



Development of Entrepreneurial Skills of Farmers

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Abstract: This article is about Farmers. In these Farms a number of suggestions and conclusions have been given for the organization and management, development of entrepreneurial skills of farmers. It was prepared on the basis of laws, decrees and several documents on agriculture adopted by the President and the Cabinet of Ministers. It is written about economic reforms of farmers and farms, market subjects, volume of production and their shortcomings and future prospects.

Keywords: Farming, agribusiness, entrepreneurship, agrotechnologies, farmer customer segment, rural, strategies.

Introduction.

Farmer, agricultural employee, entrepreneur. The owner of the farm. According to the legislation of the republic, a person who has reached the age of 18, has knowledge of agriculture and is able to communicate can become a farmer. The farmer grows agricultural products on his private land[1].

Head of the farm:

- adopts the charter of the farm and makes changes to it in the prescribed manner. approves the business plan of the farm;
- organizes farm activities;
- acts on behalf of the farm in interactions with legal entities and individuals;
- issues power of attorneys, concludes contracts and ensures their execution, as well as signs labor contracts with farm employees;
- distributes tasks among farm employees;
- determines the rules of the internal labor procedure;
- disposes of the income according to his will;
- creates conditions for employees to work safely and productively.
- cocktail notebooks in accordance with the procedure established by law organizes the management, ensures the payment of wages, determines the amount of remuneration for labor and the methods of financial incentives and disciplinary sanctions,
- signs documents on behalf of the farm;
- resolves issues of farm reorganization and liquidation[2]

After the independence of the Republic of Uzbekistan, independent production entities based on ownership were formed in agriculture. In April 1998, the first law "On Farming" was adopted. On



March 24, 2003, on the initiative of the 1st President of the Republic of Uzbekistan I.A. Karimov, Decree No. was focused on. Decree No. PF-5199 of October 9, 2017 was adopted at the initiative of the President of the Republic of Uzbekistan Sh.M. Mirziyoyev in order to create wide opportunities for agricultural entrepreneurs. As a result of the adopted laws "On Farming" and "On Peasant Farming", the recognition of farmers and peasants as the real owners of the land was ensured. As a result of the reforms, important conditions were created for farms and farmers' networks. Legal measures have been taken to protect their rights. As a result of state reforms, 99% of agricultural products are grown in farmers' and peasant farms[3].

Analysis and Results

In the report of the end of 2022 issued by the State Statistics Committee "On the structure of production of agricultural products", the total volume of products produced by farms in our republic was 31 percent. This means 3 percent more than last year. As of November 2022, the number of farmers in our Republic has reached 92 thousand, and the number of farms has reached 91 thousand 832. In January-September 2021, 2070.7 fruits and berries were grown in the Republic, and this indicator was 100.9 percent compared to the corresponding period of 2020. The highest volumes of fruit and berry cultivation, i.e. 61.7 percent, corresponded to farms and farms. In the current period, compared to the corresponding period of the previous year, there was an increase of 2.0% in farms and 0.9% in farms of farmers (personal assistants), on the contrary, a decrease of 14.1% was recorded in organizations performing agricultural activities. 1 of 2023 - as of January, when we analyze the data on the number of cattle by farm category, 6.9 percent of cattle are owned by farms, 91.4 percent by farmers and It should be noted that 1.7% of the total number of sheep and goats is allocated to farms, 78, 5 percent fell to farmers and homesteads, 6.7% to organizations engaged in agricultural activities, as well as 23.2% of the total number of horses to farms, 70.9% to farmers and homesteads 5.9 percent are agricultural of the total number of poultry, 16.5% went to farms,

52.9% went to farmers and homesteads, 30.6% went to organizations doing agricultural activities[4]. The lowest indicator of the share of farms in the production of agricultural products is Tashkent region (17.0 percent).

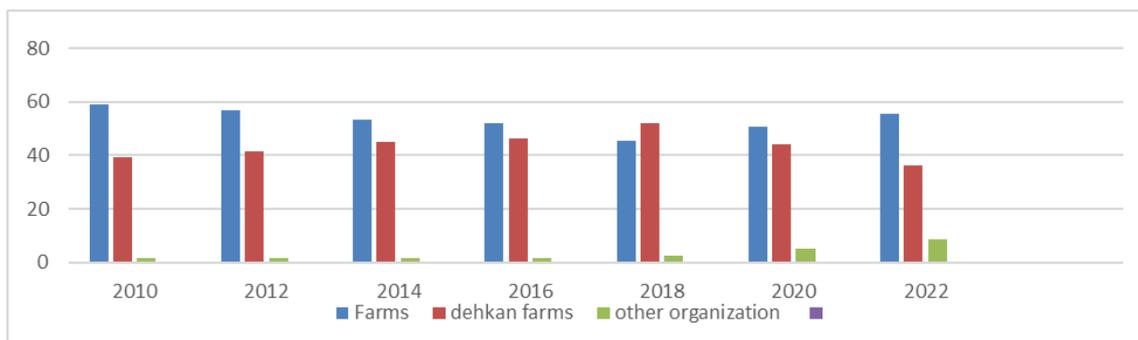


Figure 1. Agricultural products by economic forms share of cultivation, in percent. [Source: <http://stat.uz>]

Cereal crops grown in all categories of farms in January- December 2022 are 7,994. 9 thousand tons, or 104.7% compared to the corresponding period of 2021. In the indicated periods compared to the corresponding period of 2021, an increase of 2.7% was recorded in farms, 4.0% in farmers and homesteads, and 21.5% in organizations performing agricultural activities. As noted above, if we pay attention to the composition of agricultural production by types of farms, in 2020, the share of farms in the production of agricultural products will decrease to 14%. In 2017-2019, it reached 4-12 percent. By the corresponding period of 2022, this indicator has increased to 5.3 percent. (See Figure 1.)

