

Actual problems of social and humanitarian sciences
Актуальные проблемы социальных и гуманитарных наук

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**ИЖТИМОЙ-ГУМАНИТАР ФАНЛАРНИНГ
ДОЛЗАРБ МУАММОЛАРИ**

№ 9 (4) - 2024

**АКТУАЛЬНЫЕ ПРОБЛЕМЫ СОЦИАЛЬНО-
ГУМАНИТАРНЫХ НАУК**

ACTUAL PROBLEMS OF HUMANITIES AND SOCIAL SCIENCES

ТОШКЕНТ-2024

БОШ МУҲАРРИР:

Исанова Феруза Тулқиновна

ТАҲРИР ҲАЙЪАТИ:

07.00.00-ТАРИХ ФАНЛАРИ:

Юлдашев Анвар Эргашевич – тарих фанлари доктори, сиёсий фанлар номзоди, профессор, Ўзбекистон Республикаси Президенти ҳузуридаги Давлат бошқаруви академияси;

Мавланов Укташ Махмасабирович – тарих фанлари доктори, профессор, Ўзбекистон Республикаси Президенти ҳузуридаги Давлат бошқаруви академияси;

Хазраткулов Аброр – тарих фанлари доктори, доцент, Ўзбекистон давлат жаҳон тиллари университети.

Турсунов Равшан Нормуратович – тарих фанлари доктори, Ўзбекистон Миллӣ Университети;

Холикулов Ахмаджон Боймаҳамматовиҷ – тарих фанлари доктори, Ўзбекистон Миллӣ Университети;

Габриэльян Софья Ивановна – тарих фанлари доктори, доцент, Ўзбекистон Миллӣ Университети.

Сайдов Сарвар Атабулло ўғли – катта илмий ҳодим, Имом Термизий халқаро илмий-тадқиқот маркази, илмий тадқиқотлар бўлими.

08.00.00-ИҚТИСОДИЁТ ФАНЛАРИ:

Карлибаева Раја Хожабаевна – иқтисодиёт фанлари доктори, профессор, Тошкент давлат иқтисодиёт университети;

Насирходжаева Дилафруз Сабитхановна – иқтисодиёт фанлари доктори, профессор, Тошкент давлат иқтисодиёт университети;

Остонокулов Азамат Абдукаримович – иқтисодиёт фанлари доктори, профессор, Тошкент молия институти;

Арабов Нурали Уралович – иқтисодиёт фанлари доктори, профессор, Самарқанд давлат университети;

Худойқулов Садирдин Каримович – иқтисодиёт фанлари доктори, доцент, Тошкент давлат иқтисодиёт университети;

Азизов Шерзод Ўқтамович – иқтисодиёт фанлари доктори, доцент, Ўзбекистон Республикаси Божхона институти;

Хожаев Азизхон Саидалоҳоновиҷ – иқтисодиёт фанлари доктори, доцент, Фарғона политехника институти

Холов Актам Ҳатамович – иқтисодиёт фанлари бўйича фалсафа доктори (PhD), доцент, Ўзбекистон Республикаси Президенти ҳузуридаги Давлат бошқаруви академияси;

Шадиева Дилдора Ҳамидовна – иқтисодиёт фанлари бўйича фалсафа доктори (PhD), доцент в.б, Тошкент молия институти;

Шакаров Кулмат Аширович – иқтисодиёт фанлари номзоди, доцент, Тошкент ахборот технологиялари университети

09.00.00-ФАЛСАФА ФАНЛАРИ:

Ҳакимов Назар Ҳакимович – фалсафа фанлари доктори, профессор, Тошкент давлат иқтисодиёт университети;

Яхшиликов Жўрабой – фалсафа фанлари доктори, профессор, Самарқанд давлат университети;

Ғайбуллаев Отабек Мухаммадиевич – фалсафа фанлари доктори, профессор, Самарқанд давлат чет тиллар институти;

Сайдова Камола Усканбаевна – фалсафа фанлари доктори, "Tashkent International University of Education" халқаро университети;

Хошимхонов Мўмин – фалсафа фанлари доктори, доцент, Жиззах педагогика институти;

Ўроқова Ойсулув Жамолиддиновна – фалсафа фанлари доктори, доцент, Андижон давлат тибиёт институти, Ижтимоий-гуманитар фанлар кафедраси мудири;

Носирходжаева Гулнора Абдукаҳаровна – фалсафа фанлари номзоди, доцент, Тошкент давлат юридик университети;

Турдиев Бехруз Собирович – фалсафа фанлари бўйича фалсафа доктори (PhD), доцент, Бухоро давлат университети.

