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DETERMINATION OF FEATURES OF FORMATION OF INCOME OF THE ENTERPRISES IN THE COURSE OF THEIR OPERATING ACTIVITIES

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Ковтуненко Ю.В., Міняйлик В.В., Товкан Д.М. Визначення особливостей формування доходів підприємства у процесі їх операційної діяльності.

У статті надано визначення особливостей формування доходів підприємства в процесі їх операційної діяльності як економічної категорії. Визначений власний підхід до класифікації доходів і погляди вчених на її використання в системі управління підприємством. Також розглянуті основні критерії визначення доходів. Висвітлено теперішній стан обліку доходів в процесі їх операційної діяльності. Надано основні проблеми при відображенні обліку доходів від операційної діяльності, тобто проблему цілісності та доречності висвітлення доходів в обліку. Відображено нормативи та бази норм для обліку і контролю доходів підприємства. Розглянуто головні напрями обліку доходів в процесі їх операційної діяльності.

Ключові слова: дохід, підприємство, операційна діяльність, основна діяльність, звичайна діяльність, класифікація доходів

Ковтуненко Ю.В., Міняйлик В.В., Товкан Д.Н. Определение особенностей формирования доходов предприятия в процессе их операционной деятельности.

В статье дано определение особенностей формирования доходов предприятия в процессе их операционной деятельности как экономической категории. Определен собственный подход к классификации доходов и взгляды ученых на ее использование в системе управления предприятием. Также рассмотрены основные критерии определения доходов. Определено текущее состояние учета доходов в процессе их операционной деятельности. Описаны основные проблемы при отражении учета доходов от операционной деятельности, то есть проблему целостности и уместности отражения доходов в учете. Отражены нормативы и базы норм для учета и контроля доходов предприятия. Рассмотрены главные направления учета доходов в процессе их операционной деятельности.

Ключевые слова: доход, предприятие, операционная деятельность, основная деятельность, обычная деятельность, классификация доходов

Kovtunenکو Yu.V., Minyailyk V.V., Tovkan D.N. Determination of features of formation of income of the enterprises in the course of their operating activities.

In the article is given definition of peculiarity of income generation in their businesses operating as an economic category. Own approach to the classification of income and the views of scientists on its use in business management are designated. Also, the basic criteria of determining income. The current state of income in the course of their operating activities is illuminated. The basic problem, in the reflection of income from operating activities, that is, the issue of integrity and appropriate coverage of income in the account. Reflected the standards and the base standards for accounting and control of business income. The main areas of income in the course of their operating activities are considered.

Keywords: income, enterprise, operating activity, main activity, usual activities, classification of income

Financial results of economic activities of organizations that are expressed in the form of profits and losses, describing the economic efficiency and profit is summary measure of financial and economic activity. The purpose of business is profit and identify new reserves from the company for this.

Thus, in the modern economy, become topical issues of formation and the essence of the financial results of the entity. The activity of each enterprise formulates the financial result, which consists of revenue realization and cost of production, the author identifies the specificity, the content of the activity, the structure of assets.

Analysis of recent researches and publications

Analysis of the literature on the definition of features of formation of revenues of enterprises in their operating activities. Notable among them are the works of authors: Smith A. (1776), Pareto V. (1906), Ricardo D. (1817), Schumpeter J. (1908), F.F. Butynets [1], V.V. Polyanko, I.A. Blank, V.B. Klevetec, J.A. Gricenko, N.M. Pavlichenko, A.M. Podderyugin, V.G. Andreychuk, P.T. Sabluk, M.F. Ohychuk, M.I. Blencova, V.P. Kodackiy, S.A. Kucherkova, N.M. Malyuga, K.I. Posilaeva and other domestic and foreign scientists.

Unsolved aspects of the problem

The achievements of scientists are the basis for further consideration of the income generation of enterprises in their operating activities.

The aim of the article is to consider the main stages of the determination of features of formation of incomes of the enterprise in the course of their operating activities.

The main part

In a competitive environment, the economics can be described with problems of survival and development entity.

The enterprise with the purpose of obtaining the income needs effective management of the Standards of Accounting 15 "Income" forms calculation of information about the enterprise's income and order of its disclosure in the financial statements [2].

Given the international and national standards "income" is the increase of the economic benefits or reduction of commitments, that lead to increased own capital.

Income covers obligations created at the same time with the costs incurred thereon with obtaining this income, and increase capital. In case that the income is only enough to cover such obligations and not enough to increase the capital, there won't be any profit [9]. That does not mean that any asset is income, and not any income means profits. However, in the economic literature there is still no consensus on the interpretation of the concept of income. Table 1 source of added regulatory works of

scientists, which are considered the definition of "income".

