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Абай атындағы Қазақ ұлттық педагогикалық университетінің

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## ИЗВЕСТИЯ

НАЦИОНАЛЬНОЙ АКАДЕМИИ НАУК  
РЕСПУБЛИКИ КАЗАХСТАН  
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## NEWS

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OF THE REPUBLIC OF KAZAKHSTAN  
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[gizat\\_ab@mail.ru](mailto:gizat_ab@mail.ru), [dina.kz.72@mail.ru](mailto:dina.kz.72@mail.ru)**PROBLEMS AND STRATEGY  
OF DEVELOPMENT OF AGRICULTURAL  
ENTREPRENEURSHIP IN KAZAKHSTAN**

**Abstract.** This project is dedicated to a still little explored region in the country, namely: entrepreneurship in agriculture and rural areas. Entrepreneurship in rural areas is the subject of increasing interest from researchers, consultants, “policy makers” in many countries. Generating high added value, growth-oriented, using high technology, providing employment to a part of population, entrepreneurs appear as a natural engine of economic development in many countries.

To develop agro entrepreneurship in every aspect, there is a need of resources (both financial and knowledge and skills), which in most cases are over the possibilities of the future entrepreneur. As a result of the appearance and functioning of entrepreneurial companies have been observed general technological innovations, organizational innovations and growth of small businesses in the agricultural sector. The undoubted interest in entrepreneurship today is explained by socio-economic advantages. On the macro level they are related to the growth of the sector in overcoming the economic crisis, unemployment and creating new jobs. At the micro level, the contribution of entrepreneurship lies in innovative changes, manifestations of creativity, use of resources, rational use of new forms of organization, identifying and exploiting new business opportunities, new products / services. Entrepreneurship can be a factor for increasing labor productivity, as a result of improved organization or implementation of new technologies.

**Keywords:** agriculture, entrepreneurship, sustainable development, innovation, development.

**INTRODUCTION**

In the transition to an innovative economy, entrepreneurship is a key aspect in the overall strategy of public policy. Innovation activities of entrepreneurship in all economically developed countries are stimulated and actively supported by the state. Without creating appropriate conditions for innovative development, an entrepreneur is not able to independently launch innovative processes. State regulation of business activity implies a significant degree of controllability of the political and economic system, a high level of professionalism of civil servants, the effectiveness of business policies, a developed system of non-governmental organizations, the principles of open accountability and controllability of government, and the absence of corrupt interaction between business and government.

The need for state regulation of the agro-industrial complex is associated with the peculiarities of agriculture, which do not allow to fully and equally participate in inter-industry competition. Agriculture depends on the soil and climatic conditions, has a pronounced seasonal nature of production, technologically it lags behind other sectors of the national economy.

**MAINPART**

Предпринимательская деятельность должна выполнять три основные функции: экономическую, инновационную и социальную. В развитых государствах примерно 70% всех

предпринимательских структур приходится на сферу среднего и малого бизнеса, но, в то же время, подавляющая часть ВВП и национального дохода страны производится крупными компаниями

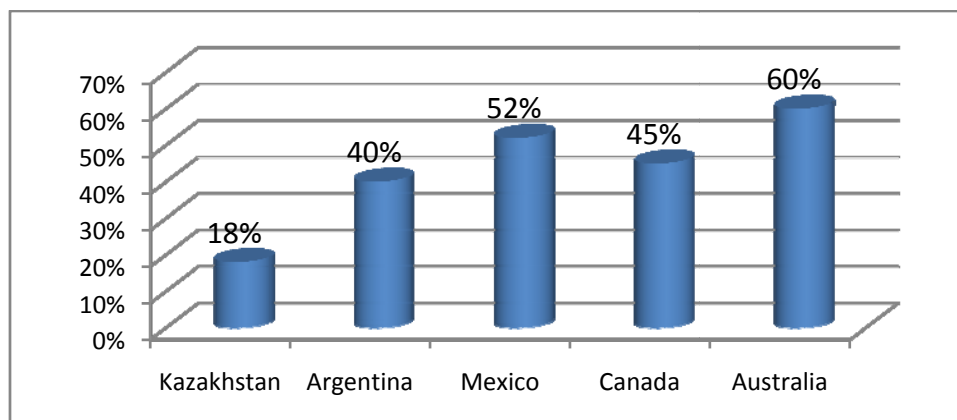


Figure 1 - GDP and national income accounts for the sphere of medium and small businesses, different countries and Kazakhstan

