

**WAYS TO DEVELOP THE FINANCIAL MARKET THROUGH THE PROCESS OF
PRODUCTION AND SALES IN ENTERPRISES****Kazakov Firdavs Farxod ugli**

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Abstract. Step by step reforms in our republic are an important factor in achieving economic development. The fact that in the following years the rate of growth in all sectors of our country has been stable and high results have been achieved in a number of industries is a practical confirmation of this. is inextricably linked with. In particular, the limitation of resources necessary for the production of products also limits the production of abundant goods. In such conditions, it is important for the enterprise to be able to correctly determine the volume of production based on its internal capabilities.

Key words: market, profit and profitability, financial stability, market economy, production costs.

Introduction

The abundance of products produced by the enterprise in the market, the opportunities of competitors and the changing demands of consumers for specialized goods require correct and rational planning of the volume of production. Every enterprise makes contractual obligations with the buyers of the products produced for the current year. The type, quantity, quality, price and terms of the product to be delivered are agreed between the parties. Taking into account the internal capabilities, the company organizes the production of products at the required rate, taking into account the full use of all available resources, that is, ensuring the conditions of fully guaranteed profit.

Ensuring the fulfillment of the volume intended in the business plan for the production of products and the creation of high-quality, affordable products is a factor that ensures the increase of direct important indicators of the enterprise, such as production cost, volume of expenses, profit and profitability, financial stability, solvency, and net cash at the end of the reporting period.

Main part

In the conditions of the market economy, it is important to reduce the cost of the product, because in the competitive environment, the demand for the product is formed based not only on its quality, but also on its price. The price of the manufactured product depends on the costs of its production, i.e. the cost of the product. Therefore, we can say that the correct calculation of the product cost indicator is one of the most important tasks. In the current conditions, it is important to correctly organize the calculation of the cost of the product. For this, every economic entity should have a broad and deep understanding of the factors of cost reduction in the field of its activity.

1. Review and reduce the prices of imported resources.
2. Increasing the level of use of local raw materials and materials.
3. Conservation of unused production capacities.
4. Reduction of material consumption rates.
5. Improvement of product production technology.
6. Reducing the number of administrative staff

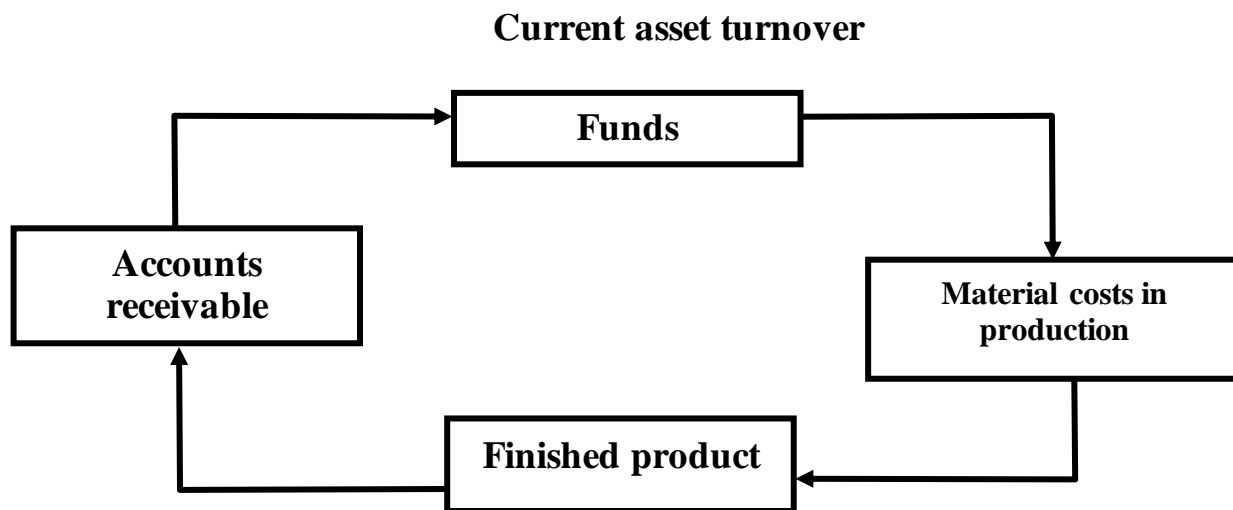
This procedure is a set of main indicators in determining the economic indicator of the entity's activity and in determining the efficiency of economic activity and proving its suitability for the specified purpose.