In the work of V.V. Polyanko "Strategy of income management of enterprises" is given the economic concept "Income of the enterprise – it is the income, received from its business over the definite time in the form of definite economic benefits, obtained in the result of use in the economic process involved in these economic resources under conditions of acceptable level of business risk, achieved level competitive advantages due to innovative activity and the corresponding competitive (monopolistic) position in a particular market segment" [3].

Table 1. The definition of «income» in the regulatory and economic sources

№	Source	Definition of income
1	Standards of Accounting 15 "Income" [2]	Income – it is the gross inflow of economic benefits during the period arising in the normal course of the entity, when own capital increases as a result of such income and not as a result of contributions from equity participants
2	Standards of Accounting "Income Statement of finance results" [4]	Income – it is the increase of economic benefits in the form of assets or reduction of commitments that lead to an increase in own capital (except the capital growth by contributions from owners) during the reporting period
3	Tax Code of Ukraine [5]	Income – it is the total sum of income of the taxpayer from all activities received (accrued) during the reporting period in cash, tangible or intangible forms as on the territory of Ukraine, its continental shelf in the exclusive (maritime) economic zone and so as beyond its custom.
4	V.V. Sopko [6]	Income – it is the gross inflows (income) economic benefits during the period arising in the normal activity course of the enterprise
5	A. Zagorodny [7]	Income – it is money or material wealth received from industrial, commercial, mediation or other activities
6	G. Voznyuk, A. Zagorodny [7]	Income – is: 1) the difference between the proceeds from the sale of goods, works or services and the material costs for the production and marketing of these products; 2) money or material wealth received from industrial, commercial, mediation or other activities (earnings)
7	G.I. Bashnyanyn, V.S. Iftemichuk [8]	Income – is: 1) earnings from sales less material and similar expenses; 2) cash flow and other income per unit of time

Source: Compiled by the author according to the material [9]

Standards of Accounting 15 "Income", income is classified in accounting for the following groups: income (earnings) from sales of products (goods and services); other operating income; financial income; other income; extraordinary income [2].

Based on Standards of Accounting 15 "Income", income (earnings) from sales of products (goods and other assets) is recognized as a subject to availability on the following conditions:

1. to the buyer are transferred the risks and rewards of ownership of goods (asset);
2. the enterprise doesn't carry on the management and control of goods sold (and other assets);
3. the amount of income (earnings) can be reliably measured;
4. there is confidence that a transaction will increase the economic benefits of the enterprise, and the expenses related to the transaction can be reliably measured.

Standards of Accounting 3 "Income Statement of finance results" all activities of the enterprise is

divided into ordinary, which is divided into the other, and extraordinary. Based on this division, scientists V. Ozeran, P. Kucik [9] classify the income by sort of activity (table 2) [10].

The usual activity is every activity of enterprises and operations that provide business activity or appear as a result of this activity. As an example of such activity can be brought the production and sales, payments to suppliers, customers, employees, banks.

By the operating activity is implied major activity of the enterprise and all sorts of activities that do not relate to investment or financial. Operating activity is divided into basic and other operations.

Main activity – an activity linked to transactions relating to the production or sale of goods, products and services, which are the main aim of creation of the enterprise and cover the bulk of income [1].

Other operating activities – are those that relate to the implementation of inventory, providing operating lease assets.

The financial activities of the enterprise – is an activity that alters the composition and size of loan and own capital of the enterprise.

Investment activity – is the purchase and sale of fixed assets and financial investments that are not part of the funds.

Under extreme activities mean those events that differ from the normal course of business, have no regular basis and are not predicted by an entrepreneur. Examples of extreme activities can serve natural disasters, fires, technogenic disaster.

Table 2. Classification of revenues by types of activities

Income			
Normal activity	Account	Extraordinary activity	Account
1) Operating: — main; — other operating.	70 "Income from sales"; 71 "Other operating income"	Extraordinary income	75 "Extraordinary income"
2) Financial: — income from capital; — other financial income; — other income.	71 "Other operating income" 73 "Other financial income" 74 "Other income"		

Source: *Own elaboration*

Based on the research the interpretation of the term "income" logical result of observations is that often all understand by this term the total earning or the amount of cash flow to the enterprise. Income is a part of process facilities on the basis of calculation and reliability of income and expenses, according to which for the establishment of the financial result of the reporting period is necessary to compare income for the reporting period with the costs that have been implemented for given income. Income is recognized when it occurs (and not when received or paid cash) and recorded in the accounting in the period to which they belong to [1].

In Table 3 are given types of income reflected in the financial statements. Income is divided by the type into:

- received but not receivable in the reporting period;
- receivable but not received during the reporting period;
- receivable and received in the reporting period.

Also are divided by the recognition:

— deferred income;

— income of the reporting period.

Deferred income – it is the income received in the reporting period that is to be included to income in the future reporting periods.

