

**FORSCHUNG UND SYSTEMATISIERUNG VON
HANDELSDIENSTLEISTUNGEN DIENEN DER VERBESSERUNG
DER WIRTSCHAFT DES LANDES IN DER ZEITRAUM DER
CORONAVIRUS-PANDEMIE**

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Zusammenfassung - Dieser Artikel diskutiert die negativen Auswirkungen von COVID-19 auf den starken Rückgang von Produktion und Konsum weltweit, die Unterbrechung globaler Produktionsketten und Handelsbeziehungen, sinkende Rohstoffpreise auf den Weltmärkten und sich verschlechternde Bedingungen. Der Schwerpunkt liegt auf der Umsetzung einer aktiven Außenhandelspolitik zum Eintritt in den Weltmarkt, zur Verfolgung einer Außenhandelspolitik, die darauf abzielt, ihre Position im Interesse der nationalen Produzenten weiter zu stärken.

Schlüsselwörter - Coronavirus-Pandemie, Weltwirtschaft, Handelsdienstleistungen, Handelsnetzwerk, Handelspolitik, Außenhandel, Außenhandelsumsatz, Export, Import, Partnerschaft, Einnahmen, Gewinn

**RESEARCH AND SYSTEMATIZATION OF TRADE SERVICES
SERVES TO IMPROVE THE COUNTRY'S ECONOMY IN THE
CORONAVIRUS PANDEMY PERIOD**

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Abstract - This article discusses the negative impact of COVID-19 on the sharp decline in production and consumption worldwide, the disruption of global production chains and trade links, falling commodity prices on world markets and deteriorating conditions. emphasis is placed on the implementation of an active foreign trade policy to enter the world market, to pursue a foreign trade policy aimed at further strengthening their position in the interests of national producers.

Keywords - Coronavirus Pandemic, Global Economy, Trade Services, Trade Network, Trade Policy, Foreign Trade, Foreign Trade Turnover, Export, Import, Partnership, Revenue, Profit.

I. INTRODUCTION

COVID-19 has led to a sharp decline in production and consumption in the world's largest economies, disruption of global production chains and

trade ties, falling commodity prices on world markets and deteriorating conditions. Unprecedented measures are being taken to combat the spread of the pandemic around the world, including by restricting the movement of people and shutting down businesses.

The coronavirus pandemic is complicating the macroeconomic situation around the world, leading to a rethinking of defined financial and economic goals. Since the announcement of the coronavirus pandemic, the first priority has been to prevent the spread of infection and save lives.

It is strongly recommended that all resources, including financial resources, be directed to this end. Otherwise, the spread of the disease could become uncontrollable, leading to a long-lasting economic downturn that has shaken the earth.

The Uzbek economy, which is part of the global economic system, has not been left out, which in turn requires effective preventive measures to mitigate the negative effects of this situation.

Combating the spread of coronavirus infection and other global threats is one of the urgent tasks for the whole world today to ensure macroeconomic stability, uninterrupted operation of economic sectors and industries, stimulate foreign economic activity, effective social support, prevent a sharp decline in incomes .

This disaster has clearly demonstrated the strengths and weaknesses of the world's population, how interconnected they are, and the need to further strengthen economic partnership.

At a time when technology and resources, investment, and competition for access to foreign markets are intensifying all over the world, it is important to combine knowledge and potential, to make extensive use of the complementary factors of the economy.

The issues of research and systematization of trade services, ensuring the free operation of trade enterprises in pandemic conditions are considered to be very important in Uzbekistan.

II. LITERATURE REVIEW

The following scholars have considered research and systematization of commercial service in their research: Bulatova A.S., Liventseva N.N. [2], Vakhobov A.V., Tadjibayeva D.A., Khajibakiyev Sh.X. [3], Ivanov N. [4], Olmasov A. Tukhliev N. [5], Shodmonov Sh. [6], Olmasov A., Vakhobov A. [7], Qutbetdinov A., Sharipov T. [8], Sokolov V.V. [10], Pankov V. [11].

III. RESEARCH METHODOLOGY

In this research, we used of methods of logical analysis and synthesis, grouping, comparative and structural analysis, abstraction, factor analysis, induction and deduction.

IV. ANALYSIS AND RESULTS

Trade services are a major segment of the consumer goods market. It serves individuals and legal entities. Through it, the population and enterprises, organizations and institutions meet the needs of this or that product. This is where the sales relationship between sellers and consumers takes place: the owner of the money receives the goods, the owner of the goods receives the money.

