REPUBLIC OF UZBEKISTAN

MINISTRY OF HIGHER EDUCATION, SCIENCE AND INNOVATION

KARSHI STATE TECHNICAL UNIVERSITY

"APPROVED"

Rector of Karshi State Technical University

_____Sh.K.Nematov

"_____" 08 _____2025

ENTERPRISE DEVELOPMENT STRAREGY MODULE GUIDE

Field of knowledge:	400000 –	Business, management and law
Field of education:	410000 –	Business and management
Direction of education:	70410102 –	Economics (by sectors and fields)

Modulge links

Module name:	Enterprise development strategy
Code (if applicable)	KRS2305
Courses (if applicable)	2
Module teaching semesters	3
Language	Uzbek
Curriculum relevance	a selective subject
Type of teaching, contact hours	Lecture, laboratory.
Workload	Total workload: 150 hours. Auditory hours: 60 hours; Lecture: 30 soat, laboratory: 30 hours; Self-study: 90 hours
Credit points:	5
Recommended previous subjects	Competitive strategy, Enterprise economics and innovation management, Organization of production

Module objectives / expected learning outcomes	The aim is to develop knowledge, skills, and competencies in master's students that correspond to their specialization in selecting the appropriate development strategy for enterprises in various sectors of the economy. The objectives provide students with the opportunity to study the following: • to form an understanding of the main problems of the discipline and the essence and significance of the concept of enterprise development strategy, as well as the development trends of enterprises; • to understand the overall scope of enterprise development strategy; to gain knowledge about the system of indicators reflecting enterprise development strategy, their classification, and the methods of determining them; • students will acquire knowledge of working capital in enterprise development and the tasks involved in its analysis, as well as the essence of labor motivation in enterprise development; • during the study of the discipline, students will gain the skills to analyze indicators reflecting the provision of fixed assets in enterprise development; to analyze the condition, provision, and efficiency of intangible assets in enterprise development. Expected outcomes of the module. 1. Theoretical knowledge and concepts. Students will acquire knowledge of analyzing economic processes and drawing conclusions; strategies for planning costs and increasing revenue in an enterprise; strategies for product price formation in an enterprise; taxation of enterprises and approaches to reducing the tax burden. 2. Analytical skills. Students will gain skills in analyzing the condition, provision, and efficiency of working capital in an enterprise; analyzing indicators that reflect the enterprise's labor potential; analyzing wages and their calculation; calculating indicators that express the efficiency of enterprise costs; and making decisions regarding economic problems. 3. Use of research and analytical tools. Students will learn to analyze economic processes and draw conclusions; to apply theories related to cost planning and revenue-increasing strategies, product pricing strategies, enterprise taxation, and reducing the tax burden. 4. Communication and expression skills. During the study of this discipline, students will develop knowledge and skills related to strategies for implementing information resources in an enterprise; enhancing the role of marketing in enterprise development; collecting and using data necessary for solving economic problems. They will learn to justify their ideas through the correct use of academic and methodological language.

	5. Application and practical implementation. Students will be able to apply economic concepts in solving real economic problems. They will study existing economic research and practices, drawing theoretical and practical conclusions from them.
Content	This course is aimed at teaching the accelerated development of real sector industries, the implementation of prospective projects in enterprises, and the introduction of new modern machinery, equipment, technologies, and know-how. It focuses primarily on organizing effective economic activities, pursuing a well-oriented industrial policy, and expanding the development of real sector industries through the full utilization of all internal capacities of enterprises.
Study and exam requirements	**a) To obtain 90-100 points, the student's level of knowledge must meet the following requirements:** - fully explain the essence and content of the subject; - maintain scientificity and logic in presenting the topics in the subject, avoiding scientific errors and confusion; - have a clear idea of the theoretical or practical significance of the subject materials in the subject; - demonstrate the ability to think independently within the scope of the subject; - can answer the questions asked clearly and concisely; - has carefully prepared the outline; - has completed independent assignments completely and clearly; - has fully mastered the laws and other regulatory and legal documents related to the discipline; - has published a scientific article on one of the topics related to the discipline; - can interpret historical processes; **b) To obtain 70-89.9 points, the student's level of knowledge must meet the following requirements:** - understands the essence and content of the subject, does not allow scientific and logical confusion in explaining the topics in the subject; - understands the practical significance of the content of the subject; - performs the assigned tasks and assignments within the framework of the curriculum; - can correctly answer the questions asked in the subject; - has carefully formulated a subject outline; - has fully completed independent assignments in the subject; - has mastered laws and other regulatory documents related to the subject. **c) To obtain 60-69.9 points, the student's level of knowledge must meet the following:** - has a general understanding of the subject; - has some intricacies in covering and presenting the topics in the subject in a narrow scope;

	- if the presentation is not smooth; - if complex and confusing answers are given to questions on the subject; - if the text on the subject is not well-formed. **d) In the following cases with a score of 0-59.9, the student's level of knowledge may be assessed as unsatisfactory:** - if there is no preparation for the subject exercises; - if there is no idea about the subject exercises; - if it is noticeable that the texts on the subject have been copied from others; - if serious errors and confusions are made in the text on the subject; - if the questions asked about the subject are not answered; - if does not know the subject.
Exam formats	Oral, written, test
Means used	Complete subject assignments and successfully pass current, midterm, and final tests.
List of educational literature	Ergashev, R.Kh., Khalikov, S.R., & Toshbayev, A.J. (2019). Innovative Economy: Textbook. Tashkent: Iqtisod-Moliya Publishing. 396 pages. Gulyamov, S.S., Ergashev, R.Kh., & Khamrayeva, S.N. (2020). Digital Economy: Study Guide. Tashkent: Iqtisod-Moliya Publishing. 388 pages. Artikov, A. (2014). Industrial Economics: Textbook. Tashkent: Uzbekistan Writers' Union Literature Fund Publishing. 220 pages. Muratov, R.S., Djalalova, I.A., & Oripov, S.Sh. (2014). Enterprise Economics: Textbook. Tashkent: Fan va Texnologiya Publishing. 424 pages.
Editors	G.T. Samieva – Associate Professor, Department of Innovative Economics, Karshi State Technical University. A.O. Ochilov – Head of the Department of Economics, Karshi State University, Doctor of Economics, Professor.
Confirmed place and time	Developed and approved by Karshi State Technical University (Report No. 1, 26.08.2025)