Deferred income includes:

- income received as advance payments for leased assets and other non-current assets (advance rental payments),
- subscriptions for newspapers,
- magazines, periodicals and reference works
- income for cargo transportation,
- income from ticket sales for transport or heater and entertainment enterprises,
- fee for the use of communications and so on.
- Income of the reporting period:
- income receivable and received in the reporting period;
- income receivable, but not received in the reporting period [11-12].

Table 3. Identification and mapping of income in the financial statements

Types income		
Received but not receivable in the reporting period	Receivable but not received in the reporting period	Receivable and received in the reporting period
Recognition		
Deferred income	Income of the reporting period	
Balance	Income Statement	

Source: *Own elaboration*

Clear organization of accounting influences on the management of enterprises. Table 4. Offered the improving of general classification of income. By making optimal management decisions classification of income is important for management accounting, because clearly structured income is intended to explain their economic content and provide content and structure, assess the trend of the time and adopt the best management decisions.

The functioning of the enterprise as the entity prognoses production activities with a view to manufacturing goods in order to maximize profits and considered issues for the improvement of production in order to increase its effectiveness that in the future will affect the growth of capital of the enterprise and the founders.

Basing on the expression of F.F. Butyntsya income classification is more appropriate for financial accounting than for management. The author sees the

classification of income as the sum of income from services, asset utilization, sales, depending on the place of origin of income profit centers, centers of income, total income of the enterprise, investment centers.

Analysis of operating business income of the enterprise has a certain purpose. The main objective of the analysis is the definition of structure of income in the reporting period and the structure of income in

the base period and also assessed structural dynamics of income.

Stable functioning of enterprise depends on maximizing of income with the support of a sufficient level of solvency. The purpose of analyzing operating income is the creation of conditions to provide the analytic information, which is required by subjects of management of income from operations.

Table 4. General classification of business income of the enterprise.

Classifications													
By possibility of prediction		By types of activity			By possibility of planning		By period of appearing		By level of formation			By degree of control	
Ordinary	Extraordinary	Operational	Financial	Investment	Planned	unintended	reporting period	Deferred period	Enterprise	A separate structural unit	Certain operations	Relevant	Irrelevant

Source: Own elaboration

By operating activities are implied major activities of the enterprise and all sorts of activities that do not relate to investment or financial.

The financial activities of the enterprise is such activity that alters the content and size of loan and own capital of the enterprise.

Investment activity – it is the purchase and sale of fixed assets and financial investments that are not part of the funds.

When the enterprise has received the income - this indicates that the product has reached the consumer, because it relates to the requirements of the market demand for the price and features.

In case of significant income should be created the foundation for self-financing when the amount of income is suitable to meet costs.

The enterprise is profitable when the main indicator reflects its financial result. This indicator reflects the main goal of the activity of enterprise.

The source of development of activity of the enterprise – is its income providing:

- creation of profit;
- financing current expenses relating to business activities;
- tax payments.

Conclusion

The enterprise's income is primarily used to cover losses in the economic activity, income growth provides the increase of own capital, structured classification of income gives chance for effective manage of employees, and to be a part of a modern system of economic management. Despite of the considerable attention that is given from the State and issues that considered to the income of the enterprise. We found that the current system of account of income in Ukraine has weakness. We suggest to amend the regulatory framework, to implement effective account of the latest technology electronic data processing; international cooperation in the field of accounting.

Abstract

In the article the essence of the company's income in the course of their operating activities as an economic category. The views of scientists and its own approach to classification of income and its use in the enterprise management system. Also, the basic criteria of determining income. Illuminated the current state of income in the course of their operating activities. The basic problem, in the reflection of income from operating activities, that is, the issue of integrity and appropriate coverage of income in the account. Reflected the standards and the base standards for accounting and control of business income. Considered the main areas of income in the course of their operating activities.

The purpose of the article: to consider the main stages of the determination of features of formation of incomes of the enterprise in the course of their operating activities.

Selection of the unsolved parts of generic problem

The achievements of scientists is the basis for further consideration of the income generation of enterprises in their operating activities.

Business income is income received as a result of its economic activities for a certain period of time in the form of specific economic benefits resulting from the economic process involved in the economic resources in

terms of acceptable levels of business risk, the achieved level of competitive advantages in innovative activity and the corresponding competitive (monopolistic) position on a particular market segment.

Analysis of business income the company's operating activities has a specific purpose. The main objective of the analysis of the income of the enterprise is definition of the structure of earnings during the reporting period and the income structure in the base period is also estimated structural income dynamics.

The enterprise's income is primarily used to cover losses in the economic activity, income growth provides the increase of own capital, structured classification of income gives chance for effective manage of employees, and to be a part of a modern system of economic management. Despite of the considerable attention that is given from the State and issues that considered to the income of the enterprise. We found that the current system of account of income in Ukraine has weakness. We suggest to amend the regulatory framework, to implement effective account of the latest technology electronic data processing; international cooperation in the field of accounting.

JEL Classification: D 33.

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