

CONTRIBUTION OF SMALL AND MEDIUM SIZED ENTERPRISES IN DEVELOPMENT OF AGRIBUSINESS OF SERBIAN REPUBLIC

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Abstract: The economic development of Serbian republic is more and more connected with development of small and medium sized enterprises, which represent one of the main bases of Serbian economy. The economic potential of agriculture imposes the need of analyzing the condition in area of small and medium sized entrepreneurship which should be the carrier of future development of agribusiness.

By ranging and grouping of Serbian republic municipalities (by discrimination and cluster analysis) according to level of development of small and medium sized entrepreneurship in agriculture, the clear view is got in current state of regional development of this agricultural sector as the possibilities of future development.

By development of small and medium sized enterprises in agriculture it is possible to achieve strategic goals of Serbian republic agro development and for realization of these goals it is necessary to ensure the stable economic ambient, appropriate pre conditions as measures of support which will be stimulating for development of agribusiness.

Key words: small and medium sized enterprises, agricultural production, agribusiness, regional development, measures of support, discrimination and cluster analysis.

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Introduction

Small and medium sized enterprises represent the main source of employment and provide resources in the most developed countries in world. In countries of European Union the small and medium sized enterprises count approximately 99% of all enterprises, they employ two thirds of total number of employees in private sector and provide 60% of total gross domestic product of European Union.

The economic condition of Serbian republic is still unfavorable. The volume of production is at very low level, i.e. it is only the half of volume that was achieved in 1989. Purchasing power of citizens is approximately ten times lower than in European Union, which shows the need for involving important changes in business environment of small and medium enterprises and they should be the engine for economic development of Serbian republic. Moving and increasing of economic activity and decreasing of unemployment rate will depend on level of SME sector development, and that is the reason why this sector should be the focal point of economic policy of Serbian republic.

The agriculture is economic branch which has special meaning for Serbian republic economy because it provides 20% of gross domestic product and possesses realistic possibilities for increasing the volume of production and processing of agricultural products. One of the most important segments of Serbian republic economy is agribusiness, because it is area of production and processing of agricultural – food products, and creates many inputs necessary for agricultural production. The important role, in supporting of economic development, increasing of employment rate, increasing of foreign exchange currencies, as also in accelerating regional development, has small and medium sized enterprises, which should be the carrier of strategic goals' realization.

The analysis of regional SME's development in Serbian republic and its agriculture, as also the proposals for improvement of existing state, are the subjects of this research.

The analysis of regional development of small and medium sized entrepreneurship in area of agriculture has the great meaning because it shows the current state of development level of this economic sector, and secondly it serves as direction for further investments that could contribute towards faster economic development of undeveloped municipalities in Serbian republic, as also to much more uniformed regional development.

In compliance with analysis of role and importance of small and medium sized enterprises in agricultural development, it is possible to confirm priorities and directions of small and medium sized enterprises' development in agribusiness. The objective of this research is to show all factors which influence on creation of sustainable, export orientated and international competitive sector of small and medium sized enterprises in agribusiness. The proposal of conception for development of small and medium sized enterprises in agribusiness, as also the proposal of measures for support of above mentioned development, are also set goals of research.

Material and Methods

The data about small and medium sized enterprises got by Republic bureau for statistics of Serbian republic were used during this paper. The sector of small and medium sized enterprises is not adequately comprised by official statistic evidence. There is no qualitative, precise and current data on business activities and results of this sector of production, so the author used final reports of enterprises got by Republic bureau for statistics. The total number of Serbian municipalities was 161 without Kosovo and Metohija. For the three years period, from 2003 to 2005, the following showers are observed: total income, assets, turnovers, loss, income, number of employees and number of enterprises. By this analysis all small and medium sized enterprises are grouped according to municipalities and especially small and medium sized enterprises which are dealing with agricultural production.

