



DIGITAL PRINCIPLES OF IMPLEMENTATION OF ECONOMIC SYSTEMS IN OUR COUNTRY

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Annotation

The article describes the definitions and different approaches to the "digital economy" category. Also, the nature, classification, development trends, advantages and disadvantages of electronic commerce, which is part of the digital economy, are shown on the example of foreign countries. Proposals and recommendations for the development of electronic commerce in Uzbekistan have been developed (PDF) Digital economy and the role of electronic commerce in it.

Keywords: digital economy, e-commerce, B2B (Business-to-Business), B2C (Business-to-Consumer), B2E (Business-to-Employee), B2G (Business-to-Government), B2O (Business -to-Operator), C2A (Consumer-to-Administration), C2B (Consumer-to-business), C2C (Consumer-to-Consumer), A2A (Administration-to-Administration), A2B (Administration-to-Business), A2C (Administration-to-Consumer), G2B (Government-to-Business).

The digital economy is an innovative idea. This idea was announced by the World Bank in the 2016 "World Development Report - 2016: Digital Dividends" report. The conclusions of this research show how relevant and important the digital economy is in the development of the economy of countries. In particular, a 10% increase in Internet speed will affect the growth of the country's GDP. In developed countries, this figure is 1.21 percent, while in developing countries it is 1.38 percent. Therefore, if the Internet speed doubles, it is possible to achieve a 13-14 percent increase in GDP. The digital economy includes e-government, e-business, e-commerce, digital economic relations, digital banks, digital archives, virtual enterprises, cryptocurrencies - electronic money, marketing on social networks. services, introduction of blockchain technology, digital "pockets" of enterprises, digital dividends, etc.





The directions of the digital economy consist of big data, artificial intelligence, blockchain, quantum technologies, manufacturing technologies, industrial Internet, robotics, wireless communication, virtual reality, etc. Electronic commerce is all financial and commercial operations carried out using computer networks and related to such operations. is a branch of economy that includes business processes.

- Electronic commerce includes:
- Electronic data interchange (Electronic Data Interchange, EDI);
- Electronic capital movement (Electronic Funds Transfer, EFT);
- Electronic trade (English e-trade);
- Electronic money (e-cash);
- Electronic marketing (e-marketing);
- Electronic bank (e-banking);
- Electronic insurance services (e-insurance).

The first systems and methods of electronic commerce are connected with the emergence of sales automation technologies and the introduction of automated systems for managing corporate resources.

In 1960, American Airlines and IBM started to create an automation system for booking flights. SABER (Semi-Automatic Business Research Environment) has made air travel more affordable for ordinary passengers and helped them manage the ever-growing number of flights and flight fares. Due to the automation of the process of calculating tariffs for seat reservations, the price of services has decreased and the volume of passenger transportation has increased.

A joint project between American Airlines and IBM is the first example of electronic commerce. In 1971, students from Stanford University and the Massachusetts Institute of Technology organized the sale of marijuana using the ARPANET computer network of the Stanford Artificial Intelligence Laboratory. Later, these transactions were considered the first online transfers, the beginning of electronic commerce. In 1979, Michael Aldrich introduced the first online shopping system. In 1981, the first online shopping system for business was founded by Thomson Holidays UK. In 1982, Minitel France Télécom acquired the entire provided nationwide and used for online orders.

In 1983, the California State Assembly held the first "electronic commerce" hearing in Vulcan, California. In 1995, Jeff Bezos launched Amazon.com and the first 24-hour ad-free radio stations, Radio HK and NetRadio, began operating. eBay was created by developer Pierre Omidyar under the name AuctionWeb.





Four years later, Alibaba Group was established in China. 7.5 million to Business.com eCompanies, founded in 1997 for 149 thousand US dollars. sold for dollars. At the same time, the peer-to-peer program Napster was launched. ATG Stores started selling home decor items online. In December 2001, Alibaba.com became profitable. In 2002, eBay bought PayPal for \$1.5 billion. Amazon.com announced its first annual profit in 2003. In 2004, the first Chinese platform for B2B online transactions, DHgate.com, was created, which caused other B2B sites to move away from the "yellow pages" model. In 2007, Business R. H. Donnelley bought .com for 345 million. In 2015, Amazon.com paid nearly 500 million dollars to the United States. SKU sales accounted for more than half of e-commerce growth. Global e-commerce retail sales in 2017 were \$2.36 trillion. reached USD and increased by 14.8% compared to 2016 (Figure 1).

In the last 20 years, the e-commerce market is developing dynamically due to the rapid increase in the number of Internet users, the increasing influence of social networks and other interactive online platforms, the dynamic development of electronic payment systems, and the transition of leading market participants to new technological platforms for e-commerce¹². (From Web 1.0 to Web 2.0, then to Web 3.0) Forms of electronic commerce. Electronic commerce is divided into several categories according to the target group of consumers.

