

## EVALUATIVE INDICATORS OF INCREASING THE PRODUCTION EFFICIENCY OF INDUSTRIAL SECTORS

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**Annotation.** The article describes the fact that the assessment indicators for improving the production efficiency of industrial sectors are one of the current topics, as well as the feedback of several foreign and domestic scientists aimed at increasing it. The work that should be carried out to improve the production efficiency of industrial enterprises is theoretically covered, and conclusions and proposals are made on this.

**Keywords:** industrial network, integrated indicators, potential, economic potential, industrial potential, industry, structure, components, factors, interaction, methodology, logical-methodological scheme.

**Introduction.** At the global level, a large number of scientific studies are carried out on the targeted use of modern statistical methods in improving the economic efficiency of industrial enterprises, on the basis of integrated indicators of their economic potential and forecasting. Also, due to the improvement of the modern production system, attention is being paid to the issues of ensuring the innovative development of enterprises, improving the modern management methodology of the innovative potential of enterprises, applying methods of systematic analysis of innovative and economic potential. The development of economic potential and innovative activities of world industrial enterprises and the statistical assessment of structural changes and further improvement of relations in the economy of industrial enterprises of leading countries are among the main scientific trends of the current period. The implementation of programs for diversification and modernization of production in industrial sectors provided opportunities for the development of the

Republic's industry. At the same time, for the more sustainable development of the industry, the following are necessary<sup>1</sup>:

- improve the competitiveness of products due to the development of advanced domestic technologies, the introduction of modern Information Communication Technologies;

-elimination of shortcomings that inhibit the level of localization in the formation and implementation of a program for the localization of the production of finished products, components and materials, as well as reduction of imports of necessary goods, including equipment, preventing the creation of new jobs; -all-round support and promotion of production activities of small business entities.

Since the 20s of the 20th century, Uzbekistan began to develop on the basis of the restoration of small and large enterprises of the industrial sector, which were in crisis as a result of the World War and the Civil War. Cotton refineries, sawmills, spinning weaves, tailoring, shoe factories began to be built, in 1937 The Tashkent textile combine was launched, from the 40-50s of the 20th century the coal industry, gas industry, oil industry began to develop rapidly. One of the main tasks of the reforms carried out in the Republic of Uzbekistan will be the creation of a multi-axis economy environment, the transfer of property to the hands of real owners, the creation of wide opportunities for entrepreneurial activity for them<sup>2</sup>.

**Literature analysis.** An important place in the rise of industrial sectors is occupied by the fact that the state creates all-round conditions. The growth of the economic potential of the country is due in all respects to the growth of the economic potential of enterprises. Therefore, there is an interest not only for the owner of the enterprise, but also for the country to raise the economic potential of enterprises. In competitive conditions of a market economy, the identification and assessment of the economic potential of enterprises is considered one of the main tasks.

To date, many lokal scientists have had different approaches to the concept of “economic potential” of the enterprise. In Particular, M.Q.Pardayev, B.A.Hasanov, J.I.Israilov, A.N.Kholikulov described “the economic potential of the Enterprise-estimated by the material resources, labor resources and intangible assets of the enterprise”<sup>3</sup>.

Y.Brekhova and A.Kurbanova, while summing up the opinions of several scientists, have advanced two different approaches to determining economic potential: resource-intensive and consequential. According to the resource approach, economic potential is viewed as a combination of available resources and reserves. In this

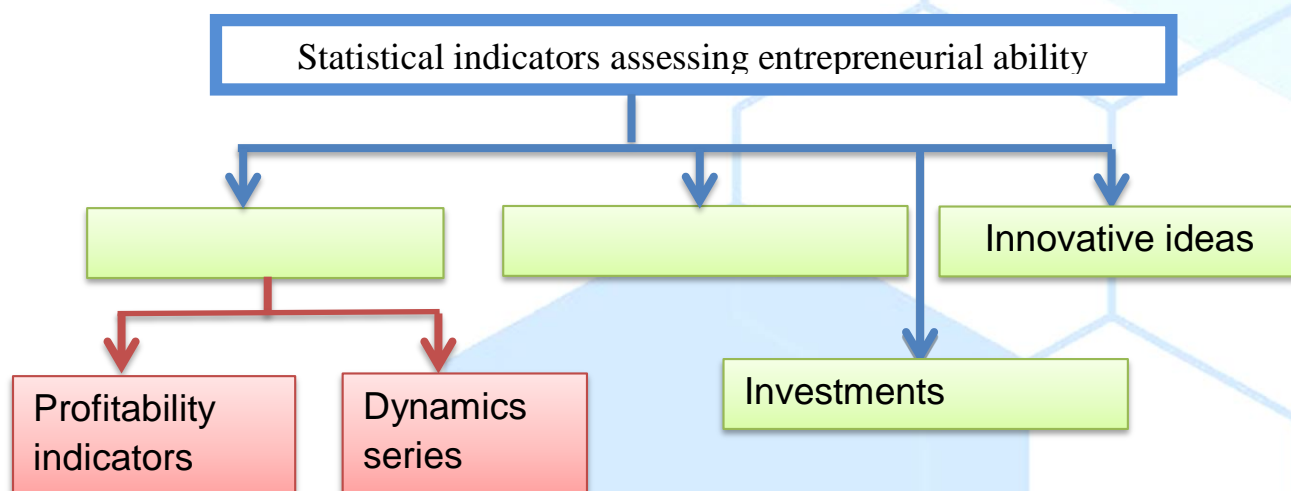
<sup>1</sup> Decree of the president of the Republic of Uzbekistan No. 4947 of February 7, 2017 “on the strategy of Action for the further development of the Republic of Uzbekistan”. [www.lex.uz](http://www.lex.uz)

