

# Scientific Approaches to The Analysis of the Experience of Foreign Countries on the Development of Entrepreneurship in The Service Field

**Dilmurod Suyunov** - Professor, Head of the Department of Business Management (MBA) at the Higher School of Business and Entrepreneurship, [sdx2161@gmail.com](mailto:sdx2161@gmail.com)

**Aman Kenjabaev** - Professor, Head of the Department of Digital Economy, [amankenja059@gmail.com](mailto:amankenja059@gmail.com)

**Annotation** In this article, the role of entrepreneurship in the service sector in ensuring employment and increasing the income of the population is fully covered, and the criteria, indicators and ways of determining them have been developed.

**Keywords:** entrepreneurship, services, employed population, capital market, macroeconomics, microeconomics, investments.

## Introduction

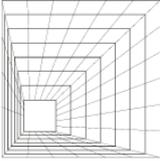
In the conditions of modernization of the economy, in many developed countries, the development and improvement of the efficiency of business entities is carried out with the help of state aid. They have accumulated a lot of positive experience in this field, which can be used taking into account our conditions and characteristics.

While using foreign experiences to increase the efficiency of entrepreneurship, it is necessary to take into account the general principles common to all developed countries. They are as follows: Many developed foreign countries introduce special preferential taxes for small business and private enterprise. Many developed countries, in order to develop small business and private entrepreneurship, first of all strengthen its legal foundations, that is, adopt and implement laws and regulations.

In most developed countries, entrepreneurship is protected by the state. The state is aware of all the activities of small business and private entrepreneurship and helps to regulate and improve the management system. Various financial support is provided to small businesses and private entrepreneurs. State programs have been adopted in order to improve the efficiency of entrepreneurship. Associations supporting entrepreneurship, the Council and other organizations are operating with the provision of preferential loans for entrepreneurship. In developed countries, public organizations are also the main protectors of small business and private entrepreneurship. Large organizations and associations, joint-stock companies also do not spare support from small business and private entrepreneurship.

## Literature review

There are a number of scientific works of domestic and foreign economists dedicated to the development of entrepreneurship and the criteria for evaluating their activity. Theoretical foundations and social importance of entrepreneurial activity A. Smith, J. B. Say, D. M. Keynes, Y. Schumpeter, A. V. Chayanov, K. A. Raitsky, I. A. Zhuravleva, A. P. Kiselev studied by such economists. They contributed to the development of the theory of entrepreneurship. In the years after independence, a



number of scientific researches were carried out on this topic by the scientists of our country. In particular, S.S. Gulomov, A.T. Kenjabaev, M.S. Kasimova, B. Khodiev, Yo. Abdullaev, D. Suyunov, M.Q. Pardaev, S.K. Salaev, B.A. Abdukurimov, G. It is necessary to highlight the research conducted by S. Sevliyants and E. N. Khadjaev in this regard.

### **Methods and analysis**

We will analyze the above-mentioned experiences in more detail on the example of individual countries.

In the development of small business and private entrepreneurship in countries that have transitioned to a market economy, we consider the experiences of developed countries in the world:

USA and Japan, England, Germany, France and Italy from European countries. These countries have specific characteristics of small business and private entrepreneurship formation, and huge state programs have been developed in this regard. In all considered countries, the share of small business and private entrepreneurship in GDP exceeds 50 percent, and in one third of them it is around 70 percent.

According to our research on the development of small business and private entrepreneurship abroad, small and medium-sized enterprises make up 80 percent of all enterprises in developed countries. For example, in the USA, their number is 25 million, and their share is distributed as follows: in agriculture - 81.9 percent, in construction - 82.2 percent, in wholesale trade - 80.6 percent, services in the field - 75.6 percent. Labor productivity in small businesses in the USA is 92% of all labor productivity in the country, and its share in GDP production is 70%.

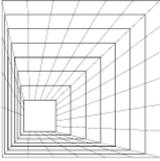
The number of small business enterprises in Japan is close to 10 million, which is quantitatively superior to all sectors of the national economy. 80 percent of the population is employed in it, labor productivity is 67 percent of labor productivity in large enterprises, and the share of small business in GDP is 78 percent. In Italy, the labor productivity of more than 4 million small enterprises is 78 percent of the labor productivity of large firms, and their share in the gross domestic product is 73 percent. In the early 1990s, 26.15% of enterprises in the USA were very small and 28.4% were small, in Japan it was 49.4% and 28%, in Great Britain - 26% and 23%, in France 32% and 28%, where small enterprises include firms with up to 19 employees, and small enterprises with up to 99 employees.