The trade network is one of the key links in the market mechanism. The internal source of goods in the trade sector is the goods produced by various property enterprises in the country. External sources are imported goods.

From a scientific, socio-economic point of view, there are different concepts of foreign trade in scientific works, textbooks and popular literature.

The traditional and most developed form of foreign economic relations is foreign trade. 80% of the total volume of foreign economic relations is accounted for by trade. The role of foreign trade is great for any country. According to Sachs, "the economic success of any country in the world is born in foreign trade. To date, no country has been able to create a healthy economy in isolation from the world economic system.

D. Ricardo said foreign exchange is possible and beneficial for all states. He identified price zones where the exchange was beneficial to all.

In his work "Fundamentals of Political Economy" (1848), John Stuart Mill showed at what price the exchange would take place. According to Mill, the exchange price is determined by the law of supply and demand to the extent that the gross exports of each country cover the gross imports.

Bulatova A.S. and Liventseva N.N.s study the effectiveness of foreign economic activity and highlight 10 indicators in its evaluation. At the same time, they also analyze the priorities of foreign trade regulation.

According to A.Vahobov, "the process of direct and indirect intervention in economic activity is aimed at ensuring domestic employment, achieving economic growth, ensuring macroeconomic stability, improving the balance of payments and regulating the exchange rate by influencing the volume and composition of exports and imports. According to the scientist, trade policy is a relatively independent direction of general economic policy, which includes fiscal policy, the regulation of

foreign trade through taxes, subsidies, currency controls and direct restrictions on imports or exports.

N.Ivanov is one of the economists who stressed the need for proper planning, organization, management and implementation of foreign trade activities, classification to achieve accuracy. In his view, classification means an international trade agreement that can be divided into trade and exchange agreements. Depending on the nature and subject of foreign trade operations, it consists of finished products, unassembled products, obsolete equipment, raw materials, trade in licenses, as well as barter operations and engineering services.

Olmasov A. To'xliiev N. - "Foreign trade" - trade with foreign countries, which includes trade, export and import of goods.

Shodmonov Sh and others - "International trade is characterized by indicators such as foreign trade turnover, exports and imports.

Olmasov A., Vakhobov A. - "International trade is the exchange of goods between different countries, which is based on the theory of comparative advantage.

Qutbetdinov A., Sharipov T. - "Foreign trade is the activity of enterprises of a certain country aimed at the exchange of goods and services with foreign enterprises".

Trade is, firstly, the economic relations associated with the sale of goods and the economic relations that arise in the process of barter, and secondly, as a branch of the economy is a set of independent trade enterprises as a result of social division of labor.

Trade as an activity is a type of business carried out by legal entities and individuals. Because they are involved in the process of buying and selling goods, they are the link between the manufacturing sector and the consumer sector. Therefore, products created without trade do not reach their consumers and their reproduction cannot be carried out.

While acknowledging the contributions of the above-mentioned scientists to the study of this field, it should be noted that in this research, foreign trade is assessed by how important it is for the country's economy.

The country's economic stability and financial growth are largely determined by its foreign trade turnover and the degree of integration into world markets.

The foreign trade turnover of Uzbekistan decreased by 18.2%.

In the first half of 2020, Uzbekistan's foreign trade turnover amounted to \$ 15.8 billion, a decrease of 18.2% compared to the same period last year. In particular, exports decreased by 22.6% and imports by 15%.

