



Foreign Economic Strategy and Innovative Economic Development of Uzbekistan

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Abstract

In the concept of socio-economic development of Uzbekistan until 2030, a macroeconomic policy aimed at ensuring sustainable economic growth and fighting against poverty, as well as increasing the competitiveness of national exports is recognized as an important economic basis. Successful implementation of the Concept of integrated socio-economic development of the Republic of Uzbekistan until 2030, as well as Development Strategy of New Uzbekistan for 2022-2026 undoubtedly, require significant attention to external factors of economic development, including promotion of competitive exports. Today the issue of regulation of global socio-economic processes is one of the most important issues at the international level. The World Trade Organization (WTO), as a legal and institutional body of the multilateral trading system, is an international organization that enjoys different advantages in the process of free goods exchange. At present, 164 countries are members of this organization, and the accession of Uzbekistan to the World Trade Organization (WTO) has caused a variety of observations among experts and scientists.

Keywords: 2030 development goals; financial and economic relations; development concept of Uzbekistan until 2030; foreign economic strategy; competitive export; accession to the WTO.

1. Introduction

Modern trends in the development of international trade show that the growth of world trade in recent decades has a strong impact on the economic development of countries, and the level of countries' dependence on international trade is even more growing. Countries tend to produce goods or services that have a relative advantage [10].

Being an equal partner in the world market requires exporters to have an important task - the need to constantly improve production relations based on innovation. The formation and development of export-oriented industries is carried out in direct connection with the global economic system.

Indeed, the issue of reforming socio-economic relations in the country directly depends on the correctness of decisions aimed at increasing the economic and export potential of industries and regions [11].

The Concept of Integrated Socio-Economic Development of the Republic of Uzbekistan until 2030 has been developed in accordance with the Action Strategy for 2017-2021 [1], which includes the priorities and objectives of sustainable economic development in the long run.

The Concept of Integrated Social and Economic Development of the Republic of Uzbekistan has been developed on the basis of National Sustainable Development Goals and targets until 2030 in order to integrate them into national, sectoral, regional development strategies and programs [1]. Its implementation in Uzbekistan has been backed up by the large-scale reforms within the framework of the Action Strategy in five priority areas of development of the Republic of Uzbekistan in 2017-2021 [2], and then specified by the Development Strategy of New Uzbekistan for 2022-2026 which included the priorities and objectives of sustainable economic development for forthcoming 5 years [3].

The main integrated goal formulated in the Concept is to increase GDP per capita to \$4,000 by 2030 and create the basis for joining the category of "countries with upper-middle income [7].

This goal was stressed upon in the 1st International Investment Forum in Tashkent by the President of Uzbekistan Shavkat Mirziyoev, who also noted "Following the measures adopted, the volume of annual foreign investments attracted by the country's economy has tripled. Their total volume over the past 5 years has been \$ 25 billion. At 59,000 investment projects were carried out, thanks to which more than 2.5 million new jobs were created..., more than 21,000 new preschool educational institutions have been created, about 200 new schools have been built, 82 new universities and institutes have been created, of which 23 with foreign universities." [12].

2. Literature review related to the topic.

The need to improve the methods of regulation and stimulation of foreign trade leads to various observations. At the stage of international integration and globalization, the need to unify interstate and regional trade barriers makes it an objective necessity to regulate international trade within the framework of international organizations such as the WTO, UNCTAD, and the OECD.

Theoretical and practical aspects of the strategy of international economic cooperation have been studied in depth by the following classics and modern foreign economists: A.Smith, D.Ricardo, D.S.Mill, R.Vernon [13], M.Porter [14], J.Saks [11], A.Warner [15], P.Krugman [16], K.Haynes [17], G.Myrdal and others, who assessed the international division of labor between countries, peoples and societies as the basis of economic cooperation [20].

Issues of development of trade and economic relations and deepening of cooperation within the CIS have been studied in detail by following scientists such as: A.Kireev [18], K.Lomakin [19], D.Madiyarova [20], A.Evdokimov [21], A.Subetto [22]. CIS integration expert N.Isingarin assesses international economic cooperation as internationalization of economic life of states and regions [23].

Theoretical and practical aspects of integration and competitiveness of foreign trade in Uzbekistan have been studied by the following scientists: B.Islamov [29], A. Isadjanov [27], Sh.Sharifkhodjaev [25], N.Sirojiddinov [28], I.Mavlyanov [26], A. Yusupov [29] and others.

However there are some gaps and lack of study of the main directions of the foreign economic strategy of Uzbekistan, taking into account new account new current situation and trends in the world economy, determines the necessity and the relevance of the chosen topic in this scientific article.

3. Research methodology.

As a research methodology, systemic analysis, sampling in the selection of the research object, reliability and validity in determining the research path, observation in determining the research strategy, experiment, econometric models and other methods were used effectively.