Aiming at real state in sector of small and medium entrepreneurship in area of agricultural production the following methods were used:

1. descriptive statistics
2. discrimination analyses
3. cluster analyses

For establishing rang list (chronological classification) of municipalities according to the grade of development of small and medium enterprises in agriculture, and on the base of chosen group characteristics, the discrimination analysis is used, or in other words the Ivanovic's distance which is expressed by following equation

$$d_{ij} = I(P_i, P_j) = \sum_{r=1}^k \frac{|X_{ir} - X_{jr}|}{\delta_i} \prod_{j=1}^{i-1} (1 - r_{ij;1,2\dots j-1})$$

and following $r_{ij}, 1, 2 \dots i-1$ are coefficients of partial correlation between x_i and x_j ($i < j$).

The cluster analysis is done when there was intention to confirm groupings of municipalities in Serbia according to the grade of small and medium sized enterprises' development in agriculture. Grouping of Serbian municipalities was done in SPSS statistic package in compliance with chosen showers of small and medium sized enterprises' development in agriculture.

According to formed matrix of data (161x7) it is formed the matrix of sizes' vicinity (161x161), and for the measure of distance the Euclid's distance is taken

$$d_{ij} = \sqrt{\sum_{k=1}^p (x_{ik} - x_{jk})^2}$$

After the matrix of distance was formed between municipalities by the method of average linking, grouping of municipalities into clusters is done.

$$D(O_i, O_j) = \frac{d_{ij}}{n_i \cdot n_j}$$

The graphic picture of hierarchy structure of Serbian municipalities is got by application of Euclid's distance and by method of average linking, i.e. the picture on which the municipalities are grouped into clusters.

Results and Discussion

One of the basic conditions of economic development, as also the development of entrepreneurship, is stable business environment. Because of previously mentioned, it is very important to overview the current environment of small and medium sized enterprises in Serbia. Realistic level of gross domestic product in 2005 was 60% of level in 1990. Total industrial production has been increasing according to average annual rate of 1.3%. Level of industrial production in 2005 was 45.2% of production level in 1990.

Started reforms are characteristic for Serbia, as the country is in transition, high rate of unemployment, unfinished privatization and other problems of development, which is in direct link with low level of development of total economy, as also of the small and medium sized entrepreneurship's sector. Firstly, the dynamics of enterprises' number and

number of employees was observed in period of 2003 to 2005, so it could be possible to overview level of development of small and medium sized entrepreneurship in Serbia.

Tab. 1. – The basic indicators of economic movements (growth rates in %)

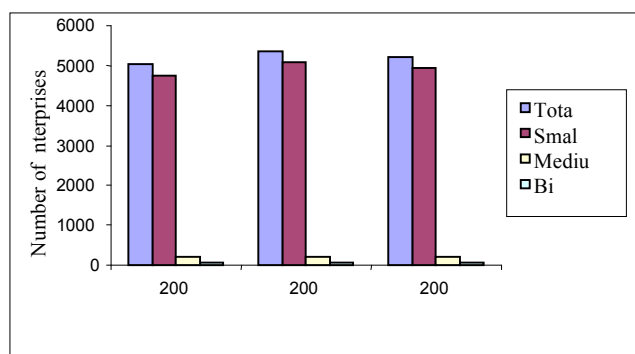
Showers	Years					Period 2001-2005
	2001	2002	2003	2004	2005	
1. GDP realistic increase	4.8	4.2	2.5	8.4	6.2	5.2
2. retail prices (end of year)	40.7	14.8	7.8	13.7	17.7	18.4
3. number of employees	0.2	-1.7	-1.2	0.5	0.9	-0.3
4. net incomes (realistic increase)	16.5	29.9	13.6	10.1	6.4	15.0
5. Productivity	4.6	6.0	3.7	7.9	5.3	5.5

Tab. 2. – Number of enterprises in period of 2003 to 2005

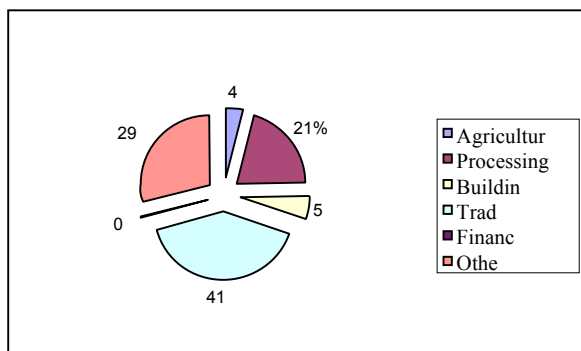
Year	Total		Agriculture	
	Number	%	Number	%
2003	50223	100,00	1929	100,00
2004	53675	106.87	2077	107.67
2005	52176	103.89	1968	102.02

95% of total number was taken by small enterprises, 4% was dedicated to medium enterprises, and 1% was for big enterprises.

