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## ҚАЗАҚСТАН РЕСПУБЛИКАСЫ ҰЛТТЫҚ ҒЫЛЫМ АКАДЕМИЯСЫНЫҢ

# БАЯНДАМАЛАРЫ

# доклады

НАЦИОНАЛЬНОЙ АКАДЕМИИ НАУК РЕСПУБЛИКИ КАЗАХСТАН

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# ҚАЗАҚСТАН РЕСПУБЛИКАСЫ ҰЛТТЫҚ ҒЫЛЫМ АКАДЕМИЯСЫНЫҢ БАЯНДАМАЛАРЫ

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# FINANCIAL MECHANISM FOR SUPPORTING ENTREPRENEURS AND HEDGING THEIR RISKS

Abstract. The scientific article is devoted to such an important aspect as financial incentives for entrepreneurial activity and the search for new methods to stimulate it. At the moment, this issue has a wide meaning for both beginners and active entrepreneurs. The authors consider financial methods and forms of business stimulation, and also gives practical recommendations on their use. The purpose of entrepreneurship is to extract income through the production and supply to the market of goods, works or services, as well as to public recognition, awareness of its importance as an individual. However, the existing risks in the market of entrepreneurs are forced to take measures to reduce them. The company has the ability to reduce their own risk by attracting common problems to partners. In such cases, joint stock companies, financial and industrial groups can be created; enterprises can acquire shares or exchange them among themselves, enter into various consortia, associations, concerns.

Keywords: finance, mechanism, support, entrepreneurs, risks, hedging.

#### INTRODUCTION

In the general complex of problems of modern reforming the world economy, an important role is played by the process of formation and development of entrepreneurial activity. Entrepreneurship creates coordination mechanisms, development strategy development through the market and competition, links between economic entities.

An exit from the economic crisis and the formation of a long-term potential for dynamic economic growth are impossible without activating the role of entrepreneurship. Now it is noted by many politicians, economists and practitioners. Not enough attention is paid to the problem of enhancing the role of entrepreneurship both in theory and in practice.

Entrepreneurship is a special form of economic activity based on an innovative, independent approach to the production and supply to the market of goods that bring the entrepreneur income and an awareness of his importance as an individual. The basis of the effect of entrepreneurship is innovative, initiative activity of a person who mobilizes all his strength, purposefully using all the possibilities to achieve the set goal and bearing full responsibility for his actions.

The main subject of entrepreneurial activity is an entrepreneur who interacts with other participants in this process - consumers, government, partners, employees.

### MAIN PART

International experience has shown that the development of entrepreneurship is possible only if there is a focused state policy on small business, based on the need to develop this sector of the economy and understanding the vulnerability of small enterprises compared to large ones, due to the very nature of their operation.

An important role in the development of entrepreneurship is played by the support of the state and the corresponding institutional structures created by it, as well as the existing credit and investment mechanism in the country.

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The policy of supporting small business in Europe is carried out through the activities of states and through special programs that are implemented under the auspices of the European Union. Financing of small business support activities is carried out from the EU Structural Funds, such as the Regional Development Fund and the Social Fund.

In countries with developed market economies, state support for entrepreneurship relies on relevant legislation. Two forms of state support spread:

- legislative establishment of long-term small business development programs;
- inclusion of small business as an integral part of state economic and social programs.

The formation and development of entrepreneurial activity is associated with a radical transformation of the existing socio-economic relations on the way to the market, the formation of a new elite social stratum - entrepreneurs, educated people, armed with the latest theoretical knowledge and scientific methods in the field of economic and social management of an enterprise [1].

At the present stage, enterprises engaged in entrepreneurial activity have received many degrees of economic freedom in choosing both its directions and rules of reference. For the development of entrepreneurship, private property is an indispensable condition and, despite the fact that recently the tendencies of stabilization and recovery of the economy against the background of a favorable global situation in energy prices have created a new environment for the functioning of all economic entities involved in commercial activities, for the development of entrepreneurship conditions.