4. Analysis and results.

The analysis shows that the solution of existing socio-economic problems and threats, as well as the increasing of the welfare of the population, is expected to have the following potential risks (Figure 1.):

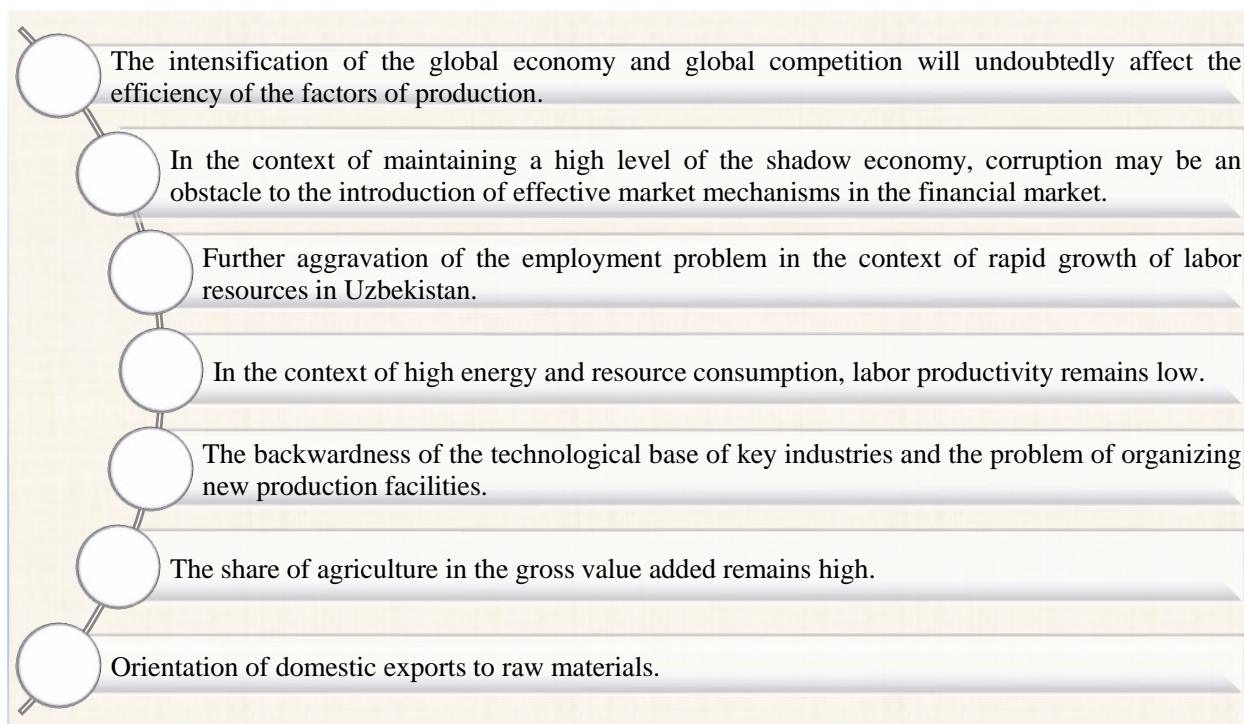


Figure 1: Expected potential risks in addressing socio-economic problems and threats.

Source: Prepared by the author based on analytical data.

Achieving the following economic results in the period up to 2030 is a key factor in GDP:

- ♦ 2.1 times increase in real GDP growth;
- ♦ to ensure the growth of GDP per capita in foreign currency by 3 times (or from 1533 US dollars in 2018 to 4538 US dollars);
- ♦ increase the growth of real production by 2.3 times (or its share in GDP from 26.3% in 2018 to 33.3% in 2030);
- ♦ increase construction work by 2.1 times (from 5.7% to 6.4%);
- ♦ increase the services sector by 2.1 times (from 35.6% to 39.3%);
- ♦ reduction of the share of agriculture by 1.8 times (from 32.4% to 21%);
- ♦ support the average annual economic growth rate of not less than 6.4%;
- ♦ inclusion of Uzbekistan in the group of countries with above-average GDP per capita by 2030;
- ♦ reducing labor market tensions, halving the poverty rate.

This will require a threefold increase in production and export potential [7].

Ensuring sustainable economic growth, in turn, requires an increase in capital investment by 3.1 times and foreign direct investment by 7.0 times.

At the same time, strengthening the material, technical and financial base of the regions is considered a key factor in creating productive jobs and increasing incomes.

The concept recognizes the sharp increase in investment in the economy and the transition to a system of their efficient use as the main goal of targeted investment policy aimed at sustainable economic growth and structural renewal.

This requires the development of industrial production, the formation of specialized economic zones to attract private and foreign investment, the effective use of the advantages and benefits of industry clusters, small industrial zones, innovation centers, technology parks [9].

It is also planned to moderate economic policy in the medium term in the following areas:

- liberalization of the financial sector;
- increasing the effectiveness of monetary policy instruments;
- development of short-term interbank credit operations in foreign currency (swap, repa, etc.);
- and in the medium and long term, the transition to inflation targeting of monetary policy aimed at stimulating the real sector of the economy.

In the first stage of implementation of the concept (2019-2021), a socio-economic policy aimed at improving the institutional framework of market relations, ensuring macroeconomic stability by increasing the production capacity of the real sector was implemented.

Ensuring the adaptation of the economy to the new market conditions by providing Social support of vulnerable groups and improving the level of human capital has become a top priority.

At this stage, the development of commodity and financial markets was observed by curbing corruption and eliminating the shadow economy.