<sup>2</sup> G.Sh.Honkeldieva. Scientific and methodological foundations of the management of corporations in the conditions of modernization of the economy. diss written to get. DSE. autoref. Tashkent, 2018. p-64.

<sup>3</sup> M.Q.Pardaev, B.A.Hasanov, J.I.Israilov, A.N.Kholigulov. Economic analysis. Textbook. - Tashkent-2011. p-136.

economic capacity assessment provides for the quantification and qualitative determination of the volume of resources obtained separately. However, determining the total economic potential through this approach is considered somewhat problematic. At the same time, scientists inclined to this approach define economic potential as "the total resources of the economic entity", "the main production capacities"; "the aggregate of the existing resources of the entity and the possibilities of its use for financial and economic activities". And in the resulting approach, the economic potential is "the ability of an enterprise to create, store, develop and actively use the capabilities of human resources and the business environment in order to achieve competitiveness"; definitions are given such as "the ability of an enterprise to process resources to develop, meet social needs"; "the capacity of a company for the current period or its ability to carry out productive economic activities, ensure the development of production, pursue other goals"<sup>4</sup>.

**Main part.** When assessing the economic potential of industrial enterprises, the factor of entrepreneurial ability has a significant impact. Because the producer can have all the resources, but cannot have any economic potential unless he knows how to use these resources, can use it effectively or has a specific program. Therefore, the economic potential of an enterprise cannot be determined by only three factors, namely, material resources, intangible assets and labor resources, therefore, the fourth factor is able to determine the economic potential of an enterprise using entrepreneurial abilities.



**Figure 1. Statistical indicators assessing entrepreneurial ability**

To determine the high level of entrepreneurial ability in determining the potential of an enterprise, it will be necessary to conduct a statistical analysis of the profit of the

<sup>4</sup> R.R.Abduraupov. Improving the mechanisms for managing the economic potential of foreign investment enterprises in Uzbekistan. diss written to get. DSE. Autoref.- Tashkent, 2017.

enterprise for several years. When analyzing profits over the years, we can assess the economic potential and entrepreneurial ability of the enterprise through financial results, that is, through the analysis of the types of profits. We can evaluate entrepreneurial ability through the indicators shown in Figure 1 below.

In most economic literature<sup>5</sup>, long-term and short-term investments are included in the factor of material resources in determining the economic potential of the enterprise, in our opinion, investment should be included in the factor of entrepreneurial ability. Because the existing free funds in the enterprise are directed to other entrepreneurial objects using entrepreneurial abilities in order to make a profit. If this comes out of investment activity with loss, not profit, then this is caused by entrepreneurial ability, not material resources. When evaluating investments, it is necessary to correctly determine the return profit from each of the investments directed to different objects. A correct assessment of the investment potential of the enterprise is given, determining the level of utility of profit returning from investment. It is necessary that the employees managing the enterprise are able to correctly assess the risks of entrepreneurship.

In the factor of entrepreneurial ability, the ability to manage an enterprise is considered one of the most important factors. Because the economic potential of the enterprise cannot be achieved, no matter how large its material resources are, if the leader does not have the ability to manage. We can produce a quality product using all the resources, but if we cannot correctly formulate its cost, if we do not have our place in the market when selling the product, the enterprise will not achieve the goals set for itself. Accordingly, management accounting includes the following two large sections: calculation of production costs; control over production activities.

One of the main requirements for having a place in the market in a competitive environment is to have innovative ideas and practice it. We are not mistaken to say that the current century is a century of change. Therefore, the development of ideas of innovation inherent in time allows not only the economic stability of the enterprise, but also to maintain its position in the market. This is another factor in assessing the economic potential of an enterprise.

