

FORECASTS FOR ENSURING THE EFFICIENCY OF CONSTRUCTION ENTERPRISES

Iskandarov Bekzod Abdujalilovich

teacher at Samarkand Institute of Economics and Service

Abstract : Based on the research task, the strategy for developing the economic potential of a construction industry enterprise consists of the following stages: - identification of the strategic goals and objectives of the enterprise; - comprehensive analysis of the current state of the enterprise; - provides an opportunity to develop organizational and practical measures for implementing the strategy.

Keywords : Pessimistic scenario , optimistic scenario , dynamic scenario

The main goal of the strategy for forming the economic potential of the enterprise is ultimately to obtain high profits and occupy a high position in the local and global markets. In order to implement innovative and investment projects in the construction industry, to achieve sustainable economic growth, political and macroeconomic stability in the country must be ensured. Only then will a guarantee be provided for the direction of long-term investments by local and foreign investors in production. Another important strategic goal of the enterprise is the existence of legal principles and their implementation. Because only through legal mechanisms are the interests of construction industry enterprises ensured. The following goals are economic, social, environmental, scientific and technological, as well as goals related to adaptation to market requirements.

In the current conditions, the formation and development of economic potential at construction enterprises depends on the state of reproduction of completely new types of products and the creation of new technologies for their production. Therefore, it is important to study the factors determining the development of economic potential associated with the use of the results of scientific research and development. From the point of view of innovative management, the strategy for the development of economic potential at enterprises is a set of mutually consistent strategic goals and objectives developed and implemented within the framework of this enterprise for the medium and long term, based on the economic growth rates, scale, proportions and specific features of a particular enterprise, as well as priorities aimed at sustainable development. The development of target scenarios for the formation of economic potential at enterprises, sectors and areas of the economy and a strategic approach to this process will stimulate efforts to search for new ways of economic development. The global pandemic that has occurred in the world and the emerging new threats indicate the urgency of the issues of updating existing programs and strategies aimed at developing innovative activities of economic entities and developing new ones. The formation of economic potential in construction industry enterprises, increasing efficiency through a strategic approach to managing economic processes depends on the influence of many complex factors, including new sources of production resources, existing and expected threats, risks and obstacles to

economic development. In such conditions, the scenario method is used to develop the enterprise in the near and medium term. Scenarios for the development of the economic potential of construction industry enterprises allow combining development factors and conditions within a limited number of alternative models of economic growth, using analytical tools of modern methods and techniques to assess the consequences of implementing the most likely strategies. In the construction industry, it is necessary to separately assess the prevailing sources of growth, priorities in the allocation of limited development resources, the scope of state participation in the economy, the consistency and composition of the required economic reforms as alternatives that determine the fundamental differences between different scenarios. Typically, when developing scenarios for implementing medium- and long-term development strategies of enterprises, it is advisable to develop several alternative scenarios, each of which requires a change in investment flows and the concentration of society's efforts on the creation of new long-term sources of growth (Table 4.7).

According to the data in the table, we can highlight pessimistic, optimistic and dynamic development scenarios for the forecasts of construction industry enterprises with various forms of ownership for the shortest period - until 2025, medium - until 2030 and the longest - until 2035. Based on the above analyses, scenarios for construction industry enterprises "Trest 12" JSC, "Remstroykomplekt Invest Injiniring" LLC JV and "ABBOS SIFAT QURILISH" LLC were developed.

Table 4.7

Forecast of economic potential indicators of construction industry enterprises with different forms of ownership¹

Indicators	Normative level	2021	Variant	Forecast by year			2021 relative to 2035, in %
				2025	2030	2035	
Trust 12” JSC							
Financial capacity	at least 1.2	4 .16	1	4.12	4.64	5.45	132.3
			2	4.42	4.94	5.71	129.2
			3	4.51	5.12	5.84	129.5
Production capacity	at least 1	1.3	1	1.74	1.83	1.92	110.3
			2	1.12	1.32	1.43	127.7
			3	1.32	1.54	1.62	122.7
Marketing potential	at least 1.3	1.4	1	1.93	1.92	4.0	207.3
			2	1.23	1.32	1.41	114.6
			3	1.42	1.52	1.61	113.4
Management capacity	at least 1.5	1.4	1	1.61	1.83	1.92	119.3
			2	1.13	1.31	1.43	126.5
			3	1.34	1.52	1.62	120.9
Labor potential	at least 1	1.2	1	1.21	1.24	1.31	108.3
			2	1.32	1.53	1.65	125.0
			3	1.53	1.71	1.82	119.0
Innovative potential	min 0.4	0.7	1	0.71	0.91	1.0	140.8
			2	1.12	1.32	1.43	127.7
			3	1.23	1.43	1.52	123.6
JV “Remstroykomplekt Invest Engineering” LLC							