10.00.00-ФИЛОЛОГИЯ ФАНЛАРИ:

Ахмедов Ойбек Сапорбаевич – филология фанлари доктори, профессор, Ўзбекистон давлат жаҳон тиллари университети;

Кўчимов Шухрат Норқизилович – филология фанлари доктори, доцент, Тошкент давлат юридик университети;

Ҳасанов Шавкат Аҳадович – филология фанлари доктори, профессор, Самарқанд давлат университети;

Бахронова Дилрабо Келдиёрова – филология фанлари доктори, профессор, Ўзбекистон давлат жаҳон тиллари университети;

Мирсанов Ғайбулло Қулмурадович – филология фанлари доктори, профессор, Самарқанд давлат чет тиллар институти;

Салахутдинова Мушарраф Исамутдиновна – филология фанлари номзоди, доцент, Самарқанд давлат университети;

Кучкаров Рахман Урманович – филология фанлари номзоди, доцент в/б, Тошкент давлат юридик университети;

Юнусов Мансур Абдуллаевич – филология фанлари номзоди, Ўзбекистон Республикаси Президенти хузуридаги Давлат бошқаруви академияси;

Саидов Улугбек Арипович – филология фанлари номзоди, доцент, Ўзбекистон Республикаси Президенти хузуридаги Давлат бошқаруви академияси.

12.00.00-ЮРИДИК ФАНЛАР:

Ахмедшаева Мавлюда Ахатовна – юридик фанлар доктори, профессор, Тошкент давлат юридик университети;

Мухитдинова Фирюза Абдурашидовна – юридик фанлар доктори, профессор, Тошкент давлат юридик университети;

Эсанова Замира Нормуротовна – юридик фанлар доктори, профессор, Ўзбекистон Республикасида хизмат кўрсатган юрист, Тошкент давлат юридик университети;

Ҳамроқулов Баҳодир Мамашарифович – юридик фанлар доктори, профессор в.б., Жаҳон иқтисодиёти ва дипломатия университети;

Зулфиқоров Шерзод Ҳуррамович – юридик фанлар доктори, профессор, Ўзбекистон Республикаси Жамоат хавфизлиги университети;

Хайитов Хушвақт Сапарбаевич – юридик фанлар доктори, профессор, Ўзбекистон Республикаси Президенти хузуридаги Давлат бошқаруви академияси;

Асадов Шавкат Ғайбуллаевич – юридик фанлар доктори, доцент, Ўзбекистон Республикаси Президенти хузуридаги Давлат бошқаруви академияси;

Эргашев Икром Абдурасолович – юридик фанлари доктори, профессор, Тошкент давлат юридик университети;

Утемуратов Махмут Ажимуратович – юридик фанлар номзоди, профессор, Тошкент давлат юридик университети;

Сайдуллаев Шахзод Алиханович – юридик фанлар номзоди, профессор, Тошкент давлат юридик университети;

Ҳакимов Комил Бахтиярович – юридик фанлар доктори, доцент, Тошкент давлат юридик университети;

Юсупов Сардорбек Баҳодирович – юридик фанлар доктори, доцент, Тошкент давлат юридик университети;

Амиров Зафар Актамович – юридик фанлар бўйича фалсафа доктори (PhD), Ўзбекистон Республикаси Судьялар олий кенгаши хузуридаги Судьялар олий мактаби;

Жўёраев Шерзод Юлдашевич – юридик фанлар номзоди, доцент, Тошкент давлат юридик университети;

Бабаджанов Атабек Давронбекович – юридик фанлар номзоди, доцент, Тошкент давлат юридик университети;

Раҳматов Элёр Жумабоевич - юридик фанлар номзоди, Тошкент давлат юридик университети;

13.00.00-ПЕДАГОГИКА ФАНЛАРИ:

Хашимова Дильдархон Уринбоевна – педагогика фанлари доктори, профессор, Тошкент давлат юридик университети;

