

How to achieve success in business in the modern world?

Abduganieva Mumtozbegin Abdurahim kizi

Hoseo University - South Korea

Abstract: *We are business in this article includes all parts of management and regulation of its functions. From the point of view of leaders and initiatives, it is a place to organize a business, accounting, planning, improvement, quality assurance, information expertise, deals, board project, data innovation leaders, includes innovative work and incentives. Also sometimes in business emerging crises, protests, risks and the like It is important to know how to avoid problems in this business is one of the main issues.*

Key words: *business survival, internal influence, crisis, problem solving to do.*

Аннотация: *В этой статье мы предоставили информацию о бизнесе. А также создание предпринимательской организации – субъекта хозяйствования. Он включает в себя все аспекты управления и регулирования бизнес-задач. С точки зрения лидеров и инициатив, это включает в себя место организации бизнеса, бухгалтерский учет, планирование, улучшение, обеспечение качества, информационную экспертизу, сделки, проект правления, лидеры инноваций в данных, инновационную работу и стимулы. Также предотвращение возникновения кризисов, недовольства, рисков и тому подобных проблем, которые иногда возникают в бизнесе, является одним из основных вопросов, которые важно знать в этом бизнесе.*

Ключевые слова: *выживание бизнеса, внутреннее влияние, кризис, решение проблем.*

Annotatsiya: *Biz ushbu maqolada biznes haqida ma'lumotlar berilgan. Shuningdek tadbirkorlik tashkiloti - tadbirkorlik sub'ektini tashkil etish. U biznes vazifalarini boshqarish va tartibga solishning barcha qismlarini o'z ichiga oladi.*

Rahbarlar va tashabbuslar nuqtai nazariga ko'ra, u biznesni tashkil etish joyi, buxgalteriya hisobi, rejalashtirish, takomillashtirish, sifatni tasdiqlash, axborot ekspertizasi, bitimlar, kengash loyihasi, ma'lumotlar innovatsiyasi rahbarlari, innovatsion ish va rag'batlantirishni o'z ichiga oladi. Shuningdek, biznesda ba'zida yuzaga keladigan inqirozlar, noroziliklar, tavakkalchilik va shunga o'xshash muammolarning paydo bo'lishining oldini olish bu biznesda bilish muhim bo'lgan asosiy masalalardan biridir.

***Kalit so'zlar:** biznesdan omon qolish, ichki ta'sir, inqiroz, muammolarni hal qilish*

INTRODUCTION

Know the market, consider your brand, identify the perfect representative and hire Be patient, know the market. Look at the market you want to enter. SHE IS accept your brand and product? Foreign ownership and What are the local laws regarding sales? Your potential competitors in the market who are What level of success do you enjoy? Better or What else can you offer? All these thoughts are for your purpose help you define your demographics and your position in the competitive market gives Market, culture, customs, politics and business as local and foreign Make sure you understand your local laws regarding handling. You must be sure that all of these are in compliance. Each to you hire a reputable local professional to help with the step and Don't act until your research is done. And you have to be patient. Global expansion and success take time. You are a few years old You may not make money during, but if you do, wait and work worth it How does the business environment affect employee performance? Entrepreneurship environment should not be treated as an afterthought.¹

LITERATURE ANALYSIS AND RESEARCH METHODOLOGY

¹ Xaydarov B., Saitov S. Raqamli iqtisodiyot tushunchasi va afzalliklari //Zamonaviy innovatsion tadqiqotlarning dolzarb muammolari va rivojlanish tendensiyalari: yechimlar va istiqbollar. – 2022. – T. 1. – №. 1. – C. 634-635.

Knowing mental models will help you achieve goals, avoid mistakes, make important decisions, lead people, and succeed in business. Skillshare CEO Michael Karnyanaprakorn shared his information about this. Mental models are strategies based on our personal experience that determine our behavior and worldview. The mental model network was created by Charles Manger, a lawyer, successful economist, professional investor and billionaire Warren Buffett's right-hand man. Manger was able to predict and analyze the outcome of events with this network. That's why Buffett called him "the perfect business partner."

Many businessmen, executives and leaders use the following 16 mental models.

1. Warren Buffett's "Two List" Strategy Write down your 25 goals. Put your five most important goals on one list, put the other twenty on another list, and forget about the next one. In this way, you will clarify your priority goals and focus on the most important ones. If you want, you can reduce the first list to three points.

2. The 10/10/10 Rule Most of us have trouble with our conscience because we make rash decisions without thinking about the end. Therefore, 10/10/10 aims to answer three questions. How do you feel about the decision made after 10 minutes? How do you feel after 10 months? What about in 10 years? In this way, you can analyze the impact of your decisions on your life. Perhaps you will realize that everything is not so scary.