Graph. 1. – Number of enterprises in period of 2003 to 2005



Graph. 2. – Participation of economic activities in total number of enterprises in 2003



Tab. 3. – The structure of enterprises' number according to their size in 2003 (%)

Type of enterprises	Agriculture	Processing industry	Building	Trade	Finance	Other
small	86.47	89.06	93.09	97.41	96.55	95.48
medium	10.52	7.64	5.38	2.24	3.45	3.53
big	3.01	3.30	1.53	0.35	0.00	0.09
total	100.00	100.00	100.00	100.00	100.00	100.00

In agricultural sector the distribution of all enterprises is as following: 86.47% are small sized enterprises, 10.52% are medium sized enterprises and 3.01% are the big enterprises. In agricultural sector most of enterprises are medium sized which is difference according to other economic activities.

Tab. 4. – Dynamics of employees' number in observed period

Year	Total		Agriculture	
	Number	%	Number	%
2003	1279221	100.00	66608	100.00
2004	1196833	93.56	61155	91.81
2005	1131343	88.44	54242	81.43

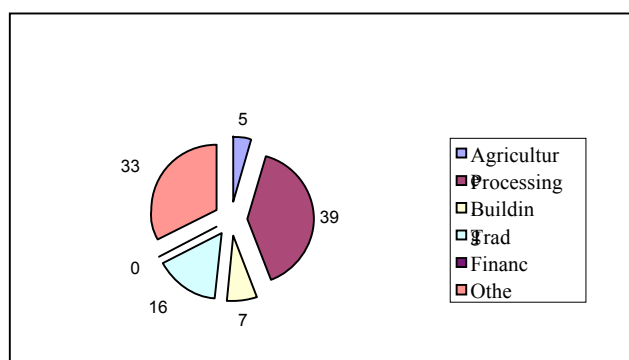
The agriculture was represented in total number of employees with:
 – in 2003 with 5.21%

- in 2004 with 5.11%
- in 2005 with 4.79%

Tab. 5. – Number of employees in agricultural enterprises in period from 2003 to 2005

Year	Total		Agriculture	
	Number	%	Number	%
2003	1279221	100.00	66608	100.00
2004	1196833	93.56	61155	91.81
2005	1131343	88.44	54242	81.43

Graph. 3. – Participation of employees according to economic activities



DISCRIMINATION ANALYSIS

Ranging of Serbian municipalities according to showers of successful running of business in area of small and medium sized enterprises was done in compliance with discrimination analysis. For the mark of development and ranging of municipalities, showers that have complementary character were taken and in compliance with common observation marking of developmental grade of every municipality was done. By I- distance the ranging of municipalities in Serbia according to developmental grade was done in area of agricultural small and medium sized enterprises. For the three years period from 2003 to 2005 following showers are observed.

Tab. 6. – Descriptive statistics

Showers	Minimum value	Maximum value	Arithmetic average	Standard deviation	Coefficient of variation (%)
Total income (X_1) (000) din	0.00	7428894.72	733412.65	1264407.56	172.40
Assets (X_2) (000) din	0.00	7178982.45	827233.16	1247096.62	150.75
Turnover means (X_3) (000) din	0.00	4250959.54	353972.74	613685.25	173.37
Loss (X_4) (000) din	0.00	359945.00	47292.59	67845.81	143.46
Total income(X_5) (000) din	0.00	338792.00	17761.60	40444.69	227.71
Number of employees (X_6)	0.00	3570.67	376.28	567.47	150.81
Number of enterprises (X_7)	0.00	114.00	12.34	13.82	111.99

There is necessity to determine the characteristic with the greatest importance, and that was done when the I-distance was used. The leading characteristic was income, and following characteristics are grouped according to following correlation matrix.