We will consider their classification below.

1. Classification of electronic commerce: Commercial organizations:

B2B (Business-to-Business) - "relations between commercial organizations"; □ B2C (Business-to-Consumer) - "relations between commercial organizations and consumers";

B2E (Business-to-Employee) – “relations between commercial organizations and employees”;

B2G (Business-to-Government) – “relations between commercial organizations and the government”; relations between communication operators". Disadvantages of electronic commerce: for organizations, suspicions of the parties about the project's relevance to the company (negativity), some difficulties in the legalization and operation of the enterprise on the Internet. For consumers, consumer distrust of services sold over the Internet¹⁵, "holding" goods by hand if it is impossible to wait for the delivery of the purchased product, return the goods possible difficulties and costs in work, additional costs for the delivery of products. An attractive platform for fraud for society (decreased level of network security), crowding out offline commercial enterprises from the market. In maintaining a "gray" system of accounting for the state, it consists in the complete failure of tax payments to the state





budget .Electronic commerce has become an integral part of the modern economy. Consumers buy goods on the Internet, and at the same time, commercial organizations widely use the opportunities of this network in their business activities. The number one reason for online shopping is 25% of online stores use WooCommerce 24/7. In 2020, 61% of US online consumers made purchases based on blog recommendations. 93.5% of Internet users worldwide have purchased products online.

The e-commerce sector is growing at an average of 23% annually. However, due to the pandemic, the growth rate is decreasing from 2019 (Figure 6). Looking at e-commerce statistics via e-mail, 61 percent of consumers prefer to communicate with e-brands by e-mail. Email marketing has a return on investment (ROI) of 4400 percent, meaning that every dollar spent brings in \$44. 58% of the 1,000 largest online stores in the US send welcome emails. Email companies increase their revenue by 760%. Transactional emails get 8x more opens and 6x more revenue. Email marketing accounts for 20% of e-commerce traffic. 60 percent of consumers make purchases as a result of marketing messages sent by e-mail. Sales in online stores with social networks are 32 percent higher. The average e-commerce site publishes 4.55 posts per week on their Facebook page. 74% of consumers rely on their social networks to make purchasing decisions. 85% of social media orders come from Facebook. 75% of Instagram users visited the site after seeing an ad. The average order value for customers attracted from Instagram is \$65. According to mobile e-commerce statistics, more than 40 percent of all holiday purchases are now made on mobile devices.

82% of Internet users in the United States used mobile devices to shop online. 53% of smartphone and tablet owners make purchases through corporate programs. In 2018, e-commerce sales on "Black Friday" and "Cyber Monday" reached 2 billion. Free delivery increases the profit of SMEs (small and medium businesses) by 46.5%. 28% of shoppers will immediately stop shopping if prompted to top up an account. An optimized checkout design can increase the conversion rate by 35 percent. 2 out of 3 eCommerce websites lose money due to cart abandonment. Mobile devices have the lowest cart abandonment rate at -86 percent. 44% of minutes spent on mobile devices are e-commerce. 1 in 3 users buys a product within five days of searching it on Google. E-commerce allows customers to overcome geographical barriers and buy goods anytime, anywhere. Online and traditional markets have different strategies for doing business. Traditional retail stores offer a smaller assortment due to limited counter space. Online retailers usually do not carry inventory, but ship orders directly to the manufacturer. The pricing strategy is different for both traditional and online stores.





Traditional retailers set their prices based on the number of visitors to the store, the average cost of purchase, the number of transactions completed and the cost of renting the premises. Online stores also take into account the number of purchases, and they can also estimate the speed of delivery¹⁹. Security is a major concern of e-commerce in both developed and developing countries. E-commerce security protects sites and customers from unauthorized access and data use. The types of threats include: malicious code, malicious software (adware, spyware), phishing, hacking, and cyber vandalism.

On the one hand, e-commerce information services help create new jobs thanks to the necessary software developments and digital products. On the other hand, the emergence of Internet stores also leads to job losses. The sectors most likely to lose jobs include markets, postal services and travel agencies. The development of electronic commerce also creates new jobs that require highly skilled professionals to manage large volumes of data, customer needs and production processes. They cannot be occupied by employees who do not have high technical skills. Electronic commerce technologies reduce transaction costs, which allows both producers and consumers to work without intermediaries. This is achieved by expanding the search for the best price offers and group purchases. The success of e-commerce at the city and regional level depends on how local businesses and consumers accept e-commerce²¹. However, in e-commerce there is no direct contact between people and customers. Customers are also concerned about the security of online transactions and tend to stick with retailers they already know²². We will consider the principles of e-commerce on the example of ordering goods in an online store. In this case, the following sequence is followed: the first step - the buyer browsing the online catalog decides to choose a product. His computer or mobile device interacts with the store's server through a browser.

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