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**ASSESSMENT OF THE LEVEL OF THE ORGANIZATION OF  
MARKETING ACTIVITIES OF THE ENTERPRISES OF THE POLESK  
REGION**

The article discusses the results of a study of the level of organization of marketing activities of enterprises in the Polesie region. The results obtained are of practical importance and can be used by business representatives and regional authorities to improve marketing activities at the level of enterprises and the region.

*Key words: marketing, marketing activities, efficiency.*

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**Danilova S.V.**

**STATISTICS: RUSSIAN EDUCATION IN FIGURES**

The article provides a statistical analysis of the functioning of the higher education system in the Russian Federation. Statistical indicators are selected based on the scientific interests of the author and the objectives of the study. They fully reflect the issues of the functioning of the industry. A number of indicators, especially the indicators of the population census, the remuneration of university staff, the graduation of specialists in the sectors of the economy, are of undoubted scientific interest. In addition to statistics, the article presents the problems of education in the Russian Federation at the present stage.

*Key words: market, educational services, universities, statistics, paid education, budget funds, competitiveness.*

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**Isaev R.O.**

## **THE DIALOGICAL NATURE OF TRUST IN INTERNATIONAL RELATIONS**

The article examines the phenomenon of trust as a key element in the existence and functioning of the sphere of international relations. The content of the conceptual fields (sets) of institutions of trust and international relations, criteria and possible scenarios of their intersection are described.

*Key words: trust, international relations, politics, dialogue.*

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**Komarova I.S.**

## **OBJECTIVE AND SUBJECTIVE CAUSES OF CORRUPTION DEVELOPMENT IN ADMINISTRATIVE AND ECONOMIC ACTIVITIES OF STATE INSTITUTIONS**

The article analyzes the relationship between the development of corruption in the placement of government orders and the absence of a regulated assessment of the effectiveness of the use of budget funds, and also identifies the main indicators of corruption among officials.

*Key words: official, corruption, indicators of corruption.*

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**Maleeva T.V., Mishcheryakov E.S.**

## **METHODS FOR CLASSIFICATION OF CAPITAL CONSTRUCTION OBJECTS IN TERRITORIAL PLANNING**

The article discusses methods for classifying capital construction objects. An integrated approach to the classification of capital construction objects is proposed, which will allow taking into account objects that have a significant impact on the development of regions.

*Key words: territorial planning, capital construction objects, property, classification of objects.*

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**Martyshkin S.A.**

**UNIONS OF STATES AS AN EARLY FORM OF TERRITORIAL  
STRUCTURE: HISTORICAL AND MANAGEMENT ASPECT**

The article is devoted to the topical topic of research of models and forms of the territorial structure of states. The main attention is paid to the historical and managerial aspect of this issue. The thesis is presented that the early forms of statehood in antiquity necessarily passed the stage of confederation. The regularities of the transformation of a confederation into a centralized empire are shown on the example of the states of the East, Greece, Rome in antiquity.

*Key words: confederation, federation, unitary state, territorial structure of the state, union of states.*

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**INSTRUMENTS AND METHODS FOR MANAGING THE FORMATION  
AND IMPLEMENTATION OF THE STRATEGY FOR SUSTAINABLE  
DEVELOPMENT OF THE REGION**

The article examines the management functions of the region's industry from the standpoint of the tools and methods of managing each of them, based on the general principles of managing the regional system of the economy. New methods and tools for managing the implementation of the strategy for sustainable development of the region are proposed.

*Key words: economy, region, strategies, functions, concept, resources, planning.*

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***FINANCE, CASH CIRCULATION AND CREDIT***

**Kosmagambetova S.T.**

## **ESSENCE OF FINANCIAL AND CREDIT INSTRUMENTS IN INNOVATION ACTIVITIES**

The article reveals the essence of financial and credit instruments for innovation; reflects the relationship between the market and the capital market as an element of the innovation process that stimulates the state's innovation policy.