Tab. 7. – Correlation matrix

	X_1	X_2	X_3	X_4	X_5	X_6	X_7
X_1	1.000						
X_2	0.858	1.000					
X_3	0.981	0.867	1.000				
X_4	0.469	0.664	0.487	1.000			
X_5	0.829	0.687	0.867	0.335	1.000		
X_6	0.893	0.904	0.880	0.574	0.654	1.000	
X_7	0.752	0.560	0.714	0.401	0.642	0.616	1.000

It is possible to bring many conclusions based on formed rang list of municipalities. 61 municipalities, in other words 37.89% in Serbia are above the confirmed average, while 100 municipalities, actually 62.11% under the average. The maximal confirmed value of I-distance is 10.89 and average value of I-distance is 0.9312 at the level of republic, which is 8.55% of max possible value. The fact is that the average value is low and 100 municipalities in Serbia are under that line. That is the shower of very poor

state of small and medium sized entrepreneurship in Serbia. The Pancevo municipality is the first at rang list and has 8.91 of I-distance which is the 81.82% of the distance's maximum. The second is the town Novi Sad with distance of 60.38% of maximum value, and the third is Sombor municipality which has distance value lower than 50% (45.08%) of maximum. Further, the most municipalities of Vojvodina have almost the average of I-distance value, than bigger towns in Central Serbia (Smederevo, Cacak, Sabac, Krusevac etc.) and some Belgrade's municipalities (Palilula, Zemun, Stari grad, Vozdovac etc.). At the end of rang list most of municipalities are from south and east Serbia, and the last are Medvedja municipality and Crna Trava municipality which don't have any registrated agricultural small and medium enterprises.

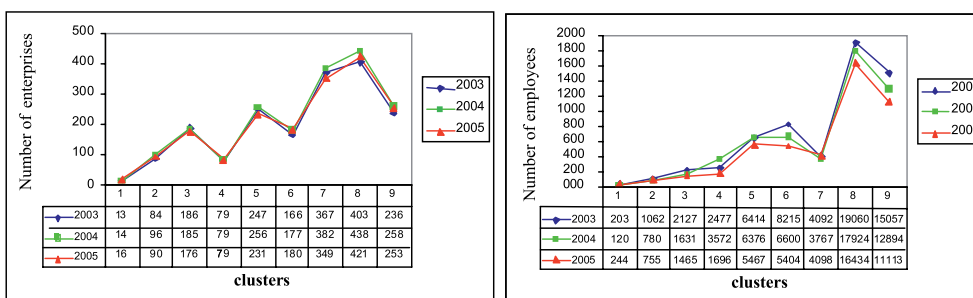
CLUSTER ANALYSIS

The task of cluster analysis is to group elements of system in particular groups (clusters) in which the elements should have common high grade of "natural association" and in the same time be "relatively far" from each other. Grouping of municipalities in Serbia according to their grade of development in sector of agricultural small and medium sized enterprises gave following results:

- municipalities in Serbia are grouped in nine clusters, four municipalities are out of any cluster and they are Pancevo, Novi Sad, Paliluala and Lajkovac.
- First cluster has 16 municipalities, second cluster has 25 municipalities, third cluster has 23 municipalities, fourth cluster has 15 municipalities, fifth cluster has 19 municipalities, sixth cluster has 18, seventh cluster has 14, eighth has 20 municipalities grouped in three sub groups (sub group A has seven municipalities, sub group B has nine municipalities and sub group C has four municipalities) and ninth cluster has seven municipalities.
- The first seven clusters contain 130 municipalities, i.e. 80.75% of total number of municipalities, and performance of these clusters in observed showers is much lower (from 30 to 38%). Municipalities grouped in eighth and ninth clusters and four municipalities that don't belong to any cluster (total number of 31 municipalities, i.e. 19.25%) participate in every of observed showers with more than 60%, and with 42% in total number of enterprises.