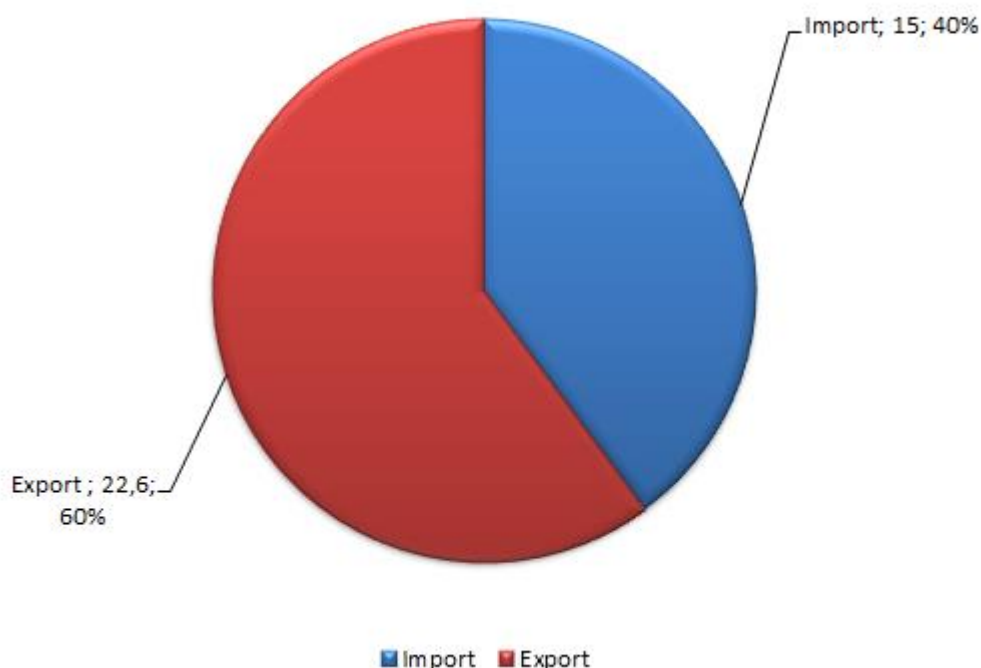


Diagram 1. Exports and imports of Uzbekistan in the first half of 2020.

In January-June 2020, the foreign trade turnover of Uzbekistan amounted to 15.8 billion US dollars.

Compared to the corresponding period of 2019, it decreased by \$ 3.5 billion or 18.2%.

According to the statistics, in 6 months the volume of exports amounted to 6.2 billion US dollars (a decrease of 22.6%) and the volume of imports to 9.5 billion US dollars (a decrease of 15%). During the reporting period, a passive foreign trade balance of \$ 3.2 billion was recorded.

In January 2020, foreign trade turnover rose in February, although slightly lower than last year. However, due to the onset of the coronavirus pandemic in the world and the introduction of quarantine restrictions in a number of countries around the world, foreign trade turnover in March (\$ 2.2 billion), a significant decrease in June (\$ 2.6 billion) and May (\$ 2.1 billion). At the same time, in June, this figure began to show a growth rate - (\$ 2.8 billion).

The countries with the highest share of foreign trade turnover with Uzbekistan are:

- ✚ China (18.1% - \$ 2.8 billion);
- ✚ Russia (16.3% - \$ 2.5 billion);
- ✚ Kazakhstan (8.4% - \$ 1.3 billion);
- ✚ Korea (7.1% - \$ 1.1 billion);
- ✚ Turkey (5.6% - \$ 886.6 million);

- ✚ Kyrgyzstan (2.5% - \$ 395.2 million);
- ✚ Germany (2.1% - \$ 337 million).