*Key words: innovation activity, efficiency, budget financing, investment project.*

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**Lopukh Yu.I., Novik T.V., Pankovets I.A., Sergejuk V.S.**

## **INTEGRATION OF BANKING SYSTEMS OF RUSSIA AND BELARUS: MONETARY AND FINANCIAL BACKGROUND**

This article is devoted to the development of interbank cooperation between the Russian Federation and the Republic of Belarus within the framework of the southern state. The monetary and financial prerequisites for the integration of the banking systems of Russia and Belarus are considered, as well as a comparative analysis of their banking systems.

*Key words: integration, banking system, payment union, union state.*

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## **MANAGEMENT**

**Anpilov S.M.**

## **FORMATION OF METHODOLOGICAL TOOLS FOR MANAGING SUSTAINABLE DEVELOPMENT OF A CONSTRUCTION ENTERPRISE**

The paper presents a methodological toolkit for managing the development of a building complex enterprise in modern conditions of doing business.

*Key words: enterprise, development, sustainable development, financial stability, matrix analysis, construction industry.*

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**Vizgalina A.A.**

### **RELEVANCE OF FORMATION AND IMPLEMENTATION OF THE STRATEGIC ANALYSIS SYSTEM IN THE REGIONAL GOVERNANCE SYSTEM**

The article discusses the need to modernize the management systems of the region. As a solution to the identified problem, a general algorithm for risk management in the region was proposed and a system of strategic analysis at the regional level was developed.

*Key words: management, regional management system, risk management, risk management in the region.*

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### **PROBLEMS OF ORGANIZING THE COMPANY'S RISK MANAGEMENT SYSTEM AS AN EFFECTIVE MECHANISM OF REDUCING ITS FINANCIAL RISKS**

The article provides information on building a corporate risk management system as a mechanism for reducing financial risks. Attention is drawn to the fact that the risk management program (regulations) should become the basis for the functioning of the corporate risk management system. An algorithm for constructing a financial risk management system is considered.

*Key words: uncertainty, financial risk, risk management, classification of financial risks.*

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**Ermolina L.V., Silyutin V.I.**

## **MEANINGS OF ORGANIZATIONAL ACTIVITIES AND ITS ELEMENTS**

The article reveals the meaning of organizational activity and its elements, which is an important and relevant managerial task in research, management of activities, improvements and changes. The relevance of the topic is determined by an insufficiently clear understanding of activity, the substitution of the essence of activity by types of activity. To reveal the meaning of organizational activity, a pair of fundamental processes is used - differentiation and integration. Understanding the essence of organizational activity and its components will assist managers and researchers in building adequate methods and algorithms for their work.

*Key words: organizational activity, socio-system, de-objectification, objectification, integration, differentiation.*

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**Kapitonov S.V., Tyukavkin N.M.**

## **DEVELOPMENT OF AN ORGANIZATIONAL AND ECONOMIC MECHANISM FOR SUSTAINABLE DEVELOPMENT OF THE INDUSTRY WITH THE USE OF A SYSTEM OF BASIC ECONOMIC INDICATORS**

The article discusses the issues of improving the organizational and economic strategic development of the industrial complex of Russia at the present stage. It is proposed to use industrial clusters as a development mechanism. In addition, the analysis of indicators for assessing industrial clusters was carried out.

*Key words: strategy, mechanism, sustainable development, industry, economics, efficiency.*

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**Katkov E.V.**

## **MANAGEMENT STRATEGY FOR INNOVATIVE DEVELOPMENT OF ECONOMIC-PRODUCTION STRUCTURES**

The article has developed theoretical and methodological provisions, tools, practical recommendations for the formation of strategies for managing the innovative development of economic and industrial structures.

*Key words: innovative economic and production structures, strategy, enterprise.*

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**Sorochaikin A.N.**

## **METHODS FOR ASSESSING THE COMPONENTS OF THE INFORMATION AND KNOWLEDGE POTENTIAL OF THE ENTERPRISE**

The paper presents methods for assessing various components of quality and efficiency of information and knowledge processes of an enterprise.

