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- 10.00.04 – Yevropa, Amerika va Avstraliya xalqlari tili va adabiyoti
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A NEW STAGE IN THE APPLICATION OF MARKET MECHANISMS TO ENTREPRENEURIAL ACTIVITY

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Abstract. This article examines the emerging stage in the application of market mechanisms to the activities of entrepreneurial entities, focusing on the experience of economically developed foreign countries. It highlights how cluster-based development models, which have demonstrated tangible positive outcomes in practice, play a crucial role in ensuring sustainable economic growth and enhancing innovation-driven competitiveness. The growing significance of clusters in the production of competitive goods is emphasized as a vital factor in achieving long-term economic stability. Furthermore, the article provides a theoretical analysis of the characteristics and development patterns of cotton-textile clusters established within Uzbekistan's agricultural sector. In the context of intensified efforts to support small business and private entrepreneurship, particular attention is given to how these clusters contribute to increasing value-added production, improving employment opportunities, and strengthening integration between agricultural producers and processing enterprises. The study also outlines the potential of such cluster structures to foster specialization, stimulate technological modernization, and expand the export capacity of the national economy.

Keywords: sector, cluster, global economy, innovation economy, cotton raw material producers, processing enterprises, entrepreneurship, specialization, employment, technopolis, technopark, integration, export, competitiveness.

Annotatsiya. Ushbu maqolada xo'jalik yurituvchi subyektlar faoliyatida bozor mexanizmlarini qo'llashning shakllanib borayotgan bosqichi, iqtisodiy jihatdan rivojlangan xorijiy davlatlar tajribasi asosida tahlil qilingan. Amaliyotda ijobiy natijalarini ko'rsatgan klaster asosidagi rivojlanish modellari barqaror iqtisodiy o'sishni ta'minlash va innovatsiyalarga asoslangan raqobatbardoshlikni oshirishda muhim ahamiyat kasb etishi ta'kidlangan. Raqobatbardosh mahsulot ishlab chiqarishda klasterlarning o'sib borayotgan roli uzoq muddatli iqtisodiy barqarorlikka erishishning asosiy omili sifatida qayd etilgan. Shuningdek, maqolada O'zbekiston qishloq xo'jaligi sektorida shakllangan paxta-to'qimachilik klasterlarining xususiyatlari va rivojlanish qonuniyatlari nazariy jihatdan tahlil qilingan. Kichik biznes va xususiy tadbirkorlikni qo'llab-quvvatlash kuchaygan sharoitda, bunday klasterlarning qo'shimcha qiymatli mahsulot ishlab chiqarishni ko'paytirish, bandlikni oshirish hamda qishloq xo'jaligi ishlab chiqaruvchilari bilan qayta ishlovchi korxonalar o'rtasidagi integratsiyani mustahkamlashdagi roli alohida yoritilgan. Tadqiqotda shuningdek, bunday klaster tuzilmalarning ixtisoslashuvni rivojlantirish, texnologik modernizatsiyani rag'batlantirish va milliy iqtisodiyotning eksport salohiyatini kengaytirishdagi imkoniyatlari ko'rsatib o'tilgan.

Kalit so'zlar: sektor, klaster, jahon iqtisodiyoti, innovatsion iqtisodiyot, paxta xomashyosi ishlab chiqaruvchilari, qayta ishlovchi korxonalar, tadbirkorlik, ixtisoslashuv, bandlik, texnopolis, technopark, integratsiya, eksport, raqobatbardoshlik.