These conditions include the stability of state economic and social policies, a preferential tax regime, a developed infrastructure to support entrepreneurship, the existence of an effective system for protecting intellectual property, the formation of flexible market mechanisms for increasing business activity of entrepreneurs, the possibility of free access to foreign markets, the creation of credit systems accessible to entrepreneurs , provide the opportunity to acquire the necessary means of production, raw materials and kit Lying Products [2].

The most burdensome for the state budget and at the same time the most attractive for entrepreneurship is financial and credit support, including preferential loans, provision of guarantees for commercial bank loans, etc. In accordance with legislation, financial and credit support for entrepreneurship is mainly aimed at stimulating small businesses.

There are the following forms of state financial and credit support for small businesses:

- Subventions and subsidies to individuals and legal entities;
- budget loans, loans, loans;
- government guarantees.

The most important direction in creating a favorable business environment is the improvement of the financial and banking system. As an effective measure is the need to:

• adoption by the National Bank of provisions that improve and protect the settlement system [3];

• introduction of periodic re-registration of all business structures so as to stabilize the economic situation to restrict the activities of small enterprises and at the same time fully encourage and support production activities aimed at saturating the market with goods and services;

One of the factors limiting the possibilities of entrepreneurs is the difficulty of obtaining financing. Therefore, one of the goals of supporting entrepreneurship, especially small business, is to create conditions for cheaper credit resources allocated for the development of these enterprises, facilitating the involvement of private investors in the development of small enterprises, the formation of groups of banks, financial companies, and investment funds working with business entities.

Depending on the type of factors taken into account, it is necessary to use internal or external mechanisms for neutralizing them when managing risks. At the same time, the main role should belong to internal mechanisms for neutralizing risks, elected and carried out by the business entity as part of its activities.

External risk neutralization mechanisms provide for various types of insurance (full redundancy), essentially representing the transfer of certain risks that are very difficult (if at all possible) to manage, from the insurer to the insured (insurance company).

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Risk neutralization mechanisms include in their arsenal risk management tools, techniques and methods for reducing risk and compensating for it. For the practice of financial management, the most typical means of risk resolution and methods of reducing its level; for production management - risk compensation methods. By type of impact, compensation methods are referred to as proactive methods, which should create conditions that exclude the appearance of causes and risk factors.

Risk compensation methods include:

Strategic planning related to the most effective methods. Forecasting the economic situation. Active targeted marketing. Monitoring the socio-economic and regulatory environment. Creating a system of reserves, close to insurance, but concentrated within the enterprise. Attraction of external resources. In the case when the firm is not able to cover all the losses of internal resources, some of them can be covered with the use of credit resources.

In addition to the above risk management methods, other methods can be used:

Ensuring compensation for possible financial losses due to the risks envisaged by the system of penalties. Reducing the list of force majeure circumstances in contracts with partners. Receiving an additional level of risk premium from partners. The listed risk compensation methods, as a rule, require extensive preliminary analytical work, the effectiveness and efficiency of their application depends on the completeness and thoroughness.

Risk retention - leaving the risk to the business entity, on its responsibility; transferring risk to someone else, such as an insurance company; search for guarantors who are interested in unique services, political support, charity, etc.

Risk avoidance (risk aversion). This direction of neutralizing financial risks is the most radical. Avoidance of risk deprives the company of additional sources of profit, and therefore adversely affects the pace of its economic development and the efficiency of its own capital. In addition, avoiding financial risk may in some cases be simply impossible, and avoiding one type of risk may lead to the emergence of others. Therefore, as a rule, this tool is applicable only for very serious and large risks. There are several common hedging methods presented in table 1.

