



Possibilities Of Using Consulting and Case Methods in Business Education

Radjabov Sardor bakhtiyarovich

Economic sciences doctor of philosophy (phd) in education , independent researcher at the national institute of educational pedagogy named after qori niazi, Uzbekistan

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Abstract: The article discusses issues related to the development of students' interest in entrepreneurship through the use of consulting and case methods in business pedagogy. also impart knowledge about entrepreneurship, educate students' entrepreneurial spirit, sense of responsibility, social activity; activity: students are shown how to implement real business projects through practical exercises.

Keywords: Entrepreneurship, ability, business pedagogy, social activity, competence, business projects.

Introduction: The purpose of business pedagogy - to increase interest in entrepreneurship among schoolchildren, to form the first knowledge, skills and competencies of entrepreneurship, to teach them economic literacy , and to develop skills and competencies to implement their own business projects in independent life. In other words, the main task of business pedagogy is to form business competencies in students and prepare them for economic stability through entrepreneurship education at school .

Business pedagogy is a new, modern branch of pedagogy. It is aimed at the personal development of students, the formation of their social and economic competencies. Concepts such as “education”, “upbringing”, “activity” in the discipline of pedagogy are also important in business pedagogy. That is, education: providing knowledge about entrepreneurship (for example, business planning, marketing, financial literacy); upbringing: instilling in students an entrepreneurial spirit, a sense of responsibility, and social activism; activity: creating opportunities for students to implement real business projects through practical exercises.

The main goal of the modern general secondary education system is the formation of students' competencies. Therefore, the following competencies are of particular importance in business pedagogy: cognitive competencies, i.e. acquisition of theoretical knowledge about business; practical competencies - implementation of real business projects; social competences - effective work in relationships, working in a team; personal competencies - creativity, decision-making, sense of responsibility, etc.

One of the methods for developing such competencies is business consulting. In this case, a business teacher conducts a face-to-face conversation with parents. Asks them questions. Analyzes their answers and gives appropriate advice. This method can be shown on the example of business pedagogical consulting on one of the existing pedagogical telegram channels.

The main part. Business pedagogical consulting.

Parents ask me all kinds of questions. Recently, a young parent asked, "Our son is in 3rd grade. We want him to be rich and an entrepreneur in the future. What can we do? How can we teach him?"

I have prepared this recommendation to be useful to everyone:

Your child studies in one of grades 1-4. Do you want him to be rich and successful in the future?

Did you say yes? Initially try these 3 methods.

1. Let him decide for himself! – Teach him to think and make decisions for himself. For example, "Plan your own activities for today" or "How do you think you can make money?"

2. Teach how to use money correctly! - Teach how to save and invest while shopping in the store. There are various small games for this. For example, if he collects 10,000 soums in a week, you double it!

3. Teach him to think like an entrepreneur! – Ask him: "How can you create something that will benefit people?" A child who starts thinking like this will become an entrepreneur tomorrow!

If this conversation ends here, middle and high school students will not be covered. Therefore, the business teacher continues the topic in the Telegram channel as follows:

"Do you want your child, a 5-8 grade student, to become an entrepreneur?"

Then :

1. Teach him to think and decide for himself! a teenager does not know how to think independently and make the right decisions, when he grows up he will be dependent on the opinions of others. That is why he teach him to think and make his own decision.

Questions:

- What do you do if your friend asks you to do something you do n't like?

- Do you trust your emotions or your reason when making decisions ?

- When you have a proposal, how do you explain it to others ?

2. Learn how to manage money properly!

A teenager should learn to save, plan, and spend money wisely. This will make him financially literate in the future.

Questions:

- If you had 100,000 soums, how would you use it?

- How can you save money to buy something more expensive?

- Have you thought of ways to earn money?

3. Like a businessman learn to think!

Everyone has the ability to do something better than others. Show your child how to find that ability within themselves.

Questions:

- What do you do better than others? How can this benefit people?

- Currently In the future, what kind of work can you become a master of?

- If you had the opportunity to make money teaching others what you do best, what would you do?

Business pedagogical consulting - multimodal innovation. Therefore, it can be a new methodological model of business pedagogy at all levels from grade 1 to grade 11. Therefore, a differential approach is taken for grades 9-11:

Do you want your 9-11 grader to become an entrepreneur and successful? In it :

1. Teach independent decision making!

Everyone has to make important decisions in their life. If this skill is not developed from a young age, a person will be indecisive, unstable, and unsuccessful as an adult.

Questions:

what would you base your decision on to accept or reject it?

- How do you defend your opinion if someone opposes your decision?

- Is it right to say, "Don't make a mistake", and to make a decision based on your own experience? Why?

2. Learn how to manage money properly!

Your child is graduating from school. Life is unimaginable without financial literacy. Telephone, electricity, people. If you learn how to deal with money now, just like you learned how to deal with money, you won't regret it. You won't go bankrupt.

