

## THE ROLE OF COMMERCIAL INTERMEDIATION IN IMPROVING SMALL BUSINESS MANAGEMENT

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### ABSTRACT

This article provides services to small businesses and entrepreneurs, their maintenance, logistics, storage, processing and sale of products, communication and communication, consulting and information with the expansion of production in small businesses.

**Keywords:** Infrastructure, small business, market infrastructure, technopark, business center, audit company, business school.

### INTRODUCTION

The effective operation and development of small businesses in the country largely depends on the conditions created for them. Among the conditions that create favorable conditions for the development of small business, it is necessary to single out the infrastructure services.

As production expands in small businesses, their demand for a range of services such as maintenance, logistics, product storage, processing and sales, communications and communications, consulting and information will continue to grow. This is because granting the status of a legal entity to small businesses is not the end of the story. Their full functioning can be imagined only through well-organized infrastructure units.

Infrastructure is an integral part of the economic system, which creates the necessary conditions for the smooth operation of production. The word "infrastructure" translates from Latin to mean "outside the structure." From an economic point of view, the following explanation is more in line with the essence of infrastructure: "a specific set of labor processes in the creation of goods and services that provide the exchange of activities in the process of human life and social production."



Infrastructure is a very broad concept, which is, first of all, related to the creation of services that provide comprehensive services to the production process. The development of infrastructure units will greatly benefit small businesses, as such units will free them from the work associated with the provision of services for production and allow them to focus their efforts on their core business.

Until now, infrastructure has been considered to be a combination of production and social infrastructure. With the advent of a market-based economic system, the scale of production infrastructure has expanded, and the words “market infrastructure” and “institutional infrastructure” have come into use.

Market infrastructure includes industries that directly serve the production process. It includes freight transport, electricity, gas and water supply, warehousing, communications, information, logistics, transportation, storage and processing, maintenance, marketing and advertising, information services such as consulting, auditing, finance and credit, and investment.

Social infrastructure serves to create normal labor activity and reproduction of the labor force for workers and employees in the production process, as well as to meet the demand of entrepreneurs for various types of household services.

Institutional infrastructure includes activities that support and regulate the optimal macroeconomic ratios of economic development. It includes state and non-state governing bodies that regulate the economy, and others.

It is important to create a market infrastructure that regulates and supports small and medium-sized businesses. This is confirmed by the experience of highly developed countries. In the United States, for example, the Small and Medium Business Administration (SME) was established in 1953 and is responsible for supporting all small and medium-sized businesses (financial assistance, technical and consulting services, assistance in obtaining government orders, etc.).

The KBM consists of three phases, with headquarters in the U.S. capital, 10 regional offices, and more than 100 local offices. They have an extensive network across the country and work closely with local governments, colleges, universities, businesses and community organizations. Other agencies that support small and medium-sized businesses in the United States include the Department of the Interior, the Department of Housing and Urban Development, the National Science Foundation, the Farm Administration, and small business development centers and institutes. more than 2,700 federal agencies, such as the Chamber of Commerce.



In recent years, the process of active formation of market infrastructure has begun in the country. As a result of this process, brokerage offices, small wholesale and retail trade structures, leasing, consulting companies, information and consulting centers, engineering, auditing firms, insurance companies, transport and forwarding companies, information and advertising bureaus and various other infrastructure systems operate.

The business school is a structure that trains, retrains and retrains entrepreneurs, heads of small businesses, specialists for small businesses, the unemployed, other citizens who want to start their own business, employees responsible for the development of small business.

The training centers are a structure that implements a large-scale program to support small business and train personnel for a market economy.

Business incubators are structures that place specially selected small businesses on their premises and provide them with consulting, training and office services.

The socio-practical center is a structure that is usually set up at employment centers to create new jobs by developing small businesses among the unemployed and the unemployed.

Technopark is a structure created to use the scientific potential and commercialize the developed technologies through the creation and development of small innovative enterprises in its territory.