N⁰	Hedging	Description of methods
	methods	
1	The classic	Hedging by opening opposing orders to buy and sell a single asset. An investor protects his funds
	method.	if the price trend moves in an undesirable direction.
2	Full and partial	When a trader decides to save on insurance protection, the hedge is undertaken only in respect of a
	hedging.	part of the transaction volume. Less money goes to pay for an option or futures. This method is
		optimal with a minimum likelihood of adverse price changes. In the case when the risk of such a
		change is maximum, it is necessary to hedge the risks in full.
3	Anticipatory	Having seen the acceptable price of the selected asset on the market, the trader further wants to
	method.	buy it and buys a futures contract at a fixed price. After a certain period of time, he becomes the
		owner of this asset.
4	Selective	It is used by the investor in insuring precisely that part of his assets, which he does not wish to
	method.	risk. This method allows you to build a flexible hedge strategy, choosing the optimal proportions
		and time intervals, to obtain an acceptable ratio of return / risk. The investor gets the maximum
		profit with minimal risk.
5	Cross method.	It implies an operation with a futures contract not on the underlying asset of the real market, but on
		another instrument. An example would be the sale of oil and at the same time the purchase of an
		option to purchase gold, after analyzing the current economic situation.
6	Interindustry	This is when the open positions on the assets of another segment are added to the assets of a
	method.	certain segment in the investor's portfolio. Changing the price of the first will affect the price of
		the second.

Table 1 - Risk hedging methods

The main methods of risk reduction are:

Diversification; risk premium, i.e. various premiums, acting in the form of "risk pay"; the acquisition of additional information for a more accurate forecast of business results; limiting; risk sharing; self-insurance; hedging

Risk distribution techniques are management tools through the distribution of a common risk by combining (with varying degrees of integration) with other participants interested in the success of a common cause. The company has the ability to reduce their own risk by attracting common problems to partners. In such cases, joint stock companies, financial and industrial groups can be created; enterprises can acquire shares or exchange them among themselves, enter into various consortia, associations, concerns.

In the modern practice of risk management, the following main directions of risk transfer have spread:

1. Transfer of risks by concluding a factoring agreement (factoring is a transaction of sale of receivables at a reduced price to a specialized factor company in order to receive funds).

2. Transfer of risks by forfeiting (forfeiting - export crediting by buying without paying the seller commercial bills of exchange, other debt claims on foreign trade transactions; a form of transforming a commercial loan into a bank).

3. Transfer of risk by entering into a contract of guarantee or the provision of a guarantee:

a) Surety.

b) Warranty (type of guarantor - bank guarantee).

4. Transfer of risks to suppliers of raw materials and materials.

5. Transfer of risk to the participants of the investment project.

Self insurance (domestic insurance). The mechanism of this direction of neutralization of financial risks is based on the reservation by the enterprise of a part of financial resources, which makes it possible to overcome the negative financial consequences of those financial transactions for which these risks are not related to the actions of counterparties. The main forms of this direction of neutralizing financial risks are: Formation of a reserve (insurance) fund of an enterprise. Formation of targeted reserve funds. Formation of reserve amounts of financial resources in the system of budgets brought to various centers of responsibility. Formation of a system of insurance stocks of material and financial resources for individual elements of the current assets of the enterprise. Using self-insurance as a risk reduction technique, it must be borne in mind that insurance reserves in all their forms, although they allow you to quickly recover the financial losses suffered by the entrepreneur, but they "freeze" a sufficiently tangible amount of funds, resulting in reduced efficiency of equity capital its dependence on external sources of financing. The most complex and dangerous in its financial consequences risks that cannot be neutralized by its internal mechanisms are subject to insurance.

Diversification is the distribution of investments between various activities whose results are not directly related. An enterprise, incurring losses in one type of activity, can make a profit at the expense of another field of activity. Diversification allows to increase the sustainability of the enterprise to changes in the business environment. Investment diversification presupposes the preference of several projects for a relatively small capital intensity over programs consisting of a single investment project that, having absorbed virtually all of the company's reserves, will not leave room for maneuver. The use of this mechanism is limited in the enterprise.

Insurance is the transfer of certain risks to the insurance company. Property insurance may have the following forms: insurance of contractual construction risk, equipment insurance, cargo insurance, etc. Accident insurance includes: general civil liability insurance and professional liability insurance. In the process of insurance, the company is provided with insurance protection for all major types of its financial risks. Financial risk insurance is one of the most common ways to reduce its degree. Financial risks that are most dangerous in their consequences are to be neutralized by insurance.

