



## The Importance and Tasks of Economic Entities for The Production of Products (Work, Services) and the Analysis of Sales Processes

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**ABSTRACT:** The volume of products envisaged by the enterprise in the conditions of modernization of the economy is inextricably linked with the scale of consumers and the internal capabilities of the enterprise. In particular, the delimitation of the wealth necessary for the production of products also limits the creation of abundant goods. In such conditions, it is important that the enterprise is able to correctly determine the volume of production of products based on its internal capabilities.

**KEYWORDS:** economy, enterprise, production, labor resource, free price.

### INTRODUCTION:

The analysis of the activities of the enterprise begins with the analysis of the production of products (work, Service) and its sale, since the volumes of production and sales are the main indicators of the functioning. The size, assortment, quality of the product produced and sold depends on the indicators of cost, profit and profitability.[1] based on the results of the analysis, management decisions are developed aimed at specific goals, including:

- demand for products and services is formed;
- depending on the production capacity, the amount of product in the exact volume is determined;
- an estimate of production costs is drawn up;
- plans are formed for the supply of material and technical resources, the launch of basic funds and production facilities;
- demand for labor resources is assessed. [2]

The volumes of production and sales of products are planned independently by the enterprise with a deep analysis of the market conjuncture.

The development and consistent implementation of a rational and effective economic policy in our country, the correct choice of the main source, factors of sustainable development and their priority give an opportunity to ensure high rates of economic growth in the following years.[3]

The abundance of the products created by the enterprise in the market, the capabilities of competitors and the changing requirements of consumers for specialty goods require correct and reasonable planning of production volumes. Each enterprise makes contractual obligations for the current year with buyers of the products it produces. In this case, the type, quantity, quality, price and deadlines of the goods to be delivered are agreed between the parties, which means that the volume of production of the products will depend on the demand and desires of consumers.[4]

Taking into account the internal capabilities, production is organized taking full advantage of all the available assets at the enterprise, providing for the provision of the volume of production of products in the required standard, that is, the conditions under which it is fully guaranteed to receive profit.

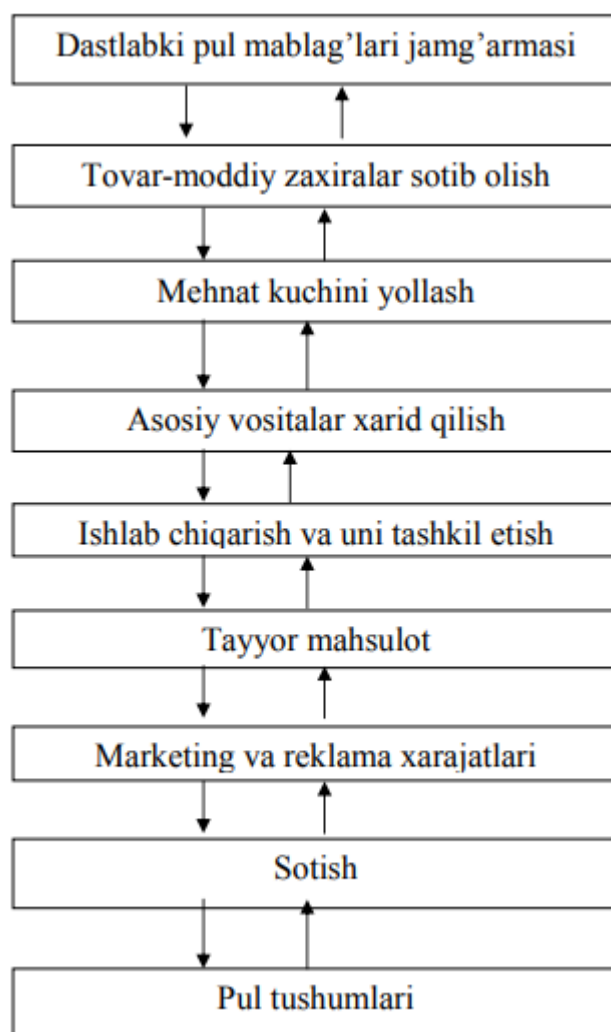
Ensuring the fulfillment of the intended volume in the business plan for the production of products, as well as the creation of high-quality, affordable products are directly important indicators of the enterprise, the cost of production, the volume of costs, profit and profitability, financial stability, solvency, the increase in net cash funds towards the end of the reporting period.[5]

In the management report, the production indicator is reflected in forms of nature and value. The product produced by the total enterprise, the service provided, is reflected in the form of value. Each enterprise must qualitatively fulfill the volume of production of products in the specified nomenclature, assortment. In the current conditions, the volume of production of the product is independently determined and planned by the enterprise.

