

## **Ways of Developing Business Activity in the Agricultural Sector**

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### **Abstract**

Reforming our country's agriculture, especially improving the state management system in the sector, wide introduction of market relations, strengthening the legal basis of relations between entities that grow, process and sell agricultural products, attract investments to the sector, introduce resource-efficient technologies, and encourage producers of agricultural products. Certain works are being carried out to provide modern equipment.

In the article, diversification of production, improvement of land and water relations, creation of a favorable agribusiness environment and high added value chain, support for the development of cooperative relations, wide introduction of market mechanisms, information and communication technologies in the field, as well as effective use of scientific achievements are discussed in the article. issues are focused on.

**Keywords:** industry, entrepreneurship, added value chain, innovation, export, income, population employment.

### **INTRODUCTION**

In the context of intensifying global competition in the world, the importance of the processing industries and the agricultural sector, which meets the needs of the population for agricultural raw materials and food products, is increasing. According to statistical data, "today, world agriculture is economically active population of 1 billion. It provides employment for more than 100,000 people, and about 5% of the total products produced in the world are accounted for by this industry. Forecast data shows that by 2050, the world's population will reach 9.1 billion. can reach a person. In this case, the demand for meat and dairy products of the world population is expected to increase by 2.5-3.0 times compared to today.

Changes in the infrastructure of the global goods market, the emergence of modern forms of retail and wholesale trade, the innovative activity of enterprises in the fight for competition and the consumer, and the differences in their goals, interests, functions and processes require significant changes in modern trade marketing. Development of long-term and mutually beneficial cooperation strategies based on business relations between manufacturers, distributors,

wholesale and retail enterprises, which are the main objects of trade marketing, are considered as priority tasks.

In Uzbekistan, special attention is paid to directions aimed at achieving economic growth based on the use of effective marketing strategies in trade-logistics, sale and storage processes of fruit and vegetable products.

## **ANALYSIS OF LITERATURE ON THE TOPIC**

Today, scientific research related to entrepreneurship in the Republic of Uzbekistan is widely covered in economic literature.

In particular, economists A. Olmasov and M. Sharifkhojaev "Entrepreneurship is not only earning money, but also a factor of earning income through creative activity"<sup>1</sup> states that. That is, entrepreneurial activity is considered an economic activity aimed at earning income, if it is not regularly activated, economic growth will not occur, and they believe that it is necessary to pay attention to the qualitative aspect of entrepreneurship.

In our opinion, A. Olmasov and M. Sharifkho'djaev meant that in the organization and management of business activities, the need for innovative ability from the leader will cause the entrepreneur to accept market management as the most important aspect in the future. Currently, the market demand is to develop cheap and high-quality products that meet all the requirements for human needs.

In revealing the essence of the socio-economic problems of the development of entrepreneurship, Q. Muftaydinov said: "Entrepreneurship is an economic flywheel as a driving force of economic activity, and it ensures the continuity of extended reproduction, taking into account entrepreneurship and consumer requirements in the conditions of the market economy."<sup>2</sup> he emphasized. From this we can understand that Q. Muftaydinov considered it important to pay special attention to the principle of continuous production in the management of business activities. The relevance of this principle is characterized by the short life cycle of goods in the consumer markets, which cannot take their place in the market for a long time.

Economist U.V. Gafurov "The forms and means of state regulation of the activities of small business entities should change according to the level of development of the small business sector, and appropriate means should be used."<sup>3</sup> emphasized that.

If we dwell on the essence of this approach, U.V. Gafurov emphasized the direct participation of the state in the regulation of the activities of business entities, and the focus on the regulation of the state through certain means in the management of business activities.

H. Abulqosimov and A. Kulmatov called entrepreneurship "a type of economically productive activity not prohibited by law."<sup>4</sup> described as. According to it, it is assumed that the entrepreneur will carry out his activities without deviating from the law. Therefore, the legal activity of an entrepreneur guarantees the level of protection from the point of view of the law.

Based on the above-mentioned opinions, we can say that the development of entrepreneurial activity today requires entrepreneurs to change their tasks by themselves, i.e. to make flexible and flexible decisions depending on the innovative environment.

