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REGIONAL AND SECTORAL ECONOMY

Development of a business plan for the “FarEast.tour” platform project – a digital constructor of smart tourism in the Far East

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The definition of tourism as one of the key sectors of the economy has not lost its relevance for many years. The article examines the prerequisites for the implementation of modern technologies of tourism activities in the Far East and the development of a digital constructor for smart tourism, the components of which will subsequently become tourist resources throughout the Russian Federation. The result of the work is an economic and financial justification for the business plan for creating the “FarEast.tour” platform as a regional stage in the implementation of the design of an all-Russian platform for “smart” independent tourism - the RossTour platform. Traditional business planning methods were used: UNIDO, KPMG, as well as a process approach, IDEF0 methodology. The elements of organizational, marketing, financial plans, the implementation plan for the project of the FarEast.tour platform, its resource sources and risks are presented. Elements of organizational, marketing, financial plans, project implementation plan, its resource sources and risks are presented. The practical significance of the development lies in the formation of a modern brand of “smart” independent tourism in the Far East. The direction of further research is the creation of a holistic tool with the help of which integration with other tourist destinations in Russia will be possible.

Keywords: *digitalization of tourism, regional model, integral performance indicators.*

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Innovation as a tool for the development of regional economic systems

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The article discusses the development of an innovative economy, which is becoming an integral characteristic of the Russian economy. In the modern economy, innovation manifests itself not only as a powerful strategic tool, but also as the most stable and, in a certain sense, inexhaustible component of the productive forces. At the same time, innovative activity is the most important component of the development of any society as a whole, the main source of expanded reproduction. New trends in economic development force us to look for new approaches to the formation of socio-economic systems, the search for sources of competitive advantages, as well as maintaining these advantages over competitors.

Keywords: *innovation, innovative development, competitiveness, competitive advantages, spatial economics.*

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Research on technology life cycle models

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The article studies life cycle models. The possibility of using these models to assess and predict the development of the life cycle of technologies is considered. The features of the use of the S-shaped curve for technology forecasting in the ProTechnologies program based on the analytics of scientific publications and patents are noted.

Keywords: *technology, life cycle of technology, S-curve, life cycle model, technology forecasting, technology assessment.*

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Digital technology adoption in hospitality industry

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The article is dedicated to the adoption of digital technologies in hospitality industry. Digital novelties and innovations currently are the major driver for the development for the industry and affect the efficiency of management in hospitality businesses. The article provides references and cases where digital transformation leads to qualitative changes in the hospitality service level, customer loyalty and transparency of business processes.

Keywords: *hospitality industry, digital transformation, digital technology, loyalty program, personnel management, trends and innovations, food service industry, hoteliers, mobile applications.*

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Internal control of doubtful accounts receivable

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The article examines internal control procedures of accounts receivable in order to prevent an occurrence of bad debts.

The aim of the work is to review approaches used for the organization of internal control of accounts receivable to ensure that all receivables were collected in a timely manner.

Novelty of research consists in the development of internal control tools for more effective receivables management.

Keywords: *internal control, doubtful accounts receivable.*

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Organizational and economic mechanism for supporting responsible investment in agriculture

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The author in the presented article emphasizes the decisive role of the state in the formation of an organizational and economic mechanism to support responsible investment in agriculture, in accordance with which tax support measures are proposed. Algorithms have been developed for comparing the positive and negative consequences (benefits and losses) of responsible green and social investment at the macro and micro levels. New factors and variables determining the dynamics of the country's agricultural development in the context of responsible investment have been identified. The calculation of the factor model of responsible investment growth has been formed. Prerequisites have been created for the implementation of forecast calculations of agricultural production growth, depending on the available information base.