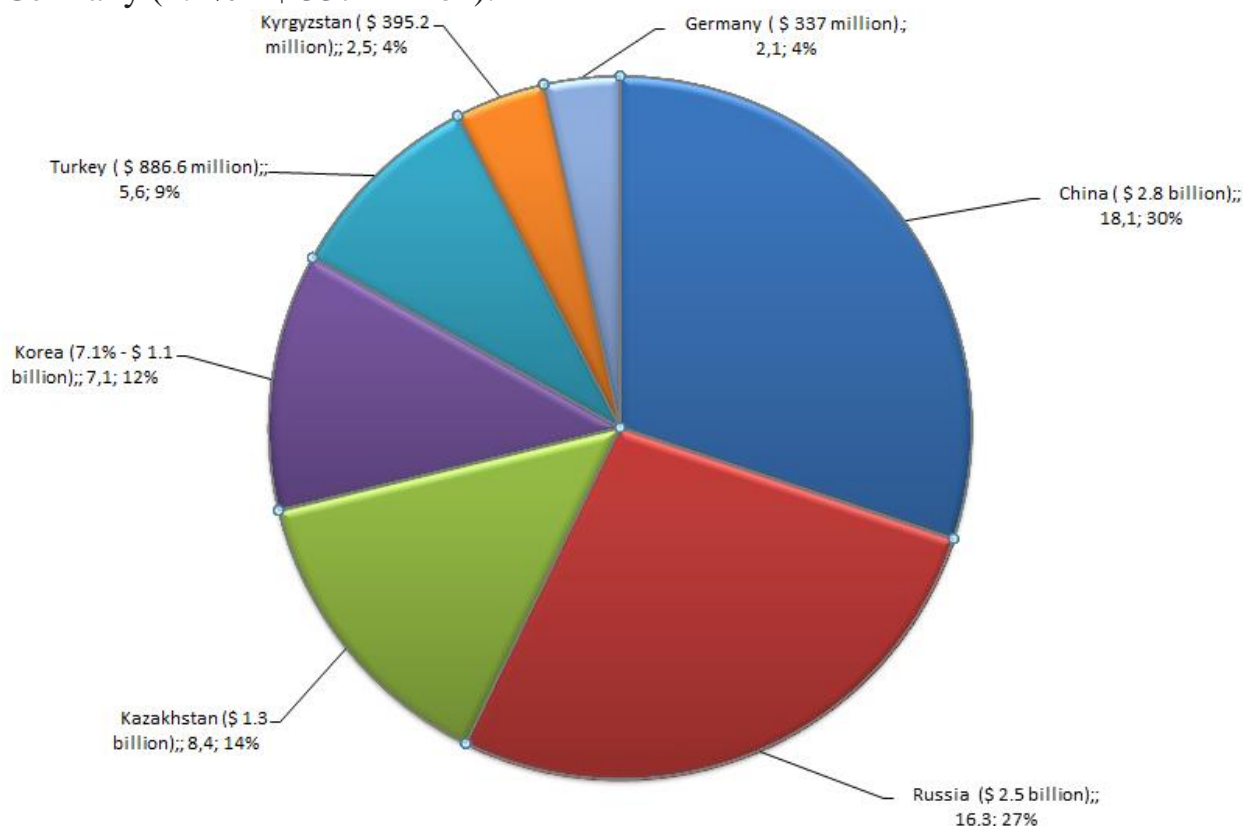


Diagram 2. Countries with a high share of foreign trade turnover with Uzbekistan (in percent).

The main exports of Uzbekistan are gold (33.8%), followed by industrial goods (18.7%), services (16.1%), food and live animals (8.9%), chemicals (6.1%), mineral fuels (5.1%) and others.

The main share in imports is machinery and transport equipment (37.1%), industrial goods (16.8%), as well as chemicals and similar products (13.7%) [9].

In January-November 2019, the foreign trade turnover of the republic amounted to 38.2 billion US dollars, an increase of 9.5 billion US dollars or 33.4% compared to the same period last year.

According to the State Statistics Committee, the volume of exports amounted to 16.2 billion US dollars (growth rate - 43.3%) and imports to 22 billion US dollars (growth rate - 27.0%). During the reporting period, passive foreign trade turnover amounted to 5.7 billion US dollars.

Uzbekistan has trade relations with about 190 countries. The largest share of the republic's foreign trade turnover in the world is in the People's Republic of China (19.2%), the Russian Federation (15.2%), Kazakhstan (8.4%), the Republic of Korea (6.6%), Turkey (5, 9 percent), Germany (2.4 percent) and Kyrgyzstan (2.0 percent).

In January-November 2019, the volume of trade with CIS countries amounted to 13 billion US dollars, and the share of Uzbekistan in foreign trade turnover reached 34.2%.

The strengthening of socio-economic ties with neighboring countries will also have a positive impact on bilateral trade relations. Neighboring countries account for about 34.2% of foreign trade with CIS countries, including 34.8% of exports and 33.7% of imports.

The share of other foreign countries in foreign trade turnover reached 65.8% (\$ 25.1 billion), an increase of 42.0% over the same period last year.

Among the 20 largest foreign economic partners, five countries have an active foreign trade balance, namely Afghanistan (550.6 million US dollars), Kyrgyzstan (494.0 million US dollars), Tajikistan (150.5 million US dollars), France) (\$ 53.5 million) and Iran (\$ 9.1 million). Passive foreign trade with the remaining 15 countries remains in balance.

However, it should be noted that the existing trade, economic, financial, investment, transport and logistics and energy opportunities are not fully used.

In our opinion, in the context of the pandemic, it would be expedient to further expand the multilateral partnership in the economy of Uzbekistan. To do this:

- strengthening trade and investment ties, which are the main drivers of economic growth;
- development of industrial cooperation based on the principle of "finding complementary points";
- ensuring free circulation of funds, goods and services between neighboring and partner countries, expanding interbank relations and financing;
- expansion of transport corridors and increase the transit potential of our regions, further acceleration of our economic cooperation;
- development of a "green economy" rich in renewable and alternative energy sources.

As a methodological basis, we found it expedient to focus on factor analysis of economic profitability. Because in a pandemic, the usefulness of each indicator plays an important role in the system of indicators.

Based on the above, as well as taking into account the situation in the country, we believe that the following factors will affect the change in the profitability of trade and economic potential:

- profit share in the income (P_i) – x_1 ;
- share of income in the volume of production (I_p) – x_2 ;
- efficiency of economic potential (E_{ep}) – x_3 .