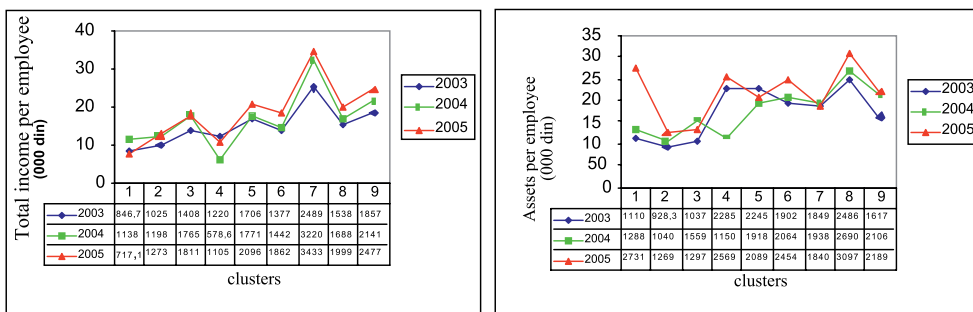
- Movement of enterprises' number according to individual clusters in observed period recorded light increase in 2004 opposite to 2003, and than light decrease in 2005 in second, fifth, seventh, eighth and ninth cluster. Constant increase is present in first and sixth cluster, and constant decrease in third, and average state in fourth cluster. The number of employees has been decreasing except in first, fourth and seventh cluster.

Graph. 4. – Number of enterprises and employees per clusters



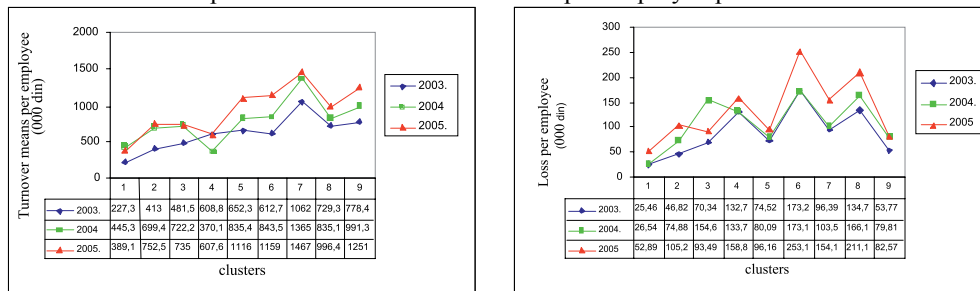
- The total income per employee has been increasing in observed period in individual clusters except in first and fourth cluster, and assets per employee have been increasing annually except in third and fifth cluster.

Graph. 5. - Total income and assets per employee per cluster



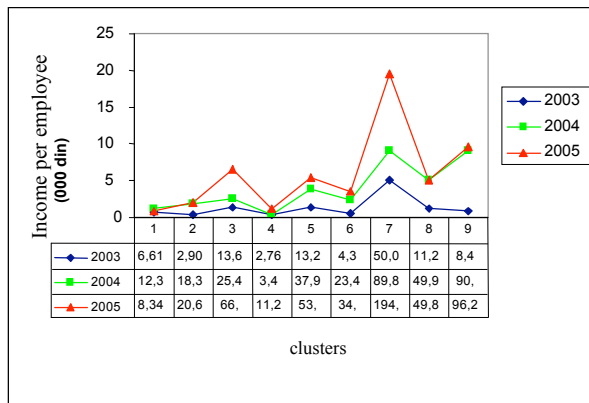
- Employed turnover means in observed period had tendency to be increased except in first and fourth cluster, and loss per employee has increased from year to year in all cluster except in third one.

Graph 6. – Turnover means and loss per employee per cluster



- Income per employee also has tendency to be increased in observed period except in first cluster where the realized income is lower per employee in 2005 than in 2004.

Graph 7. – Income per employee per cluster



The results of this analysis were not expected and they have just confirmed fact of not equal development of small and medium sized entrepreneurship at the territory of Serbian republic.