Keywords: *organizational and economic mechanism, state support, agriculture, responsible investment, ESG, investment multiplier.*

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Opportunities and risks of using artificial intelligence in the Russian construction complex

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The article analyzes the possibilities and risks of using artificial intelligence in the construction complex of modern Russia. The thesis about the accelerated development and growth of the global and Russian artificial intelligence (AI) market is substantiated. It has been determined that the integration of software developers is a key direction in the development of the IT solutions sector for the construction industry. The key areas of application of AI in the construction industry are presented, including: building information modeling; traffic flow management using the Internet of things; monitoring processes on a construction site in real time; ensuring the safety of construction work; increasing labor productivity. The risks of using AI solutions related to the state of information security and limited investment in this area of activity have been identified. The need to increase the level of competence of specialists in the construction complex on the basis of continuous training and intensification of interactions between construction companies, start-ups, enterprises of related and auxiliary industries is substantiated.

Keywords: *construction complex; artificial intelligence; information modeling technologies; Internet of Things; big data; professional competencies.*

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Environmental liabilities as an object of accounting: the concept and main classification criteria

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The development of the concept of sustainable development requires increased attention to the environmental aspects of companies' activities. The object of accounting characterizing the environmental responsibility of a business within the framework of corporate reporting is environmental liabilities. The article examines the concept of “environmental liabilities”, as well as approaches to the classification of environmental obligations. Based on the study of existing opinions of scientists, as well as the analysis of the requirements of accounting standards of various accounting systems (IFRS, US GAAP, RAS), the article proposes an interpretation of the concept of “environmental liabilities”. The systematized classification features of environmental liabilities for accounting purposes are presented. The analysis made it possible to formulate conclusions about the expediency of developing a conceptual framework for environmental liabilities at the level of regulatory legal accounting acts.

Keywords: *environmental liabilities, corporate reporting, classification of environmental liabilities.*

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Organizational and economic mechanism for ensuring the development of cross-border transport clusters in border regions

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The article improves the organizational and economic mechanism for ensuring regional development based on the creation of a conceptual approach to the formation of cross-border transport clusters, which ensures systematic motivated interaction of all key participants in the process of socio-economic development of regions, an increase in the number of new and jobs, an increase in investment resources, and an expansion of the tax base. An algorithm has been developed for the implementation of an organizational and economic mechanism to determine the effectiveness of cross-border transport clusters on the example of the border regions of the Russian Federation. The use of the proposed algorithm will create favorable conditions for increasing the resource potential of cluster formations and fully realize their strategic goals and objectives.

Keywords: *regional economy, cross-border transport cluster, conceptual approach, organizational and economic mechanism, synergetic effect.*

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Formation of new models of universities in the Russian regions as a tool for preventing threats to economic security

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The article examines the process of transformation of universities and substantiates the thesis about increasing their role in ensuring the economic security of Russian regions and the state as a whole; the attributive features of the knowledge society are presented and the expanded composition of the functions of universities at the present stage of economic development is formulated; an analysis of the evolution of universities was carried out and the content of new models of higher education organizations was revealed; an analysis of the goals and objectives of the strategic academic leadership program “Priority 2030” is presented; the influence of universities on the state of economic, social and technological processes in the region of location has been identified; a conclusion is drawn about the growing role of universities in neutralizing threats to technological sovereignty in the context of transforming knowledge into a factor of economic growth.

Keywords: *knowledge society; new university models; region where the university is located; security threats; competitive advantages; training of highly qualified personnel.*

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Tools and mechanisms for evaluating the effectiveness of budget expenditures and the use of budget funds

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Efficient spending of budget funds is one of the most important tasks of the government of any state, including Russia. Various tools and mechanisms are used to solve this problem. The article discusses the tools and mechanisms that make it possible to assess the effectiveness of budget expenditures. The article focuses on the implementation of the process of conducting budget reviews, government assignments, government programs and budget monitoring of budget spending. The shortcomings of the existing system of monitoring and evaluating the effectiveness of budget expenditures are highlighted, which require amendments to existing legislative and regulatory acts regulating the budget process and control over budget spending. The article presents the development of a system for the use of tools and mechanisms for evaluating the effective use of budget funds, in which the following tools are highlighted: budget reviews, budget monitoring, state programs and government assignments, legislative and regulatory acts regulating the budget process and bodies monitoring the expenditure of budget funds are presented as mechanisms. The purpose of the study is to review the tools and mechanisms for the effectiveness of budget funds and budget expenditures. To achieve the goal, the following tasks were identified and solved: - an overview of the tools currently used and a description of them from the point of view of legislative acts and author's approaches was carried out; problems of the tools used to assess the effectiveness of budget expenditures were identified; directions for the development of tools for evaluating the effectiveness of budget expenditures at the regional level were proposed. The conducted research can be reflected in the part of making changes and developing methodological guidelines for evaluating the effectiveness of budget expenditures at all levels of government. The theoretical and methodological significance of the research topic lies in the systematization of tools and mechanisms for the effectiveness of budget spending, the identification of factors influencing their application in government agencies at all levels of government. The application of the proposed amendments to legislative and regulatory acts is of practical importance.

