

# IMPROVING THE FACTORS AFFECTING THE INCOME OF BUSINESS SUBJECTS

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**Abstract:** *This article reveals ways to improve the factors affecting the income of business entities and reduce expenses to increase the income of the enterprise.*

**Key words:** *small business, small business, costs, income, profit.*

## INTRODUCTION

The market reforms implemented in Uzbekistan are aimed at improving the living conditions of the population by ensuring sustainable economic growth. The development of small business and private entrepreneurship is also important in increasing the employment and welfare of the population. This is why the following important socio-economic tasks are solved based on the development of small business and private entrepreneurship.

## ANALYSIS AND RESULTS

In business entities of the real sector of the economy, income is formed mainly from the income from the sale of products (work, services). A few years ago, foreign experts believed that calculating the income from the sale of products according to the "cash" method would lead to a decrease in the amount of this income and profit, but now they believe that the amount of this indicator according to the principle of "calculation" is exceeded. are prophesying about.

Income from activity is directly related to the composition and amount of production costs. Proper management, regulation and accounting of production costs is the main factor affecting the income. Changes in profit are influenced by two groups of external and internal factors.

Internal factors of profit change are divided into large and small. The most important in the main group are gross income and income from product sales (sales volume), production costs, product composition and costs, depreciation amount, product price. Non-core factors include factors related to violations of economic

discipline, such as price violations, violations of labor conditions and product quality requirements, and other violations that lead to fines and economic sanctions.

External factors affecting the profit of the enterprise include socio-economic conditions, the price of production resources, the level of development of foreign economic relations, transport and natural conditions.

The most important factors of profit growth are the increase in the volume of production and sales of products, the introduction of scientific and technical developments, the increase of labor productivity and the improvement of product quality.

The main source of savings for enterprises is the income of the enterprise from the sale of products, a part of which remains after the removal of material, labor and other monetary costs related to the production and sale of these products. In the conditions of fundamental changes in the management of the economy, the indicator of income from the sale of products is becoming one of the most important indicators of the activity of enterprises. This indicator causes the interest of labor teams in the increase in the volume of sold products, not in the increase in the amount of products. And this means that such products and goods that meet consumer requirements and are in demand in the market should be produced.

For these purposes, it is necessary for the management to study the market conditions and the possibilities of marketing the manufactured products by expanding the volume of sales. With the development of entrepreneurship and increased competition, the responsibility of enterprises to fulfill their obligations increases. Thus, the indicator of income from the sale of products meets the requirements of commercial accounting and, in turn, helps to develop production and economic activities.

The interest of enterprises in the production and sale of high-quality products that are in demand in the market is reflected in the amount of profit, which, other things being equal, is directly related to the volume of sales of this product.

Production costs are the costs related to the production of the product. They include raw materials, materials, fuel, depreciation allowance, wages to workers and other costs related to the production of products.

If we divide the total amount of costs associated with the production of the same product by the number of products produced, we find the cost of one unit of product produced. The cost indicator is one of the important quality indicators in the activity of business entities. The lower it is, the higher the production efficiency.

Product production costs are reflected in accounting by types of production, places of occurrence of costs, types of products according to calculation items. The main goal of cost accounting and product costing is to determine the costs related to production and sales in a timely, complete and accurate manner, at the same time, to calculate the actual cost of certain products and to monitor the use of resources and funds of business entities. is to establish control.