The role played by foreign investments in providing the population with a wide variety of goods in ensuring the abundance of products is great. Observing the process of international economic integration, we witness that, regardless of the level of development, the economy of countries with foreign investment is rapidly developing and making significant progress. According to international financial organizations, almost 400 billion in a year. Foreign capital in the size of the US dollar is imported from one country to another, from one region to another.[6]

In a market economy, they organize the production of products in all firms and companies, regardless of the form of property, only for the sale of products first of all, trying to produce quality goods only on the basis of the customer's demand and in order to satisfy all demand, aiming at the taste of consumers. The sale of products at the deadline ensures the continuation of production at the finish, accelerates the circulation of wealth. The constant and variable costs incurred by selling the product are covered and the firm aims to make a profit. The volume of sales is the last stage of the production process. Through the proceeds from the sale of products, the enterprise makes payments in the first Gal.[7] the timely execution of these calculations will save the enterprise from paying various fines, economic warnings and Pensions.

Timely sales of manufactured products provide an opportunity for the enterprise to achieve a positive financial result, make dividend payments on time, and improve many financial situation relations, such as the continuous and effective circulation of property and funds.[8] the execution of the sales process in the deadline affects the acceleration of the production and supply processes of the enterprise as well, reduces receivables and creditor debts, ensures that cash flows are positive. For the purpose of simple expression of these points, below we cite the action of funds in enterprises and firms in the form of a drawing (drawing 1).



Draw 1. Drawing of the movement of funds at the enterprise.

An important place in the implementation of the sales plan is occupied by the finished product and its quality.[9]

Finished product deb-is said to be a product that has passed all processing operations and has been prepared, meets the established state standard or technical requirements, has passed technical control.[10] the finished product also includes work and services performed for customer enterprises and work and services performed for farms in addition to production under this enterprise.

A product intended for sale is known as a commodity product. It includes finished products intended for sale, semi-finished goods, works of an industrial nature performed for customer enterprises and institutions.

In a market economy, price types increase: in addition to wholesale, retail prices, there are more domestic, international prices. The domestic price is the fixed price of goods in the interior of the state, and the international price is the fixed price of goods in the international market. In addition to these, two different prices are valid in a market economy :

1. Free price.
2. The price set by the state.[11]

The price set by the state will then shrink, the scope of the free price will expand. Businesses seek to sell their manufactured products at a free price at an agreed price with consumers. The sale of rare goods through a commodity exchange, through auctions, is widely developed.

The product accepted into the warehouse and shipped to the buyer Enterprises is reflected in accounting by the actual cost of production, but since its actual cost is not known when the product is accepted into the warehouse from the shops, the movement of the product is taken into account at the cost of the plan adopted in the account or at the wholesale price, that is,

All the resulting indicators achieved by the enterprise are correct, considering that it is directly related to the production of foreign products and their sale, the important tasks of economic analysis in this regard are as follows:

1. Assessment of the performance of the production of products in the intended volume in the business plan.
2. Factor analysis of the composition, dynamics and causes of change of production.
3. To study the quality of products and the level of compliance with the standard requirements.
4. Determination of the possibilities of increasing the volume of production of products.
5. Assessment of the nomenclature and assortment of products and analysis of the implementation of the average assortment plan.
6. Assessment of the uniqueness of the production of the product and the factors affecting it.
7. To show the available opportunities for increasing the volume of production and sales of products.
8. Show suggestions on the viability of identified opportunities.
9. Determination of the validity of the business plan established by the volume of sales of products (work, services).
10. Objective assessment of the fulfillment of the plan for the sale of products (work, services) in the total volume and taking into account contractual obligations.
11. Study the quality indicators of products (work, services) and determine their impact on the volume of sales.
12. Determination and assessment of the reasons for the dynamic change in product sales volumes.
13. Calculation and assessment of factors affecting the volume of product sales.
14. To identify and evaluate the reasons for violation of contractual obligations, non-fulfillment.[12]

And the objects of analysis of production and sales of products are as follows: • production volume by Types and assortment of products;

- quality and competitiveness of products;
- \* composition of products produced and sold;
- finality and continuity of production.

The main sources of information of financial and managerial analysis in the analysis of the volumes of production and sales of products (work, services) of enterprises in the conditions of modernization of today's economy are as follows:

- business plan information of the enterprise;
- \* "Enterprise (Association) Product Report" (Form 1-P;
- \* Vedomost No. 16 on the " movement of finished products • ;
- \* "Balance sheet" (Form 1) data;
- "Financial Performance Report" (Form 2) data and other sources of information.

- \* "Financial performance report" data;
- other additional information.[13]

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