Keywords: *budget expenditures, cost effectiveness, budget review, budget monitoring, government assignment, government programs, control, tools, mechanisms.*

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The Federal project “The Older Generation” of the healthcare sector providing services to the elderly: an integrated assessment, problematic issues and recommendations for their solution

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The scientific article is devoted to the economics and management of health services provided to elderly citizens during the implementation of the Federal project “The Older Generation”. The study is relevant because, at the current stage of development, the economy and management of the healthcare sector is characterized by insufficient financial support for this area and a shortage of specialists providing services to the elderly, taking into account the growing number of people over 65 years of age and, in this regard, the increasing burden on the healthcare sector and social protection of the population. In accordance with the scientific problem, the purpose of the study was formulated, which is aimed at studying the implementation of the Federal project “The Older Generation” by the healthcare sector providing services to persons over 65 years of age.

The purpose of the research is to study the implementation of the Federal project “The Older Generation” by the healthcare sector providing services to persons over 65 years of age, its integral assessment. To achieve this goal, it is necessary to implement the following tasks: to consider various aspects of the implementation of the Federal project “The Older Generation” by the healthcare sector providing services to persons over 65 years of age, to conduct an integrated assessment of its implementation, to identify problematic issues in the implementation of the Federal project “The Older Generation” by the healthcare sector providing services to persons over 60 years of age, to make recommendations on to improve the management of healthcare organizations in the provision of services to persons over 65 years of age.

The object of scientific work is healthcare organizations that provide services to people over 65 years of age within the framework of the Federal project “The Older Generation”. The methodological basis of the scientific article was the systematization of economic information, general scientific research methods, methods of economic and statistical analysis. The theoretical significance of the scientific work consists in a comprehensive study of the state of the healthcare sector providing services to persons over 65 years of age as part of the implementation of the Federal project “The Older Generation”. The obtained results of the scientific article complement the existing theoretical and practical developments in this field of research, allow us to form a scientific component of the development of healthcare organizations providing services to persons over 60 years of age.

The practical significance of the scientific work lies in the fact that the proposed recommendations for

the development of the economy and management of healthcare organizations providing services to persons over 65 years of age will increase the efficiency of the healthcare sector, which will lead to an increase in satisfaction of recipients of services, persons over 60 years of age, with their quality and accessibility.

Keywords: *service, healthcare, geriatrics, gerontology, the elderly, management, financial support, recipients of services, integrated assessment, specialists, performance.*

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Diagnostics of economic security of the Tambov region

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It is strategically important for Russia to increase the effectiveness of the existing regional mechanism for ensuring economic security, aimed at preventing and neutralizing dangers that pose a threat to the sustainable socio-economic development of the region. The article proposes the author's methodology for diagnosing the economic security of a territory, based on assessing its static and dynamic components by comparing key indicators with a threshold value and calculating the integral indicator for each of the parameters of the economic security of the region and in aggregate. The Tambov region was chosen as the diagnostic object. The materials presented in the annual statistical collection "Regions of Russia. Socio-economic indicators". Using methods of comparative, economic and statistical analysis, an interpretation of the calculated indicators was carried out, allowing us to assess the level of economic security of the Tambov region, which is characterized by a pre-crisis state, consisting in the instability of individual indicators of the economic security of the region and indicating the need for a number of measures to improve it.