The relationship between these factors is represented by the following formula:

$$Pep = Pi \cdot Ip \cdot Eep = x_1 \cdot x_2 \cdot x_3 = \sum x_i; i=3$$

Their relationship to each other is illustrated in Figure 1.

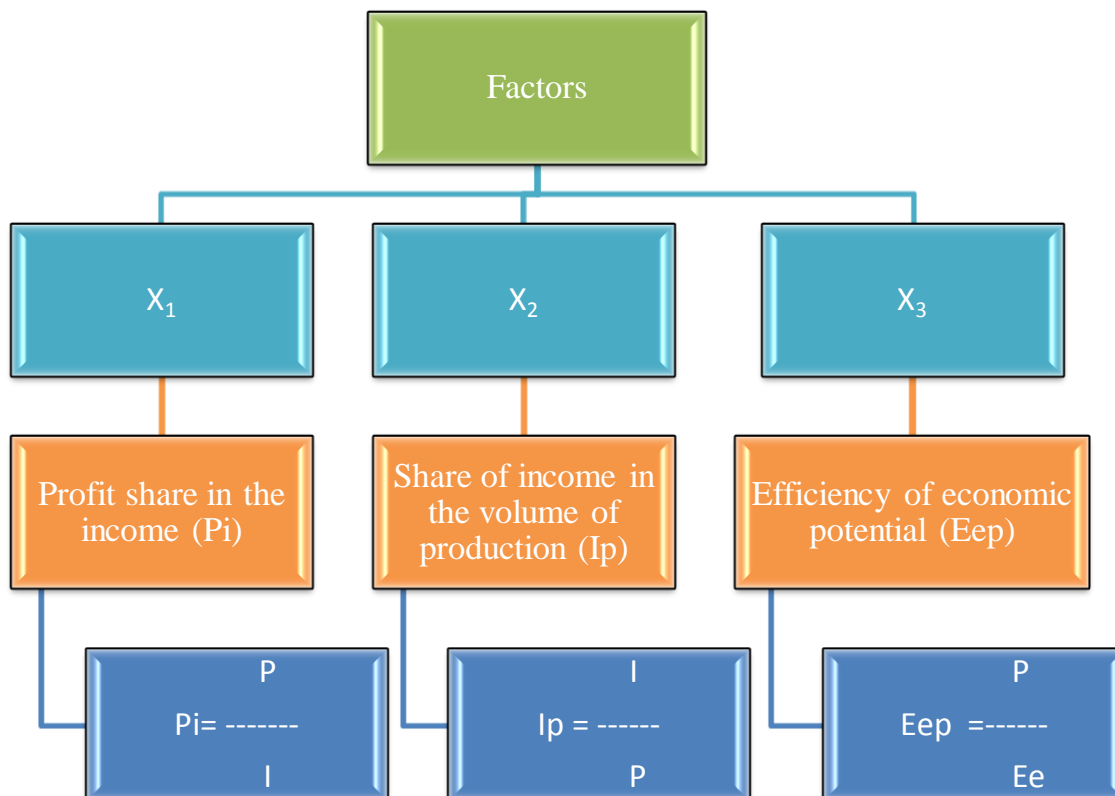


Figure 1. The interdependence of factors influencing changes in economic potential efficiency

The effect of the factors presented in this figure can be determined by different methods of analysis.

In conclusion, the intensification of foreign economic initiatives and influence of local governments will help to improve the concept of state regulation of foreign economic cooperation in the post-pandemic period and the creation of foreign policy tools of state and regional governments.

In order for the Republic of Uzbekistan to pursue an active foreign trade policy on the world market, it is expedient to pursue a foreign trade policy based on the interests of national producers and aimed at further strengthening their position. To do this, we need to set up a perfectly free trade that can be done in accordance with our conditions.

V. CONCLUSION/RECOMMENDATIONS

It would be expedient to further expand the multilateral partnership in the economy of Uzbekistan during the pandemic. To do this, the results of our analysis can be summarized as follows:

- strengthening trade and investment ties, which are the main drivers of economic growth;
- development of industrial cooperation based on the principle of "finding complementary points";
- ensuring free circulation of funds, goods and services between neighboring and partner countries, expanding interbank relations and financing;
- expansion of transport corridors and increase the transit potential of our regions, further acceleration of our economic cooperation;
- development of a "green economy" rich in renewable and alternative energy sources.

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