Such type of insurance is widely used as hedging - insurance of the price of goods against the risk of either an undesirable fall for the manufacturer or an increase unprofitable for the consumer. However, it requires certain costs for the payment of commission to brokers, premiums on options, etc. Nevertheless, the level of these costs is much lower than the level of costs for external insurance of financial risks.

#### CONCLUSION

Thus, hedging is used by an entrepreneurial firm to insure a projected income level by transferring risk to the other party.

Depending on what types of production securities are used, there are several types of hedging financial risks:

1. Hedging with the use of options, which allows to neutralize the financial risks of transactions with securities, with currency, real assets.

2. Hedging using futures contracts. It characterizes the mechanism of neutralizing financial risks on commodity or stock exchange operations by conducting opposite transactions with various types of contracts.

3. Hedging using the swap. It characterizes the mechanism of neutralization of financial risks on operations with currency, securities, debt financial obligations of an enterprise.

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#### КӘСІПОРЫНДЫ ҚОЛДАУ ЖӘНЕ ТӘУЕКЕЛДЕРДІ АЛЫП ТАСТАУҒА АРНАЛҒАН ҚАРЖЫЛЫҚ МЕХАНИЗМ

Аннотация. Ғылыми мақала кәсіпкерлік қызметті қаржылық ынталандыру және оны ынталандырудың жаңа әдістерін іздеу сияқты маңызды аспектілерге арналған. Қазіргі уақытта бұл мәселе жаңадан бастағандарға да, белсенді кәсіпкерлерге де үлкен мән береді. Авторлар бизнесті ынталандырудың қаржылық әдістерін және нысандарын қарастырады, сондай-ақ оларды пайдалану бойынша практикалық ұсыныстар береді. Кәсіпкерліктің мақсаты тауарларды, жұмыстарды немесе қызмет көрсетулерді нарыққа шығару, сондай-ақ жұртшылықты тану, жеке тұлға ретінде оның маңыздылығын түсіну арқылы табыс алу болып табылады. Алайда, кәсіпкерлер нарығындағы бар тәуекелдер оларды азайту жөнінде шаралар қабылдауға мәжбүр. Компания өз әріптестеріне ортақ проблемаларды тарту арқылы өз тәуекелдерін төмендетуге қабілетті. Мұндай жағдайларда акционерлік қоғамдар, қаржылық және өндірістік топтар құрылуы мүмкін; кәсіпорындар акцияларды сатып алады немесе оларды өзара бөлісе алады, түрлі консорциумдарға, қауымдастықтарға, мүдделерге қосыла алады.

Түйін сөздер: қаржы, механизм, қолдау, кәсіпкерлер, тәуекелдер, хеджирлеу.

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Казахский университет экономики, финансов и международной торговли. г.Астана

#### ФИНАНСОВЫЙ МЕХАНИЗМ ПО ПОДДЕРЖКИ ПРЕДПРИНИМАТЕЛЕЙ И ХЕДЖИРОВАНИЕ ИХ РИСКОВ

Аннотация. Научная статья посвящена такому важному аспекту, как финансовое стимулирование предпринимательской деятельности и поиск новых методов ее стимулирования. На данный момент этот вопрос имеет широкое значение как для начинающих, так и активно действующих предпринимателей. Авторырассматривают финансовые методы и формы стимуляции бизнеса, а также дает практические рекомендации по их применению. Цель предпринимательства сводится к извлечению дохода через производство и поставку на рынок товаров, работ или услуг, а также к общественному признанию, осознанию своей значимости как личности. Однако, существующие риски на рынке предпринимателей вынуждают предпринимать меры по их снижению. Предприятие имеет возможность уменьшить уровень собственного риска, привлекая к решению общих проблем партнеров. В таких случаях могут создаваться акционерные общества, финансово-промышленные группы; предприятия могут приобретать акции или обмениваться ими между собой, вступать в различные консорциумы, ассоциации, концерны.

Ключевые слова: финансы, механизм, поддержка, предприниматели, риски, хеджирование.

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