In the second phase (2022-2025), increasing resource efficiency will increase the market and production capacity of processing industries, ensuring their connection to the global chain of value added creation.

At this stage, the pace of economic growth will improve through the expansion of productive employment, improving the quality of services, industrialization of small businesses and the transition to a new industrial policy.

In the third stage (2026-2030) rapid development of export-oriented economy by attracting non-traditional resources and energy sources to the manufacturing sector, as well as quality human capital, technical and technological development of sectors of the economy will be observed.

The strategic priorities set at each stage of the concept will, of course, lead to the formation of a systemic socio-economic policy and the creation of a healthy competitive environment.

It is known that for Uzbekistan, which is an integral part of the global financial and economic space, integration into the WTO is one of the most important directions of foreign economic strategy.

As President Sh. Mirziyoyev noted: "After all ... only a state that pays special attention to the issues of a strong position in foreign markets will achieve high development, the welfare of the population is ensured".

In the process of "integration into the free trade system" the study of theoretical, methodological, and conceptual aspects of the competitiveness raising strategy of foreign trade is becoming increasingly important.

The process of trade integration requires the solution of fundamental tasks related to the development of competitiveness increasing strategies of foreign trade, as well as the development of theoretical and methodological approaches and scientific and practical recommendations.

Being an equal member of the WTO has a positive impact on the development of any national economy in the long run. However, in the short term, it may also cause some challenges to national economic development.

Ensuring maximum benefits for Uzbekistan's trade integration, without a doubt, it depends on how well the national export competitiveness strategy is chosen.

Indeed, it is no coincidence that the Action Strategy has focused on the need to develop the country's export potential concept increasing.

Proponents of the theory of "new product life cycle" - M. Posner, G. Hufbauer, R. Vernon, the teachings of well-known American economists: A. Marshall and M. Porter as well as research conducted by WTO experts - confirms the importance of international trade in the integration of national economies into the world economy.

In the words of J. Sachs: "Economic growth of any country in the world is based on foreign trade. No country has yet been able to create a healthy economy in isolation from the world economy".

The analysis shows that in 2018, Uzbekistan ranked 89th among the TOP 100 countries in terms of gross exports by 0.05% of world exports, and as of January 1, 2020, it ranked 83rd with a rate of 0.06%.

However, according to this indicator: China ranks first in the world (12.9% and 13.3%); The United States ranks second in the world (8.6% and 8.3%); Germany ranked 3rd (8.1% and 7.6%); Russian Federation ranked 14th (2.3% and 1.9%); India ranked 18-19 (1.7% and 1.6%); Kazakhstan ranked 50-51 (0.3% and 0.3%) (Picture 1.).

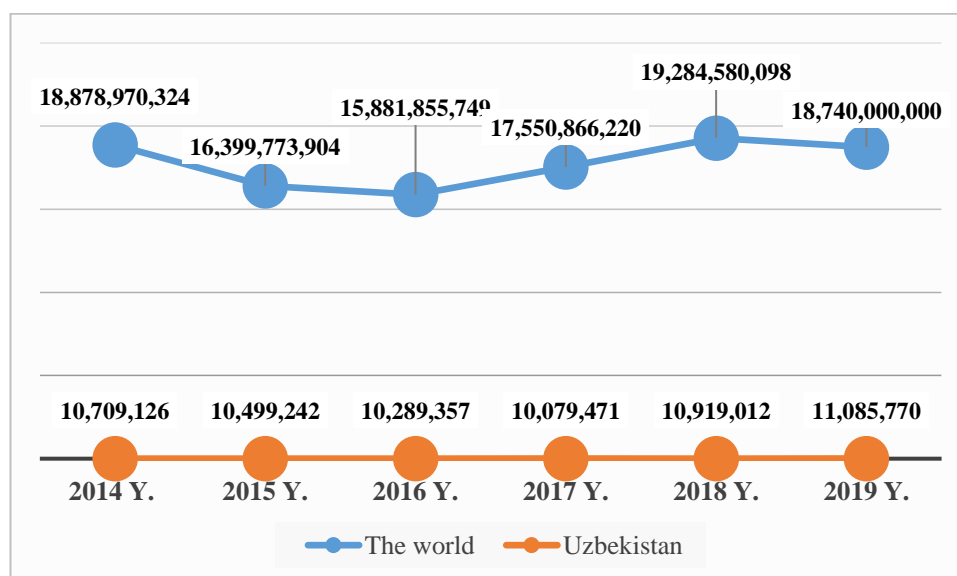


Figure 1: Picture 1. Comparison of Uzbekistan's exports with world gross exports (thousand US dollars)