Today in Kazakhstan, SMEs contribute 18% to GDP, which is much lower than in Argentina - 40%, Mexico - 52%, Canada - 45% and Australia - 60%. Another problem is industry imbalance, i.e. A large percentage of SMEs in Kazakhstan are low-value-added enterprises, which, according to the Statistics Agency of Kazakhstan, provided approximately 18% of employment, and only 13% of output in 2018. At the same time, the added value of retail SME enterprises is about half of the amount provided by professional services, 1/3 of manufacturing industries and 1/6 of transportation and storage. This implies that the overall economy will benefit significantly if the share of higher value-added SMEs increases.

The effective development of entrepreneurial activity depends on the influence of the external and internal environment. The analysis of external (international, political, economic, legal, environmental, technological, social, market) and internal (consumers, suppliers, competitors) factors is necessary for the development and implementation of a balanced state regulatory policy that must meet the interests of small and medium-sized businesses and promote growth degree of economic freedom of business

the problem that hinders the growth of the entrepreneurial innovation activity is dependence on the suppliers of the production lines of a particular product. Suppliers of equipment necessary for the production of a new product oblige an entrepreneur to purchase raw materials and related materials only from certain domestic or foreign manufacturers. An entrepreneur who does not possess sufficient information and knowledge, as a result, cannot find the right solution to the problem that has arisen. To address these issues, it is necessary to develop programs for the joint work of domestic scientists and commodity producers. Thus, to restore and strengthen the relationship between the developers, which include research institutes, experimental laboratories, universities and enterprises that will be engaged in the production of competitive products. Currently, Kazakhstan has earned the Damu Entrepreneurship Development Fund program on organizing Entrepreneurship Service Centers, on the basis of which businessmen have a unique opportunity to serve on the “one-stop shop” principle - to receive the necessary advice on government support measures, to issue documents for obtaining financial assistance. Also for the purpose of further growth of entrepreneurial activity, the Centers will be engaged in organizing forums, seminars, events to discuss business issues in various sectors of the economy. At the same time, courses on business basics will be held here. In developed countries, large corporations are engaged in the development and implementation of innovative products.

Starting from the development stage to the launch of a new product on the market, large companies annually finance hundreds of startups. This entire complex process requires mobile technological capacities, with the help of which developers can react to market changes without any serious consequences, thereby losing neither time nor money. As a result, the surviving new technologies are being introduced at the main facilities. In Kazakhstan, as part of the implementation of state programs, research institutes, universities, laboratories purchase expensive equipment, but this equipment is often

idle. Using international experience, in Kazakhstan it is necessary to create experimental bases, open type laboratories using modern production lines. National Agency for Technological Development, 8 regional technoparks, special economic zone “Park of innovative technologies”, science and technology holding “Parasat”, joint-stock company “KazAgroInnovation”, 4 design bureaus, 7 industry centers of innovations, 9 offices of commercialization, 4 domestic venture funds laid the skeleton of an innovation system in Kazakhstan. Over the past three and a half years in Kazakhstan, about 200 grants worth 9.5 billion tenge were allocated to innovators in Kazakhstan. More than 100 projects received state support through a program of technological business incubation. Thanks to the work of the design offices, 100 product items have been mastered, and 18 of them are already being produced. Now domestic products are exported to 110 countries.

At present, concessions in foreign economic practice are the most common form of public-private partnership. This is due to the use of complex market mechanisms for attracting extra-budgetary investment resources in the development of the public sector of the economy.

The urgency of enhancing the implementation of concession agreements in a number of sectors of the economy of Russia, Ukraine and other CIS countries is due to the acute shortage of budgetary financial resources, insufficient state allocations for the renewal and modernization of fixed production assets, the need to attract long-term investments to improve the use of state and municipal property. Under a concession agreement, one party (the concessionaire) undertakes to create and (or) reconstruct the property defined by this agreement (the object of the concession agreement), the ownership of which belongs to or will belong to the other party (concessor), at its own expense concession agreement, and the concedent undertakes to grant the concessionaire, for the term established by this agreement, the right of ownership and use of the object of the concession agreement to achieve the goal. In its general form, the term “concession” means the assignment by state or municipal authorities of their property rights for certain types of activities to non-state companies for a fixed period of time according to agreed terms set forth in the concession agreement. The parties to the concession agreement are the concessor - the state, on behalf and on whose behalf those or other agencies, state companies or municipal bodies act, and the concessionaire - a private legal entity who receives the relevant ones from the concessor.