The business center is a structure that provides services to entrepreneurs and business people.

Economic activity related to the provision of consulting services to their clients and the examination of technical projects by firms specializing in the provision of business services to the consulting industry.

An audit firm is an institution that conducts a comprehensive audit of the financial and economic activities of firms in different areas, identifying market and business opportunities.

An insurance company is an organization that acts as an intermediary, that is, an obligation to indemnify the insured person in the event of an accident.

As a result, the results of small business and private entrepreneurship as an important factor in creating new jobs in the country, increasing incomes and welfare of the population are becoming significant.

Infrastructure that serves small businesses still fails to meet the growing demands and needs of small businesses.

First, the lack of knowledge and experience of entrepreneurs, as well as the imperfect functioning of information and consulting systems, hinder the development of small businesses. In many cases, local entrepreneurs do not receive the necessary organizational and methodological assistance. Improving the functions of advisory centers, providing practical assistance to entrepreneurs, ie in the development of constituent documents, business plans, loan applications, organization of accounting and reporting, auditing and other consulting services is to facilitate.

Second, it is necessary to expand the access of small businesses to material and technical resources, raw materials and supplies, leasing, retail wholesale and services.

Thirdly, it is necessary to eliminate a number of problems in entering foreign markets, ie registration of export contracts and registration in customs, assistance in the sale of goods and services abroad.

Fourth, to expand the opportunities for small businesses to use raw materials, sell finished products, to organize a system of small wholesale markets, fairs, logistics, rent, storage, transportation services at wholesale markets. it is necessary to improve trade mechanisms through organizational means.

The main activities of small businesses and private entrepreneurship are closely linked with banks, which are engaged in the purchase of raw materials, production of goods, payment for services, wages, various categories of enterprises. , economic relations with firms and other legal entities, ie taxes on profits and income, transportation, all types of payments for utilities through banks, respectively, loans and other settlements both through banks.

It should be noted that before the independence of our country, the various economic relations with banks and banks were not very transparent. It is well known today that all the activities of small businesses and private enterprises, which are an important part of the global economy, are connected with banks. Therefore, in developed countries, such as the United States, the banking system is highly developed, and in the active economic activity of business, banks provide services to enterprises of all forms of ownership.

Today, there are 30 banks in the country, of which 3 are state-owned banks, 13 are joint-stock commercial banks, 9 are private banks, and 5 are banks with foreign capital.

The total current liquidity of the banking system is 10 times higher than the current liabilities of banks on external payments. In other words, strong protection of the banking system of the republic has been created. As a result of strengthening the banking system and

increasing public confidence in it, the volume of deposits is growing significantly. Last year alone, the population's deposits increased 1.7 times.

The picture shows that between 2017 and 2021, the income of the population increased more than 16 times. In recent years, the structure of banks' loan portfolios has changed dramatically. If in 2017, about 54% of the loan portfolio was formed due to external debt, in 2020, 84% of the total loan portfolio of our banks was formed from domestic sources.

The main activities of small businesses and private entrepreneurship are closely linked with banks, which are engaged in the purchase of raw materials, manufactured goods, payment for services, wages, various categories of enterprises, firms. and economic relations with other legal entities, i.e. income tax, all types of payments for transportation, utilities, as well as loans and other settlements are made through banks.

Banking operations consist of active and passive operations. Passive operations are aimed at mobilizing funds in a certain direction. Active operations are related to the issuance of loans of various types.

Taxes are statutory, mandatory payments to the budget. Taxes are primarily due to the need to finance the functions of the state. The Republic of Uzbekistan has national and local taxes. Effective July 1, 2005, a single tax system was introduced for micro and small enterprises.

The audit service plays an important role in the economic operation of the business, the correctness of financial and accounting records. The main purpose of the audit is to determine the accuracy of financial and economic operations of enterprises and compliance with Uzbek legislation.

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