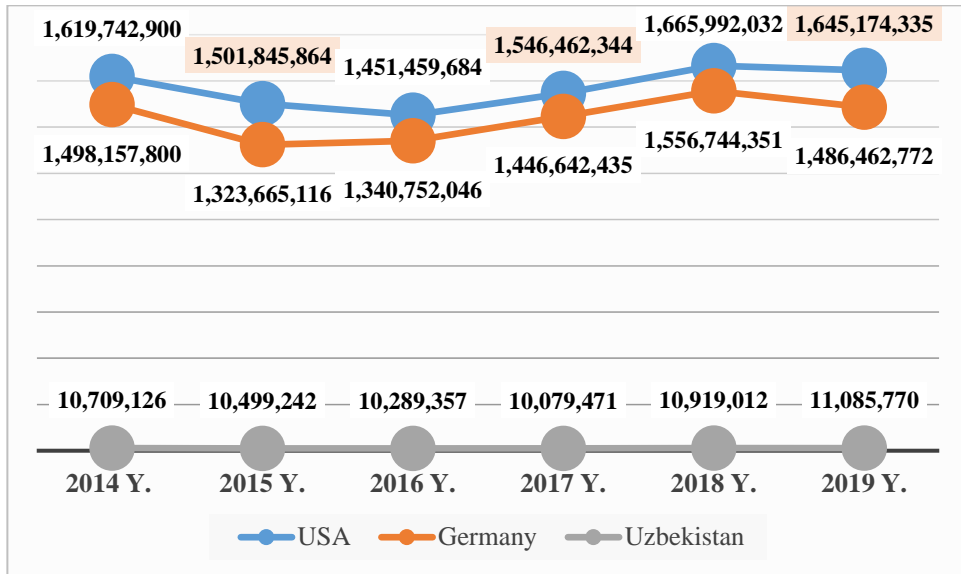


Figure 1: Picture 2: Comparison of gross exports of some countries of the world

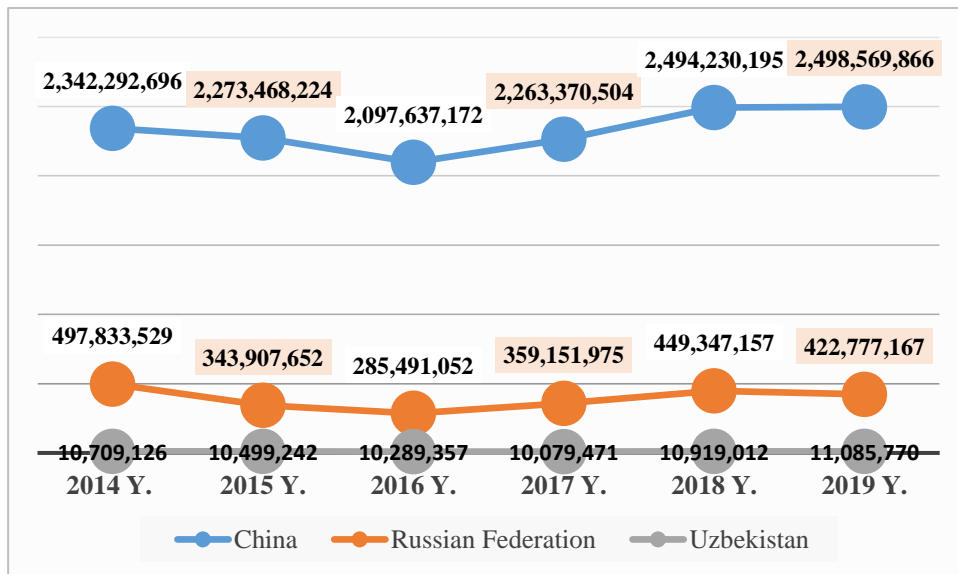


Figure 1: Picture 3: Comparison of gross exports of some countries of the world

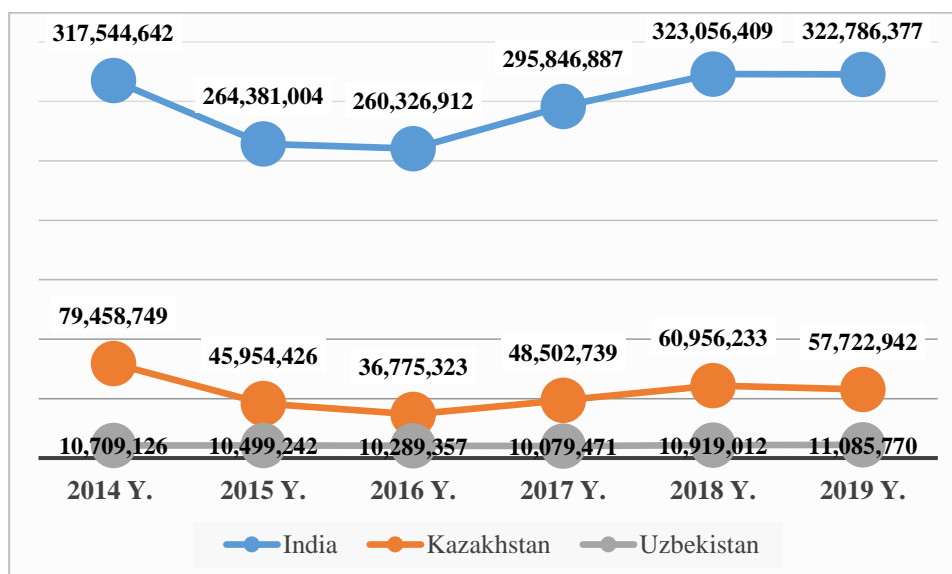


Figure 1: Picture 4: Comparison of gross exports of some countries of the world

Uzbekistan, which is an integral part of the global economy, accession to the WTO is one of the most important directions of foreign trade strategy. The process of trade integration requires the solution of fundamental tasks related to the development of competitiveness increasing strategies of foreign trade. Full fledged membership in the WTO will give a positive impact on the development in the long run. However, in the short term, it may also cause some challenges to national economic development.

