

**ECONOMICS AND MANAGEMENT OF ENTERPRISE**

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**ENTROPY AS A FACTOR OF INFLUENCE ON ENERGY SECURITY MANAGEMENT OF ENTERPRISES**

pages 6–12

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Energy security management of the enterprise in conditions of entropy is an important aspect that includes adaptation to changes in the external environment and internal processes. The object of research is entropy, as a measure of uncertainty and chaos in energy systems, which affects the energy security management of enterprises. The problem of a comprehensive approach to the study and implementation of methods for calculating entropy indicators, which would take into account entropy in the energy security management, is solved.

The conducted analysis shows how the level of entropy in the supply of energy resources, in particular coal, electricity and alternative sources, affects the stability, sustainability and adaptability of management strategies aimed at ensuring energy security management.

The essence of the obtained results is that the study shows the importance of energy security management of enterprises in the conditions of entropy, which is a measure of uncertainty in energy systems. Entropy acts as a key factor influencing the energy security management, as it reflects the level of chaos and uncertainty in the supply of energy resources.

It is shown that the level of entropy directly affects the stability and adaptability of management strategies, which allows enterprises to better respond to external challenges and internal risks. The use of mathematical models, in particular Shannon's formulas, makes it possible to quantitatively assess the level of entropy and identify potential risks arising in energy systems. Awareness of the impact of entropy on management decisions helps enterprises to optimize processes, predict threats and reduce negative consequences.

The research results reflect the complex interplay between entropy, management strategies and external challenges, emphasizing the importance of an adaptive approach in energy security management.

The research focuses on practical aspects. From a practical point of view, awareness of the impact of entropy on management decisions allows enterprises to optimize management processes, predict potential threats, and reduce the negative consequences of external and internal risks.

The results of this research can become the basis for the formation of new management strategies capable of effectively responding to the modern challenges of the energy sector.

**Keywords:** entropy level, energy security management, enterprise risks, entropy influence, management decisions.

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**METHODICAL ASPECTS OF ANALYSIS AND RISK MANAGEMENT OF AN INSURANCE COMPANY**

pages 13–18

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The object of research is the risks of the insurance company. The paper is devoted to the study of the risks of the insurance company, which generate threats to the level of its solvency. The general state of economic development in general and the insurance market in particular determine the operating conditions of any insurer. The insurance company's ability to regulate such conditions is limited, but the formation of a stable state of the internal environment creates opportunities to adapt to threats from the external environment. Timely detection of potential risks in the activities of the insurer, provision of reserves to cover possible losses related to risks, enable companies to overcome the consequences of risks with minimal losses. The methodical basis for evaluating potential risks in the insurance company's activities is strategic analysis methods, such as PEST and SWOT analysis. Their results give an idea of the state of threats in the

external environment and the potential opportunities of the insurer's internal reserves. The methods of economic-mathematical modeling and forecasting make it possible to assess the current state of the company and investigate its behavior under the influence of external and internal factors. The basis of the forecast model of risk analysis of an insurance company is formed by the coefficient of risk of loss of solvency, calculated according to the key parameters of the assessment of its financial condition. The reliability of the forecast of the possible risk of loss of the insurer's solvency is ensured by constructing a trend line and forming a forecast sheet in the MS Excel software environment. The forecast sheet forms the probabilities of the values of the indicators with a distinction between optimistic and pessimistic levels of the forecast. Using the trend line and finding the value of the coefficient of determination ( $R^2$ ), the probability of realizing the forecast of growth or reduction in the value of each individual parameter of the model is determined. The practical significance of the obtained results lies in the possibility of increasing the efficiency of the use of available resources and reserves in the process of risk management. The proposed methodical approach can be used to assess the impact of risks in the insurer's activities, which will increase the accuracy of the obtained results.

**Keywords:** insurance company risks, PEST analysis, SWOT analysis, forecasting, insolvency risk factor.

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#### FORMATION OF LEADERSHIP COMPETENCES IN THE CONTEXT OF EMERGENT DEVELOPMENT OF THE IT INDUSTRY

pages 19–24

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The object of research is processes and approaches to the development of leadership competencies of personnel in IT organizations.

The research is devoted to the analysis of the features of the formation of leadership competencies in the context of the emergent development of the IT industry. The work examines the evolution of concepts of corporate training and their adaptation to the specifics of the IT sphere, which is characterized by a high rate of technological changes and innovation. Traditional and innovative forms of personnel development are analyzed, with a special emphasis on their effectiveness in the context of the IT industry.