Keywords: *economic security of the region, indicators of economic security, diagnostics of economic security, threshold levels, level of economic security.*

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Features of cash analysis of a development company

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The article discusses the analysis of the cash flow statement, types of cash and flow analysis. The composition of the report itself and the specifics of determining the value added tax in this report are given. The procedure for analyzing the cash flow statement is also considered, and during its consideration it is applied to the example of a construction company. Horizontal, vertical and coefficient analyses were carried out. The efficiency coefficient of net cash flows, the liquidity coefficient, the coefficient of self-financing of investment activities, the coefficient of self-service payments, the coefficient of solvency were calculated. And according to the results of the entire analysis, the features of the cash flows of development companies have been identified.

Keywords: *cash flow statement, cash flow analysis, cash, cash flows, types of cash flow transaction.*

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Ways to attract venture capital investments in startups in order to increase their competitiveness in current conditions

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This article discusses venture financing of startups, analyzes ways to attract venture capital investments in the development of projects as an important step in increasing competitiveness in the market. The result of this article is practical recommendations for company owners, which aspects are most relevant and in demand for investors and which current realities of the Russian market are the main ones.

Keywords: *small enterprises, increasing competitiveness, venture funding, innovation, planning tools, startups, strategy.*

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Evolution of views about urban planning as an instrument for restructuring the space of a historical city

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The article examines the process of formation of modern urban planning tools and proves the need to use these tools in order to develop management system of a historical city; the features of the historical city are determined; an analysis of the evolution of ideas about the tools for designing urban space was carried out and alternative interpretations of urban planning were identified; the need to improve urban planning tools is substantiated, taking into account the experience of strategic and territorial planning; a conclusion was made about the need to restructure the space of historical cities to solve the problems of intensifying entrepreneurial and innovative activities and to improve the quality of life of the population.

Keywords: *historical city, urbanization, urban planning, urban space, urban planning, development strategy of a historical city.*

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Priority directions for the development of single-industry towns

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In the current conditions of development of the Russian economy, single-industry municipalities or single-industry towns are vulnerable to factors such as economic instability, social disintegration and urban impoverishment. Developing strategies and approaches to promote their development and diversification is essential to ensuring the sustainability and prosperity of such cities.

Keywords: *single-industry town, small business, sustainable development.*

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Quality of housing and communal services as an economic category

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The article considers the main problems related to quality in the housing and communal services (HCS) industry. The task is set to analyse the influence of federal, regional and municipal legislative acts on the quality of housing and communal services (HCS), as well as to determine the real changes of quality in this sphere. But the author also considers it important, necessary to involve the population in the knowledge of their relations with the housing and communal sphere. In this part, the Ministry of Construction of Russia has well indicated its position, which by its order № 17/pr in January 2017 approved comprehensive measures aimed at informing citizens about their rights and obligations in the sphere of housing and communal services and the implementation of the priority project «Housing and Urban Environment».

The serious question concerning the balance of interests of resource supplying organisations, management companies, owners of housing and communal buildings is considered, and also the real efficiency of the State Housing Inspectorate of the Tver Region and the municipal authorities influencing the quality of housing and communal services is shown.

Keywords: *quality, housing and communal services, management, control, legislative acts, economy.*

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Mathematical model for assessing the effectiveness of development of transportation and logistics systems

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Currently, logistics processes are a priority and necessary object for analysis, as they allow you to effectively manage an economic entity; increase its competitive advantages; allow you to achieve a high level of system flexibility; contribute to strategic coordination, planning and control over the use of logistics capacities in the spheres of production and circulation, which in turn affects the sustainable development of any business entity.

Keywords: *mathematical model; transport and logistics systems; economic relations; financing; efficiency mark.*

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Training of “lean technologies” of internal clients using the example of the committee on industrial policy, innovation and trade of St. Petersburg

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This article analyzes the experience of conducting training on tools for introducing lean technologies in the Committee on industrial policy, innovation and trade of St. Petersburg.

The basic principles of activities for training in the use of coastal management technologies are given. Training is carried out by a specially created structural unit – the reengineering department.

