

## PLANNING AND FORECASTING

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**Annotation:** The article presents scientific analyzes of the economic essence and the objective need for planning and forecasting in a market economy. In the article, in modern literature and manuals on economic planning, the scientific essence of theories and concepts related to the optimization and forecasting of data is explained.

**Key words:** Economy, market conditions, planning, forecasting, enterprise, state, future.

One of the tasks of economic sciences in the conditions of the formation of a market economy is the correct and scientific substantiation of planning relations. Aristotle, one of the founders of economics, an ancient Greek philosopher, said that the creation of any good everywhere, everywhere depends on two different conditions, that is, the first is the correct definition of the future goal of any activity, and the second goal is to find suitable means for her achievements.

It follows from these expressions that, historically, mankind has always predicted and planned its activities on the basis of abstract thinking. The term "planning" began to be applied to life later, especially during the socialist system. In the countries of the non-socialist system, such terms as forecast, program, strategy, concept are more often used. They all show the same task, i.e. the origin, order of execution, paths and sequence of events and processes that will or may occur in the future. The word is not in the term. The word in its original meaning.

The effectiveness of any business operation depends on the development of planning theory and the creation of its methodology based on a deep study of the requirements of economic laws. Planning is the process of setting a goal, determining the means to achieve it, and systematically developing a program of action. Planning is a multifaceted, complex process. The prepared plan or program of the enterprise should give open, complete and reasonable answers to the questions of what to do, who will do it, when and how.

The efficiency of trading enterprises depends on what, to whom and how to supply products, taking into account supply and demand, resource availability, the choice of the optimal trading technology, the form and methods of selling goods, and many other circumstances. every enterprise tries to link these factors. This is done by planning the economic activities of the enterprise.

Forecasting - on the scale of the enterprise, industry, industry and the country as a whole is to predict the state of the economy on a scientific basis. Prophecy as well as alternative ways to achieve a particular state of the economy, also means choosing or discussing methods and timing.

He said that in the transition to market relations, planning is almost forgotten. Some scientists and specialists are especially supporters of the market and market relations planning does not correspond at all to the market mechanism, and the market itself they believe that he will put everything in its place.

The purpose of planning and forecasting is the short-term and long-term activities of the enterprise based on the necessary calculations, forecasts and actual data is to define the strategy. True, the number of these employees ranges from 5-10 to 100 people for large enterprises more than for microenterprises and small enterprises it is important. However, in each case planning is a fixed goal resources (material and financial) and people aimed at achieving results covers his work step by step.

Planning is usually based on detailed calculations and instructions increased. On the one hand, he sets tasks for all employees (when each employee and what to do), on the other hand, instructions for management (enterprise what management decisions need to be made to achieve the goal) defines.

First of all, the developed plan is connected with production possibilities if there is, secondly, if the errors and shortcomings in it are minimal, and thirdly, if the product planned for production has consumer demand, in this case planning can be considered effective. Enterprise management An approved plan has an order status and is mandatory for all contractors will have character.

Planning is always future-oriented. This makes it somewhat predictable. However, unlike planning, in the process of forecasting, the possibilities of achieving the set goals are determined. The forecast will be probabilistic. It usually assesses the level of probability of deviation from a particular goal under the influence of various future actions and external (natural, climatic, economic, scientific and technical, etc.) factors.

The plan and the forecast are not two alternative approaches aimed at determining the prospects for the development of an enterprise, but are complementary stages in the development of a business strategy, in which the plan is the main tool for managing the enterprise. Therefore, in each case, it is necessary to ensure the transition from forecast indicators to planned indicators. In practice, there are scientific, technical, economic, social, demographic and other types of forecasting. Complex forecasts are often used - scientific and technical, socio-political, technical and economic, etc.

In any case, the forecast should be as compatible as possible with the requirements of objective processes. Forecasting, as the initial link in the planning system, should cover a wide range of issues in addition to the internal activities of the enterprise. For example, technical, economic, investment tasks that have been solved, but are not used in practice; materials, technological processes, equipment and devices intended for the production of new products in the future; it is possible to determine the need for personnel through the modernization of production. In forecasting, problems that may arise in the future and the evaluation of ongoing research are also important.[1.1]

The market economy does not deny either planning or forecasting and recommends using them, excluding preliminary management. Planning and forecasting are management functions that are aimed at determining the business strategy in a given period of time. Forecasting is more probabilistic than planning. Planning and forecasting are always future-oriented. They complement each other in determining development prospects. Forecasting is the first stage of planning. Planning allows an enterprise to solve the following problems: firstly, what, where and in what quantity should be produced, secondly, what and how many resources and capacities will be required for production, thirdly, to what extent the costs will be covered and what will be the amount profits (income) get The fewer errors and shortcomings in planning, the higher the reliability and viability of the plans and forecasts being developed. Norms and regulations are important elements of planning, they determine the maximum or minimum limit of resources spent on certain production goals. Norms and norms must be progressive and revised from time to time in the manner prescribed by law.[1.2]

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