



International Conference of Economics, Finance and Accounting Studies

International Conference of Economics, Finance and Accounting Studies is a double-blind peer-reviewed, open-access journal published to reach excellence on the scope. It considers scholarly, research-based articles on all aspects of economics, finance and accounting. As an international congress aimed at facilitating the global exchange of education theory, contributions from different educational systems and cultures are encouraged. It aims to provide a forum for all researchers, educators, educational policy-makers and planners to exchange invaluable ideas and resources.

Mechanism of Small Business Entities and Private Entrepreneurship in Cooperation Relations

Atajonov Jur'atbek Atavayevich

independent researcher, Urgench State University

Annotation

This article examines the classification of the main forms and mechanism of cooperative relations between small businesses and private entrepreneurship.

Key words: small business, private entrepreneurship, cluster, cooperation links, transaction, resource-based approach, knowledge-based approach, dynamic capabilities concept, strategic management

It is known that in the countries of the world, small business and private entrepreneurship act as a driver of the economy of developed and developing countries in ensuring food security, employment, and poverty reduction.

Small business entities, in the course of their activities, directly and indirectly enter into various economic, legal, and social relations with participants in the external and internal environment, which constitutes a complex system of interaction. It should be especially noted that when forming the mechanisms of interaction between small business structures, it is very important to find an answer to the question of whether the form of interaction between the subjects of the system is cooperative or competitive. Because, on the one hand, this system should form a common goal, all its subjects should act in accordance with each other, exchange goods, products, works or services, as well as information related to them, and on the other hand, each subject, trying to solve the issues of its own functioning and development, forms a certain level of competition in the system. For this reason, while the system of interactions undergoes constant changes, its composition and direction change depending on certain conditions, some connections disappear, and new forms of interaction appear in their place. Consequently, the cooperative relations of small business and private entrepreneurship entities with any other entities should be considered as a complex dynamic system. Of course, this includes not only small business relationships with small businesses, but also small business relationships with medium or large businesses through cooperation or other forms.

In our opinion, one of the main theoretical approaches leading to an understanding of the mechanisms of cooperative relations of small businesses and private entrepreneurship in any form is the theory of synergetics. Synergetics is the science of self-organization of complex systems, aimed at understanding the evolution of large-scale connections and systems that lead to large-

scale changes. Its main postulate is that systems adapt to sudden changes (fluctuations) to rise from a lower level to a higher one, and accordingly, new orders and structures are formed.

Also, taking into account that small businesses and private entrepreneurship have formed multifaceted systems with complex changes in mutual cooperation and competition, many economic and social factors can have a strong influence. As noted by the CIS economist E.G. Bagiyev, it is necessary to strengthen attention to scientific works aimed at increasing the effectiveness of multifaceted relations of small business entities and their further study¹.

According to our analysis, today there are several directions of modern economic science, from which the theoretical foundations of cooperative relations between small business entities arise. The most important of these areas are the principles of the theory of strategic management, which considers the issues of cooperation and competition between firms from the point of view of the resource concept, the knowledge-based approach and its concept of dynamic capabilities, and the relationship approach. There are also the theory of transaction costs, the theory of competitive strategies based on economic space divided into clusters, and the theory of interactive marketing².

The significance of such a science as synergetics in the processing of reinforced theoretical decisions for a full conceptual understanding of the above theories is also important. One of the founders of synergetics, G. Haken, called it the science of self-organization of complex systems³.

Synergetics is based on the theory of nonlinear dynamics, and therefore modern scientists interpret it as the science of evolution, and this science is aimed at analyzing the laws and rules of development of complex dynamic systems, changes in their state under the influence of external factors⁴.

The system of cooperative relations between small businesses and private entrepreneurship entities is also considered as a synergistic system, that is, it can be applied to important concepts of synergetics and the main features of synergistic systems⁵.