Аннотация. В данной статье рассматривается формирующийся этап применения рыночных механизмов в деятельности предпринимательских субъектов, с акцентом на опыт экономически развитых зарубежных стран. Отмечается, что кластерные модели развития, доказавшие свою эффективность на практике, играют важную роль в обеспечении устойчивого экономического роста и повышении конкурентоспособности на основе инноваций. Подчеркивается возрастающее значение кластеров в производстве конкурентоспособной продукции как важного фактора достижения долгосрочной экономической стабильности. Кроме того, в статье проводится теоретический анализ особенностей и закономерностей развития хлопково-текстильных кластеров, созданных в аграрном секторе Узбекистана. В условиях активизации поддержки малого бизнеса и частного предпринимательства особое внимание уделяется вкладу данных кластеров в увеличение выпуска продукции с высокой добавленной стоимостью, улучшение занятости и укрепление интеграции между сельскохозяйственными производителями и перерабатывающими предприятиями. Также в исследовании раскрывается потенциал подобных кластерных структур в развитии специализации, стимулировании технологической модернизации и расширении экспортного потенциала национальной экономики.

Ключевые слова: сектор, кластер, мировая экономика, инновационная экономика, производители хлопкового сырья, перерабатывающие предприятия, предпринимательство, специализация, занятость, технополис, технопарк, интеграция, экспорт, конкурентоспособность.

INTRODUCTION

According to the experience of developed countries, one of the most effective modern approaches to adapting agriculture to market relations today is the establishment of agro-industrial clusters in specific territories or rural areas. Such clusters represent advanced forms of agro-industrial integration, ensuring the coherent and efficient interaction of enterprises engaged in various stages of agricultural production and processing. Consequently, the creation of agro-industrial clusters has become one of the key strategic directions of economic policy in many countries, as it facilitates structural transformation, technological modernization, and sustainable rural development. The main participants of these clusters are enterprises involved in the production, processing, storage, transportation, and marketing of agricultural products. The organizational structure of cluster participants and the relationships among them are based on the principles of mutual interest, voluntary cooperation, and coordinated benefits. This model promotes a synergistic environment in which the activities of individual enterprises complement each other, contributing to the overall efficiency of the cluster system.

In the case of cotton-processing clusters, the participating enterprises not only purchase raw cotton from farmers but also provide them with advance payments, supply essential material resources, offer consulting services, and ensure access to credit and guaranteed purchasing agreements. These measures establish a stable and mutually beneficial partnership between agricultural producers and industrial processors. The functioning of such clusters leads to several important outcomes.

First, it fosters a competitive environment among cluster participants based on market mechanisms, enabling them to freely select their business partners and thus enhancing economic dynamism.

Second, in the cotton-textile sector, the formation of clusters contributes to the development of a value-added production chain—from raw fiber to yarn, thread, knitwear, finished garments, and ultimately export—thereby promoting the industrialization of agricultural production and processing.

Third, under the influence of these factors, new jobs are created, employment levels rise, and the growth of rural incomes leads to improved living standards and overall social well-being in rural communities.

In addition, the cluster model enhances cooperation among education, science, and production sectors, encouraging the integration of entrepreneurship across industries and strengthening both internal and external economic linkages. One of the most significant advantages of the cluster approach is that it allows comprehensive control over the entire production process—from the selection of cotton seeds to the manufacture of finished clothing products. This holistic model not only increases efficiency and product quality but also ensures higher competitiveness in both domestic and international markets.

REVIEW OF LITERATURE ON THE SUBJECT

The theoretical foundation of the application of market mechanisms to entrepreneurial activity finds its roots in the classical works of Alfred Marshall, who in 1890 introduced the concept of industrial districts. Marshall emphasized that the geographical concentration of firms enhances the exchange of skills, knowledge, and specialized services, thus creating economies of scale and scope. This early observation became the cornerstone of modern cluster theory, linking spatial proximity to innovation and productivity gains.

Michael E. Porter significantly advanced this discussion in 1990 with his Diamond Model, asserting that clusters serve as a central mechanism in improving national competitiveness. Porter's framework highlights how interactions among firms, suppliers, and related industries within clusters stimulate innovation, efficiency, and entrepreneurship. His analysis bridged microeconomic competitiveness with macroeconomic policy, illustrating how market mechanisms evolve from individual firm behavior to systemic industrial transformation.

