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**FEATURES OF STATE REGULATION OF FOREIGN TRADE RELATIONS
IN THE AGRO-FOOD COMPLEX OF RUSSIA**

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Abstract

The article deals with issues of interstate regulation of foreign trade at the bilateral, regional, and global levels, as well as studies the institutional forms of this issue. The purpose of the research was a comprehensive study of the state regulation issues of foreign trade relations in the agro-food complex. The article considers features of the main strategies of state policy in relation to foreign trade, namely, protectionism and liberalism. Forms of protectionism, such as selective, sectoral, collective, hidden, and neo-protectionism are identified and analyzed. Two areas of export policy have been studied. In the first case, the priority is given to exports and foreign trade development in relation to the domestic economy. In the second case, foreign trade and exports are considered a resource for the development and modernization of the domestic economy. The article analyzes the world experience in the export relations and features of the World Trade Organization's (WTO) requirements for Russia's export policy.

Keywords

Export – Agro-food complex – Foreign trade relations – State control – Strategic planning

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Introduction

One of the areas of state control of the economy and increasing its competitive advantages is support for exports. State support for exports is the main tool for increasing foreign trade volume. Promoting export trade contributes to sustainable economic growth and diversification of the economic structure. The world experience has not yet developed a unified strategy for supporting export activities. The strategy for supporting export development depends on the competitiveness of the country's industries, the economic and political situation, and the involvement of the economy in world trade. The main goal of export support is to improve its commodity composition, expand sales markets, and increase sales.

The relevance of issues of state support for exports in the field of agro-food complex is confirmed by the approval of the priority project "Export of agribusiness products". The priority project aims at providing producers with information on export opportunities, improving the quality of knowledge of commodity producers in the field of exports, creating export cooperatives, and organizing a center to conduct the analysis of agribusiness products export¹.

The promotion of products of Russian agro-food complex in foreign markets is hampered by a number of problems. The priority project "Export of agribusiness products" highlights the following potential risks of export activities in the agro-food complex that restrict exports or reduce their volumes. The main group of risks relates to the tightening of requirements for veterinary, phytosanitary, and other technical characteristics of products by importing countries, as well as legal restrictions on the import of goods to foreign countries. At present, restrictive measures on the part of a number of countries restrain imports, both in general and the Russian one, in particular. The next group of factors is caused by internal problems and is associated with possible episodic problems related to epidemiological situations, emergency situations, including natural ones, which reduce both export opportunities and domestic production².

Interstate regulation of international trade is carried out at the bilateral, regional, and global levels. The regulation of commercial activities was initially carried out at the bilateral level. International agreements on trade have been concluded since ancient times. In Russia, the first international treaty was concluded with England in 1743. Today, the principle of free trade is becoming more widespread, and the need to coordinate the trade, economic, and political interests of various states can no longer accommodate the format of bilateral agreements. Thus, the development and liberalization of world trade require effective international relations in the format of regional associations built on a multilateral basis.

Coordination of international trade issues at the regional level is carried out on the basis of integration associations such as the free-trade zone, the customs union, the common market, and various forms of economic unions. Examples of implementing the

¹ N. A. Yakovenko; I. S. Ivanenko y A. S. Voronov, "Ocenka i perspektivy razvitiya eksportnogo potenciala agroproduktov'stvennogo kompleksa Rossii", *International Agricultural Journal*, num 5 Vol: 365 (2018): 73-77.

² N. V. Reshetnikova, "Institucional'naya struktura sistemy gosudarstvennoj podderzhki eksporta produktsii APK", *Agrarian Scientific Journal*, num 10 (2018): 87-90.

principles of the free-trade zone, which include the abolition of tariffs and quotas for member countries, are the European Free Trade Association (EFTA), the North American Free-Trade Agreement (NAFTA), and the Association of South-East Asian Nations (ASEAN).

Within the framework of the customs union, tariffs and quotas for member countries are abolished, as well as common foreign trade policy is implemented with respect to third countries, and a single external customs tariff is established. The common market is characterized by the addition of the terms of the customs union with the free movement of capital and labor. An example of a common market is the Southern Cone Common Market (MERCOSUR) which unites Argentina, Brazil, Paraguay, Uruguay, as well as Chile and Bolivia as associate members. In addition to applying the common customs tariff and free movement of goods, services, capital, and labor, the terms of the economic union provide for the implementation of a common economic policy and the creation of supranational economic institutions. An example of an economic union is the Commonwealth of Independent States (CIS). Regional integration has been most developed within the European Union (EU). The format of regional foreign trade associations allows increasing the volume of international trade, reducing transport and transaction costs, as well as increasing control over international illegal activities³. The globalization of the world economy leads to the creation of interregional organizations, such as the Organization for Economic Cooperation and Development (OECD), founded in 1961, and consisting of 30 member countries situated on four continents.