In order to achieve fundamental improvement and sustainable development of the agrarian sector of the economy, it is necessary to rethink some theoretical concepts and methodological approaches to the development of a system of relations in the agrarian sector in relation to the conditions of the Republic of Kazakhstan.

The solution of each problem in the new economic conditions requires a systematic approach and taking into account the specifics of the economic development of the country. This equally applies to the solution of credit issues in the agricultural sector of the economy of Kazakhstan. It is necessary to determine the national features of economic development, the state of modern production, social, institutional infrastructure, since their level of development will affect the competitiveness of products in the future compared to products of other countries of the world community, that is, it is necessary to determine ways of qualitative change in the distribution factor of GDP within Kazakhstan.

*The tasks of raising the agrarian economy should be considered systemically from several sides: economic, social and environmental. Improving the competitiveness of the agricultural sector of Kazakhstan to ensure its food security should be considered in conjunction with the development of social processes and an increase in loans to this area. Investments are necessary to improve the social development of the society; therefore, Kazakhstan needs a serious restructuring in the field of social and economic relations. However, the theoretical and methodological database of problems in our republic has not yet been sufficiently studied. The use of effective lending mechanisms in the agricultural sector contributes to solving the problem of financial support for agricultural producers. The objective need for credit support for agriculture is due to a number of reasons, chief among which are the peculiarities of agricultural production, the inequality in trade with industry, the need to overcome negative trends in the development of the industry.*

In addition to system-wide problems, there are constraints on the pace of innovative development of the agro-industrial complex, such as:

- the lack of scientific organizations with modern scientific and logistical infrastructure. Today, the main part of buildings and structures (71.1%) has been in operation for over 30 years and 22.1% - for over 20 years, 71.4% of all available agricultural equipment is to be written off;
- limited financial resources for research and development work (the amount of funds allocated does not exceed 0.2% of gross agricultural output (2009), while in countries with developed agriculture this figure is from 1 to 4%);
- low level of entrepreneurial culture based on the use of new technological solutions and innovations, low innovative activity of agribusiness entities;
- low level of competitiveness of scientific products and technologies in the international scientific market. Due to the lack of financial resources, internships of young specialists in leading foreign scientific centers are poorly carried out, joint international research is not carried out, measures are not being implemented to attract leading foreign scientists;
- the lack of an effective mechanism for securing, motivating and socially supporting young scientific personnel in the domestic agrarian science, which led to a deterioration of the social status (decrease of the authority of scientists in society) of a scientist and a break in the continuity of generations of scientists;
  - low wages in agriculture;
  - lack of qualified personnel due to the lack of effective methods of forecasting the need for personnel, insufficient allocation of government orders for the training of agricultural personnel and a low level of employment for graduates of agricultural and veterinary specialties (16-30% of the number of graduates of higher education). Also, a shortage of personnel is observed in those areas where there are no schools for technical and vocational education;
  - the lack of social support measures for young professionals, stimulating their consolidation in the countryside;
  - undeveloped social engineering infrastructure of the village as a whole, including the organization of cultural leisure;
  - weak interaction of agricultural enterprises and universities and colleges, as well as a lack of awareness of graduates of universities and colleges about the availability of vacancies in enterprises.

The country's agro-industrial complex includes about 65 sectors and sub-sectors. In order to specify measures in the most promising areas and enhance regional specialization based on a detailed analysis of the sectors and subsectors of the agro-industrial complex, 15 promising competitive sectors were selected (production, export of grain and deep processing products, production and export of meat and meat products, poultry farming, production and processing of oilseeds, production and processing of fruits and vegetables, the production of milk and dairy products, the production of white sugar and from sugar beet, production and export of wool and products of its deep processing, development of aquaculture and processing of fish products, production and processing of pork, development of horse breeding in meat and dairy areas, with further production of finished products, development of camel breeding and its processing, development maral breeding to meet the needs of pharmacy, the development of beekeeping to meet the domestic needs of the population and pharmacy, production and processing of cotton).