Paul Krugman's 1991 research on economic geography added a macroeconomic dimension to the understanding of clustering by exploring the role of increasing returns and cumulative causation in industrial concentration. His insights explained why market forces tend to create agglomerations of activity and how self-reinforcing mechanisms drive the emergence of entrepreneurial ecosystems.

AnnaLee Saxenian, in her 1994 study of Silicon Valley and Route 128, demonstrated how regional culture and institutional dynamics shape the innovative behavior of entrepreneurial firms. Similarly, Michael Enright expanded the understanding of regional clusters by explaining the strategic behavior of firms operating within localized industrial networks. Their findings collectively underline the fact that clusters thrive not only on market efficiency but also on trust, collaboration, and institutional coherence.

Contemporary research by Mercedes Delgado, Michael Porter, and Scott Stern empirically confirmed the link between cluster strength and regional innovation outcomes. Their studies revealed that industries embedded in well-developed clusters exhibit higher rates of job creation, patenting, and productivity growth, demonstrating how cluster dynamics amplify the effects of market mechanisms in entrepreneurial activity.



In developing and transition economies, the work of John Humphrey and Hubert Schmitz (2002) extended the theory by analyzing how participation in global value chains influences upgrading within local clusters. Their findings indicated that the ability of small and medium enterprises (SMEs) to innovate and climb the value chain depends largely on institutional support and the integration of market-based coordination mechanisms.

Within the context of Uzbekistan, empirical studies conducted by the World Bank (2020) have highlighted the transformative role of cotton–textile clusters in restructuring agricultural and industrial relations. These clusters have facilitated vertical integration, improved value-added production, and created stronger linkages between producers and processors. Reports from the United States Department of Agriculture (2023–2025) and the Fair Labor Association (2024) further emphasize the ongoing institutionalization of cluster management, technological modernization, and labor standards enforcement in Uzbekistan's cotton–textile sector. Such developments represent a new stage in the application of market mechanisms to entrepreneurial activity — where competition, cooperation, and innovation converge to form sustainable industrial systems.

In summary, the reviewed literature reveals a clear evolution of thought: from Marshall's industrial districts to Porter's competitive clusters, from Krugman's spatial models to Schmitz's global value chain integration. Collectively, these works demonstrate that the effectiveness of market mechanisms in entrepreneurship increasingly depends on their ability to foster interconnected, innovation-driven, and institutionally supported clusters. The Uzbek experience serves as a relevant empirical case of how these theoretical principles can be localized and adapted to drive national economic modernization.

RESEARCH METHODOLOGY

Entrepreneurial activity plays a crucial role in the development of the national economy, contributing significantly to employment creation, income growth, and the overall improvement of societal welfare. In recent years, Uzbekistan has undertaken a comprehensive set of reforms aimed at enhancing the institutional and financial support for entrepreneurship, thereby strengthening its role as a key driver of inclusive economic growth. Over the past two and a half years, more than fifty decrees and resolutions have been adopted by the President of the Republic of Uzbekistan to ensure comprehensive support for business entities. Notably, Presidential Decree No. PF-193 of November 10, 2023, "On Measures to Improve the System of Financial Support for Small and Medium-Sized Businesses," served as a landmark reform in this direction. According to this decree, the State Fund for the Support of Entrepreneurial Development was reorganized into the Joint-Stock Company "Entrepreneurship Development Company," founded under the Ministry of Economy and Finance. This transformation was aimed at strengthening institutional capacity, expanding access to financing, and improving the coordination of support programs for entrepreneurs [1].

A distinctive feature of Uzbekistan's entrepreneurial policy is the annual open dialogue between the President and entrepreneurs, traditionally held every August. This platform serves not only as a means of direct communication between the government and business representatives but also as an effective feedback mechanism for identifying systemic barriers, developing new initiatives, and improving the business environment. Simultaneously, the volume of loans issued by commercial banks to entrepreneurs has increased, reflecting the growing confidence in private enterprise and the deepening of financial intermediation within the national economy. The cumulative impact of these policy measures has yielded tangible results. Small business and private entrepreneurship currently account for approximately 60% of the country's gross domestic product, one-third of industrial output, 98% of agricultural production, and about half of total investment. In many regions, small businesses contribute 70–90% of total exports, underscoring their central role in diversifying the economy and strengthening Uzbekistan's export potential [2].