Also, analyzing the works of authors who studied socio-economic systems from the point of view of this science, analyzing the works of such scientists as Pugachev E.G., Solovenko K.N.⁶, Chistilin D.K.⁷, it is possible to distinguish the following main features of the system of cooperative relations between small businesses and private entrepreneurship structures:

1. Openness, constant exchange of information with other systems, influence on external factors.
2. Self-organization. The basic principle of self-organization is the emergence and intensification of order through "fluctuations," that is, random deviations of the system from a certain average state. In open systems, these deviations are not eliminated, but the disorder intensifies, constantly accumulating, which leads to the breakdown of the old order and structure and the emergence of a new order and structure.

¹ Багиев Е.Г. Стратегия взаимодействия предпринимательских структур на промышленных рынках// Научный журнал «Проблемы современной экономики», 2008, №2, [Электронный ресурс].-Режим доступа:<http://www/m-economy.ru/art.php.3?artid=24081>

² Хакен Г. Тайны природы. Синергетика: учение о взаимодействии/ Пер.с нем.-Москва-Ижевск.: Институт компьютерных исследований. 2003. – 320 с.

³ Хакен Г. Тайны природы. Синергетика: учение о взаимодействии/ Пер.с нем.-Москва-Ижевск.: Институт компьютерных исследований. 2003. – 320 с.

⁴ Капица С.Г., Курдюмов С.Г., Малинецкий Г.Г. Синергетика и прогнозы будущего. Книга 1: Самоорганизация. История. Кн.1. Изд. 4, испр. и сущ. дополн.. *История 2020*. 152 с.

⁵ Бирюков В.В., Романенко Е.В. Государственная поддержка малого предпринимательства в современной России: монография. – Омск: Изд-во ОмГТУ, 2006. – 166 с. (8,4/4,3 п.л.)

⁶ Пугачева Е.Г., Соловьев К.Н. Самоорганизация социально-экономических систем. Учебное пособие. Иркутск: Изд-во БГУЭП, 2003. – 172 с

⁷ Чистилин, Д. К. Самоорганизация мировой экономики : монография / Д. К. Чистилин. - Москва : Экономика, 2006. - 237 с.

1. Dynamism. Despite the fact that the system of interaction between small business and private entrepreneurship structures consists of many subjects, reflecting the constant development and movement of this system, if we pay attention to its dynamics, it is considered as a general system. Moreover, its path of development is not clear and stable, but "bifurcation points" appear, where short-term instability and uncertainty arise⁸.

To characterize the composition of the cluster, it can be seen in the form of a 3-degree pyramid. The first level of this pyramid consists of companies that produce "ready-made" products or services. At the same time, they export their products outside the region. Typically, these companies are classified as giant business companies.

The second level consists mainly of small companies, which are supplier companies that supply materials and mechanisms and provide service.

The third level of the pyramid is the widest, which includes many companies that provide the parent company with infrastructure, human, and financial resources. Companies at this level include companies that work with sales and consumers, manufacturers of closed products, government organizations, business associations, cooperative organizations, banks, insurance companies, and educational organizations. Small business entities participate at the second and third levels⁹.

With the successful development of any cluster, the competitiveness of the products of the aforementioned first-level enterprises increases significantly. When a first-tier company, in turn, achieves high competitiveness in the market, it exerts its influence in the immediate vicinity, striving to establish business relationships with the best suppliers and creating a strong consumer network¹⁰.

Ultimately, it will be possible to increase the competitiveness of all participants in the cluster. However, the presence of competition between companies in the cluster is also important, which can negatively affect the development of the cluster.

Two types of clusters are distinguished: industrial (sectoral) clusters and regional clusters. Industrial clusters consist of enterprises in the industrial sector, which, of course, have value chains. Regional clusters are a territorial aggregate of small businesses and entrepreneurial entities aimed at satisfying consumer demand for goods (services). Clusters are also distinguished as those organized "from above" and "directly"¹¹.