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<sup>1</sup>Olmasov A., Sharifkhojaev M. Economic theory. - T.: "Labor", 1995. p. 192.

<sup>2</sup>Muftaydinov Q. Problems of entrepreneurship development in the conditions of economic liberalization. / Dis. ... iqt. science. dr. - T/, 2004. - p. 18.

<sup>3</sup>Gafurov U.V. Improvement of economic mechanisms of state regulation of small business. / Dis. author ref... iqt. science. dr. - T., 2017. - p. 30.

<sup>4</sup>Abulkasimov P., Kulmatov A. Entrepreneurship is a laborious activity. // "Economics and reporting", 1997, issue 9. - p. 9

## RESEARCH METHODOLOGY

In these studies, developing a strategy for the economic development of the agrarian sector, ensuring the proportionality of the growth of the population and its demands with the increase in the production volume of agricultural products, sustainable development of the agrarian sector, specialization of production processes, increasing the level of economic efficiency of economic entities by applying modern innovative technologies and methods, comprehensive statistical research of the factors affecting their activity, ensuring their competitiveness appear as the priority directions of scientific research in this regard.

## ANALYSIS AND RESULTS

The agrarian sector in Uzbekistan serves to increase the country's export potential while providing the population's demand for food and agricultural products, and over the past years special attention has been paid to the promotion and development of specialized farms. In particular, in the development strategy of New Uzbekistan in 2022-2026" ...One of the most important tasks implemented within the framework of the development strategy is to fundamentally increase the efficiency of agriculture and diversify it for the development of the national economy, that is, to develop the agrarian sector, to process agricultural products on a cluster basis and to ensure food security, the standard of living and the quality of life of the population living in rural areas. to increase, to create the necessary conditions to double the income of farmers and peasants, to bring the annual growth rate of agriculture to at least 5%"<sup>5</sup> priority tasks such as

**Table 1. Agricultural products, in thousand tons<sup>6</sup>.**

Product type	2000	2005	2010	2015	2020	2021
Cereals and legumes	4 101.4	6 540.9	7 504.3	8 173.5	7 636.0	7 634.6
Potatoes	731.1	924.2	1 694.8	2 586.8	3 143.8	3 285.6
Vegetables - total	2 644.7	3 517.5	6 262.4	9 390.0	10 431.4	10,850.2
Food policy	451.4	615.3	1 182.4	1 853.6	2 134.4	2 285.3
Fruits and berries	790.9	949.3	1 676.3	2 467.9	2 812.6	2 852.6
Grapes	624.2	641.6	979.3	1 518.2	1 606.9	1 695.3
Cattle and poultry for slaughter (live weight)	841.8	1 061.5	1 461.4	2 033.4	2 519.6	2 635.1
Milk	3 632.5	4 554.9	6 169.0	9,027.8	10,976.9	11 274.2
The resulting egg	1 254.4	1 966.7	3 061.2	5 535.4	7 781.2	7 788.4
Honey, tons	2 685.0	2 115.7	3 171.9	10 157.0	13 357.8	14,066.9
Sheared wool, tons	15,849	20 081	26,510	36,029	35 422	36 345
Obtained black skins	747.6	688.7	934.9	1 032.0	1 152.1	1 252.4
Cocoon, ton	16 479.0	16 211.0	25 151.8	26 293.0	20,941.9	22,769.9

Since the agricultural sector in our country has been specialized mainly for cotton and grain crops, we can see in the table above that grain has a very large share in the composition of grain

<sup>5</sup>Decree of the President of the Republic of Uzbekistan dated January 28, 2022 "On the development strategy of New Uzbekistan in 2022-2026" No. PF-60. www.lex.uz.