It is known that in the first 25 years after gaining independence, Uzbekistan explored, mainly, a protectionist policy. This, to a large extent, reduced the negative impact of the consequences of price volatility in stock markets and regional and global financial and economic crises. At the same time, such policy, under new circumstances, began to hinder the opportunity of using the possibilities of the modern international labor division to the fullest extent possible

In 2017, the country developed comprehensive strategy of actions with the aim of increasing exports and entering new markets, importing new technologies, increasing the growth of incomes via promotion of foreign trade, investment and tourism. According to the strategy of Uzbekistan, an active dialogue has begun on the country's accession to the World Trade Organization.

For the first time, an application for WTO accession was filed in 1994, then a working group was created back in 1998, but its activities were suspended. Again, the process of the bodies of the Republic in the WTO began in early 2019, when the Uzbek side submitted to the WTO an updated memorandum on foreign trade procedures for consideration of applications for the country's accession to the organization. Accession to the WTO promises an opportunity to expand trade relations, increase imports of high technologies, increase investment attractiveness and the international image of Uzbekistan, increase the competitive environment. However, it is important in this analysis to consider the possible consequences for the development of the economy, industry, the sale of services, small and private enterprises, as well as the risks in calculating the import of goods and controlling the need for economic sectors.

In this regard, goal 97 in the direction 7 of the Development Strategy of New Uzbekistan for 2022-2026, the following tasks are envisaged: “negotiating with WTO member states; advanced training of specialists of Uzbekistan in the field of the WTO and the diversified trading system; development of proposals for the state regulation of technical, sanitary and phytosanitary measures and protection of intellectual property in accordance with the requirements of the WTO; studying Uzbekistan's membership in the WTO in the field of metallurgy, textiles, food industry, automobile production and at the national frequency in the whole membership; development of a system for protecting non-tariff measures in the domestic market and the development of measures to support and subsidize exports in accordance with WTO rules” [3].

The issue of increasing the international prestige of Uzbekistan requires finding perfect ways from now on to further acceleration of export base development.

At the same time, it is worth mentioning the following macroeconomic problems that have a negative impact on the expansion of the country's export potential:

- the country still has a monopoly on the production of certain types of goods and services;
- the fact that most industrial enterprises are still used old technologies with low production capacity and high capital costs;

- severe financial situation in most industrial enterprises and limited opportunities to invest in promising export-oriented projects, i.e., to universalize the type of activity;
- insufficient formation of modern systems of quality control, packaging, and certification of export products in the country;
- weak information supply for exporters in the country;
- lack of perfect transport and logistics infrastructure for the transportation of export goods, weak development of shipping ports and consignment warehouses and dealer networks in foreign countries (container transportation 7% of the total);
- lack of sufficient knowledge and practical experience in the field of foreign trade organization in the enterprises of the republic, the slow pace of international marketing research and advertising;
- the system of state support and incentives for exporters is not adapted to the requirements of the WTO.

Today, the export strategy is becoming an integral part of the system of ensuring economic security, achieving sustainable economic growth and improving the living standards of the population.

The export strategy provides the following advantages for Uzbekistan (Figure 2):



Figure 2: Advantages of the export strategy for the economy of Uzbekistan.

Source: Author's development. Based on analytical data.

In order to assess the impact of diversification and integration on the final results of the socio-economic development of the republic, a "multi-factor econometric model" was used. And, to ensure the transparency of the results of the empirical study in the scientific article, an econometric analysis was carried out using the EViews 10 software package.

The basis of the multi-factor econometric model was the following macroeconomic indicators (adjusted based on the system of national accounts of 2008) for the period 1994-2021 (see Annex 5.1.1):

A) Outcome "dependent - involuntary variable" factor (Y) - gross domestic product (GDP) (in billion dollars).

B) C) Influencing "independent - arbitrary variable" factors are the following:

X1 - investments in fixed capital (billion dollars);

X2 - investments aimed at innovations (billion dollars);

X3 - gross export (billion dollars);

X4 - gross imports (billion dollars);

X5 - foreign trade turnover (billion dollars);

X6 - the number of the country's population (thousand people);

X7 is the share of the able-bodied population (in %);

X8 - inflation rate (in %);

X9 - average exchange rate (in soums).

According to the results of the phased analysis, it became clear that the model parameter turned out to be unreliable, since the influence of most X variables on Y showed a negative result. In such a situation, it becomes necessary to avoid a multicollinear problem between X and Y.

Based on the results of the correlation analysis, the form of manifestation of the density and the type of correlation between the arbitrary variables - X2, X5 and X9 and the involuntary - Y, as well as their effectiveness, turned out to be positive. In this case, the correlation of the involuntary variable with arbitrary variables is close to 1, i.e., the density is provided at a sufficient level.