3. Blind game You won't have complete information when making a decision. Therefore, the development of the event in some sense does not depend on you. However, the decision-making process is entirely up to you. It can be compared to a game of poker. If you lose, you don't have to blame it on fate. Take a step back and determine which moment was decisive. When you realize your mistake, learn from it.

4. Disagree with the right point of view and the only opinion You may or may not have been right. You may or may not follow the majority opinion. But it all depends on your perspective. If it's wrong, you won't be successful in business

by agreeing with the consensus. Talk to like-minded people. This will increase your chances of making the right decision. Photo: Fotolia

5. Rule of three reasons When you want to convince someone of something, always give three reasons why the person should do it. Exactly three reasons. Then your arguments will be noticed and not forgotten. And your speech will be structured and convincing. Strategy

6. Protective wall In ancient times, the castle was surrounded by a wall protecting it from enemies. Business can be compared to a castle. A firewall is a company's competitive advantage. In other words, a business is protected by its unique characteristics that distinguish it from others.

7. Network effect The network effect is the effect on the value of the product in the eyes of other people of the user or company. The value of a product depends on the number of buyers. The network effect creates a solid foundation for the company's development. Photo: Fotolia

8. Centralized, decentralized and distributed management Distribution of functions is typical for decentralized and distributed control systems. This means that the decision will be accepted by all participants of the system. Top management exercises minimal control and coordinates their actions with others. In a centralized system, there is a single control center that controls the entire process.

9. Theory of games Game theory studies human behavior in strategic situations. This means that the person making the choice thinks in advance about the reaction of other people. Strategic thinking is useful not only in games, but also in business. In other words, game theory involves choosing a strategy that minimizes the opponent's advantage. Photo: Fotolia

10. Observance of economies of scale Adhering to economies of scale allows the company to grow rapidly without increasing costs. Examples of companies using this mental model are Google, Facebook and Twitter. The number of users of these networks is increasing, but companies are not spending too much money on it. Leadership

11. Pyramid principle The principle is embodied in three main points: Answer the question first; Then formulate the arguments correctly; Finally, make a logical chain of your ideas. The Pyramid Principle works well in combination with the Rule of Three Reasons. This will help you convince your interviewer and successfully convey your point of view.

12. 99/50/1 In difficult situations, the leader must contact his team of performers: when the project has just started, when 99 percent of the work is still to be done; in the middle of the road, when 50 percent of the work is behind; near the finish line, with 1 percent work remaining. This method allows you to use your time efficiently, and your team - to create a valuable product.

13. Directly responsible person The emergence of this term (DRI — Directly Responsible Individual) goes back to Apple. He enters the initials of the name of the directly responsible person in front of each item in the agenda. Each employee is responsible for his/her duties. This will reduce the need for frequent meetings.

14. Team of teams In a team of teams, all employees work interdependently. Decisions are made collectively because everyone is connected by a common goal.

15. Radical transparency The essence of the method is the ability of the leader to convey healthy criticism to employees. It is necessary to speak the truth politely and openly, without allowing rudeness. Because the leader is interested in the growth and success of the employees in his team.

16. Listen, decide, speak This mental model belongs to the former CEO of Twitter, Dick Costolo. He said that it is necessary to act in this order when making a decision.²

DISCUSSION AND RESULTS

² Баҳром Х. Х. БИЗНЕСНИ РЕЖАЛАШТИРИШ ТАРТИБЛАРИ //PEDAGOGS journali. – 2022. – Т. 12. – №. 2. – С. 139-142.

Business environment helps to retain employees gives One of the most important elements that drives us to achieve is motivation and motivational speakers know this very well. Without it, our action to do, focus and keep pushing ourselves despite the difficulties our ability to achieve is hindered. At work, this is the motivation for our work very important and without it to our professional goals and objectives unattainable. Motivation is important for a business and its employees. This helps a person achieve their personal goals. Motivated the individual will be ready for job satisfaction, high efficiency and success. Statistics show that high workloads are a problem. Importantly, For many employers, the culture of overload is always does not lead to a more productive workforce. Research shows that any the long-term health of the workplace is not sustainable if high workloads continue, But few employers are proactive in ways to redress this imbalance are being considered. How to be in the business world, in different situations and times that you must overcome the crisis regardless of the precautions you take means Crisis management in any situation involves solving a major crisis and is of great importance in surviving it. In other words, this while taking care of the health and safety of your business helps to solve crises.

CONCLUSION

In short, today's business development and its increasing efficiency is a complex issue. Good business owner acting on a clear plan to be can also occur It is necessary to start work taking into account the crisis and risks. Good boss and responsible employees are also a key part of business development. Everyone has the ability to run their own business. It is required for this the main thing is great responsibility and effort.

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