*Key words: information and knowledge resources, assessment methods, potential, efficiency, enterprise.*

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**Fursov S.V.**

## **STRATEGIC MANAGEMENT OF AN INDUSTRIAL ENTERPRISE**

The article reveals the specifics of the environment of industrial enterprises and reveals the space-time characteristics of the tools for its research. The factors influencing the effectiveness of strategic management of industrial enterprises are determined and substantiated and its specific features, as well as organizational and economic preconditions for the direction of improving state regulation of entrepreneurial activity in the production sphere, are revealed.

*Key words: industrial enterprise, assessment, strategy, risk, production.*

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**ECONOMY**

**Kulakova I. S.**

### **DEVELOPMENT OF AN INTEGRAL INDICATOR FOR EVALUATING THE FINANCIAL STATE OF A FERROUS METALLURGY ENTERPRISE**

The article discusses the method of integral assessment of the financial condition of a ferrous metallurgy enterprise, which allows characterizing the general state of its solvency and financial stability.

*Key words: industrial enterprise, ferrous metallurgy, solvency, crisis, financial stability.*

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**Logua R.A., Stefanova N.A., Shamgidarova D.G.**

### **IMPACT OF REAL AND FINANCIAL INVESTMENTS ON THE RUSSIAN ECONOMY**

The article defines the concept of "investment", provides their classification. The role of investments in optimizing the economic development of Russia is considered. The need to create conditions that will effectively influence the growth of investments in the country is affirmed.

*Key words: investments, economic development of the country, state policy and regulation in the field of investments.*

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**Shchetilova T.V.**

### **ASSESSMENT OF GLOBAL IMBALANCES IN THE DEVELOPMENT OF MACROECONOMIC SYSTEMS**

The article defines the definitions "imbalance", "internal and external rebalancing". The risks of a slowdown in economic growth, an increase in uncertainty in the fiscal sphere, and an increase in the spread of secondary effects on the real



economy are identified. Global imbalances, in particular global supply and demand, are estimated. Recommendations are given regarding internal and external rebalancing.

*Key words: global imbalances, risks of economic development, internal and external rebalancing.*

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## **PERSONNEL MANAGEMENT**

**Ivanenko L.V., Kogdin A.A.**

### **PROBLEMS OF FUNCTIONING OF MODERN INFORMATION TECHNOLOGIES IN PERSONNEL MANAGEMENT**

The article deals with the problem of information technologies used in personnel management of an organization on the example of the introduction of electronic document management systems. The problems of the functioning of the EDMS are identified, recommendations are given for their elimination, an approximate path of development of such systems is proposed.

*Key words: personnel management, personnel management, electronic document management system, reporting.*

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**Ivanenko L.V., Panina E.S.**

### **REGULARITIES OF DETERMINING THE MAIN PARAMETERS OF THE ORGANIZATION'S COMPENSATION POLICY**

The article substantiates the need to create an effective compensation policy for the organization, since for the effective functioning of the Russian management system, such factors as increasing the efficiency and productivity of labor, improving the quality of work and developing the creative initiative of personnel are currently gaining priority. It is noted that the compensation system in Russian

companies as part of the personnel management system is the most in demand today.

*Key words: personnel management, compensation policy, labor market, wages.*

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**Shishkina E.S., Sazhin I.A., Ivanenko L.V.**

### **THE IMPACT OF THE CRISIS ON THE FOREIGN YOUTH LABOR MARKET**

The paper presents the impact of the global economic crisis on the foreign labor market of youth. The analysis of the current situation based on statistical data has been carried out.

*Key words: personnel management, youth labor market, wages, economically active population, unemployment.*

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**Panina E.S.**

### **LABOR CONFLICTS AT THE ENTERPRISES**

The article deals with the concept of a labor conflict; its definition is given based on various points of view of specialists. The essence of the labor conflict is revealed, methods of preventing it at enterprises are proposed.

*Key words: personnel management, labor conflict, enterprise personnel, conflict resolution.*

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