Ибрагимова Гулнора Хавазматовна – педагогика фанлари доктори, профессор, Тошкент давлат иқтисодиёт университети;

Закирова Феруза Махмудовна – педагогика фанлари доктори, Тошкент ахборот технологиялари университети хузуридаги педагогик кадрларни қайта тайёрлаш ва уларнинг малакасини ошириш тармоқ маркази;

Каюмова Насиба Ашуроевна – педагогика фанлари доктори, профессор, Қарши давлат университети;

Тайланова Шохида Зайневна – педагогика фанлари доктори, доцент;

Жуманиёзова Мұхайё Тожиевна – педагогика фанлари доктори, доцент, Ўзбекистон давлат жаҳон тиллари университети;

Ибрахимов Санжар Урунбаевич – педагогика фанлари доктори, Иқтисодиёт ва педагогика университети;

Жавлиева Шахноза Баҳодировна – педагогика фанлари бўйича фалсафа доктори (PhD), Самарқанд давлат университети;

Бобомуротова Латофат Элмуродовна - педагогика фанлари бўйича фалсафа доктори (PhD), Самарқанд давлат университети.

19.00.00-ПСИХОЛОГИЯ ФАНЛАРИ:

Каримова Васила Маманосировна – психология фанлари доктори, профессор, Низомий номидаги Тошкент давлат педагогика университети;

Ҳайитов Ойбек Эшбоевич – Жисмоний тарбия ва спорт бўйича мутахассисларни қайта тайёрлаш ва малакасини ошириш институти, психология фанлари доктори, профессор

Умарова Навбаҳор Шокировна – психология фанлари доктори, доцент, Низомий номидаги Тошкент давлат педагогика университети, Амалий психологияси кафедраси мудири;

Атабаева Наргис Батировна – психология фанлари доктори, доцент, Низомий номидаги Тошкент давлат педагогика университети;

Шамшетова Анжим Карамаддиновна – психология фанлари доктори, доцент, Ўзбекистон давлат жаҳон тиллари университети;

Қодиров Обид Сафарович – психология фанлари доктори (PhD), Самарканд вилоят ИИБ Тиббиёт бўйими психология хизмат бошлиғи.

22.00.00-СОЦИОЛОГИЯ ФАНЛАРИ:

Латипова Нодира Мухтаржановна – социология фанлари доктори, профессор, Ўзбекистон миллий университети кафедра мудири;

Сеитов Азамат Пўлатович – социология фанлари доктори, профессор, Ўзбекистон миллий университети;

Содиқова Шоҳида Мархабоевна – социология фанлари доктори, профессор, Ўзбекистон халқаро ислом академияси.

23.00.00-СИЁСИЙ ФАНЛАР

Назаров Насриддин Атақулович –сиёсий фанлар доктори, фалсафа фанлари доктори, профессор, Тошкент архитектура қурилиш институти;

Бўтаев Усмонжон Хайруллаевич –сиёсий фанлар доктори, доцент, Ўзбекистон миллий университети кафедра мудири.

ОАК Рўйхати

Мазкур журнал Вазирлар Маҳкамаси хузуридаги Олий аттестация комиссияси Раёсатининг 2022 йил 30 ноябрдаги 327/5-сон қарори билан тарих, иқтисодиёт, фалсафа, филология, юридик ва педагогика фанлари бўйича илмий даражалар бўйича диссертациялар асосий натижаларини чоп этиш тавсия этилган илмий нашрлар рўйхатига киритилган.

Ижтимоий-гуманитар фанларнинг долзарб муаммолари” электрон журнали 2020 йил 6 август куни 1368-сонли гувоҳнома билан давлат рўйхатига олинган.

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scienceproblems.uz@gmail.com

Боғланиш учун телефонлар:

(99) 602-09-84 (telegram).

07.00.00 – TARIX FANLARI

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TYPES AND FUNCTIONS OF ADVERTISEMENT IN ENGLISH AND UZBEK

Qurbanova Dilnoza Olimovna

Bukhara State University, 1st year student of doctorate degree

dilnozaqurbanova415@gmail.com

Abstract. In the present article, it is attempted to conduct a research concerning the functions and types of advertising and analyzed it by using several research methods. The main aim of this research paper is to study through observations, analyses and examinations of peculiar types of advertisements and their functions in the context. The object of this article is English and Uzbek advertisements whereas the subject matter is types of advertisements and the function they do. This article is based on several obvious examples that strengthen the theoretical part of it.

