

SOME ASPECTS OF IMPROVING THE REGULATION OF FOREIGN TRADE ACTIVITIES OF BUSINESS ENTITIES

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A B S T R A C T	K E Y W O R D S
The analysis of external and internal factors in the development of foreign trade activities of business entities showed unique results. In the organization and internal organization of foreign trade activities of business entities, collecting data and re-examining them creates a factor such as the attitude of an entrepreneur. Most of the problems are related to the legal and economic literacy of the entrepreneur, and it shows his attitude to social processes.	Business entities, foreign trade activities, export-import of goods and services, foreign trade contracts, transport contracts, customs warehouses, road tracking documents, certificates, innovative and digital technologies, time factor, management.

Introduction

Business entities should pay special attention to the following aspects in the development of foreign trade activities: to obtain high efficiency from the trade of goods and services by optimizing the processes of regulating foreign economic activity, as well as to liberalize the movement of financial capital and increase the effectiveness of the preferential regime, the World Trade Organization in this regard it is of particular importance to organize foreign trade in harmony with its activities.

Expanding all-round support for entrepreneurship, including protecting the interests of local producers in the international market, while studying the existing problems in the regulation of foreign trade activities, creates the task of finding scientifically based, comprehensively useful solutions to them.

Before carrying out foreign trade activities at the enterprise level, careful planning, as well as the optimal organization of the process in the form of various operations, as well as the management of successful regulatory affairs through effective control, is the main goal of every entrepreneur engaged in foreign trade today. Profit obtained without compliance with such regulations may lead to excessive costs and loss of time resources for an entrepreneur who is a subject of foreign trade, the results of observations have shown that in practice, some of our entrepreneurs, when they start conducting foreign trade activities, do not have knowledge in this regard and skills, experience shortages are observed, as a result of which they are forced to accept the occurrence of excessive unexpected costs. The main problem in the implementation of this activity is to study the aspects necessary for the effective implementation of foreign trade activities by the business entity. To be more precise, in the

organization of foreign trade in the enterprise, it is assumed to pay attention to the existing national and international legal norms, to logically organize the work.[1]

Literature Review:

In this topic, the theoretical information about the methods of regulation of foreign trade within the framework of the national economy from the book "International Microeconomics" by Alexei Kireyev was obtained, in which the author describes the tariff and notarial methods of influencing the national economy, as well as through currency opinions on regulation were received. In addition, based on the book "Export and import operations" by Erkin Gadoyev, ideas were obtained on the organization and regulation of foreign trade activities of business entities at the enterprise level. The theory of protectionism is mostly associated with the name of the Australian scientist Max Corden.

Methodology

When conducting research on the organization of foreign trade activities of business entities, economic methods, analytical and synthetic, as well as analysis, synthesis, induction and deduction methods were used, as well as the results obtained by statistical and econometric methods were analyzed.

Result

Regarding foreign trade, historically, mercantilists have expressed valuable opinions about maintaining a positive balance of foreign trade or creating a positive balance of it, that is, they emphasized that it is possible to increase the export potential first of all, they accepted that population employment will increase. They thought that foreign trade should be developed in order to earn more money because of the invasions and gifts of little importance and for this they believed that one rule is that more goods should be exported to the country from which the goods are bought than what was bought from them. Conducting an active export policy, in this regard, they increase the level of processing of exported goods, use their own transport in foreign trade, save domestic raw material resources, encourage the export of goods, and reduce customs duties on raw material resources imported from abroad. focused on reducing tariffs, promoting goods offered by local producers, and eliminating factors that make local goods very expensive.

Ensuring the flow of money to the state, in this regard, they analyzed the export of wealth by dividing it into two groups, the first is natural wealth - wealth that can be extracted from the earth and the second is artificial wealth - industrial products. They aim to accumulate gold, silver and precious stones as the main wealth, they believe that such wealth will never lose its value, bread, meat, wine and other such goods to accumulate gold and silver in the state those who consider it a tool. Another aspect, while paying special attention to re-export, they also paid special attention to the issue of buying cheaply from one country and selling it more expensively to another country.[2]

Carrying out protectionist policy. The state encourages exports and tries to reduce imports in order to ensure a positive foreign trade balance by means of customs tariffs and restrictions (quotas). According to William Petty, the state can increase the volume of imports in proportion to the volume of exports, besides, in order not to stop production, it is necessary to encourage the sale of goods, even if there is not much profit.