Keywords: *motivation, kaizen, 7 types of losses, training in process optimization, efficient region, reengineering, process factory, business game.*

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Theoretical aspects of competitiveness and its features in the creative economy

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The article examines approaches to the definition of the term “competitiveness”, reviews the concepts of “enterprise competitiveness” and “product competitiveness” with the establishment of characteristic elements, puts forward the idea of the relationship between the scope and competitiveness in terms of growth reserves, in particular, the creative economy is considered.

In this regard, the analysis of related factors is carried out, the components are compared and compared depending on economic relations.

As a result, the authors have formed a view on the availability of an innovative approach and human capital as integral components of increasing the competitiveness of organizations in the field of creative economy.

Keywords: *competition, competitiveness, competitiveness factors, creative economy, human capital, innovation.*

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The mechanism for forming the reactive power payment system

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The paper analyzes the current situation in reactive power regulation, substantiates the need to pay for reactive power compensation services (RP). Based on the results of the analysis of the operating modes of power plants and compensating devices in the modes of generation / absorption of RM, the main items of production costs necessary for the formation of an effective system of payment for RM are determined, the costs of implementing regulation in all possible ways, which are currently not compensated by consumers. For turbogenerators of power plants (PP), a grouping of costs for RP compensation is proposed in accordance with the operating modes of turbogenerators: costs for maintaining equipment in readiness for work on RM compensation, production costs directly related to the RP generation/absorption modes, costs associated with the lost profit of PP for possible generation of active power and electrical energy, as well as the costs associated with ensuring the reliability of the power system. Based on the systematization of the results obtained in the course of the study, a mechanism for the formation of a RP payment system is proposed, taking into account the technical and economic features of the joint operation of various RP compensation tools (regulation of RP by turbine generators of PP, compensating devices of PP and networks, optimization of operating modes of power lines, stimulation of night consumption) as part of the energy system. The result of the developed mechanism is proposals for payment of RP based on the existing model of the electricity and capacity market.

Keywords: *reactive power market, electricity market, power market, system services market, reactive power compensation technologies, generation costs.*

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Retrospective statistical analysis of Russian construction industry development

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A significant amount of data on the commissioning of capacities of various types in Russia has been collected for a retrospective analysis of construction activities over the past decades. The most significant events and features of the development of the construction industry over a long period have been identified and described.

Keywords: *capacity commissioning, time series, dynamics, retrospective analysis, construction.*

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Study of the influence of socio-economic factors on the dilution rate in the regions of Russia

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In Russia, over the past 30 years, there has been a significant approximation of the number of divorces to the number of marriages, respectively, the identification of the main factors affecting the number of divorces is one of the main tasks of demography and population statistics. This was the reason for the law of the study aimed at identifying the relationship of socio-economic indicators with the dilution rate. The results revealed the patterns of development of the process both in Russia as a whole and in the subjects of the country in particular.

Keywords: *dilution factor, divorce, dynamics, structure, relationships, statistics.*

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Digital assistants for university teaching

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The modern education system is undergoing a significant transformation under the influence of digital services, which are developing at high speed and penetrating into the professional sphere and into the everyday processes of human life. The educational sphere, as a mirror of the development of society, is experiencing changes within which both advantages arise in the form of new opportunities and disadvantages that are expressed in the emergence of barriers for users. The article provides an overview of the types of digital assistants developing in the education system as a response to the need to reduce user barriers. A theoretical review of the development of approaches to the system of digital assistants allows us to present a classification spectrum of technological approaches to the use of mechanical systems for smoothing impacts and coaching in professional activities.

Keywords: *digital assistants, digital mobility, digital barriers, robotic assistants, digital services.*

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Industry venture funds in the structure of the import substitution policy of the Russian Federation

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In order to most effectively solve the problems of import substitution and setting up venture financing mechanisms for individual branches of the real sector in conditions of geopolitical tension, it is necessary to intensify the process of launching of industry venture funds and their integration into the state import substitution program. The technological multiformity of the Russian economy and the current global trend towards the widespread introduction of automatic control systems are prerequisites for the organization of industry venture funds in the Russian Federation. It seems that in the long-term horizon, they could have become the determining source of financing for companies specializing in the development of domestic engineering solutions for the purpose of their further diffusion into the national economy system, requiring replication of the products of basis innovations of the new techno-economic paradigm.