## CONCLUSION

Innovative development of the agro-industrial complex means its qualitative transformation achieved through the growth of the productive forces while simultaneously improving the organizational and economic mechanism of agriculture, the industries interacting with it, and the agro-industrial complex as a whole. It is ensured by the ever-expanding use of more advanced technologies for the production and processing of agricultural products, improved varieties of agricultural crops and animal breeds, new machines, progressive organizational and economic models, modern information technologies and other innovations.

Consequently, one of the main tasks of the supporting blocks of the innovation system of the agro-industrial complex is the creation of favorable conditions for the formation of an innovation fund and their development in production while smoothing the existing differences between the results obtained in production and the potential of scientific and technical developments. This refers to both the quantitative



set of innovations that are available and accessible to consumers, as well as their ability to improve production, economic and other indicators of agro-industrial activity.

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### **ҚАЗАҚСТАНДАҒЫ КӘСІПКЕРЛІК АГРАРЛЫҚ САЛАДА ДАМУЫ ЖӘНЕ МӘСЕЛЕЛЕРІ**

**Аннотация.** Ауыл кәсіпкерлігі көптеген елдердегі зерттеушілердің, кеңесшілердің және саясаткерлердің қызығушылығын тудырады. Жоғары қосылған құнды өсіру, жоғары технологияларды пайдалану, халықтың жұмыспен қамтылуын қамтамасыз ете отырып, кәсіпкерлік көптеген елдерде экономикалық дамудың табиғи қозғалтқышы болып табылады.

Агроөнеркәсіптік кешенді дамыту барлық аспектілерде ресурстарды (қаржылық және білім мен дағдыларды) талап етеді, бұл көбінесе болашақ кәсіпкердің мүмкіншіліктерінен асып түседі. Кәсіпкерлік компаниялар пайда болуы мен жұмыс істеуінің нәтижесінде жалпы технологиялық инновациялар, ұйымдастырушылық инновациялар және аграрлық сектордағы шағын бизнестің өсуі байқалды. Кәсіпкерлікке деген қызығушылық бүгінгі күні әлеуметтік және экономикалық артықшылықтармен түсіндіріледі. Макро деңгейде олар экономикалық дағдарысты енсеру, жұмыссыздық және жаңа жұмыс орындарын құру секторының өсуімен байланысты. Микро деңгейде кәсіпкерліктің үлесі инновациялық өзгерістерге, шығармашылық көріністерге, ресурстарды пайдалануға, ұйымның жаңа формаларын ұтымды пайдалануға, жаңа бизнес-мүмкіндіктерді, жаңа өнімдерді / қызметтерді идентификациялау және пайдалану болып табылады. Кәсіпкерлік ұйымның жетілдірілуі немесе жаңа технологияларды енгізу нәтижесінде өнімділікті арттыру факторы болуы мүмкін.

**Түйін сөздер:** ауыл шаруашылығы, кәсіпкерлік, тұрақты даму, инновациялар, даму.

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### **ПРОБЛЕМЫ И СТРАТЕГИЯ РАЗВИТИЯ АГРАРНОГО ПРЕДПРИНИМАТЕЛЬСТВА В КАЗАХСТАНЕ**

**Аннотация.** Предпринимательство в сельской местности является предметом растущего интереса со стороны исследователей, консультантов, «политиков» во многих странах. Производя высокую добавленную стоимость, ориентируясь на рост, используя высокие технологии, обеспечивая занятость части населения, предприниматели выступают в качестве естественного двигателя экономического развития во многих странах.

Для развития агропредпринимательства во всех аспектах необходимы ресурсы (как финансовые, так и знания и навыки), которые в большинстве случаев выходят за рамки возможностей будущего предпринимателя. В результате появления и функционирования предпринимательских компаний наблюдались общие технологические инновации, организационные инновации и рост малого бизнеса в аграрном секторе. Несомненный интерес к предпринимательству сегодня объясняется социально-экономическими преимуществами. На макроуровне они связаны с ростом сектора в преодолении экономического кризиса, безработицей и созданием новых рабочих мест. На микроуровне вклад предпринимательства заключается в инновационных изменениях, проявлениях творчества, использовании ресурсов, рациональном использовании новых форм организации, выявлении и использовании новых возможностей для бизнеса, новых продуктов / услуг. Предпринимательство может быть фактором повышения производительности труда в результате улучшения организации или внедрения новых технологий.

**Ключевые слова:** сельское хозяйство, предпринимательство, устойчивое развитие, инновации, развитие.

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