In methodological terms, this research employs a systemic and comparative approach to analyze the effectiveness of state policies supporting entrepreneurship and their practical outcomes in fostering sustainable economic growth. The study integrates institutional analysis, empirical data evaluation, and comparative examination of international best practices to assess how entrepreneurial activity functions as a key mechanism of market transformation within Uzbekistan's economic structure.

ANALYSIS AND RESULTS

The findings of our research, supported by field discussions with farmers and analysis of media reports, demonstrate that while agricultural clusters have established a solid foundation for integrating production and processing, there remain opportunities for further optimization. The introduction of the cluster model as an innovative mechanism has already strengthened agro-industrial cooperation, yet its institutional and operational frameworks can be refined to enhance performance and efficiency. In certain cases, payment processes for raw cotton can be further streamlined, the introduction of modern technologies can be more actively encouraged,

and the management of fuel and lubricant distribution can be optimized to ensure transparency and fair pricing. Expanding access to concessional loans and improving financial literacy among farmers will also strengthen trust-based cooperation and ensure more sustainable economic relations.

From a legal standpoint, both clusters and farmers possess equal rights and obligations as entrepreneurial entities, creating a strong foundation for transparent and accountable collaboration. Strengthening compliance with contractual terms, encouraging timely fulfillment of obligations, and promoting responsible land use practices will help sustain soil fertility and environmental balance. Supporting farmers with sustainable crop diversification strategies and eco-friendly technologies can mitigate environmental risks while maintaining profitability.

Administrative guidance from higher authorities can be transformed into a system of methodological support, focused on advisory and capacity-building activities rather than direct intervention. Empowering farmers to independently determine production strategies—while ensuring that state institutions continue to provide regulatory stability, resource accessibility, and infrastructure development—will create a more competitive and innovation-driven agricultural environment.

In conclusion, the economic relations within the cluster system are steadily progressing toward genuine market-based cooperation grounded in mutual benefit, trust, and contractual freedom. Continued modernization of operational mechanisms, institutional improvements, and policy liberalization will ensure sustainable development. With consistent implementation of these measures, cluster-based development will remain a key driver of agricultural modernization, improving productivity, strengthening rural entrepreneurship, and contributing to higher living standards and long-term socio-economic resilience.

As President Shavkat Mirziyoyev highlighted during the open dialogue with entrepreneurs on August 18, 2023, “Despite widespread skepticism, we launched the cluster system, and it has proven its effectiveness.” Empirical evidence strongly supports this statement, reflecting the tangible progress achieved under the cluster-based model in agriculture. Over the past six years, average cotton yields have risen from 26 to 34 centners per hectare, and in leading regions such as Andijan, Bukhara, Namangan, Samarkand, Kashkadarya, Khorezm, and Tashkent, yields have reached up to 40 centners per hectare. This demonstrates the sector’s growing efficiency and its alignment with modern agro-industrial standards. Moreover, the system’s social dimension has become an essential component of Uzbekistan’s inclusive development strategy. Currently, around 600,000 individuals are permanently employed within cotton-textile clusters, ensuring stable income, improving rural livelihoods, and contributing to sustainable regional growth.

These outcomes confirm that the cluster approach has evolved into a powerful catalyst for enhancing productivity, deepening value-chain integration, and fostering equitable rural development. To further refine contractual relations between clusters and farmers—particularly regarding price formation and financial settlements—the Government continues to introduce forward-looking reforms aimed at strengthening market mechanisms and ensuring fairness in partnership relations. A key milestone in this process is the Presidential Decree of January 17, 2025, “On Further Measures to Consistently Apply Market Mechanisms in the Production and Sale of Raw Cotton” [3].