And multicollinearity between arbitrary variables corresponds to the previously put forward hypothesis. That is: the correlation between Y and X should be high enough; And between X should not exist the problem of multicollinearity (cross-correlation).

Based on the results of correlation and VIF analysis, the econometric model adopted the configuration of independent variables X2, X5, X9. Based on the analyzes carried out, the following theoretical econometric model was developed, reflecting the linear relationship between arbitrary factors and the resulting factor left in the model:

$$Y = C(10) + C(2)*X2 + C(5)*X5 + C(9)*X9 \quad (1)$$

And the results of the analysis were reflected in the following test results:

Regression Analysis: Y versus X2; X5; X9

Estimation Command:

=====

LS Y X2 X5 X9 C

The regression equation is:

$$Y = -0,27 + 16,4 X2 + 2,04 X5 - 0,00441 X9$$

Predictor	Coef	SE Coef	T	P	VIF
Constant	-0,268	4,365	-0,06	0,952	
X2	16,449	4,027	4,08	0,001	2,4
X5	2,0398	0,3989	5,11	0,000	4,9
X9	-0,004411	0,001473	-2,99	0,007	3,2

S = 9,23278

R-Sq = 88,8 %

R-Sq (adj) = 87,2 %

The effective factor - the change in gross domestic product (Y) can be expressed in the model as follows through the indicators X2, X5, X9:

$$Y = -0,27 + 16,4 X2 + 2,04 X5 - 0,004 X9 \quad (2)$$

According to this:

- an increase in investments directed at innovations (X2) by 1 dollar increases GDP (Y) by an average of 16.4 (with 95% confidence, 8.07 : 24.8) dollars;

- an increase in foreign trade turnover (X5) by 1 dollar increases the gross domestic product (Y) by an average of 2.04 (with 95% confidence, 1.21 : 2.86) dollars;

- an increase in the exchange rate (X9) by 1 soum reduces the gross domestic product (Y) by an average of 0.004 (with 95% confidence, 0.007 : 0.001) dollars, but this value is statistically significant (Prob (X9) < 0.05).

In this, R2 = 0.8883, smoothed R2 = 0.8724. So, the factors included in the model give 88.8% chances for the formation of Y-dynamics. That is, the change in the volume of GDP, almost 89% depends on the factors included in the model, and 11% on other random factors.

The Jarque-Bera score is a coefficient that tests the data for a normal distribution. For the residuals of the studied model, the results of the study show that Prob (J-B) < 0.05, and this position indicates the closeness of the model results to the normal distribution.

The calculated value of the F-statistics criterion, which determines the correspondence of the model to the process under study and statistical significance, satisfies the condition Prob (F-statistics) < 0.05, therefore the model is considered adequate and the parameters are statistically significant.

Some economists emphasize the possibility of rapid economic growth through savings and investment, and in this external factors play a minor role. However, according to World Bank experts, trade integration and export diversification in the long term will ensure annual economic growth by an average of 6-7%.

Research based on the analysis of the world market confirms that the formation of export strategy depends on several stage factors. Accordingly, we propose the following conceptual model of an export strategy (Table 1).

In our opinion, the implementation of this conceptual model will allow to increase production at exporting enterprises by 2.5-3 times. Methodological and practical recommendations based on this model were also used in the development of the concept of the export strategy of the Republic of Uzbekistan.

5. Conclusions and Suggestions

The long-term concept of solving the problems associated with the current structural deformation of the country's economy requires the following:

First, to improve the quality and role of human capital in the country's economy. Today, a high share of informal employment (up to 40%) is observed in some regions of the country. This is reflected in the growing demand for certain specialties. To do this:

- o improving the innovative material and technical base of the education system;
- o ensuring a territorial balance of demand for personnel trained in specialties;
- o achieving a rational distribution of income;

Table 1: Strategic Conceptual Model Of National Export Competitiveness Increasing

KEY STAGES OF EXPORT STRATEGY	BASIC ELEMENTS OF EXPORT STRATEGY CONCEPT
1	2
1. Determining the types of goods (products) to be exported and the export potential:	<ul style="list-style-type: none"> - the type of goods in high demand in the world market and their characteristics; - In accordance with "Digital Uzbekistan - 2030": prioritizing the development of exports of national software products and outsourcing services in the diversification of the country's export commodity structure (More than 220 priority projects on IT parks are targeted); - suitability of goods for export; - the economic feasibility of exporting what kind of goods and in what quantities; - comparison of prices for export goods in domestic and world markets; - production of export goods and export costs; - transportation of goods and assess the capabilities of logistics systems, study of export transportation costs; - determining the profitability of exports of goods (products) for the country (firm).
2. Analysis of the conjuncture of world markets (strengths and weaknesses of potential competitors):	<ul style="list-style-type: none"> - market capacity and size; - the ratio of supply and demand for a commodity (market equilibrium); - price level and its changing trends; - market development trends and forecasts; - market openness, business environment in it; - competitive environment and degree of market monopolization; - the number of major competitors in the market, their brand and geographical composition; - the market share of competing firms; - commercial risk; - political, territorial, demographic and other features of the market; - economic or seasonal cycles (oscillations) and others.
3. Level of competitiveness of exported goods (products) in the world market (conjunctural requirements and opportunities to adapt to them):	<ul style="list-style-type: none"> - quality indicators of the goods (product) (usefulness, taste, i.e. consumption characteristics); - level of marketing, advertising and information provision; - design and packaging; - classification of goods (products) by market segments; - cost and price of the goods (products); - warranty provision and terms; - pre-sale and post-sale service; - timely emergence of the product in a competitive market; - the socio-economic and political situation in a country or region.
4. Foreign trade regime and export state regulation mechanism (in a partner country):	<ul style="list-style-type: none"> - legal and regulatory documents applicable to foreign trade activities; - organizational and economic bases of state regulation of export activity; - goods (products) codes according to CN of FEA;