First fact that can be noticed is the difference between development of Vojvodina’s municipalities and municipalities from area of south Serbia. The biggest concentration of small and medium sized enterprises from agricultural sector is established in big town municipalities (Pancevo, Novi

Sad, Subotica, Palilula etc.), which can be explained by the fact that these municipalities are settled in areas where there is abundance of favorable conditions for agricultural production. That area is settled on intersection of main roads and it is limited by four borders of Bosnia, Croatia, Hungary and Romania. The water way in this area is very developed. Three huge rivers Dunav, Sava and Tisa are floating and also there is system of channels Dunav-Tisa-Dunav. Favorable water way is advantageous for agricultural products' presentation, so it is normal to find area with very developed and big market for realization of achieved production. The main characteristic of this area is that private sector has long tradition, so municipalities have experience in supporting private investments. You can notice service providers' offices at these areas as better presentation of necessary information, so this influences on development of small and medium sized entrepreneurship in area of agriculture.

The group of municipalities from north and central Serbia can be also represented as very developed in area of small and medium sized entrepreneurship and they represent big economic centers in their areas as following: Sabac, Cacak, Valjevo, Kragujevac, Krusevac, Kraljevo etc. These areas are in favor of cattle breeding and production, fruit production, vegetable production, and their assortment is in favor of consumers which are settled in big towns. The infrastructure is less developed than in previously mentioned municipalities, but is better than others in central Serbia. They are not adequately supplied by information, their service providers' offices have low activity and the market is limited, and result is this level of development of small and medium sized entrepreneurship in this group of municipalities.

And third group is consisted of municipalities settled at areas of east, west and south Serbia. These areas have vary versatile landscape and mostly without developed infrastructure, poor organization of service providers' offices in republic and unfavorable age structure of citizens. South parts of Serbia are the most undeveloped in republic, with many of moorlands, poor organization of agricultural production, not organized market, poor educational and age structure, which results in very low level of development in area of agricultural small and medium sized entrepreneurship.

To support development of small and medium sized entrepreneurship it is necessary to ensure adequate pre conditions which will be stimulating for development of this economic sector.

- Institutional pre conditions of SME development through adequate state institutions
- Legal framework is very important pre condition.
- Improvement of work quality and efficacy of public services.
- New mechanisms for easier flow of foreign investments in SME
- Development of skills and capability management
- Application of modern information and communication technologies.
- Grouping in business associations and establishing chamber for SME

Development of small and medium sized enterprises could contribute to development of agriculture and villages, and their activities would be based on following principles (Novkovic, 1999).

- Enterprises should have production character
- Production should be based on existing raw materials and comparative values
- Production of products which will be stimulating for import, will increase export and will satisfy domestic markets
- Production for the needs of food processing industry and other economic branches
- High quality of product which are produced by traditional technologies

Agricultural production is very versatile and gives great possibilities for various activities which could be the base for small and medium sized enterprises.

Perspective of organic agriculture development is extraordinary because of advantage natural conditions and non contaminated environment, as also of engaging of unemployed.

- Production and processing of fruit (raspberry, strawberry, blackberry, blueberry etc.)
- Wild fruits (wild strawberry, blackberry, blueberry, dog rose etc.)
- Production of essential oils
- Production and processing of medical plants and dried fruit
- Production, adequate packaging and assortment of core fruit

Organic production in cattle breeding, with very favorable conditions, gives product of high quality which can represent very important export potential (free cattle breeding).

- Milk and milky products of high quality (especially kajmak)
- Beef

- Traditional products (ham and smoked ham from various kinds of meat, kulen and various types of sausages)
- Production and processing of fish and fish products
- Spreading of poultry production
- Sheep production and processing of sheep products

Production and processing of crops' products

- Corn production
- Soyabean production
- Ecological package and energy bases (remains of crops)
- Production of bio ethanol for gas

Production and processing of vegetable products

- Processing of organic produced vegetable into juices and children's foods
- Production of vegetables in glass houses and plastic houses by using geothermal springs
- Freezing, packing and storing of various kinds of vegetables
- Final products of vegetables and dried vegetables
- Production, final work and packing of seeds' and seedlings' materials

Profitable program could be production of honey, mushrooms, flowers and ornamental plants, small agricultural mechanization, ecological packages etc.