This decree lays a solid foundation for a more dynamic and transparent agricultural market by:

- Strengthening the alignment of financing and sales processes with market principles;
- Promoting cost optimization to enhance competitiveness and resource efficiency;
- Advancing the role of the Uzbek Commodity and Raw Materials Exchange as a modern platform for trading raw cotton; and
- Expanding material and financial incentives to stimulate innovation among both producers and processors.

As a result, relations between farmers, cooperatives, and clusters are entering a new, more mature stage of market-oriented transformation. Beginning with the 2025 harvest season, contractual and financial relations will operate within a fully transparent and flexible framework that reflects genuine supply-and-demand dynamics.

Under the new system, the Uzbek Commodity and Raw Materials Exchange will, each November 1 (or February 1 for the 2025 season), establish the initial purchase price for first-grade, second-class raw cotton. This price will be determined based on the average six-month futures quotations for cotton fiber on the New York Cotton Exchange and will be published publicly on the Exchange’s website [4]. Furthermore, the participation of all agricultural producers, clusters, and textile enterprises—regardless of ownership type—in forward, futures, and spot trading will strengthen competition, improve price discovery, and expand opportunities for integration into global commodity markets.

Through these reforms, Uzbekistan is moving toward a more balanced, transparent, and efficiency-driven agricultural economy—one that encourages entrepreneurship, supports technological modernization, and builds resilient value chains capable of competing confidently in international markets.



Contracts between farms and processing enterprises will henceforth be established through open and competitive exchange trading, providing agricultural producers with expanded autonomy to determine delivery schedules and to select one or more buyers according to their preferences. This system ensures that all transactions are digitally recorded and verified through the “Agroplatform” information system, guaranteeing end-to-end transparency, reliability, and integration of data between producers and processors [5]. This initiative represents a pivotal stage in the liberalization of Uzbekistan’s cotton market, marking the transition of the traditional cluster model toward a modern, transparent, and competitive institutional structure. By embedding core market principles—such as exchange-based price formation, contractual flexibility, and digital governance—the reform sets the foundation for a more innovation-driven and efficiency-oriented agricultural entrepreneurship model.

Starting from the 2025 cotton harvest season, the introduction of futures, forward, and spot contracts via the Uzbek Commodity and Raw Materials Exchange will create a fully market-oriented ecosystem for transactions between producers and processing enterprises. The new system aims to establish fair and transparent price formation, ensure equitable access to financing, and strengthen overall competitiveness in the cotton sector [6].

(a) Futures Contracts. Futures contracts will be concluded between farms and processors from November 1 of the current year until June 1 of the following year. These contracts will be freely executed on the exchange at prices not lower than the officially established initial price, ensuring price stability and predictability. The futures mechanism also enables farms to access preferential financing from the State Fund for the Support of Agriculture, using the officially declared initial price of raw cotton as a financial benchmark. This will enhance farmers’ liquidity during the production season and support the timely provision of working capital for cultivation.

(b) Forward Contracts. Forward contracts, concluded from November 1 to March 1, will allow agricultural producers and processors to agree on mutually beneficial terms, providing flexibility in pricing and delivery. Financing of production costs under forward contracts will be supported either through farms’ own funds or commercial loans obtained on market conditions, promoting financial independence and greater responsibility in resource management.

The new system emphasizes financial discipline and fairness in contractual relations. Buyers are required to ensure timely payment for raw cotton, while sellers must fulfill delivery obligations according to agreed terms. In cases of payment delays, buyers will compensate sellers at a rate of 0.1% per day of the unpaid amount, thereby encouraging punctual settlements. Likewise, both parties are protected under clear legal guarantees: if either side fails to meet its commitments, the deposited security will serve as compensation for the other party. Courts may also apply fines of up to 25% of the unfulfilled contract value, ensuring that market discipline and trust remain integral to all transactions. These mechanisms promote accountability, reliability, and transparency across the entire value chain.

