



CLASSIFICATION OF MAIN FACTORS AFFECTING SMALL BUSINESS DEVELOPMENT IN THE AGRICULTURAL PRODUCTS MARKET

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Abstract: In this article, the factors affecting the development of small business in the market of agricultural products are defined and classified, and it is proposed to consider them in three stages. Based on the obtained results, a map of the smart agro-added value chain was developed, and an electronic platform for the agricultural database was proposed.

Key words: agriculture, entrepreneurship, small business, farming, farming, value added chain, social factor, economic factor, internal factor, external factor.

Introduction

As one of the important and strategic directions of ensuring socio-economic development and solving problems in our country, the issues of developing small business and private entrepreneurship (SBPE) and supporting it with the help of various levers come to the fore. Also, increasing the share and importance of SBPE in the formation of the main macroeconomic indicators is of particular importance. In terms of economic sectors, the share of small business is the highest in agriculture, making up 98.3 percent, and the development of agriculture based on strategic approaches is a key direction in ensuring economic development, population employment and income growth [1]. The increase of the role and share of SBPE in the formation of macroeconomic indicators, respectively, the high share of production in economic sectors, especially in



agriculture, requires the identification of factors affecting it and their systematization in increasing the socio-economic efficiency of small business.

Important legal, organizational and economic measures are being implemented to promote the development of small businesses in the market of agriculture and its products. In particular, in the 2020-2030 strategy for the development of agriculture of the Republic of Uzbekistan, the implementation of pilot investment programs to support the development of small entrepreneurship and diversification of activities in the agricultural sector, the activities of the state fund for supporting entrepreneurship under the Small Business and Entrepreneurship Development Agency special attention was paid to improvement issues [2].

Analysis of literature on the topic

The market of agricultural products, the development of SBPE in them, influencing factors have been studied by many scientists and researchers. In particular, S.A.O. Socio-economic factors affecting the activity of Ugvumba small farms [3], M. Winter, M. Lobley Development of small family farms in Great Britain [4], M. V. Panasyuk, L. N. Safiullin, I. R. Gafurov , A.R.Safin, the role of small business in agriculture [5], Sh.A.Zantemirov, the state of development of entrepreneurship in the agricultural sector [6], A.A.Chernov, the state and prospects of new measures of state support for small business in agriculture issues [7] have been covered in scientific research works.

T.D.Dostjonov, S.K.Salaev small business development trends, the role and importance of entrepreneurship in the economy [8, 9], U.S. Mukhitdinova directions for the development of the market of fruit and vegetable products in the conditions of economic modernization [10], A.S. Khojaev researched issues such as economic-statistical analysis of farms specializing in fruit and vegetable growing [11]. Despite the fact that the researches of the above-mentioned scientists have covered the agricultural products market and the state of



development of agricultural products in it, today's global economic changes, as well as the issue of food stability and safety, and increasing the export of agricultural products are on the agenda. it is required to carry out in-depth scientific research on analysis and a comprehensive approach to the problem.

Research methodology

In the implementation of this research, the works of a number of scientists who conducted scientific research in such areas as the theoretical and methodological foundations of small business development, the development of small business in the agricultural sector, the role of agricultural products in the development of the market, and the study of factors affecting it were theoretically analyzed. Analysis and synthesis methods were used as a research methodology based on the dialectical theory of scientific research.

Analysis and results

Ensuring the development of small business in the market of agricultural products, identifying the main influencing factors, and further improving the support mechanisms serve to increase the volume of production, export potential, employment and income of the population. Taking into account that our government is paying special attention to the development of the infrastructure of the added value chain in the fruit and vegetable industry, we would like to propose to look at the factors influencing the development of SBPE in the field in three stages based on the stages of product production. These are:

Factors affecting the organization of the activities of farmers and farmers, which have a direct and indirect impact on the development of small business in the market;

Factors affecting the network, taking into account the impact of changes in the agricultural network on the activities of small business entities in the market;



Factors affecting the market of agricultural products, taking into account that changes in the market are directly reflected in the activities of small business entities in it;

First of all, we would like to pay attention to the factors affecting the activity, organization, and stability of farmers and peasant farms, which are the main producers of agricultural products and the basis of small business development in the field (Table 1).