Thus, in the USA, Great Britain and France, small and very small firms make up half or more than half of all enterprises in the country's economy, and in Japan they make up 4/3 (77 percent). The share of small and medium-sized enterprises in Great Britain, Germany, and Italy in industrial production is 60-70 percent. Small business and private entrepreneurship play a leading role in the economy of developed countries.

The average indicator of the number of people employed in small enterprises in the considered countries of Europe is 16 million. constitutes a person. In the USA, this figure is extremely high at 70.2 million. Small and medium-sized enterprises (SMEs), which make up 99.6 percent of people and total businesses, employ two-thirds of all American workers (or nearly half of the working-age population) and produce 50 percent of output.

In America, small businesses absorb twice as much innovation as large firms and are the main generators of innovation processes in the industry. Factors such as the area of the country, population, and economic-geographical location make this possible.

Japan also has a very high rate of employment in this sector. That is, 40 mln. person The share of the total employed is 78 percent. In this country, the increase in the number of people employed in small



enterprises has been made possible by the synergy of the system of small ownership with medium and large businesses. England, Germany, and France share the same share of total employment in small and medium-sized enterprises as the United States, at 54 percent. In 12 countries of the European Union, since 1990, 15.8 mln. private enterprises were registered. 14.7 million of them. in the case of micro-enterprises, about 1 mln. small enterprises, approximately 70 thousand employed 100 to 500 employees and only 1300 employed more than 500 employees. Micro-enterprises accounted for 31.8% of total employment, small enterprises for 24.9% and medium-sized enterprises for 15.1%.

Considering the implementation of market economy entities and civil laws in individual developed countries, it is possible to distinguish the following organizational and legal forms of small business entities and note the general criteria for inclusion in the ranks of small business enterprises.

Sole proprietorships are the most common organizational and legal form of small business. The general criterion indicators that serve as the basis for the inclusion of market economy entities in small business entities are the number of employees, the amount of the charter fund, the amount of assets, turnover (profit, income), etc. is considered According to the data of the World Bank, there are more than 50 general indicators for the inclusion of enterprises in small business entities. However, more commonly used criteria include: the average number of employees employed by the enterprise, as a rule, in a year annual turnover and amount of assets received by the enterprise. But in all developed countries, the number of employees is the first criterion for classifying enterprises as small business entities.

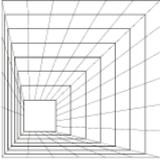
Japanese statistics include the following enterprises in the category of small and medium-sized enterprises: in the mining and production industry, transport, construction, communication, and electricity, gas, and water supply enterprises with the number of employees not exceeding 300 and the capital amount of 100 million. including enterprises up to yen. The number of employees in the wholesale trade did not exceed 100 people and the capital amount was 20 million. to yen; the number of employees in the field of retail trade and services does not exceed 50 people and the capital amount is 10 mln. includes enterprises with no more than yen.

Medium-sized enterprises in the European Community include enterprises whose performance does not exceed the following indicators: Number of employees from 50 to 250 people; annual (trade) turnover is 16 mln. from ECU, the balance amount is 8 mln. businesses less than ecu.

At the level of the European Union, other indicators can be used to include small enterprises when determining support measures for business entities. At this stage of small business development, the Commission of the European Union proposes other criteria for inclusion of firms in the ranks of small enterprises. That is, the number of employees should not exceed 100 people; the amount of private equity capital is required to be less than ECU 75. In this case, the share of a large company in the company's charter fund should not exceed 3/1. KES distinguishes between micro-enterprises employing up to 10 people (in most cases, these are individual and family businesses and farms) and small firms with the number of employees ranging from 10 to 99 people.

In highly developed countries of the International Economic Cooperation and Development Organization, enterprises with up to 19 employees are classified as "very small" firms, "small" firms with up to 99 employees, "medium" firms with 100 to 499 employees, and "large" firms with more than 500 employees.

99% of all firms in the countries of the Organization for International Economic Cooperation and Development are small and medium-sized enterprises, providing 30-70% of GDP as a source of jobs (from 40% to 80% of employment).



We consider the special importance of small business and private entrepreneurship and state support in the countries we study. In the US, each state has its own small business and sole proprietorship laws that are based on general recommendations from the federal Small Business and Sole Proprietorship Administration. Enterprises with the number of employees not more than 500 people together with their branches (not more than 1000 people for EVM manufacturers) are included in small enterprises. The maximum amount of income from sales for small trade and service enterprises is 3.5 mln. dollars, set up to \$13.5 per year for TV repair technicians.