Methods

In creating an open economy, the state plays a great role in stimulating export-oriented industries and productions, providing support for cooperation with foreign contractors, and establishing foreign economic relations. The open economy of the state provides opportunities, such as the use of external factors to accelerate the economic growth of the country. This allows implementing advanced foreign technologies more actively, applying the experience of production and distribution management. Involvement in international production and trade processes allows attracting material, financial, and labor resources to the economy⁴. At that, effective state control of the open economy is particularly important. The state policy must meet first of all the requirements of national security, taking into account the structure of export and import of capital migration, as well as customs, currency, tax, credit and investment policies of the state, which affect the forms and extent of the country's interaction with the external world.

The main strategies of the state foreign trade policy are liberalization and protectionism. In different historical periods, preference was given to one or the other strategy. Finding a balance between the trend of integration processes, economic globalization, and the desire of countries to protect domestic markets and support exports is an important issue of state foreign trade policy. The foreign trade policy of a country determines the order of interaction with other countries or associations through a certain

³ A. A. Dynkin, Ekonomicheskie faktory mirovoj politiki. In: Modern political science: Methodology of T. A. Alekseev; A. A. Baykov; V. G. Baranovsky, et al. Scientific Publication (Moscow: Ed. by O.V. Gaman-Golutvina, A. I. Nikitin, 2019).

⁴ A. A. Anfinogentova; E. G. Reshetnikova; V. D. Iosipenko; N. V. Reshetnikova; N. N. Kuznetsova and M. Ya. Rzhetskaya, Teoriya i metody upravleniya mezhotraslevymi i mezhregional'nymi vzaimodejstviami v agropredovol'stvennom komplekse (Saratov: 2019).

position of the country in the world market. Foreign trade policy should take into account many factors, from the country's internal resources, its competitiveness, to foreign policy trends.

Results

The global practice of open economies and free trade is combined with the protectionism inherent in advanced and developing countries. The strengthening of the tendency to protect domestic markets is due to a number of economic and political reasons, in particular, the cyclical functioning of the market economy. In times of crisis and economic downturn, the protectionist policy is the most important mechanism for supporting domestic producers. The expediency of temporarily restricting access to the market of imported goods arises in the case of a decrease in the competitiveness of national products in comparison with imported analogs and the need to support newly emerging industries. The state must also protect its producers against unfair competition. Trends in support of domestic markets are increasing in situations where the country's position in the global economy is declining and the competitiveness of domestic products in the global and domestic market is lost. The protectionist strategy is being implemented in order to strengthen and expand the presence of domestic producers on the world market. It involves the development and implementation of state support programs, the creation of development and support institutions, which include a broad range of organizational and economic measures for direct and indirect support of exports, as well as measures to restraint import⁵. The protectionist strategy of domestic products contributes to the replenishment of the budget. It should be noted that in case the tax system is not effective enough, the collection of customs duties seems to be simpler mechanism. At that, the elasticity of demand for imports of the price matters: the more elastic the demand is, the more the state's revenues will increase, even with the weakening of protectionism.

The protectionist strategy helps to protect and stimulate the development of national production and strengthen the position of national producers on the world market. The negative consequences of this strategy include over-pricing of goods protected by high duties, reducing incentives for innovative development and implementing advanced technologies in industries protected against foreign competition, as well as creating prerequisites for the implementation of shady schemes when importing goods. It is necessary also to take into account the possible responses of foreign counterparties to trade restrictions. When choosing a foreign trade strategy, it is necessary to find a balance between emerging opportunities and risks. The protectionist policy is implemented in various forms. Selective protectionism is directed against certain countries or products. Industry protectionism protects specific sectors of the state's economic system. Collective protectionism consists in bringing together a group of participants to implement a common customs policy in relation to third countries. Hidden protectionism is implemented through domestic economic policy measures, such as tax incentives for exporters. Neo-protectionism involves the establishment of administrative, financial, credit, technical, and other barriers that seriously impede the free movement of goods across borders.

Measures to control imports are combined with increasing export potential and international competitiveness. High export potential is a reserve for the sustainable socio-

⁵ Ministerstvo sel'skogo hozyajstva Rossijskoj Federacii. 2019. Available at: <http://www.mcx.EN>

economic development of the country. The important goal of the export policy is to expand sales markets and encourage extended reproduction in the exporting country, as well as to generate income due to the difference between the national and international cost of the corresponding products⁶. Export ensures the flow of currency into the country to pay for imports, accumulate foreign exchange reserves, and ensure servicing the foreign debt. In the event of an economic downturn, imports can be depreciated due to the difference in exchange rates.

A promising trend is to support export and export-oriented industries and the production of goods with high added value. Export-oriented industries and productions are the priorities of state support⁷. The promotion of domestic products to foreign markets increases the variety of state support methods, such as for example, creating a favorable trade and economic climate, identifying new niches, forming a mechanism for state support of export activities and involving producers, especially small and medium-sized enterprises, in export activities. The markets of economically developed countries make strict demands on product quality standards and production technologies⁸. Increasing the competitiveness of the Russian economy and changing its position on the international market requires active economic growth and innovative advanced development.

Discussion

The state policy strategy in the field of export support forms the principle guidelines, organizational and economic support institutions, and development programs. This is due to the inextricable link between the strategy of export policy and global strategic development goals. In order to best implement the export strategy, it is necessary to achieve competitive advantages in the international division of labor⁹. Institutions of state support for exports, such as administrative, financial and credit, information and advisory, should contribute to the development of agro-food industries.