Factors affecting the efficiency and success of the organization of farm and farm activities were considered, conditionally divided into six groups. Taking into account that the organization of the activity of any business entity and ensuring its efficiency directly depends on the mental, physical, socio-economic thinking potential of the entrepreneur, the characteristics of the leader, as well as the unique characteristics of the economy, are considered as factors affecting his activity. These factors serve to develop small business, ensuring the increase of activity efficiency in terms of quantity and quality. Also, informational, environmental, technical and technological, social factors and other services are cited as factors that directly affect economic activity.

Table 1

Factors affecting the efficiency and success of the organization of farming activities

Environmental factors	Technical and technological factors and	Social factor
Benefits of land and water	other services	The attention of the population to the agricultural sector
ignition intensity	Provision of special equipment	Changes in the number and structure of the rural



		population
Soil erosion and	Optimum agrochemical norms	Social infrastructure
the influence of environmental factors	organization of agrochemical services to provide	The attractiveness of the agricultural sector for the rural population
The product is ecological ensure purity	Diseases of crops, pests prevent niche	increase Creation of jobs suitable for the demand of the rural population
Pest control, plant-	Agrochemical means of product preservation	Workers in the agricultural sector
to protect people	Selection of plants suitable for nature, climate and demand	social support activities
Ecological knowledge, culture and ethics	Existing technologies of planting and crop cultivation and	Mechanism of personal insurance of workers

In the second stage, the factors affecting the agricultural network are considered. Because the activities of small businesses, which are the main subjects of the market, directly depend on the growth and stability of the industry, and on the contrary, the state of the industry depends on the development of SBPE. Taking into account this negative impact, we would like to propose to look at the factors affecting the agricultural sector, conditionally grouped into 5 groups.

All factors affecting agriculture are divided into groups such as: social, economic and directly related to both of them, providing the development of science and technology, land resources and structure, and environmental factors. The difference of agriculture from other sectors is that it is influenced by social



factors quite strongly, and it is considered one of the first formed sectors of the economy.

In particular, the change in the number of the population affects, on the one hand, the labor force capable of operating in the sector, and on the other hand, the change in demand for products. As for the group of economic factors, they are considered important in ensuring the development and stability of not only agriculture, but also all sectors of the economy. However, the low level of profitability and efficiency in agriculture compared to other sectors justifies the high need to support it with various economic levers and tools. This, in turn, requires the use of economic factors (such as financial levers, maximum and minimum price policy) in product production, realization, and ensuring market balance.

Increasing the level of profitability in the industry, speeding up innovation processes requires a joint consideration of social and economic factors.

Because in addition to economic support for innovative processes, it is also required to have a highly qualified workforce. As a result, conditions will be created for further improvement of plant and livestock selection, biotechnology and genetic engineering, new types of fertilizers, irrigation system and technology. Land is an important basic tool for the cultivation of agricultural products, and the possibility of increasing soil fertility as a result of maintenance requires the formation of a group of factors affecting land resources and its composition. In addition, the field is highly sensitive to ecological changes, allowing drought, temperature and climate change, annual moisture distribution, changes in the growing season to form as factors affecting the field's activity. The presence of interaction between the agricultural network and the development of small business in the market of its products substantiates the fact that the above factors have an indirect effect on the development of small business. Also, according to the results of the analysis of approaches to the market and the market



system, it is considered as a set of relations between its subjects, that is, consumers and sellers, socio-economic relations, as a mechanism for organizing their relations. This explains that any change in the market is reflected in the activities of its participants.

Conclusions

In consideration of the factors influencing the development of small business in the section of the mentioned stages, excellence in analysis, full coverage of the factors, serves the issues of development of the infrastructure of the added value chain. Also, based on the results of the analysis, the map of the smart agro added value chain serves to optimize the processes of providing raw materials for each stage of production, transferring the product developed at this stage to the next stage, and the use of smart technologies helps to form a reliable and primary electronic database.

The proposed electronic platform of the agricultural database makes it possible to have accurate and complete information about the existing conditions, to identify shortcomings, to assess the impact of factors, and to organize the activities of scientific research institutes directly related to the production process.

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