In America, small business and private entrepreneurship is the country's GDP provides 70 percent. 25 million, which creates 75 percent of new jobs in this sector every year. a small enterprise operates. 55% of innovations are carried out in the field of small business and private entrepreneurship. Small business and private business entities carry out 35 percent of works on state orders. 38 percent of jobs in the field of high technologies are coordinated in small business and private entrepreneurship.

In the US, two agencies deal with the problems of small businesses and private entrepreneurs - the Small Business Administration (SBA) and the Congressional Committee on Small Business Affairs. They have 4-5 thousand employees. They include: designed only to solve the problems of small and medium enterprises.

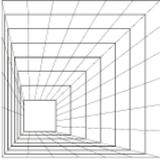
It creates favorable conditions for the development of entrepreneurship and development of various financial institutions in the country. The following programs have been developed in it:

- financial support program for small enterprises (includes 7 programs, "7a guaranteed loans" program is the main program);
- innovative small enterprise support program (consists of 3 programs);
- programs on consulting, training, support and information services (consists of 10 programs);
- disaster relief program (6 programs);
- program for developing the export potential of a small enterprise (this direction includes 4 programs);
- the program for supporting groups with national disadvantages and whose interests have been stifled (includes 7 programs);
- female entrepreneurs support program (3 programs). Development and support of small ownership in the USA

a total of 61 specialized support programs have been developed. No other country in the world has such powerful enforcement programs. In addition, KBM's experience of tax incentives for small and medium-sized enterprises is also noteworthy. It envisages the gradual reduction of marginal tax rates and the reduction of taxation in a narrow tax base, as well as the wide use of tax credits. This ensures the flow of investments in industry, services and trade.

In the US, preferential tax rates apply up to US\$16,000 of profits, with a 15% tax on the first US\$50,000 and a 25% tax on the next US\$25,000, with a maximum tax rate of 34% above this amount. Thus, different approaches apply to micro, small, and medium-sized businesses. The smaller the company, the greater the tax benefits. In addition, the following is done for them:

- investment tax discount (permanent 7 percent discount on property or structures for enterprises whose annual sales amount does not exceed 5 million dollars for three years before the tax year);
- exemption from tax payments when the market price (value, price) of the capital increases (50 percent tax deduction for the sale of the capital of a company not less than 5 years old).
- medical insurance of the employed population (25 percent discount from the insurance amount for the employed);



- establishment of "business zone" (50 federal zones designed to attract investments for small business development have been identified);

Currently, there are 3.3 million people with 5800 large enterprises in Germany. small enterprises and individual entrepreneurs in the field of crafts, industry, trade, services make up 99 percent of all tax-paying enterprises. These enterprises provide about 70 percent of jobs in Germany. This is 22.2 million people, including 6 mln. 2.6 million people in the field of handicrafts. people in industry, 2.3 mln. people in trade, 12.1 mln. a person works in the service sector and is considered a representative of "Free position". 80 percent of young professionals (1.3 million people) are trained in these enterprises, and they are offered 350 different positions, starting from specializations in the field of technical and information technologies to classic crafts. About 45 percent of the turnover of small and medium-sized businesses provides income, and they make 30 percent of German exports. In 1999, small and medium-sized enterprises accounted for 46% of gross investment in Germany and 57% of GDP. 70 percent of small and medium-sized enterprises are managed by people over 40 years old. Gymnasium or the percentage of leaders who graduated from higher educational institutions is approaching 50 percent.

36% of gross capital formation in Germany is accounted for by small and medium-sized enterprises. Each small and medium-sized enterprise spends more than 56 thousand euros on average every year. When analyzing the level of employment of employees by sectors of the economy, the first place went to the service sector (54.5 percent), and the last place to the trade sector (10.3 percent). In Germany, the main basis for the successful development of small and medium-sized enterprises is the policy of the middle class and the policies in the field of employment. The economic processes of small state enterprises are interfered with only in such a situation that the private sector of the economy is not able to respond to the current or changing socio-political demands of the national economy (for example, regarding environmental protection).