	<ul style="list-style-type: none"> - tariff and non-tariff methods of export regulation; - list of goods prohibited for export or requiring special permission (license, quota, etc.); - a system of guarantees and privileges granted to exporters; - the most convenient trade regime between countries and its use.
5. International quality requirements for export goods:	<ul style="list-style-type: none"> - requirements for product quality, environmental safety, technical norms and standards within the International Organization for Standardization (ISO); - obtaining certificates according to ISO standards; - ISO 9001:2000 – quality management and ISO 22000:2005 – international food safety management standards.
6. Export channels:	<ul style="list-style-type: none"> - direct export; - exports through intermediary firms and export-promoting institutional structures; - exports through foreign firms; - exports through a network of trading houses, representative offices and distributors; - exports through commodity exchanges, exhibitions and fairs; - export via internet and e-commerce. <p>Priorities in the field of regulation and development of the international market of goods and services:</p> <ul style="list-style-type: none"> - despite the fact that international competition has taken a sharp turn, as a result of globalization of markets and modernization of the structure of stock trades, the volume of international stock trading has increased almost 5 times over the last decades; - in the last decades, as a result of the liberalization of regulatory mechanisms, the functions of government have changed into a system of control and monitoring. <p>Therefore, in accordance with "Digital Uzbekistan - 2030":</p> <ul style="list-style-type: none"> - creating favorable investment conditions for the development of the network of national stock exchanges and increase their competitiveness in international markets. - transition to e-commerce system and liberalization of regulatory mechanisms in the use of "artificial intelligence" technologies and significantly expand the number of its participants; - unification of the mechanisms of national regulation of stock trades into the international control and monitoring system; - integration of electronic shopping portals "dxarid.uzex.uz" and "exarid.uzex.uz" and "tradeuz.com" with international commodity exchanges and ensuring the independent and free participation of local exporters in online international trade through e-commerce. <p>In this case strict adherence to cybersecurity requirements;</p> <ul style="list-style-type: none"> - Integration into the information system "Wholesale Market Prices" in order to increase the competitiveness of key export goods and create an international comparable price monitoring database.
7. Preparation of goods (products) for export (on the base of requirements):	<ul style="list-style-type: none"> - adaptation of goods (products) competitiveness to the requirements of the world market: adaptation to environmental, technical, phytosanitary, hygienic safety requirements and international quality standards; - the use of modern means of design, packaging and wrapping; - introduction of marking and branding; - goods (products) stratification by market segments and price strategy selection.
8. Conducting export negotiation (potential partners):	<ul style="list-style-type: none"> - reciprocal correspondence and response to inquiries; - preparation for negotiations; - adherence to business etiquette rules in negotiations;

	<ul style="list-style-type: none"> - study of negotiation technology; - establishing mutually beneficial relations with foreign partners; - agreement to conclude an export contract.
9. Export contract and basic requirements to it («Incoterms» rules and legal requirements):	<ul style="list-style-type: none"> - preamble, the subject of the contract; - origin of the commodity (product); - «Incoterms» international rules for the supply of goods (products); - delivery time of the goods (products); - price and contract value, payment terms; - the order of packaging, marking and loading of goods (products); - the order of delivery and receipt of goods (products), advertising, guarantees; - sanctions, force majeure situations, arbitration; - terms of entry into force and validity of the contract; - details of the parties, contract language, contract visa.
10. Certification of export goods (in accordance with state standards):	<ul style="list-style-type: none"> - certificate of origin of the goods (products) (CT-1 form or A form); - certificates obtained depending on the type of goods (products) sold: - hygienic certificate; - certificate of conformity; - phytosanitary certificate; - veterinary certificate. <p>At the entrance to the territory of the "Customs Union":</p> <ul style="list-style-type: none"> - certificate of compliance with the requirements of the SSS or technical regulation; - fire safety certificate, fire safety declaration; - state registration certificate.
11. Loading, shipping and insuring export cargo:	<ul style="list-style-type: none"> - national and international insurance companies insuring export contracts and cargo; - insurance against cargo breach and contract breach; - complex insurance of the export contract; - cargo insurance against confiscation. <p>The main documents required in international practice for export cargo insurance:</p> <ul style="list-style-type: none"> - insurance policy; - insurance certificate; - insurance receipt; - open policy declaration.
12. Choice of transport corridors for export:	<p>The main transport corridors:</p> <ul style="list-style-type: none"> - north (Tashkent-Riga); - north-west (Tashkent-Brest); - western or Transcaucasian (Tashkent-Aktau-Poti); - south (Tashkent-Bandar-Abbas); - south-east (Tashkent-Lian-yun-gang);