Production of industrial products for export and increasing the share of finished products in it. Mercantilists argued that a country would benefit more from exports of manufactured goods than from

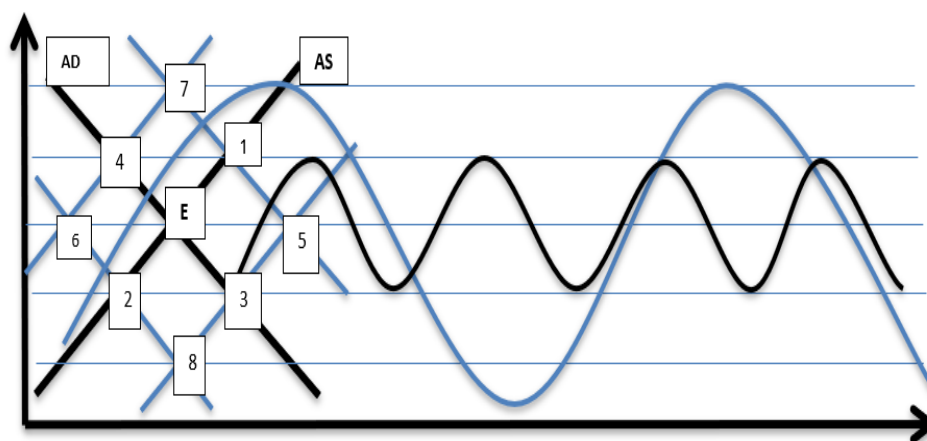
exports of raw materials, so that exports of raw materials should be limited or banned altogether, rather than encouraging imports of cheap raw materials to compete. they expressed the opinion that it supports the production of finished products and serves to maintain gold and silver reserves in the country. According to their opinion, industry is more profitable than agriculture, trade is more profitable than industry, and the state should fully reprocess its mined minerals into ready-made products.

Prohibition of foreign trade for colonial countries. Mercantilists introduced the ideas of selling the goods of the colonial countries cheaply and at a high price, not allowing them to create finished products, and turning them into a source of raw materials.

Establishing control over gold and silver reserves and prohibiting withdrawal of money by private individuals. Here, mercantilists focus on the issue of employment, and for any economy, the issue of employment is not completely solved, that is, there is a surplus of labor, hiring them increases the volume of production, and for this, of course, there must be a lot of money reserves. who expressed the opinion that In addition, they said that if the issue of employment is fully resolved, foreign money will cause inflation, that is, the depreciation of money, and with these thoughts, they took the first step towards the fact that employment and inflation are interrelated.

Theoretically, if goods produced in excess of consumption in the national economy are exported through foreign trade, some goods are imported during a market shortage. The social importance of foreign trade lies in the fact that by organizing competition in the market, prices are influenced, more precisely, the drop in prices leads to an increase in the well-being of the population. In addition, under the influence of foreign trade, especially modern technologies and innovative devices become important in the development of society.

The figure below shows equilibrium at nine different points as a result of an increase or decrease in aggregate demand and aggregate supply. If you pay attention, there are two wavy lines of fluctuations in the figure, the large fluctuation represents the free price in the case of free trade, and the second case represents the price regulation.



1- Picture. Price fluctuations at various equilibrium points resulting from the movement of aggregate demand and aggregate supply.

In the regulation of foreign trade in the national economy, the state performs the following functions[3]:
 - Ensuring stable economic growth; in this case, by balancing the foreign trade of state-owned enterprises and households, with the production of goods and services, the population's well-being

increases, it makes its inhabitants richer, and when economic crises arise, it takes them out of the situation without excessive losses;

- Production of social products; the state provides households and enterprises with security, management, part of education, part of health care, science and art promotion services;
- Income redistribution; the state also collects duties and taxes from foreign trade, pays wages to state workers, purchases goods and services for state needs, implements investment projects of state importance, allocates subsidies to economically weak enterprises and regions, implements international aid;
- Stimulates positive external effects and limits negative effects; the state can set high tax rates on the imports of enterprises, but can implement environmental protection and prevent environmental pollution, or ban the import of harmful goods in general, and can give subsidies to exporters of national importance;
- Establishes the exchange rate and money circulation; The Central Bank issues money and puts it into circulation, tries to establish control over commercial banks, other financial organizations and inflation, lends to various projects, etc.
- Legal regulation, the legislative bodies of the state issue laws to regulate foreign trade, for example, the law on foreign economic activity, the law on exchange control, the law on securities, anti-monopoly law, etc.;

There are different forms of regulation of foreign trade activities, which can be divided into unilateral, bilateral and multilateral forms of regulation.

Unilateral regulation means unilateral regulation by the state without agreement with trade partners, and bilateral regulation means regulation based on mutual agreement. Multilateral regulation refers to the regulation of foreign trade on the basis of multilateral agreements, which means regulation through agreements concluded with integration associations or international organizations.