¹ Author's calculations based on data from construction companies

Financial capacity	at least 1.2	0.98	1	1.12	1.52	2.07	184.8
			2	1.56	1.94	2.43	155.8
			3	1.81	2.12	2.73	150.8
Production capacity	at least 1	1.4	1	1.32	1.23	1.32	100.0
			2	1.44	1.52	1.71	118.8
			3	1.82	1.83	1.91	104.9
Marketing potential	at least 1.3	1.4	1	1.21	1.32	1.22	100.8
			2	1.42	1.41	1.47	103.5
			3	1.52	1.73	1.63	107.2
Management capacity	at least 1.5	1.4	1	1.47	1.24	1.51	102.7
			2	1.82	1.32	1.83	100.5
			3	1.86	1.51	1.91	102.7
Labor potential	at least 1	0.7	1	0.91	1.22	1.31	144.0
			2	1.11	1.64	1.73	155.9
			3	1.43	1.82	1.93	135.0
Innovative potential	min 0.4	0.8	1	0.71	0.84	0.91	128.2
			2	0.84	1.32	1.42	169.0
			3	1.21	1.51	1.73	143.0
“ABBOS SIFAT CONSTRUCTION” LLC							
Financial capacity	at least 1.2	0.65	1	0.91	1.19	1.32	145.1
			2	1.19	1.32	1.87	157.1
			3	1.32	1.53	2.21	167.4
Production capacity	at least 1	1.26	1	1.20	1.36	1.47	122.5
			2	1.38	1.52	1.66	120.3
			3	1.5	1.71	1.82	121.3

Marketing potential	at least 1.3	1.3	1	1.03	1.21	1.36	132.0
			2	1.19	1.82	2.32	195.0
			3	1.24	1.42	1.61	129.8
Management capacity	at least 1.5	1.32	1	1.12	1.35	1.51	134.8
			2	1.32	1.51	1.67	126.5
			3	1.46	1.67	1.78	121.9
Labor potential	at least 1	0.66	1	0.92	1.08	1.21	131.5
			2	1.23	1.42	1.61	130.9
			3	1.45	1.62	1.78	122.8
Innovative potential	min 0.4	0.4	1	0.51	0.64	0.91	178.4
			2	0.84	1.22	1.52	181.0
			3	1.01	1.44	1.76	174.3

1. Pessimistic scenario. This scenario is based on the lowest growth rates of economic potential indicators of construction industry enterprises, including financial, production, management, labor, marketing and innovative potential indicators, and forecast indicators are developed based on this data. These developed indicators show the development potential of construction industry enterprises based on the lowest results.

2. Optimistic scenario. Development under this scenario also assumes high growth rates of economic potential indicators of construction industry enterprises, including financial, production, management, labor, marketing and innovative potential indicators, based on which data was collected, analyzed and forecast indicators were developed. The results obtained show that this scenario demonstrates the possibility of sustainable development in the forecast period.

3. Dynamic scenario. The proposed scenario of dynamic development of economic potential indicators of construction enterprises assumes a dynamic, that is, average development trend of economic indicators of construction industry enterprises. The implementation of this scenario will lead to a significant increase in the economic potential of construction industry enterprises by 2035. Two different levels of pessimistic and optimistic scenarios are proposed for the implementation of economic development programs of enterprises, the development of medium and long-term development programs. The first covers periods of up to five years, the second from five to ten years, and the third from ten to twenty years. In this regard, effective management of economic processes plays an important role in improving the innovation policy of our country in the

coming periods and determining its priority areas. In implementing this scientific forecast, the dissertation developed the dynamics of changes in the economic indicators of the construction industry enterprises of “Trest 12” JSC, “Remstroykomplekt Invest Injiniring” LLC JV and “ABBOS SIFAT QURILISH” LLC and its forecast indicators until 2035 by identifying the trends in the factors affecting the resulting indicators.

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