Keywords: integrated unit, compact unit, nuclear accent, persuasive language, commercial and non-commercial advertising, good-will advertising, trade advertising, consumer advertising, classified ads.

O'ZBEK VA INGLIZ TILLARI REKLAMA TURLARI HAMDA VAZIFALARI

Qurbanova Dilnoza Olimovna

Buxoro davlat universiteti 1-bosqich doktarnti

Annotatsiya. Ushbu maqolada reklama tili bo'yicha tadqiqot olib borishga harakat qilinib, reklama turlari hamda ularning vazifalari tahlil qilinadi. Reklama tili bir necha xususiyatlarga ega bo'lganligi sababli, u xaridorni ishontirish xususiyatiga ega. Shu tariqa reklamaning qay darajada ishonarli etib tasvirlashda tilning ahamiyatini ko'rsatish insonda katta qiziqish uyg'otadi. Ingliz tilini o'rganuvchilar tilning tabiatini yaxshiroq tushunislari va reklamaning go'zalligini qadrlashlari uchun ingliz tilida bosma reklamalar orqali bayon etiladi. Ushbu tadqiqot ishining asosiy maqsadi ingliz tilidagi reklamalarning o'ziga xos turlari va xususiyatlarini kuzatish, tahlil qilish va tekshirish orqali o'rganishdir. Ushbu maqolaning obyekti ingliz tilidagi reklamalar, mavzu esa ingliz tilidagi reklamalarning turlari hamda maqsad va vazifalari. Ushbu maqola uning nazariy qismini mustahkamlaydigan bir qancha aniq misollarga asoslanadi.

Kalit so'zlar: soda so'zlar yig'indisi, ishontiruvchan til xususiyatlari, iqtisodiy hamda iqtisodiy bo'limgan reklama turlari, savdo-sotiq reklamalari, istemolchi reklama, muayyan bir sohaga yo'naltirilgan reklamalar.

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Introduction. Advertisements reflect the quest to make the text more dynamic; the utterances are organized into smaller units to underline the content of each. In each group, there is new information, a new rhyme, each containing its own nuclear accent.

Nowadays, copywriters still remain creating text with short sentences full of important information about the product. However, many advertising texts are more compact; the text is an integrated unit, ordinary connected whole rather than some unnatural sequence of phrases. In this article there are offered several examples of an advertisement showing, how copywriters today compose the texts even into short narrations.

There has been a huge rise in a use of mobile phones and laptops and the usage of these devices leads to the appearance of several campaigns and events which were created in order to promote brands. It encourages people to buy the products, thus it is believed that nowadays modern technology enabled marketers to promote their advertisements in a wider range of contexts than it used to be possible.

It is necessary to point out that the modern technology induces us to download more and more applications into our electronic devices which are usually accompanied by a huge amount of advertisements that not only aim to inform people about a product, but also provide earnings for developers of these applications. It is thought that the modern technology has caused advertisements surround us everywhere we go.

Research Methodology: The methods applied in this study are the following: Descriptive analytical was applied in order to test the overview of the functions of ads found to characterize persuasive language in television, radio and the press. Theoretical analysis made it possible to analyze the scientific literature regarding the types of advertising.

Analysis and results: The classification of advertisement is based on various criteria. According to scientists one criterion relates to the geographical area for which an advertising message is intended. Thus, they lists these types of advertisement: local, national, international, and global. They also provides the criterion which is related to a form and a medium of the advertisement. Print advertising includes newspapers, magazines, brochures as well as posters, hoardings and street signs, while electronic advertising involves both sound, typically represented by radio and television, and pictures, as on television[1; p.14].

The language of advertising a dominant classification of advertisement as commercial and non-commercial advertising[2; p.1]. These two major types are distinguished according to whether, or not the purpose is to make a profit as a result of advertising. The commercial division contains the consumer, the trade and the corporate advertising, whereas non-commercial division includes the government and the charity advertising[3; p.15].

There is considered three types of commercial advertising:

- a) prestige or good-will advertising - where firms advertise a name or an image
- b) industrial or trade advertising - where a firm advertises its products to other firms
- c) consumer advertising - where a firm advertises its products to potential consumers[4]. There was found practically the same types[5; p.1-2].