From the point of view of state intervention, it is divided into free trade policy and protectionism policy, in free trade policy, the state interferes minimally in regulating foreign trade, foreign trade market develops on the basis of supply and demand, and in protectionism, the domestic market is protected from foreign competition, trade policy is tariff and notary methods are used.

The debate between the supporters of protectionism and free trade on the development of domestic production or the comparison of domestic production costs and international production costs is still ongoing. As can be seen from history, foreign trade policy has never been on one side, but has always shifted from one side to the other. In the 1950s and 1960s, rapid steps were taken to abandon protectionism and free trade in the international economy. By the beginning of the 1970s, on the contrary, the practice of regulating the internal market by tariff and notarial methods was observed. In the 1980s and 1990s, this tradition was further developed. is stretched. Developed countries reflect the export of industrial products between developing countries, while developing countries reflect mutual traditional exports.

The development of protectionism has given rise to its several forms:

- Selected (selective) protectionism will be aimed at individual goods and individual countries;
- Sectoral protectionism protects certain sectors, for example, agriculture is called agrarian protectionism;
- Collective protectionism, a certain group of countries is protected from a country that is not a member of its group;

Covert protectionism is implemented using methods of domestic economic policy;

The role of business entities in the implementation of foreign trade is incomparable, it is very important for the stability and future development of the national economy. From the point of view of the activity of business entities in the real sector of the economy, they are of particular importance in creating economic prosperity.

Discussion

The issue of self-regulation of the business entity's own activities through the successive application of management functions in the organization of foreign trade within the framework of its own enterprise, the legal organization of foreign trade activities, and the economically efficient implementation of foreign trade operations are always does not happen as desired, each operation is similar to the implementation of a project in terms of importance.

Strict compliance with the legislation in compliance with the legal regulations, rules and procedures developed by the state to regulate the foreign trade activities of enterprises, and the implementation of foreign trade activities without committing various offenses is a uniquely complex issue that requires special attention. is considered In this case, when monitoring the foreign trade activity of a business entity, we see that the first thing to do is to monitor compliance with the law, although the cost accounting, the study of a number of other factors in the process of organizing foreign trade activity is neglected. is similar, because the effective implementation of foreign trade activities by business entities leads to the gross growth of this type of activity in the national economy. In addition to the legal factor, there are economic and social factors, it is necessary to take into account these factors in a coordinated manner, analyze them, and focus on decision-making.[1]

If we take the goods and services participating in it as the object of foreign trade activity, the subject can be an entrepreneur, so entrepreneurs who have modern knowledge and skills to organize foreign trade activities will contribute to the development of the national economy and plays an important role in improving the well-being of the population. It is known that the most important first aspect for enterprises in the organization of foreign trade activities is the implementation of a perfect project during the conclusion of foreign trade contracts. Why do we interpret the foreign trade contract as a project? requires doing. The reason why the contract is regarded as another project is that the foreign trade contract concluded in haste with various errors will cause excessive costs, that is, when the consequences not foreseen in the foreign trade contract occur, its effect will cause direct and indirect unexpected costs, in this respect the project features in full. The preparation of cargo tracking documents in accordance with the contract serves for the timely and successful implementation of the customs clearance process, as well as shortens the certification period, in addition, it does not leave room for unnecessary questions during the implementation of the customs audit.

Usually, after negotiations are concluded, a contract is concluded between the parties, and cargo tracking documents are prepared on the basis of this contract, shipments are carried out after the compliance of the cargo tracking documents with the contract is confirmed between the parties, but in practice, in some cases, when the cargo begins to arrive, instead of the agreed documents, cargo with various errors we accept tracking documents. In such cases, these errors cause excessive unexpected stress to the specialist organizing foreign trade activities, affect time, excessive costs and nerves, lead to the lengthening of the customs clearance process, correct digitization saves time and corrects the error riling takes too much time.

Summary

As long as the business entity engaged in foreign trade does not start the mechanism of internal regulation in response to various requirements of the state regarding the regulation of foreign trade, the result and effect of a unilateral approach will not be as we expected.

At a time when behavioral economics is being intensively studied today, observations, researches, and experiences have shown that even a highly effective customs audit will not fully show its positive results if the internal regulation is not properly implemented within the enterprise does not show.

An entrepreneur who says that he will engage in international trade without deep knowledge of the state's foreign policy in the organization of foreign trade will lose, the results of the analysis show that today the ideas of mercantilists serve as the implementation of the foreign trade program of most developing countries, but we must not forget that raw for countries rich in material resources, the ideas of mercantilism may come in handy, but for countries with limited resources, it is necessary to liberalize foreign trade.

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