Keywords: *venture capital market, industry venture funds, import substitution, world investment trends.*

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Features of accounting for import transactions

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Task. The intensification of trade operations outside the national borders actualizes the organization of accounting for the foreign economic activity of business entities. In this regard, the article discusses the features of accounting for import operations. Particular attention is paid to the choice of functional currency and the methodology of recalculating reporting. A separate emphasis is placed on the formalization of the algorithm for the formation of information of analytical and synthetic accounting of import operations. The approach to the grouping of primary documents was also formulated.

Conclusions. The need for the ongoing activities of the country's economic entities in the organization of foreign economic activity, in particular the facts of economic life in imports, has been proven.

Practical use. The obtained research data can be used by economic entities to analyze the impact of various import methods on the effectiveness of their business activity.

Keywords: *import, operations, accounting, currency, register, reporting.*

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FINANCE

Building a risk-based model of state digital financial control

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Digitalization is being implemented everywhere in the spheres of human activity and the state as a whole. The article examines the impact of digitalization on the activities of the Treasury of Russia, as well as the model of public procurement in the context of digitalization.

Keywords: *treasury, digital transformation, digitalization, public financial management, public financial control, mixed model, public procurement.*

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Topical issues of investment risk management in modern conditions

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The article deals with topical issues of investment risk management in modern conditions. The essence of the concepts of risk, uncertainty, investment risk is disclosed. Effective methods of minimizing the investment risk and depending on the object of investment chosen by the investor are considered. The problems of managing certain types of investment risk at the present stage, associated with the introduction of restrictive measures against a number of Russian companies, including the banking sector, are analyzed. The authors of the article proposed some measures to solve this problem.

Keywords: *risk, investment, investment risk, risk management, economics.*

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WORLD ECONOMY

Energy cooperation between Russia and China and its role in the development of the Asia-pacific region

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The work examines the strengthening of Russian-Chinese cooperation in the energy sector: the dynamics of growth in energy trade turnover is presented, current tensions are highlighted, directions and projects for qualitatively deepening bilateral cooperation for the coming decades are formulated. The authors place special emphasis on the strategic importance of this cooperation not only for Russia and China, but also for the Asia-Pacific region, the sustainable development of which is an integral part of the stable development of the entire world economy.

Keywords: *energy sector, Russia, China, Asia-Pacific region, cooperation, trade turnover.*

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MANAGEMENT

Mechanism for implementing public-private partnerships taking into account risk management tools of various types

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The article examines the mechanism of public-private partnership implementation based on risk management tools of various types. The main threats that arise at different stages of the implementation of the relationship between federal agencies and business structures are highlighted. A review of scientific and practical information was made, and author's recommendations were given.

Keywords: *risk, entrepreneurship, power, minimization, partnership.*

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Innovative potential of interaction between the state and business

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The article explores the specifics of the cooperation among the public and businessmen from the viewpoint of the implementation of the innovative capacity. The structure of innovation is highlighted as a tool for ensuring competitiveness, as well as the relationship between government and the business environment. The main nuances that help the full-fledged formation of innovative potential are highlighted. The review of practical and scientific-theoretical information is made, the author's conclusions are given.

Keywords: *innovation, center, foundation, support, investment, financing.*

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Innovations usage for improving the quality of professional football club transfer activities

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The article is dedicated to the consideration of various directions of innovations implementation into the transfer activities of professional football clubs. For this purpose, transfer activities of PFC's was divided into several main components, and for each of the components the main goals were identified, because these goals should be the reason for innovative instruments implementation. Next, for each of the areas, relevant innovative technologies were presented, their essence was described and potential effects for the transfer activities of a professional football club were identified. This analysis made it possible to understand the role and prospects of using various innovative mechanisms in the transfer activities of football clubs and to understand further opportunities for developing the practice of implementing innovative projects in this area.