Questions:

- To you every month if you were given 500,000 soums, how would you use it?
- Is it important to know how to save and use money? Tell me.
- What are some ways to earn money while studying?

3. Develop entrepreneurial and creative thinking!

is the key to success. It is necessary to think in new ways, identify opportunities and use them.

Questions:

- You. How can you benefit people?
- What do you plan to do to become an excellent specialist in your chosen field?
- After graduation, what business direction will you choose? Why?

"Don't say, 'My child is still young. It's too early for this.' Speak up! His ideas will surprise you. That's for sure".

School business pedagogy provides not only economic knowledge, but also students will learn entrepreneurial skills in life. Thus, the formation of entrepreneurial skills from school age will help them grow into independent and creative thinkers, economically literate individuals in the future. For this purpose, the "Business Pedagogical Cases" method can be used. Below are some examples collected during our research:

Cases.

1 case. Why did Humayun rent out his skateboard? (October 2024).

The mother of Humayun from Chirchik tells the story: Our son Humayun turned 13. He does some things, we are amazed. He has 2 skates. He has learned to skate very well. His classmate Yusuf also loves to skate. He said, "Sell me one of your skates." Humayun said, "No, they are precious to me, I won't sell them". But I won't spare you. I will give you one for a month. one for rent I will give. Second on a skateboard and to you myself I will teach. In exchange, you will pay my 1 month's bus fare you pay "Have we come? They started".

Father: "To your friend so?" What do you want?" he said. His mother said, "What do you want?" you can do it, your time useless. Humayun said so if he cares, from his skates, if he doesn't teach, from his friend were separated. He is gold mediocrity found.

So So, Yusuf enjoyed 1 month as flew. From Humayun

to fly studied. Humayun entrepreneurship did. The road 300,000 soums given to rent (ATTO). his/her next to is staying Yusuf too Happy, Humayun both happy 2 cases.

How did Bilal learn basketball?

a 14-year-old from Samarkand, started attending a basketball club with his friend Akbar. The club's monthly fee is 520,000 soums. Akbar would teach Bilal new tricks he had learned every day. On days when the club wasn't there, he would practice on the court himself. Bilal became interested.

How did Bilal handle the matter?

He told Akbar: "Akbar. You are great at basketball. If you teach someone what you know, you will be even better. Teach me". Akbar agreed. When Akbar practiced on the court, he also went. Now Akbar shows Bilal what he learned and teaches him. His parents found out about this and said that you should join the basketball club there too. They said that they would pay for it. Bilal said: "Give me half of this money. I will learn independently and hard". His parents agreed. The more Akbar taught him, the more his skills improved. To be honest, Akbar is now (March 2025) the No. 1 player on the school team. Bilal learned basketball in 2 months. The club money stays with him. Based on the agreement with his parents, 260,000 soums goes into his pocket every month.

Your thoughts maybe Bilal in computer games. He's walking. No. He's walking. with Akbar video, photo of training, learning to their parents sending stood up.

3 cases.

Behruz, a 12-year-old businessman.

Behruz from Tashkent became interested in playing the guitar. His grandmother against came out "Our generation did not produce an artist. A fireplace playing guitar on the street and making money? Shame. us ashamed " Don't do it", he said.

Behrouz own in the word hard "I got up", clothes need No. Take a guitar. "Give me one", he said. He found a guitar in an online store. His mother with for 1 million soums sell. The seller said, "He's a young boy, he's interested", and gave him a guitar case, gift. It was a joke.

The guitar is at home. Now him to play to study need Music has a circle. But 1 month old the fee is 700-850,000 soums. His parents said, "You're not going to be a guitarist anyway". That's it the money in vain no "We won't do it", they said. With that talk It's over. Behrouz thought. Found it. "I'm from the Internet I will learn", he said. Playing the guitar 6 months from YouTube himself accustomed took. Now he is 16 years

old. School playing guitar at events It's up. Now his/her interests has changed. He is a linguist wants to be. Uzbek, Russian, English their languages perfect knows To foreigners Uzbek language teacher training center wants to open .

Conclusion

Methodological foundations of business pedagogy rely on many disciplines, such as pedagogy, psychology, economics and technological innovation. Its purpose is to form entrepreneurial competencies in students, to teach them economic literacy and to prepare them for independent business activities. These foundations, in turn, serve to improve the modern education system, develop entrepreneurial spirit in young people, and contribute to economic development in society.

A study of the state of the methodology for developing entrepreneurial skills in students in general secondary educational institutions has shown that economic literacy is one of the main elements of school business pedagogy. It includes topics such as teaching students how to work with money, budgeting, analyzing the benefits and costs of investments, and understanding the tax system. Economic literacy forms the knowledge and skills necessary for entrepreneurial activity. For this purpose, business pedagogy creates its own methodological base.

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