(c) Spot Contracts. Spot contracts will facilitate immediate, real-time transactions between producers and processors for cotton already available in warehouses. Prices will be formed through mutual agreement, reflecting current market conditions. Farms obtaining preferential loans under spot contracts will provide collateral covering 50% of the loan value to ensure responsible borrowing. Furthermore, agricultural producers who sell raw cotton through the Exchange using their own or commercial credit resources will be rewarded with a 10% subsidy of the invoiced value, creating strong incentives for market participation and reinvestment in production.

A new motivational mechanism will reward farms that fully repay their preferential agricultural loans by December 31 with a reimbursement of 4 percentage points of the interest rate paid. This approach encourages timely repayment, strengthens financial discipline, and fosters a culture of fiscal responsibility among agricultural entrepreneurs.

To further support modernization, all entrepreneurial entities—regardless of ownership form—will have access to targeted credit from commercial banks, financed by the State Fund. These loans will enable the acquisition of modern equipment for cotton storage and primary processing (ginning) facilities [7]. This measure will expand technological capacity, enhance post-harvest efficiency, and contribute to the creation of a fully integrated, high-value cotton industry.

Overall, these forward-looking reforms signal Uzbekistan’s commitment to building a competitive, transparent, and technologically advanced cotton market. By empowering producers, encouraging fair competition, and promoting digital integration, the country is establishing a resilient foundation for sustainable agricultural growth and long-term economic modernization.

These loans will be issued for a three-year term, including a six-month grace period, at an interest rate equal to the Central Bank’s base rate, with a modest 2% margin allocated to the servicing bank. This financing structure is designed to provide stability and predictability for agricultural producers while supporting sustainable business expansion.



Farms achieving production volumes that exceed their futures contract commitments, as well as those generating valuable by-products such as cottonseed, lint, or waste cotton, will have the opportunity to market these through open and competitive channels. They may sell directly to the partner cluster or to other market participants via the Exchange, ensuring flexibility and maximizing profitability. All such transactions will be formalized through the Exchange's electronic portal, while payments will be executed through its clearing and settlement system in accordance with standardized financial procedures [8]. This transparent mechanism enhances liquidity, supports fair market access, and incentivizes production efficiency.

CONCLUSIONS AND SUGGESTIONS

The current phase of applying market mechanisms to entrepreneurship in Uzbekistan represents a strategic and forward-looking transformation—from administrative oversight toward a resilient, institutionally grounded market economy. The government's comprehensive efforts to liberalize pricing, expand access to finance, and strengthen contractual relations—particularly in agriculture and textiles—reflect a consistent commitment to aligning national economic governance with international standards of competitiveness and transparency.

The introduction of futures, forward, and spot contracts within the cotton industry marks a breakthrough in Uzbekistan's agro-industrial policy, providing an efficient framework for transparent price discovery, risk management, and investment attraction. By linking preferential credit allocation to futures contracts, the state ensures both financial discipline and predictable cash flow for producers, reinforcing the financial sustainability of the sector. At the same time, the continued expansion of targeted subsidies and concessional lending stimulates technological renewal, productivity growth, and export readiness, enabling enterprises to operate under modern, market-oriented conditions.

The strong institutional support for small and medium-sized enterprises (SMEs), together with the creation of entities such as the Entrepreneurship Development Company, demonstrates Uzbekistan's strategic focus on private-sector leadership in economic diversification. SMEs now generate around 60% of GDP, one-third of industrial output, and the majority of agricultural production, underscoring their vital contribution to employment, income growth, and regional prosperity.

The clustering of cotton-growing and textile enterprises reinforces vertical integration, ensuring that a greater share of value-added remains within the national economy. This synergy between agricultural producers, processors, and exporters strengthens Uzbekistan's export capacity and global competitiveness, contributing to long-term structural transformation.

In summary, Uzbekistan's evolving market reform agenda—exemplified by advancements in the cotton sector—illustrates a balanced and pragmatic model of development, combining state support with competitive market principles. These initiatives are building the foundation of an innovation-oriented, export-driven, and institutionally stable economy capable of sustaining high growth and effectively integrating into the global economic system.

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