When determining the indicator of the subject's product sales volume, they use the total amount of sold and shipped products, performed works and services provided to him, regardless of the cost.

Since finished products, work and services are counted among the funds of the subject, this process is the last stage of economic activity and ensures circular circulation of funds belonging to the economy. As a result of this process, finished products are developed, they, works and services are delivered to consumers, and other material resources come to the subject in the form of money or as a result of exchange. As a result, they create an opportunity to timely pay tax obligations to the state budget, obligations for other mandatory payments, debt obligations to suppliers, banks, workers and servants, and other entities. Failure to fulfill the established plans for selling finished products, performing work and providing services will lead to negative results. It slows down the circular circulation of the subject's working capital, leads to the payment of fines as a result of failure to fulfill obligations to consumers, inability to pay other payments (taxes, deductions, labor khaki, etc.)

In the conditions of commodity-monetary relations, material-product flows have the form of value, due to the movement of production resources, the turnover of financial resources is formed. For example, from the raw materials and materials purchased by the enterprise, a finished product is created through the production process, due to its sale, receivables arise, and after a certain time, the receivables turn into money, that is, the turnover of current assets is formed.

Figure 1



Source: Developed by the author

Accountants use a certain scale to follow the established conceptual structure in accounting for the production and sale of products in the enterprise. These include the principles of environment, sale, and limitation. These selling principles include:

- The cost principle is another method that expresses the criterion of valuation based on primary cost, which indicates the use of money to recognize costs in accounting. The cost principle is used in the current accounting of economic transactions and stages.

- Calculation principle. Requires the use of the accrual method in accounting for income. According to the principle of calculation, the income received from the sale of goods is taken into account when the buyer becomes the owner of the goods, that is, when the risks and rewards associated with the right of ownership are transferred to him. The income should not be taken into account until the seller fulfills his obligations. When considering the accrual principle, it is required to apply the accrual principle, not cash receipts. Therefore, transactions made on the sale of goods to the nation and the provision of services are usually considered as income not in the period when the funds actually arrive in the account, but in the period when the two services are performed.

- The principle of conformity. The principle of compatibility of costs and revenues is provided by the accounting calculation method, but in this case, the reporting period in which the costs are reflected is important in the presentation of accounting data. In accordance with the principle of accrual of income for a certain accounting period, it is taken into account when all the conditions for the inclusion of income are present. The costs associated with these revenues must also be accounted for in today's two future periods. Expenses, like income, should be reflected in the financial statements for a period.

Organization of production accounting in Uzbekistan is based on the approved Regulation of February 5, 1999 "On the structure of production and sales costs of products (works, services) and the procedure for forming financial results".

This Regulation was developed in order to make the expenses added to the cost of products by residents of the Republic of Uzbekistan, legal entities and individuals who are economic subjects, taking into account the current legislation on accounting and reporting.

We can say that accounting for the costs of production and sale of products and calculating the cost of products are interconnected processes, for example:

- taking into account the production costs and calculating the cost of the product, the same task is set, for example, reflecting the costs related to the production of the product in a timely and complete account, controlling its consumption;

- homogenous groups of substances are used in cost accounting and product cost calculation;

- based on cost accounting information, a calculation is made and the cost is determined;

- several different methods of cost accounting and calculation are used in accounting and costing of production costs, simple, normative, ordered and departmental.

These similarities require cost accounting and product costing to be intertwined.

The enterprise manufactures the product paying great attention to issues such as the study of market requirements on the basis of contracts concluded with consumers, plan assignments. In the current conditions, the economic activity of enterprises with high efficiency is considered appropriate. Their product sales are an important economic indicator.

Conclusion

Accounting staff should perform the following tasks for the correct accounting of product production and sales processes:

- Timely, full accounting of costs related to product production and sale.

- Control over the correct use of material, money and labor resources during the production process.

- Monitoring the implementation of production and sales plans in terms of volume, quality and assortment.

- Determination of unused reserves in production.

- Timely and correct reflection of all economic transactions related to the cost of the product in the account, control over compliance with the specified reserve standards and storage of the product in warehouses.

-Establishment of continuous control over the production of finished products, correct processing of documents on the sent products on time.

- Timely, accurate calculation of the actual costs related to the production and sale of the proceeds from the sold products.

Timely fulfillment of the above-mentioned tasks depends on the smooth operation of the enterprise, proper organization of warehouse management and product sales, timely formalization of business transactions in documents.

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