The main means and working capital of the enterprise form the source of material resource. In determining the economic potential of the enterprise, the total on the balance sheet of the enterprise is estimated not only by the value, but also by how much of the main tools are used in the enterprise and provided with modern new techniques-technologies. Because when determining the effectiveness of an enterprise, new techniques-technologies in the production of products-are considered effective in comparison with other techniques-technologies. It should also be taken into account

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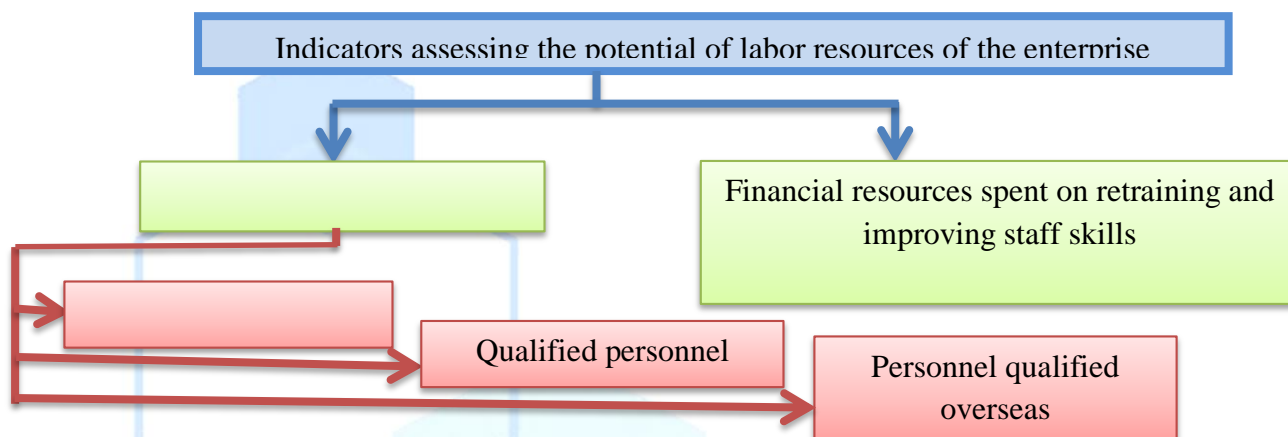
<sup>5</sup> X.G'.Nabiev, D.X.Nabiev. Economic statistics. Textbook, Tashkent-2008. p-106.

that the total main tools of the enterprise can be divided into the main ones that are being used and not being used. Because when determining the effectiveness of an enterprise, the main tools that are not used should not be taken into account. Therefore, it is necessary to ensure that the main tools that are not being used are used or to be sold as much as possible.

One of the factors that assess the economic potential of the enterprise is the working capital of the enterprise. Of course, when assessing the value of working capital, the quality and necessity of raw materials and materials and the liquidity of other funds are taken into account. It should also be noted that economic efficiency can be achieved not only by the amount of working capital, but also by ensuring the speed of their circulation in the production process.

Intangible assets occupy an important place in determining the economic potential of the enterprise. Patents, licenses, trademarks, franchises are factors that allow the enterprise to carry out its activities. Because although some enterprises have all the resources, they can ensure the functioning of the enterprise through the use of someone's created system, that is, through the purchase of his patent or trademark. Therefore, by ensuring how many intangible assets are in the enterprise and how efficiently they work, the enterprise is able to achieve its economic potential.

In the occurrence of economic processes, not only the assets of the enterprise are involved, but also other elements. Take, for example, the production process. For its occurrence, of course, material and technical support is necessary, namely, equipment, equipment, building, raw materials. But any advanced technique, high-quality raw materials do not produce material goods, committing an economic process on their own. He definitely needs the participation of labor resources. Therefore, in order to carry out economic processes, it is necessary to ensure the participation of labor resources in combination with material goods. Only then can the production process take place and the creation of a new product be achieved. The sale of the same product ensures profit by covering all costs of the enterprise. Only then will the ultimate goal of production come true. It can be seen from this that when assessing the economic potential of an enterprise, it is not enough to limit itself only to the analysis of material assets (assets) under the ownership of an enterprise, which are located in the active part of the balance sheet, to make a complete conclusion about its economic activity. This, in turn, assumes an analysis of the economic situation of the enterprise, including labor resources and entrepreneurial abilities in combination with its assets, in order to give a complete and detailed assessment. The potential of labor resources of the enterprise can be assessed through the indicators shown in Figure 2.