A survey was conducted among employees of IT companies, which revealed high leadership potential and willingness to accept responsibility among industry specialists. At the same time, certain gaps in the development of certain competencies have been identified, in particular, regarding the ability to effectively delegate tasks and make risky decisions. The results of the study emphasize the need to adapt traditional leadership models to the unique requirements of the IT industry, with a focus on the development of technical competence, innovative thinking and adaptability.

The paper offers recommendations for improving leadership development programs in IT companies. These recommendations include the implementation of flexible learning formats that combine online and offline components, as well as the use of modern technologies, such as virtual and augmented reality, to develop leadership skills. Special attention is paid to the development of such competencies as managing virtual teams and cross-cultural leadership, which are becoming more and more relevant in the context of the globalization of the IT industry.

The paper outlines directions for further research, in particular the study of the impact of artificial intelligence and machine learning on the formation of leadership competencies in the IT sphere. The results of the study have both theoretical and practical value for the development of effective strategies for the development of leadership potential in IT companies, which will contribute to increasing their competitiveness on the global market.

**Keywords:** leadership competencies, IT industry, emergentity, leadership development, adaptive leadership, technical competence, personnel development programs.

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## DEVELOPMENT OF MARKETING MODELS FOR ATTRACTING AND RETAINING CONSUMERS IN DIGITAL BRANDING

pages 25–28

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The object of study is digital branding. The process of attracting and keeping consumers in digital branding is considered. The phenomenon of digital branding and the basic tools of its impact on consumers are investigated. The global trends in the development of media consumption at the present stage are substantiated. Transformational changes in the process of consumption, as a consequence, have been proven to be transition to the area. It is determined that in order to attract and maintain online consumers, brands should respond quickly and establish effective feedback. Accordingly, the important role of digital branding is indicated. As a basis for the development of a marketing model of consumer involvement and keeping in digital branding it is proposed to use the AIDA model. The marketing model is indicated that allows to monitor the actions of consumers, as well as to control communication processes. The stages of the AIDA model in digital branding are highlighted – visiting the site, moving the goods to the basket, registration and payment of order. AIDA strategic tools in digital branding are identified. It is necessary to use the conversion coefficient to determine the efficiency of each stage of the model. It is proposed to supplement the classic Aida model with two elements of Satisfaction (S) and Loyalty (L) by receiving AIDASL. An advanced model of impact on consumers in digital branding has been developed. This model coordinates the stages of the AIDASL model with the main stages of the purchase decision process. The practical importance of the developed model of consumer involvement and maintenance in digital branding will increase the attention, interest, desire and level of purchase. This, in turn, will create the preconditions for increasing conversion at each stage of consumer contact with an online store, increasing their satisfaction and loyalty.

**Keywords:** digital branding, digital media, consumer behavior, marketing communications, promotion, conversion.

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## DEVELOPMENT OF PRODUCTIVE FORCES AND REGIONAL ECONOMY

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### ESTIMATION OF THE WORLD MARKET AND APPLICATION OF NANOMATERIALS IN THE AEROSPACE INDUSTRY

pages 29–41

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The object of the study is the global aerospace market status, segment analysis, dynamics, competition, and prospects. The methods of searching and analyzing literature data, summarizing, systematizing, and visualizing data with diagrams are used.

The aerospace industry is at the forefront of technological innovation and is constantly searching for new advanced materials to improve productivity, efficiency, and safety. The aerospace market encompassing the design, manufacture, and maintenance of aircrafts, space vehicles, and related systems. It includes the commercial and military sectors, as well as the space exploration field.

The world market of the aerospace industry was studied. Factors affecting the market positively and negatively were identified. According to the global aerospace market segmentation by vehicle types, the leading position in 2023 was occupied by the commercial aircrafts segment with a share of 63.4 %; by the vehicle size – by the narrow-body aircraft segment (72.4 %); by the end consumer – by the private sector segment (65.4 %); by operation – by manually operated aircrafts segment (79.4 %); and by geographic regions – by the North American segment (47.3 %). The main strategic trends and directions of the further aerospace market development are presented.

