

which invisible and intangible. For any consulting company to win the competition it is necessary to understand the core business directions and products as well as main directions of consulting industry functioning.

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## RESEARCH OF ECONOMIC AND TRADE COOPERATION BETWEEN CHINA AND BELARUS

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Currently, economic relations between China and the Republic of Belarus are actively developing, but there are also a number of problems. In the article the prospects for expanding cooperation between China and Belarus and the problems slowing down this process are researched.

**Keywords:** economic and trade cooperation; «Silk Road Economic Belt»; China-Belarus Industrial Park; perspectives; challenges.

## ИССЛЕДОВАНИЕ ЭКОНОМИЧЕСКОГО И ТОРГОВОГО СОТРУДНИЧЕСТВА МЕЖДУ КИТАЕМ И БЕЛАРУСЬЮ

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В настоящее время экономические отношения между Китаем и Республикой Беларусь активно развиваются, но есть и ряд проблем. В статье исследуются перспективы расширения сотрудничества между Китаем и Беларусью и проблемы, замедляющие этот процесс.

**Ключевые слова:** торгово-экономическое сотрудничество; «Экономический пояс Шелкового пути»; Китайско-Белорусский индустриальный парк; перспективы; вызовы.

Since the establishment of diplomatic relations between China and Belarus, the economic and trade cooperation between our countries has continued to develop. The total volume of import and export trade between the two countries has increased significantly, the mutual investment between China and Belarus has increased significantly, and the number of Sino-Belarus joint ventures has continued to increase (table 1).

For China, deepening economic and trade cooperation with Belarus will help open up the European market, promote Chinese enterprises to «go global», and also contribute to the construction of the «Silk Road Economic Belt». For Belarus, Belarus hopes to attract foreign investment. At the same time, foreign markets for Belarusian companies will be expanded. However, China-Belarus economic and trade cooperation still faces some challenges, and the potential of bilateral economic and trade cooperation needs to be further tapped. The main challenges

are, for example, the differences in the foreign economy between China and Belarus, the difficulties in the high-quality development of the China-Belarus Industrial Park, etc. In order to effectively solve these problems, China and Belarus should give full play to the government's macro-control functions and market autonomy, properly deal with risks based on the principle of win-win cooperation, inclusiveness and mutual learning, and realize the rapid development of bilateral economic and trade cooperation. The economic and trade cooperation between China and Belarus is analyzed through the research on the historical development process of China-Belarus economic and trade cooperation, the current situation of economic and trade cooperation and the existing restrictive factors, and reasonable suggestions are put forward for the problems existing in China-Belarus cooperation. An in-depth analysis of the socio-economic impact of China-Belarus economic and trade cooperation on China and Belarus will also be conducted.

*Table 1 – The main Indicators of China and Belarus economic relations [1]*

<b>Indicator</b>	<b>2017</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>
Export of Goods, millions dollars USA	361,5	481,9	673,3	748,2
Import of Goods, millions US dollars	2 745,3	3 158,2	3 807,6	3 708,9
Share in the Export of the Republic of Belarus, %	1,2	1,4	2,0	2,6
Share in the Import of the Republic of Belarus, %	8,0	8,2	9,6	11,3
Inflow of foreign investments into the real sector of the economy, millions of US dollars	271,9	339,9	162,2	101,7
% to total	2,8	3,1	1,6	1,2
The number of organizations with Chinese capital in the authorized funds	-	126	151	157

From the analysis of the historical development process, the most important thing should be the development of the import and export trade related business between China and Belarus. The total volume and scale of import and export trade shows the development level of economic and trade cooperation between the two countries. The second is the development process of China-Belarus mutual investment business in recent years. Investment is also an important manifestation of the development of economic and trade cooperation [2]. At the same time, the laws and policies designated by China and Belarus also have an unignorable impact on the economic and trade cooperation between the two countries, promoting the deepening of the economic and trade cooperation between the two countries.

From the analysis of the current situation of economic and trade cooperation between the two countries, in order to its deepen, the two countries have jointly invested and carried out a number of major projects; since 2014, the two countries have decided to cooperate in the construction of the Silk Road Economic Belt. Playing an important role in the Belt and Road Initiative, Belarus is a node of European logistics and transportation, which can connect the two major consumer markets of the Eurasian Economic Union and the European Union. Our countries proposed the joint construction of the China-Belarus Industrial Park project. The China-Belarus Industrial Park is an important demonstration park of my country's "Belt and Road" initiative, and it is also the largest investment attraction project in Belarus. The China-Belarus Industrial Park is also the most successful practice of economic and trade cooperation between the two countries. The free trade zone is also an important project jointly proposed by the two countries to promote economic and trade cooperation. The construction of the free trade zone will provide a more convenient way for the economic and trade of the two countries. The above-mentioned major measures are construction projects that China and Belarus are cooperating, and have played a positive role in the continuous deepening of China-Belarus economic and trade cooperation.

Since the establishment of diplomatic relations between China and Belarus, the economic and trade cooperation between China and Belarus has achieved fruitful results, but this is largely due to the continuous development of political and diplomatic relations between the two countries. In contrast, the potential of China-Belarus economic and trade cooperation has not been fully tapped, and the development of bilateral economic and trade cooperation is still facing bottlenecks [3]. The obvious fluctuation of China-Belarus import and export trade in recent years is one example. Therefore, it is necessary to analyze the challenges and restrictive factors facing the economic and trade cooperation between China and Belarus, such as the difference in economic scale between the two countries, the foreign policy of the two countries still needs to be optimized, the cultural exchange between the two countries is different, the investment environment needs to be improved, and the economic structure still needs to be adjusted, etc. By analyzing the key factors of the above-mentioned problems, the paper puts forward reasonable suggestions for the problems existing in the economic and trade cooperation between China and Belarus. Prospects for economic and trade cooperation.

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### КОНЦЕПТУАЛЬНЫЕ ОСНОВЫ МОТИВАЦИИ ИННОВАЦИОННОЙ ДЕЯТЕЛЬНОСТИ

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В статье сформулированы концептуальные основы мотивации инновационной деятельности. Определены особенности инновационной деятельности как объекта мотивации. Выявлены условия формирования мотивационного механизма инновационной деятельности. Обоснована необходимость системного подхода к формированию мотивационного механизма инновационной деятельности.

**Ключевые слова:** мотивация; мотивационный механизм; инновации; инновационная деятельность; системный подход.

### CONCEPTUAL FOUNDATIONS OF MOTIVATION OF INNOVATIVE ACTIVITY

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