	<p>- east (Tashkent-Nakhodka).</p> <p>Basic freight transport: road, rail, aviation cargo capacity, cost, etc..</p> <p>Key documents: freight forwarding service contract, documents accompanying the goods, customs documents and other documents.</p>
13. Customs clearance of goods:	<ul style="list-style-type: none"> - hiring a declarant-customs broker and the documents to be submitted to him; - customs cargo declaration, its composition and filling conditions; - acceptance and execution of the customs cargo declaration; - basic documents submitted to the customs authority; - customs control of cargo; - the procedure for "notifying" the exporter at customs; - permission of the customs authority to release the goods.
14. Export duties, charges and taxes (payment order and values):	<ul style="list-style-type: none"> - export customs duties; - excise tax; - value added tax (VAT); - customs fees for customs clearance; - customs fees for customs tracking; - customs duties for temporary storage of products in a customs warehouse.
15. Introduction of goods (products) to foreign markets (ways, means and methods):	<ul style="list-style-type: none"> - customs control at the border of the country of export of goods (products); - technical, sanitary, veterinary, phytosanitary requirements to the goods (products), ecology and market standards, marking, etc.; - methods of tariff and non-tariff regulation of imports; - import duties, taxes and levies paid at entry into partner countries.
16. Product promotion and marketing (sale) strategy:	<ul style="list-style-type: none"> - advertising in mass media, telecommunications and Internet networks; - In accordance with "Digital Uzbekistan - 2030": <ul style="list-style-type: none"> ♦ introduction of a single information system module "Exporters" in the digital transformation program to be implemented in the regions and networks in 2020-2022. Undoubtedly, this allows for effective monitoring of foreign trade operations volume; ♦ creating official websites and mobile applications for local exporters to increase their international competitiveness and ensuring their promotion in the global information space. In this case, the effective use of "artificial intelligence" and "smart technologies" is expedient; ♦ implementation of the methodology of statistical accounting of e-commerce in foreign trade operations; ♦ international publication and announcement of transparent information on strategic goals and directions of national foreign trade policy through the Open Data Portal of the Republic of Uzbekistan; - participation in international trade fairs and exhibitions; - establishing close partnerships with business partners; - in-depth and comprehensive study of the market, stratification of consumers according to different criteria; - using different sales methods; - development of sales channels and distribution networks; - on-sale and after-sale service; - product guarantee; - pricing strategy and so on.

Source: Author's development. Based on relevant export legislation, guidelines and other sources. /1. Yusupov Asomiddin Soatovich, Iqtisodiyotni erkinlashtirish sharoitida eksportyorlarni davlat tomonidan qo'llab-quvvatlash tizimi. 08.00.11 – «Xorijiy mamlakatlar iqtisodi» ixtisosligi bo'yicha iqtisod fanlari nomzodi ilmiy darajasini olish uchun dissertatsiya. Qo'lyozma huquqida. UDK: 382.6:339.13, Toshkent – 2005.; 2. Salimov B.T., Yusupov M.S., Yusupov A.S. Qishloq xo'jaligi mahsulotlarini eksport qilish. O'quv-amaliy qo'llanma. – T.: “Fan va texnologiya”, 2015, - 240 b.; 3. Salimov B.T., Yusupov M.S., Yusupov A.S. Jahon agrar va oziq-ovqat bozorlariga integratsiyalashuv sharoitida meva-sabzavot mahsulotlarining raqobatbardoshligini oshirish. Monografiya. – T.: IQTISODIYOT, 2014, - 207 b.

Note: The concept is to develop national exports, increase efficiency, based on the situation in international markets and an effective tool for clearly defining goals and objectives in this area.

- o put an end to weak social protection;
- o eliminate inclusion associated with the misuse of natural resources.

Second, to further increase the scientific and technical potential. To do this:

- o strengthening innovation-corporate cooperation between scientific institutions and real sectors of the economy;
- o ensuring the introduction of innovations and new technologies into production.

Third, to prevent global economic threats and the negative effects and trends of industrialization in the development of the Uzbek economy.

Fourth, to improve the legal framework in the field of regulation of economic relations and mechanisms for the implementation of other normative legal acts. It is known that in the system of public administration there are direct management mechanisms related to the unsystematic use and non-control of responsibility.

Fifth, to put an end to the vulnerability of the financial condition of state-owned enterprises. It is known that in the conditions of chronic shortage of own working capital, the breakdown of payment relations leads to the breakdown of relations between economic entities. In general, the continued development of the country's economy will lead to the aimless development of the real sector of the economy and a sharp decline in economic growth.

Indeed, the 2030 Concept - taking into account the development trends of the world economy should be addressed at the issues of mitigating the negative effects of external factors on the country's economy, ensuring positive demographic trends in the labor market, improving the production capacity of the regions, increase employment and welfare, ensuring the comprehensive development of the economy.

Certainly it is no coincidence that the goals of effective economic reforms were set in the Development Strategy of New Uzbekistan, designed for 2022-2026, aimed at macroeconomic stability and the transformation of sectors of the economy.

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