



ISSUES OF IMPLEMENTING THE STATE'S EXPORT POLICY IN THE DEVELOPMENT OF ENTREPRENEURSHIP

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Abstract: This article examines the importance and important issues of the state's export policy in the development of the entrepreneurship sector. The factors of promoting exports to bring domestic producers to foreign markets, increasing their competitiveness, and strengthening the country's economy are analyzed. Existing problems and proposals for their solution are also put forward.

Keywords: entrepreneurship, export policy, state support, foreign market, economic reforms.

In the modern economy, business entities are considered not only the main source of national income, but also a supporting factor for economic stability, employment growth and innovative activity. In particular, in countries with strong export potential of small and medium-sized businesses, economic development is consistent and rapid. Therefore, countries are directing their export policies towards the development of entrepreneurship, promoting their active integration with foreign markets.

Uzbekistan has also implemented important reforms in this regard and aims to transition to an export-oriented economic model. This article analyzes the state's export policy and its role in the development of entrepreneurship, its practical results and prospects[1].

Therefore, it is one of the urgent issues of today for the state to properly implement its export policy and create the necessary infrastructure to bring businesses to foreign markets.

In recent years, the Republic of Uzbekistan has been working in the following areas to improve its export policy:

The legal and regulatory framework is being strengthened. Presidential resolutions and decrees, as well as Cabinet of Ministers resolutions regulating export activities are being adopted (for example, resolutions No. PQ-4862, PQ-4707, VMQ-709).

Financial support includes loans, subsidies, and preferential tax regimes for export-oriented enterprises. Pre-export financing mechanisms are being developed. Export infrastructure is being developed. Conditions are being created for entering foreign markets through the "Single Export Window", the "UzTrade" platform, and trade representative offices.

A system of export insurance and guarantees has also been established. Entrepreneurs are protected from external risks, which increases their confidence in their export activities[2].

It is known that the state policy is of great importance in the development of entrepreneurship in order to fully utilize the export potential. However, in practice, there are a number of systemic and practical problems in implementing this policy. They can be grouped into the following areas: limited knowledge of export markets is observed among entrepreneurs. Most small and medium-sized enterprises do not have sufficient information about foreign requirements, customs procedures, logistics areas, international trade agreements. Marketing and foreign language skills are lacking, which makes it difficult to establish direct contact with international customers. These include restrictions on the use of financial instruments, logistics and infrastructure problems, problems with product quality and standards, insufficient functioning of

the state support system, the problem of market diversification and competitiveness, and the limited use of digital technologies and online sales.

The concept and directions of export policy. Export policy is a system of legal, institutional and financial measures taken by the state to export the country's products and services to foreign markets, ensure their competitiveness, and increase export volumes. The main directions are as follows:

- tax and customs exemptions that encourage exports;
- financial support (loans, grants, insurance);
- simplifying access to foreign markets;
- support for export activities through information and consulting.

The state acts based on economic priorities when determining export policy. This policy is especially relevant for small and medium-sized businesses, whose products often need to enter foreign markets so that they do not remain limited to the local market.

Entrepreneurship and export are complementary and mutually reinforcing economic activities. Entrepreneurship develops new products, services, and technologies and exports them to world markets. Exports, in turn, increase the entrepreneur's income, attract investment, and create the basis for expanding production[3].

Therefore, small businesses have the following advantages in export activities:

- the possibility of flexible product production;
- based on local raw materials;
- relatively low production costs.

At the same time, these entities often need assistance in entering foreign markets, so state policy should be directed specifically at them.

Uzbekistan's export volume and small business

share (2020–2024)

Year	Total volume export (billion USD)	Share of small businesses (%)	Number of exporting companies	Number of new export markets
2020	13.0	26.1%	3 200	2
2021	15.3	28.5%	3 750	3
2022	17.5	30.2%	4 500	4
2023	19.8	31.7%	5 200	5
2024	22.1	33.9%	6,000	6

Source: Prepared based on statistical data.

This table shows that during 2020–2024, the growth rate of total exports in Uzbekistan was stable, reaching from \$13 billion to \$22 billion. This indicates that positive dynamics are taking shape in the country's foreign economic policy[9].

The share of small businesses in exports is also increasing - from 26.1% in 2020, this figure reached 33.9% in 2024. This indicates the effectiveness of the state's support policy aimed at attracting small businesses to exports.

also increasing year by year, which indicates that new entrepreneurs are entering the foreign market. For example, in 2020 this figure was 3,200, but by 2024 it will exceed 6,000[9].

Another important indicator is the number of new export markets. It is clear that at least one

new international market is being conquered every year, which indicates that the process of diversification in exports is underway.

It is worth noting that the analysis highlights the following important points: although export volumes are growing, the share of small entrepreneurs is still limited. This sector needs more support, the increase in the number of exporting enterprises is a sign that new entrepreneurs are striving for foreign markets, but for their sustainable activities, financing, certification, and expansion of logistics capabilities are important.

Therefore, the opening of new markets indicates that the state's diplomatic and trade policies are having a positive impact on exports.

In addition, the main pillars of Uzbekistan's export policy include:

- financial support for exporting entrepreneurs, including loans, guarantees, and insurance;
- development of export infrastructure, optimization of logistics and customs systems;
- increasing the competitiveness of national products, bringing the quality and certification system into line with international standards;
- introducing digital export platforms and opening online markets for entrepreneurs.

In conclusion, it should be said that the development of business entities and their introduction to the international market is one of the important factors ensuring the sustainable growth of any economy. Although the state is implementing a number of important initiatives to expand the export potential of Uzbekistan, in practice there are still problems in this area that are awaiting resolution.

Therefore, a comprehensive and systematic approach to the development of export-oriented entrepreneurship is of great importance. Export policy should be supported not only by privileges and subsidies, but also by continuous training, consulting, financial and logistics services. It is considered urgent for the state to simplify export processes, open new markets, reform the product certification system, and expand "single window" services for entrepreneurs.

Also, to further increase export potential, it is necessary to develop an export strategy at the regional level and integrate small businesses developing on a network basis into the national export system.

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