Organizations that implement policies to support small business and private entrepreneurship include state government bodies and local self-government bodies. Increasing the effectiveness of support for small-scale enterprises, important functions of supporting their development are given to a number of financial institutions, including specialized banks and self-regulatory organizations in private business, for example, the Chamber of Commerce and Industry. In Germany, the state system of support for small and medium-sized businesses includes 500 programs at the federal and regional levels, which are aimed at cooperation in investment activities in the field of small and medium-sized businesses in the following directions:

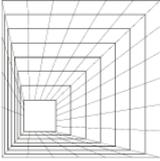
support for investments in information supply (all economic and technical consultations for start-up entrepreneurs are financed);

support of investments in material supply (providing the enterprise with capital and strengthening their economic power on this basis);

financial support (indirect tax benefits and direct state additions (remuneration) subsidies (gratuitous aid and preferential lending, subsidies from 3 percent to 10 percent of the loan amount are provided by the state);

support for start-up entrepreneurs;

credit support - in 2000, within the framework of the federal program, 8 bln. funds in the amount of euros were allocated. This is 30 billion in the form of investments. encouraged savings around the euro. Up to 40 percent of investments were provided on the basis of a special preferential loan for the



establishment of enterprises, for a period of up to 20 years without guarantees, with exemption from the obligation to repay in the first ten years (the maximum amount of the loan is 1 million euros).

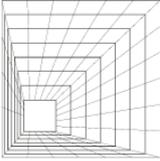
Such loans replace the private capital of start-up entrepreneurs. Because the risk of non-repayment of the loan is fully assumed by the state; Assistance in the form of equity participation; the maximum amount of participation is 1.5 mln. euro, participation period - 10 years.

From the above, it can be concluded that the state's interest in the development of small and medium-sized enterprises indicates the understanding of the economic importance of small and medium-sized enterprises for the country. In Germany, small and medium-sized enterprises form the core of the German economy, they solve the following social issues in the country: employment, creation of new jobs, training of young professionals. The part of the state funds spent on the development of small and medium enterprises in the form of comprehensive functions of support of small and medium enterprises in the form of real products of loans, subsidies (free aid), benefits, guarantees gives social results and creates great opportunities for further development of small and medium enterprises.

In conclusion, it should be said that although a number of works are being carried out in our republic to develop the service sector based on entrepreneurship, the study, research and analysis of national and foreign experience, conducting scientific fundamental research, as well as the development of the innovative idea of entrepreneurship as the main strategic task We believe that vision will be an important foundation for the development of this field.

## Literature

1. Economic analysis. Country, market, firm. Pod ed. Prof. V. E. Rybalkina. Textbook. - M.: Mejdunarodnye otnoshenia, 1999. - 304 p.
2. Abdullaev A., Muftaydinov Q., Aybeshov Kh. Small business management. - "Finance", 2003. - 191 p.
3. Kenjabaev A.T. Sovremyonnoe sodержanie i ponyatie digital economy. Journal "Economics and business" theory and practice. No. 1-1 (71), 2021
4. Ganikhodjaev, B., Suyunov, D., Kenjabaev, A., & Kuvandikov, A. (2023). Development of digital economy in Uzbekistan is the basic direction. *Economics and business: theory and practice*, (3-1 (97)), 38-43.
5. Suyunov, D. Kh., & Hoshimov, E. A. (2018). Methodological aspects of evaluating the effectiveness of corporate management in joint-stock companies. "Economy and innovative technologies" scientific electronic magazine, 2.
6. Suyunov, D., & Hoshimov, E. (2018). Methodological aspects of otsenki effektivnosti korporativnogo upravleniya v aktsionernykh obshchestvax. *Economics and innovative technologies*, (2), 213-225.
7. Kenjabaev A.T., Abdullaev M.Kh. Stages and prospects of introduction of information and communication technologies in the monitoring of dangerous geological processes in the Republic of Uzbekistan. *Geology and mineral resources. Geology and mineral resources. Scientific and practical journal*. 5'2021
8. Kenjabaev A.T., Niyazov M. Sh. Uzbekistan as a new logistics digital ecosystem. *Galaxy international interdisciplinary research journal (GIIRJ) ISSN (E): 2347-6915 VOL. 9, ISSUE 12, DEC. (2021)*.



- 
9. Kenjabaev A.T., Valikhanov A.R. Post-pandemic perspectives for the development of digitalization in Uzbekistan International Journal of Management, IT & Engineering Vol. 12 Issue 9, September 2022, ISSN: 2249-0558 Impact Factor:
  10. Kenjabaev A.T., Valikhanov A.R. Developing the digital economy impact on the country's economic growth. International Journal of Research in Economics and Social Sciences (IJRESS) Available online at: <http://euroasiapub.org> Vol. 12 Issue 09 September- 2022 ISSN: 2249-7382 | Impact Factor: 8.018|.
  11. <https://my.gov.uz>