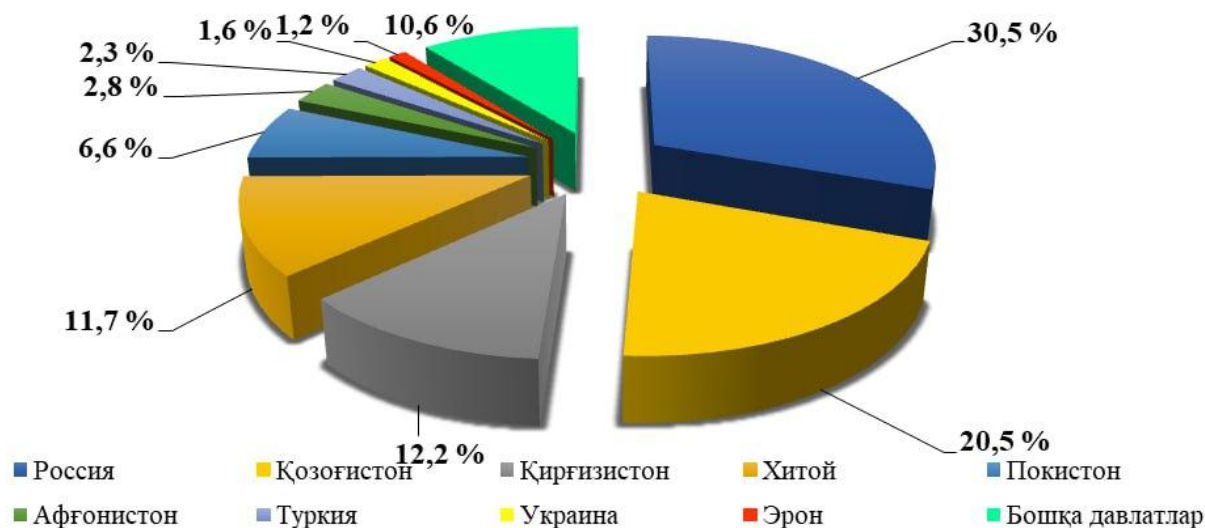
<sup>6</sup>Prepared on the basis of information from the official website of the State Statistics Committee of the Republic of Uzbekistan.

and leguminous crops. In the next places, we can see that corn grain, rice and other types of leguminous crops (peas, beans, lentils) are leading.

Currently, the share of farms in the total agricultural products is 53.1%, and in the total livestock products is 5.3%.

The main partner countries in the export of fruit and vegetable products in foreign trade are Russia (30.5% of the total volume), Kazakhstan (20.5%), Afghanistan (6.6%), China (5.7%), Turkey (4.5 %) and Kyrgyzstan (4.3%).

Statistical analysis shows that in 2017, fruit and vegetable products were exported to 60 countries by 876 exporters, and in 2021, 1,175 exporters exported to 67 countries (Figure 2.1).



**Figure 1. Export share of fruit and vegetable products and processed products from them by major partner countries<sup>7</sup>, %**

In addition to the information in the above picture, the types and geography of fruit and vegetable exports are expanding year by year. Fruit and vegetable products were exported to Denmark, Jamaica, American Samoa and South Africa for the first time in 2021. Also, the types and geography of export of fruit and vegetable products are expanding year by year. For the first time in 2021, fruit and vegetable products and their processed products were exported to Bulgaria, Sri Lanka, Indonesia, the Philippines, Greece, Qatar, Croatia and Malta.

### Summary

TodayIt is advisable to implement the following measures to increase the role of entrepreneurship in the agricultural sector:

- taking practical measures for the development of the agrarian sector, supporting enterprises producing exportable agricultural products, increasing production volumes through the modernization and technological re-equipment of production facilities at the expense of foreign investments, the establishment of new enterprises;
- further expansion of cooperation with foreign companies and agroclusters on introduction of foreign investments, bringing technologies that produce exportable products, wide use of opportunities of international fairs organized in the republic;
- providing comprehensive support to farms, strengthening their material and financial base, creating new opportunities for them, developing service structures;

<sup>7</sup>Prepared on the basis of information from the official website of the State Statistics Committee of the Republic of Uzbekistan.

- take measures to help agricultural enterprises to use the wide opportunities created for purchasing modern technologies for processing their products;
- continuous provision of raw materials, electricity, gas to industrial enterprises established in rural areas, construction of communication networks, etc.

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