Development of small and medium sized enterprises and entrepreneurship should be supported by various measures to get wanted results and important progress in following areas:

- Legal framework
- Favorable and faster starting of business (start ups)
- Improvement of on line approach
- Tax system
- Increasing of knowledge level and capability in small and medium sized enterprises
- Improvement of statistical monitoring system and researching of SME sector
- Building of institutions for non financial support to SME and development of non financial services.

Conclusion

– The experience of the most developed world's economies confirms necessity and importance of small and medium sized enterprises which give contribution to decreasing the number of unemployment and increase of life standard

– State in Serbian republic economy is still very unfavorable and claims starting and increasing of economic activity and decreasing of unemployment rate, which will depend on privatization and restructuring of economy and also on level of development in area of small and medium sized entrepreneurship

– Special importance for Serbian economy has agriculture because it possesses unused economic potential which should be used in next period

– Serbia is country in transition with many started reforms, unfinished privatization, high rate of unemployment and many other problems and these influence on development of small and medium sized entrepreneurship

– By discrimination analysis the ranging of municipalities according their SME development is done, and results show on unequal regional development in area of agricultural small and medium sized enterprises. The top of this list is reserved for municipalities from Vojvodina, and after these the towns of central Serbia, and at the end municipalities from east and south Serbia.

– Nine clusters are grouped by cluster analysis. Eighth and ninth clusters are formed by municipalities from Vojvodina and some of Belgrade's municipalities, and the level of development of these municipalities is much more than the others from central Serbia, especially from south and east of Serbia.

– According to analyses done in this research it is possible to conclude that development of SME sector is very low in not enough developed areas of our country which are in the same time rural.

– To support development of small and medium sized enterprises in agribusiness it is necessary to ensure appropriate pre conditions which will be stimulating for development of this economic sector

– Small and medium sized enterprises should be the important carrier of agribusiness development because of favorable conditions

– By various measures it should support development of small and medium sized enterprises' development with a goal to get wanted results or to use optimum of agro resources, increasing of production volume, creating of stable food market, increasing of agricultural – food products' export and

realization of integral agro, rural and regional development which are strategic goals of Serbian republic.

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DOPRINOS MALIH I SREDNJIH PREDUZEĆA RAZVOJU
AGROBIZNISA REPUBLIKE SRBIJE

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Re z i m e

Istraživanje koje je realizovano izradom ove disertacije podrazumevalo je sveobuhvatnu naučnu analizu problema malih i srednjih preduzeća u agrobiznisu, koja je u našoj literaturi relativno slabo obrađena. Na osnovu prikupljenih statističkih podataka i predložene metodologije koja je korišćena pri izradi doktorske disertacije potvrđene su polazne hipoteze od kojih se pošlo pri izradi disertacije i ostvareni postavljeni ciljevi istraživanja. Rezultati ovih istraživanja koji su proizašli iz postavljenih hipoteza predstavljaju neosporan i vredan doprinos ovog rada koji se ogleda u sledećem:

- Produblivanje teorijskih saznanja o ulozi i značaju malih i srednjih preduzeća u ekonomiji jedne države,
- Proširenju saznanja o dosadašnjem nivou razvijenosti malog i srednjeg preduzetništva u oblasti poljoprivrede u Republici Srbiji,
- Sagledavanju nivoa razvijenosti malog i srednjeg preduzetništva u oblasti poljoprivredne proizvodnje po opštinama u Republici Srbiji,
- Brži razvoj malih i srednjih preduzeća u oblasti agrobiznisa značajno bi doprineo razvoju nerazvijenih područja čime bi se stvorili uslovi za ravnomerniji regionalni razvoj,
- Mogućim pravcima i oblicima razvoja malih i srednjih preduzeća u agrobiznisu i
- Predlozima mera podrške kojima država treba da stimuliše razvoj malog i srednjeg preduzetništva u našim uslovima.

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dr Slobodan Ceranić, dr Radojka Maletić, dr Nebojša Novković, dr Dragić Živković i dr Zoran Rajić.