**Figure 2. Statistical indicators assessing the potential of labor resources of the enterprise**

The demand for qualified employees always increases. Because with the change in consumer demand in the market day after day, science and technology-technologies, management structure and software are also changing. This process leads to a change in the direction of production of enterprises. Therefore, it always increases, but does not decrease, if the demand for improving the qualifications of employees at the enterprise increases.

The economic stability of the enterprise is always associated with the fact that employees can use new technologies, software, have new ideas, establish a management system, in short, with the qualifications of employees. Of course, when assessing the potential of these labor resources, the funds spent on improving the skills of employees should be taken into account. Depending on this, it is possible to determine how much the qualifications of employees of the enterprise have been increased or not. It would not be a mistake to say that this is an investment in human capital. This investment will definitely be made in order to make a profit in the future. In the conditions of today's competition, enterprises try to explore the markets of the world in order to penetrate into foreign markets and send their employees to train abroad or hire foreign specialists with foreign experience. This is also of great importance in determining the prospects of the enterprise.

In a market economy, especially in a competitive environment, the fact that enterprises evaluate their economic potential is one key to maintaining economic stability in the future.

It is necessary for each enterprise to determine its economic potential and adapt to the changes caused by supply and demand and competition inherent in the market economy. To do this, the enterprise must be able to assess its power in the current period and in the coming periods. We can determine the economic potential of the enterprise by analyzing the indicators of the above proposed four factors: material resources, intangible assets, labor resources and entrepreneurial ability. On the basis of determining

the indicators of four factors and conducting an economic analysis of their results, an assessment of the economic potential of the enterprise is given. This assessment will be the basis for the development of current plans and long-term strategies in the further activities of the enterprise.

Systematization of approaches to assessing the complex economic potential of an enterprise is an approach that is most suitable for existing market conditions, shows the systemic nature of the potential, the interests of the assessment results of external and internal users, the complexity of the tasks being solved, the availability of Applied Information.

In general, taking into account the need to wisely apply standard methods of determining the value of the enterprise, taking into account the state of the enterprise, its strategic capabilities and market positions, the value of the business and the methodology for determining it are manifested as an indicator of economic potential and should be in accordance with the goals and objectives of the business entity.

According to our analyzes, business assessment is carried out with the position of three approaches: profitable, cost-effective and comparable. Despite the presence of various methods of assessing modern business, none of them is universal. All approaches and methods have advantages, limitations, each of which reflects the value of the enterprise. The type of value assessment, the purpose and function of the assessment, the availability of the initial data in the required and sufficient quantities are, of course, the exact criteria for choosing an approach and method of assessment.

In research devoted to economic potential, Information Assurance is usually considered in terms of creating a list of indicators that characterize different capacities or economic potential.

In the economic literature, a certain number of systematized indicators are proposed and methods of their calculation are presented, which can be legally calculated taking into account the importance of indicators for information support. However, it should be noted that at the same time very little attention is paid to primary information, that is, the information base is considered important for calculating the indicators selected for the purpose of characterizing various potential.

Taking into account one of the priorities for improving the information support system in the analysis of the economic potential of the enterprise, it is necessary to develop recommendations for the formation of an information base for calculating the proposed indicators in order to characterize local potential.

In scientific work, an information base was considered to calculate the selected indicators in order to express their potential.

Such an information base is required by the management and facilitates the collection of preliminary data for calculating indicators.

**In conclusion**, the purpose of the formation of industrial economic potential is a truthful assessment of its composition, taking into account the logical interaction and interaction of factors determining its internal and external environment; the system for the formation of the economic potential of the enterprise depends on the interconnection of the generating factors.

Industrial economic potential is a certain function of resources, opportunities, abilities and results determined by the system of goals, risks and synergy; the complex economic potential of an enterprise is a set of functions determined by the synergy system - individual capacities, goals, risks and results are a set of functions of small systems; based on the proposed approach to the formation of the complex economic potential of the enterprise, it is possible to create and use indicators of various levels that expand the boundaries of this category of research.

A conceptual model has been developed to assess the complex economic potential of the industrial sphere; the mechanism for assessing the complex economic potential of an enterprise is presented from an internal consumer position, which assesses the ability of an enterprise to achieve its goals when the system of target indicators is used as a vector field of economic potential; the use of the formulated proposals increases the validity of the assessment of the economic potential of the enterprise; block schemes of algorithms for assessing the complex economic potential of the enterprise are developed and processes are based by satisfying the interests of internal and external users.

It has been proposed to study the entire set of indicators, reflecting different aspects of economic processes, simultaneously and in coordination, and to obtain general conclusions on the dynamics of the level of an integral indicator, from which you can use different methods of integrated assessment.

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