Keywords: *innovations, transfers, football industry innovations, football management.*

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Aspects of regional development of relations between government and business

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The study highlights the importance of PPP as one of the instruments of cooperation, and presents aspects of the regional development of the relationship between government and business.

Keywords: *partnership, mechanism, government, business, tool.*

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Tools for monitoring the relationship between government authorities and business

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The article examines the tools for controlling the relationship between public authorities and business. The subject of the analysis is the use of government digital platforms as an innovative way to modernize relations between business structures, the state and society. The advantages of their implementation in the field of solving socially important tasks are highlighted, and proposals for further development and implementation in all sectors of the country's economic structure are formulated.

Keywords: *platform, system, service, business, municipality.*

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Models of relationship between government authorities and business

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The paper investigates the models of the relationship between public authorities and business. The factors of investment potential as the main tool for the economic climate growth. A rating of the leading subjects in terms of cooperation between business and government has been compiled. The conclusion is made about the impact of the dialogue between entrepreneurship and federal structures on investment attractiveness.

Keywords: *investments, rating, model, partnership, region.*

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Substitute and complementary strategies of non-profit organizations

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Strategic interactions between organizations in the non-profit sector are built on the principles of complementarity or substitution. When complementary strategies dominate, organizations behave like partners and cooperate. With substitution strategies, non-profit organizations compete with each other. The article, within the framework of game theory, analyzes the conditions for effective competition - competition-cooperation, i.e. combinations of “competition-cooperation” strategies in the activities of individual non-profit organizations or their union

Target. Conducting a comparative analysis of the effectiveness of strategic interaction between organizations in the non-profit sector

Tasks: 1. Develop basic options for gaming interactions for organizations in the non-profit sector; 2. Propose a set of strategies to achieve the optimal outcome, as a mission achievement, for a non-profit organization; 3. Identify the conditions that impede the achievement of optimal outcomes in the activities of organizations in the non-profit sector.

Methodology. Research methodology within the framework of modern game theory and the Nash-Dixit theory of strategic behavior.

Results: 1. Basic options for strategic interactions between non-profit organizations can be presented in the form of four types of games: a cooperative game or a complementary interaction strategy, a prisoner's dilemma in complementary interaction strategies, an asymmetric game in substitutive interaction strategies, the game “Wild Market”; 2. In Russian practice, in the interaction of organizations of the non-profit sector, substitutive strategies dominate and non-cooperative games are often played, which reduces the social efficiency of the non-profit sector as a whole; 3. Maximum social efficiency is achieved with a ratio of 70 to 30, i.e. In 70 percent of interactions, non-profit organizations should use complementary strategies, and only 30 percent - substitutive ones; 4. State policy to stimulate cooperation between non-profit organizations has a positive effect on the equilibrium “competition-cooperation” ratio in the non-profit sector of the economy.

Keywords: *social efficiency, game theory, complementary strategy, substitutive strategy, equilibrium outcome.*

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Directions and factors for increasing the efficiency of corporate management processes of a transport company in the context of digitalization

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The article establishes the factors that determine the specifics of modern corporate management activities, and identifies the features of conventional and digital formats for organizing the management of a transport company. The directions for increasing the efficiency of corporate management processes using digitalization tools are substantiated. The results of the study can be used by business entities in the transport industry and government authorities when developing the main directions of state policy in the fields of transport and digital development of various sectors of the Russian economy.

Keywords: *control system, management, transport, digitalization, effect, competitive environment, specifics, factors.*

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Acceleration programs, business angels and crowdfunding as forms for commercialization of startup projects

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The article analyzes current acceleration programs implemented by large domestic companies. The features and regulatory regulation of crowdfunding platforms as a modern form of commercialization of entrepreneurial solutions are considered. The author also emphasizes the importance of developing capital attraction in startup projects through business angels, whose role today is extremely low..

Keywords: *accelerator, acceleration program, crowdfunding, business angel.*

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