According to our research, as a rule, the decision on the creation of clusters is made by the state on the basis of an initiative from above, clusters are artificially separated based on mathematical methods. In the second case, cluster programs are organized by local enterprises with the intention of obtaining a certain economic benefit, that is, by the participants of the cluster.

Within the framework of the proposed approach, the selection of a technical and economic profile of cooperation between small business entities is carried out on the basis of the following main competitive advantage strategies: firstly, the coproduction (cooperation-product) strategy, which includes joint activities for the implementation of production (trade) or project and allows receiving rent due to economies of scale in production (transformation) and transaction costs; secondly, the co-innovation (cooperation-innovation) strategy, which provides for receiving innovative rent through the implementation of joint innovative changes; thirdly, the specialization

⁸ Бифуркация // *Лебедев С. А.* Философия науки: Словарь основных терминов. — М.: Академический проект, 2004. — 320 с. — (Серия «Gaudeamus»).

⁹ Праздничных А. *Особые экономические зоны - это не кластеры* // Коммерсант. - 2006. - № 51.

¹⁰ Попов А.И. Малое предпринимательство. Часть 2. Теория становления и система государственной поддержки: Учебное пособие / А. И. Попов, С. А. Иванов. – СПб.: Изд-во СПбГУЭФ, 2004. – 231 с

¹¹ Шамлина Г.Г., Гагарин А.И. Российские корни территориального кластера/ Шамлина Г.Г., Гагарин А.И.// Экономика и организация промышленного производства. - 2007. - №12. - С.28

(cooperation-specialization) strategy, which allows receiving specialized rent based on relationships through cooperation in the creation of unique and irreplaceable advantages.

USED LITERATURE

1. Багиев Е.Г. Стратегия взаимодействия предпринимательских структур на промышленных рынках// Научный журнал «Проблемы современной экономики», 2008, №2, [Электронный ресурс].-Режим доступа:<http://www/m-economy.ru/art.php.3?artid=24081>
2. Хакен Г. Тайны природы. Синергетика: учение о взаимодействии/ Пер.с нем.-Москва-Ижевск.: Институт компьютерных исследований. 2003. – 320 с.
3. Хакен Г. Тайны природы. Синергетика: учение о взаимодействии/ Пер.с нем.-Москва-Ижевск.: Институт компьютерных исследований. 2003. – 320 с.
4. Капица С.Г., Курдюмов С.Г., Малинецкий Г.Г. Синергетика и прогнозы будущего.Книга 1: Самоорганизация. История. Кн.1. Изд. 4, испр. и сущ. дополн.. *История* 2020. 152 с.
5. Бирюков В.В., Романенко Е.В. Государственная поддержка малого предпринимательства в современной России: монография. – Омск: Изд-во ОмГТУ, 2006. – 166 с. (8,4/4,3 п.л.)
6. Пугачева Е.Г., Соловьев К.Н. Самоорганизация социально-экономических систем. Учебное пособие. Иркутск: Изд-во БГУЭП, 2003. – 172 с
7. *Чистилин, Д. К. Самоорганизация мировой экономики : монография / Д. К. Чистилин. - Москва : Экономика, 2006. - 237 с.*
8. Бифуркация // *Лебедев С. А.* Философия науки: Словарь основных терминов. — М.: Академический проект, 2004. — 320 с. — (Серия «Gaudeamus»).
9. Праздничных А. *Особые экономические зоны - это не кластеры* // Коммерсант. - 2006. - № 51.
10. Попов А.И. Малое предпринимательство. Часть 2. Теория становления и система государственной поддержки: Учебное пособие / А. И. Попов, С. А. Иванов. – СПб.: Изд-во СПбГУЭФ, 2004. – 231 с
11. Шамлина Г.Г., Гагарин А.И. Российские корни территориального кластера/ Шамлина Г.Г., Гагарин А.И.// Экономика и организация промышленного производства. - 2007. - №12. - С.28