, employment and other extremely important economic indicators. In addition, the development of small business is studied as a strong economic and social resistance to poverty and terrorism. In developing countries, small business is a decisive factor and can reduce social problems such as poverty and unemployment (India, Albania, Brazil).

The purpose of supporting small business is to find an optimal balance between the interests of society, business and the state. An important task of such a policy is to give it an investment direction. Investments are unevenly distributed across sectors of the economy based on public policy objectives. When small and medium enterprises enter foreign markets, they often face problems that depend only on the state. For example, African countries in practice do not have access to reliable information about their market and business partners. At the

same time, they do not have consultations with embassy staff with information about the "uniqueness" of the country and business opportunities in the country.

The experience of developed countries shows that despite the high value of SME support, these countries continue to actively support it. Therefore, SMEs will alleviate market conflicts and develop the country's economic potential. This will then lead to the creation of new jobs, mitigation of competition and cyclical fluctuations in the economy. The need for government support for export-oriented enterprises in developed countries is often explained by the use of "sophisticated" methods of protecting national producers, the problem of which is politically resolved. As a result, the regulation of foreign economic relations by the state remains particularly relevant. If we look at developing countries, in addition to small businesses, large businesses are also facing product competitiveness challenges.

In the European Union, the main tasks of national regulation of small and medium-sized businesses are: overcoming administrative barriers; to create an EAP institute for trade within the European Union by consolidating the legal framework for small and medium-sized businesses, supporting entrepreneurial initiatives and stimulating their growth and employment expansion in the sector.

EBAN is the largest association for supporting entrepreneurship in EU countries. The platform provides access to resource centers, integrates the interests of investors in foreign markets and creates new opportunities for doing business.

The experience of government support for small and medium-sized businesses in the United States is particularly noteworthy. This is why it is not only a country of giant corporations, but also a country of small businesses. In the U.S., government entrepreneurship development strategies are regulated by the Small Business Act as a comprehensive support by all government agencies in the small business sector in partnership with the Small Business Administration (SBA).

In countries that do not have a trade mission, trade sections are set up at embassies from State Department headquarters, with one or more assistants assigned to trade and economic affairs. Export Development Centers are part of the Trade Department of the International Trade Administration of the Ministry of Commerce. This center may provide the following services in conjunction with the U.S. Embassy Trade Section or the relevant trade mission:

- free provision of some market research;
- Preparation of "foreign company direction";
- Meeting organization services.

In addition, Eximbank of the United States plays a very important role in supporting entrepreneurship in the United States, supporting foreign trade operations of national companies with governmental and non-governmental structures of other countries.

In Japan, government support for export-oriented SMEs is provided by the JETRO agency. Currently, JETRO focuses its activities on attracting direct investment to the country and assisting small and medium enterprises in increasing their export potential. To this end, it prepares reviews of foreign markets, disseminates market information for SMEs, provides consulting services, forms trade governments abroad, and so on. Another export-oriented SME support body in Japan is NEXI. This company provides insurance for the export activities

of these Japanese SMEs and organizations related to agriculture, forestry and fisheries. It covers the damage caused by the inability to recover receivables.

Another similar institution is JBIC Japan Bank for International Cooperation, which provides two-stage loans (TSL) to domestic financial institutions to support the foreign economic activity of Japanese enterprises facing financial difficulties.

One of the main export support entities in China is the Export-Import Bank of China (EIBC) and the Bank of China (UK). These banks are engaged in lending to foreign buyers of Chinese products in lending for export-import operations. One of the major support bodies for export-oriented enterprises is Sinosure Export and Credit Insurance Corporation, a state insurance company with the status of an independent legal entity established to promote China's foreign trade and economic cooperation.

There is also the China Association of Small and Medium Enterprises (CASME). It is the association's responsibility to assist SMEs in entering international markets. It has a foreign office, advises SMEs on the specifics of foreign financing, cooperates with embassies and chambers of other countries, and provides financial assistance to foreign companies to develop goods of Chinese manufacturers, provides insurance brokerage services. The Indian Export Credit Guarantee Corporation (ECGC) is engaged in supporting entrepreneurship by providing various types of insurance compensation for the risks of not receiving export earnings in India. It insures against the risk of default, guarantees the payment of export earnings, provides consulting and information services, helps to recover problem debts.

V. CONCLUSION

Thus, the economies of European countries are based on SME economic activity, and therefore small and medium enterprises are entering foreign markets and receiving a high level of state support. The same can be said about the United States and Japan, which are considered benchmarks and role models for the republic. The system of state support for SME foreign economic activity is well established in China among developing countries. Studying the role and some functional features of small business abroad, it should be noted that this data can not be directly applied to the economy of the republic, due to its characteristics, such a model is not viable.

- 1. However, in the context of the economy of the republic, with certain adjustments, it is possible to use the experience that allows to organize and successfully develop small business. In the current geopolitical situation, more precisely, the republic's import substitution policy requires the support of small business by a foreign state and the implementation of the best practices of its national economy.
- 2. Radical increase in the volume of exports of goods and services, export-oriented In order to expand the range of products, ensure the balance of foreign trade and increase foreign exchange earnings, it is expedient to do the following:
- increase the production of competitive export-oriented products with high added value, sharply increase the volume of exports of services (tourism, medical, education, transport, construction, etc.) and accelerate the construction of appropriate infrastructure for their provision;

- Search for partners in the supply of its products and conclude contracts with organizations and enterprises.
 - 3. Information and analytical support for export activities:
 - ✓ Improving state policy in the field of export development and support, development of export potential
 - ✓ assistance in the implementation of state programs;
 - ✓ marketing, pricing, transport logistics, certification,

providing information and consulting assistance to exporters and their foreign partners on issues of standardization and quality control, tax and customs administration (including abroad), access to foreign markets on the basis of the "single window" principle;

- ✓ to search for a foreign buyer and conclude an export contract
- ✓ to the negotiation process, including the preparation of their drafts
- ✓ assistance;
- ✓ Ministries and departments of the republic, regions and districts
- ✓ export of national products abroad with khokimiyats, export
- ✓ There are measures to support the export of buyers
- ✓ privileges and preferences, duties of the competent state bodies
- ✓ and ensuring systematic cooperation in providing information on its functions;
- ✓ Establishment of a network of information and consultation centers in the regions;
- ✓ local exporters, manufactured products
- ✓ and assisting businesses engaged in the operation, production and export of electronic foreign trade platforms to access leading international e-commerce platforms by providing a service base;
- ✓ to prove the honesty of local producers as a reliable supplier of quality products, including the promotion of Uzbek brands and products abroad through the annual national exhibition "Made in Uzbekistan", industry and regional exhibitions and trade fairs, participation in international exhibitions and presentations implementation of the "Made in Uzbekistan" program on demand;
- ✓ organization and conduct of training seminars and trainings for beginners, trade missions for entrepreneurs on foreign trade to foreign countries;
 - ✓ Improving state policy in the field of export development and support, development of export potential
 - ✓ assistance in the implementation of state programs;
 - ✓ marketing, pricing, transport logistics, certification,
- ✓ providing information and consulting assistance to exporters and their foreign partners on issues of standardization and quality control, tax and customs administration (including abroad), access to foreign markets on the basis of the "single window" principle;
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