There are two main types of strategy in the field of export policy. In the first case, the development of exports and foreign trade is given priority in relation to the domestic economy. In the second case, foreign trade and exports are considered a resource for the development and modernization of the domestic economy. Government support is characterized by a high degree of intervention to consolidate competitive advantages. This scheme was used in East Asian economies, as well as in Japan, France, and Germany during the economic recovery after World War II¹⁰.

The export policy of the East Asian countries is focused on investment in the export-oriented manufacturing industries, which should contribute to the transformation of the commodity structure of exports. Comprehensive measures of state support for exports,

⁶ Unified information portal. Eksportery Rossii. 2019. Available at: <http://www.rusexporter.ru/materials/>

⁷ N. A. Yakovenko, "Strategicheskie napravleniya razvitiya agroproduktov'stvennogo eksporta Rossii", *Regional Agricultural Systems: Economics and Sociology*, num 4 (2019): 13-19.

⁸ Rossijskii eksportnyi centr. 2019. Available at: https://www.exportcenter.ru/international_markets/russian_exports/

⁹ Agentstvo strategicheskikh iniciativ. 2019. Available at: <http://www.asi.ru/npi/export/>

¹⁰ N. A. Yakovenko; I. A. Rodionova; I. S. Ivanenko; N. A. Kireeva y A. M. Sukhorukova, "Export potential as the competitiveness indicator of the agro-food complex", *International Journal of Engineering and Technology (UAE)*, num 7(4.38) (2018): 654-658.

search for potential growth points and consolidation with private business opportunities, redeployment of export revenues for additional financing of advanced industries with active protectionist support, the implementation of innovative technologies, and increasing investment attractiveness, including that for foreign investors, have created conditions for Asian countries to strengthen their position on the world market in a short historical period.

The export-oriented model of economic development has shown positive results in Indonesia, Malaysia, Thailand, and the Philippines. In Brazil and Mexico, this approach was used after the failure to implement the priority development of the domestic economy, and allowed transforming the export structure, and achieving the development of the national economy. For small countries and emerging economies, the export-oriented development model is the most effective¹¹.

Another option of foreign trade policy, which has been widespread since the era of industrial capitalism, is entering foreign markets due to expanded reproduction and exhausted capacity of the domestic market¹². Foreign trade becomes a consequence of the economic situation and is not a priority growth area. In this case, the emphasis is made on the growth of the economy in general and the development of its international competitiveness. In this case, state regulation is aimed at creating a favorable macroeconomic environment, developing economic institutions, searching for new markets, removing barriers to export markets, and supporting small and medium-sized businesses.

Conclusion

The WTO's restrictions make significant adjustments to the list of possible export support tools, such as methods of export subsidy, protectionism with respect to developing industries, defining strategic goals for foreign direct investment, etc. At present, the main tools to support exports are, first, protectionism for export-oriented industries and promoting their development; support for expanding the range of export products by stimulating innovative technologies, high-tech industries, as well as improvement of the economic competitiveness. This implies the use of a wide range of various organizational and economic support measures, starting with state regulation at the macroeconomic level, the development of export infrastructure, including the creation of export-production zones, technology parks, to the provision of targeted tax, investment, customs, and other benefits. Second, it is promoting export products in foreign markets. The emphasis of state support is made on expanding demand and developing an intermediary sales network, creating an international associations' network, as well as traditional financial support tools for exports, such as concessional lending and export credit insurance (guarantee).

It is the apparatus of foreign trading and intermediary agencies that sometimes plays a crucial role in establishing effective trade and building strong trade links. It deals with specific problems of exporters, establishing contacts with foreign contractors, solving problems of information, providing consulting and advertising support for its exporters, etc. At that, negotiations of heads of states and other representatives of countries at the state level on trade issues are fundamental for supporting export activities.

¹¹ N. V. Reshetnikova, "Zarubezhnyj opyt gosudarstvennoj podderzhki vneshnetorgovoj deyatel'nosti", Economics and Entrepreneurship, num 4 Vol: 105 (2019): 92-96.

¹² Portal vneshneekonomicheskoy informacii. 2019. Available at: http://www.ved.gov.ru/rus_export/svodniy_reestr_institutov_i_instrumentov_podderzhk/

The national export support system is aimed at increasing competitive advantages, protecting the interests of domestic producers on foreign markets, and increasing the proportion of high-value-added products, as well as high-tech and knowledge-intensive products. It includes trade and economic, administrative, financial and credit, as well as information and advisory institutions. State support for export is carried out by the national support institutions, support institutions in foreign countries (trade missions), federal and regional programs, nonfinancial measures (trade and political measures aimed at increasing access of Russian exports to foreign markets and the elimination of trade barriers, as well as information and consulting assistance to participants of foreign economic activities, institutional arrangements for interaction with the business community, and state support of exhibition and trade fair activities). Russia's WTO membership and imposed sanctions place higher demands on competitiveness for the national economy. The state support system needs a comprehensive approach to promoting Russian exports and strengthening the position of the domestic business at the international level.

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