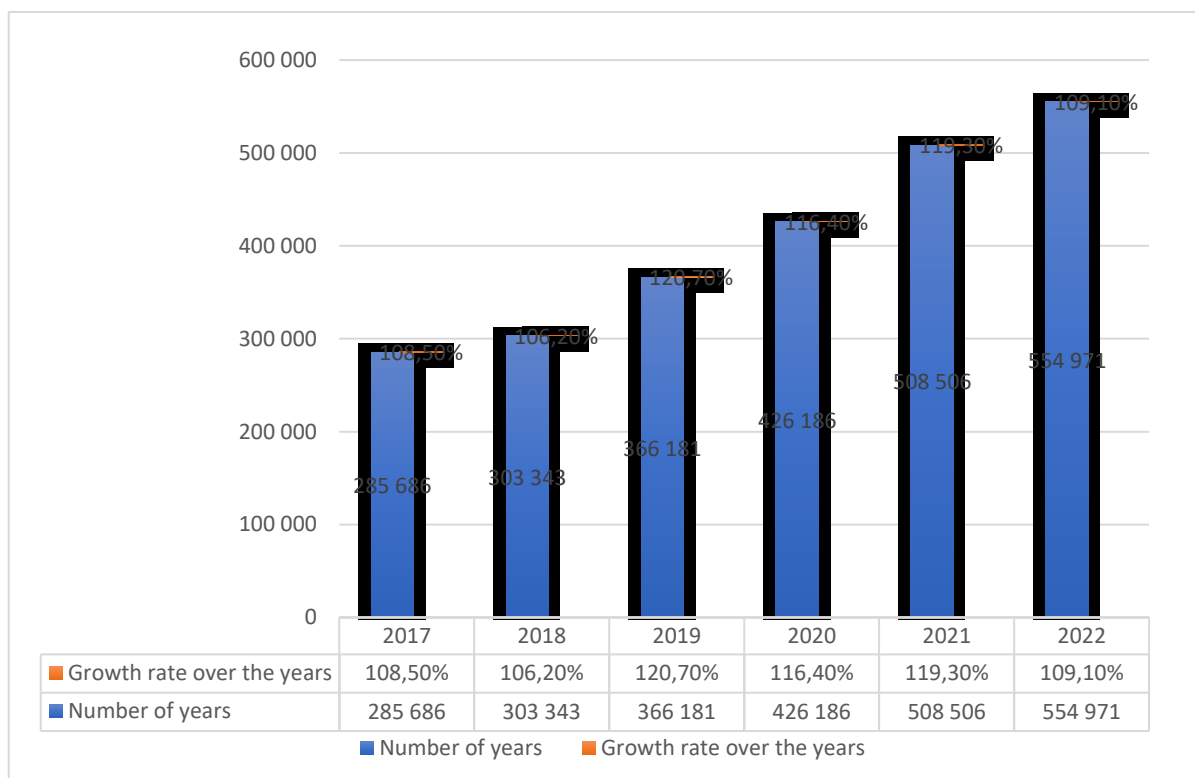
So, in this regard, the cost accounting has the following tasks:

- taking into account all expenses related to the activity of business entities in full on time;
- to correctly reflect information about expenses in separate accounts and reporting forms and to provide sufficient reliable information for calculating taxes.

To perform these tasks, it is sufficient to account for expenses based on the principles of financial accounting, in particular, double-entry accounting. The main feature of management accounting is the usefulness of its information for management. Including. management accounting should provide such detailed information about expenses so that it is possible to make the most correct management decisions based on it. Based on international experience in this field, business entities should form information about costs in the following cases:

- accounting of costs according to their places of occurrence;
- organization of cost accounting by responsible business centers;
- summing up costs by the objects that generated them or by their carriers, that is, by individual types of products.

These tasks allow you to perform the main task of management accounting. For example, the accounting of costs according to their places of occurrence and responsible business centers allows to make the most important management decisions.



**Figure 1 Operating enterprises and organizations<sup>1</sup>**

The fact that the number of enterprises and organizations operating in 2022 increased by 46,465 compared to 2021 (508,506) can be expressed by a significant increase in the number of enterprises in the following areas.

So, we have to list the following tasks of cost accounting:

- organization of cost accounting for individual production processes or divisions and ensuring control over them;
- formulating information about the main production costs for individual product types;
- collection of analytical data of all non-production management costs of business entities and their interpretation.

## CONCLUSION

<sup>1</sup>Statistical Office of Uzbekistan [www.stat.uz](http://www.stat.uz)

From the point of view of the analysis of the accounting of production costs, we see from this incomplete list that the issue of cost formation covers a wide range of problems related to the management of business entities and the formation of the taxable base for profit tax. In this regard, it is necessary to consider the principles of normative regulation, formation principles, and different methods of classification of the concept of "cost" based on different points of view. It is the correct implementation of cost accounting in business entities, and its core is the management of cost and cost formation.

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