The world market of aerospace materials was studied. Factors affecting market dynamics are identified, and market challenges are highlighted. According to the world aerospace market segmentation by the materials types, the leading place in 2022 belonged to the composite materials segment with a share of 69 %; by the aircraft type – to the commercial aircrafts segment (51 %); and by geographical regions – to the European segment (35.0 %).

The trends of the sustainable aerospace industry development are summarized: modern aircraft design, use of sustainable aviation fuel, urban air mobility, modern traffic technology, and air transportation management optimization. For each trend, possible actions leading to changes in the aerospace industry are considered.

The question of the nanomaterials use in the space industry is considered. Some characteristics and possibilities of application of nanocomposite materials, nanocoatings, nanofluids, nanosensors, and carbon nanotubes, as well as examples of the nanomaterials application in aircraft components are given. The industry problems are identified, and their possible solutions are given.

**Keywords:** aerospace market, aerospace materials market, market segmentation, market trends, market limitations, market development directions, nanomaterials.

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**STATE POLICY ON PROVISION OF STRATEGIC STOCKS OF PETROLEUM PRODUCTS IN THE STRUCTURE OF THE STATE RESERVE**

pages 42–48

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The object of research is the state policy on provision of strategic stocks of petroleum products in the structure of the state reserve. The article defines the importance of reserving for ensuring the strategic needs of the state in the state reserve system of Ukraine of such resources as oil, petroleum products, fuel and lubricants. There were established the factors of influence that require the transformation of approaches to the formatting the state reserve of strategic materials. It was proved the need to create a special model of state management of petroleum products, fuel and lubricant reserves in the structure of the state reserve. It was disclosed the peculiarity of the functioning of the oil transportation and storage market as an alternative to the state reserve system as for Ukraine. It was made an analysis of the Ukrainian legislation regarding the formation of the strategic reserve of oil and petroleum products. It was investigated the foreign experience of state policy in the field of reserving strategic reserves of oil and petroleum products. There were explored the ways of revealing the potential of legal adjusting of the processes of forming the strategic state reserve in Ukraine. There were developed the directions for improving the state policy in Ukraine regarding the formation of reserves of petroleum products based on the example of foreign countries. It was proved the expediency of expanding various forms of involvement of private sector entities in the processes of forming the state strategic reserve. There were determined the peculiarities of the model of interaction between the state and the private sector in this matter. There were prognosed further trends in the development of the global oil and oil products storage market. There were identified the potential opportunities for expanding Ukraine's participation in the global oil and oil products storage market. It was disclosed the mechanisms of state participation in the process of forming strategic reserves of oil and oil products in foreign countries. There were also determined the further need for the formation of the Ukrainian market for the storage of oil and oil products as an element of the state reserve system.

**Keywords:** special model of state management, state reserve, strategic reserves, oil storage market, logistics capacity.

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# IMPROVING THE TECHNOLOGY TRANSFER IN UKRAINE UNDER THE CONDITIONS OF IMPLEMENTING THE INTERNATIONAL POLICY OF SUSTAINABLE DEVELOPMENT

pages 49–52

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The object of this research is a set of management and regulatory methods of state influence on the technology transfer of Ukraine in the context of the implementation of the global model of

sustainable development policy. Methods and techniques of public regulation of technology transfer in Ukraine and its compliance with the requirements of sustainable development are studied. The analysis and generalization of the existing world and international approaches to the definition of sustainable development policy established that technology transfer is one of the key objects of managerial influence. It has been proven that the existing regulatory model of technology transfer in Ukraine, formed without taking into account the goals of sustainable development, does not meet its strategic development objectives. The expediency of improving the existing concept of regulation and management of technology transfer in Ukraine in order to eliminate the identified inconsistencies is substantiated. Recommendations have been made regarding directions for improving regulatory and management approaches to determining technology transfer in Ukraine. The necessity of making changes to the provisions of the Law of Ukraine "On State Regulation of Activities in the Field of Technology Transfer" has been proved, with the aim of bringing it into line with the international policy of sustainable development.

The research is aimed at the formation of general theoretical foundations for the improvement of managerial and regulatory methods of technology transfer in Ukraine. The research results can be used in the improvement of public rules of technology transfer, the formation of strategic public management decisions, state technological policy and serve as a basis for further scientific research on these issues. The conclusions obtained in the course of this research can be used to solve issues and problems of improving the current legislation of Ukraine to the requirements of international agreements and documents.

**Keywords:** technology regulation, forms of technology transfer, unification of transfer forms, state technology policy.

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