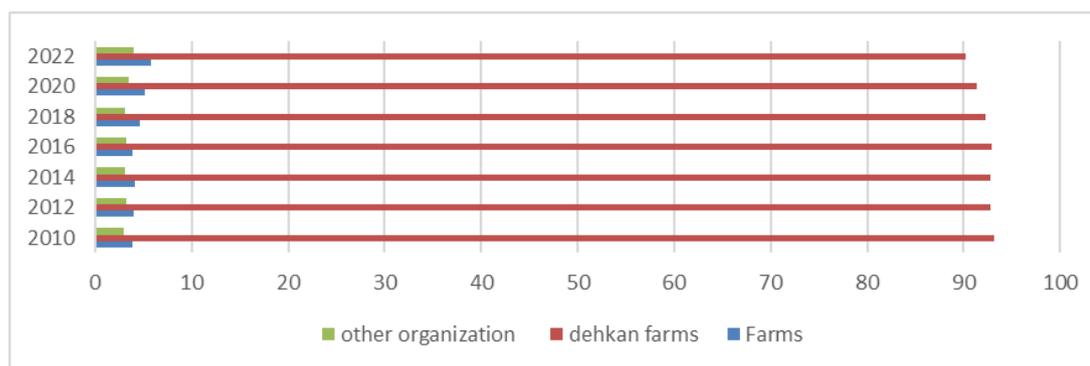


Figure 2. Breeding of livestock products according to economic forms share, in percent
[Source: <http://stat.uz/>]

The share of peasant farms in the production of livestock products is high, i.e. it was 93-91 percent in 2010-2020, compared to the corresponding period of 2022 the indicator decreased by 1.2 percent, and the share of farms increased by 2.3 percent. (Figure 2.)

Compared to the corresponding period of 2022, the income from agricultural products amounted to 179,853.4 billion soums. The growth rate is 103.8 percent. Its total share in the volume of agricultural products is 51.7percent.

Problems.

But despite this, it was found that there are a number of shortcomings and problems in the effective use of land in the farmers, lack of experience:

1. Protection of legal interests of farms and their actions was undertaken by the Farmers' Council of Uzbekistan for the purpose of development failed to perform tasks.
2. The efficiency of using 480,000 hectares of homestead cultivated land at the disposal of the population remains at a low level.
3. Many farmers lack entrepreneurial skills. They are limited to the production of agricultural products. Including, they cannot use the available opportunities for service, sale, delivery.
4. In spite of the established and created conditions for the cultivation of grain in the farmers of the republic, the contractual plan for the sale of grain was not fulfilled in 2229 farms.

One of the main reasons for these problems is the fact that most of the farmers lack entrepreneurial skills.

Suggestions.

1. Accepting farming as a business. Dr. Akinwumi Adesina, former Minister of Agriculture and current President of the African Development Bank, has always advised farmers to see farming as a business rather than a development issue. given because it is the only way to make money and be stable. He argued that most smallholder farmers fail because they do not see farming as a business. As a small farmer, if you want to make money from your farm, if you want the business to be sustainable over the long term, you have to focus on the bottom line," said Canadian urban farmer Curtis Stone [5]

Farmers have a sustainable Agribusiness plan. Because before starting farming, all the elements of production and marketing should be taken into account. If the farm is built according to the plan and business model, the success rate will be higher.



2. They focus more on work than science. One of the Prime Ministers of Israel once said that Agriculture is 95% science and 5% labor. A farmer will succeed if he focuses more on academic duties than on work.
3. Every farmer and entrepreneur should have 4P (product, price, place, promotion) and 4A (Acceptability, Affordability, Accessibility and Awareness.) opportunity and awareness.) should know about. It should not be forgotten that this is the "pillar" and 8 main points of business management and marketing. Because first of all, the buyer should feel that the product is available in the market.
4. Farmers should adopt a risk-taking strategy when starting a new business and during business management. This means that farmers should be open to risk and ready to use modern technologies that have never been used before.
5. Making full use of the opportunities of the farm, diversifying their activities and types of products. Organization of agrotourism services is another effective way to use these opportunities. [6]

Conclusion.

To sum up, in our Republic, attention is now being paid to the process of freeing the farm and farmers from bureaucratic obligations and adapting them to the market economy of free competition. Adequate laws and ordinances are being passed to transition them to a multi-ownership system. At this point, I would like to make a suggestion: In the process of adapting farmers to the market economy, they should not be led around the fields holding a hoe, but they should receive field data from satellites, underground weather stations and various gadgets. can be used for remote control and viewing. Modern technology is really beneficial for them. The built-in algorithms of these applications enable fast and effective data collection and analysis in an instant. Farmers can easily compare their past and future activities can plan and monitor. I think that they will allow to eliminate the risks directly in the process of crop cultivation and will be of great help in the management of the farm. Because we need to transform our Uzbekistan farmers into a type that not only produces crops, but also works in several areas of science.

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