There is distinguishing theory between the competitive and the non-competitive kind. In the former, the manufacturers compete against each other and the products become rivals. In the latter, there is no competition. Advertisements of this kind are the so-called "classified ads" in newspapers and magazines[6; p.25]. Institutional advertising which promotes the image of the company, and product advertising which can be used to:

- a) help personal sales
- b) introduce a new product
- c) remind consumers about old products
- d) increase sales
- e) enter a new market

As mentioned before, the "classifieds"-relists in a special page, ordered according to subject-are advertisements too, distinguished by Vestergaard and Schroder from display advertisements which occupy prominent places in newspapers and magazines[7; p.60].

Small businesses can use different types of advertising to achieve specific marketing communication objectives. Ian Linton asserts that advertising can be an excellent mean for an acquiring of the benefits of a product, can easily build the reputation of a company or draw a comparison between a company's products and brands and another companies' articles.

The first type of advertising he discusses is presented as "the product advertising that communicates the features and benefits of a product to customers and prospects". It can be understood that companies usually want to use an advertisement when the new product is presented to the public, when some changes connected to the product appear or when they want to inform public that increase sales of the product occurred. The product advertisements must reflect the interests of the target audience. The second type of advertising mentioned in Linton's article is a corporate advertising. The corporate advertising campaigns play an important part in business-to-business marketing, particularly for companies trying to win a major sale or contract[8; p.7].

It encourages prospects to register their details, typically in return for an incentive offer, such as a free gift, a special discount or a copy of a business report for business prospects. In the advertisement, a response of an audience can be induced by a reply coupon, telephone number, email address or website address.

The financial advertising which can help a company attract funds if you are planning to grow your business or make a major investment. The company's name can become more familiar because the advertisement is published in the business sections of newspapers and magazines.

The aim of this section is to consider functions and effects of advertising in everyday life. People in most cases do not deeply wonder about the aim of publishing of advertisements and regard it as a routine act, and therefore let now turn to its pragmatic sense. The task of adman is to: attract attention, arouse interest, stimulate desire, create conviction and get action"[9; p.83].

Expressive functions of advertising

- identifying brands,
- information,
- persuasion,
- previewing new trends,
- demand,
- customer base,
- pricing.

The advertising permeates the Internet, network television, daily newspapers and roadside billboards. Products, services and ideas are sold through advertising, enabling businesses to attract customers for their wares[10; p.18]. The first function of advertising - identifying brands is connected to the fact that products, services and ideas are sold through businesses that are differentiated by their brand identities. Brand identity is communicated to the public via advertising. Consumers build emotional relationships with certain brands with which they become increasingly familiar through the years, thanks to advertising.

The second function (titled information) aims to inform possible clients about the offered product as advertising supplies the necessary information to consumers so that they know what is available and where to buy it. It broadcasts information about products, services

and ideas sold on the open market through a variety of media portals. It reveals the special features being sold, what color and size the product is and which stores carry it.

The third function is closely related to persuasion. The most important function of advertising is to convince people to do something, to go somewhere, or to buy something. The persuasion is the core mission of advertising. Advertising tells you how the product, service or idea you are considering will improve your life.

Next, there is a question of previewing new trends. Previews about the virtues of new products, services and ideas motivate consumers to obtain them because they do not want to be left out. Advertising lets consumers in on up-and-coming trends and new markets. They offer coupons, rebates and trial offers on new products, services or ideas to recruit new customers and induce existing customers to try things. Advertisers preview new or improved products, services and ideas to consumers in order to appeal to their sense of wanting to be in the know about leading edge trends[11; p.19].

Services and concepts are sold in volume, according to the consumer demand for them. He states that another relevant goal of advertising is to build and reinforce relationships with customers, prospects, retailers and important stakeholders.

Advertising seeks to maintain the current customer base by reinforcing purchasing behavior with additional information about the benefits of brands. The last presented and also the essential function of advertising is a pricing. Advertising displays a consumer goods with competitive prices relative to the current market, thus educating consumers about what things should cost. Advertising lets you know what the competition is doing, when the next sale is, and how you can receive the latest coupon or rebate and seeks to assure you that you are receiving the best value for your money[12; p.4].

The text of advertisements has a number of peculiarities in comparison with the texts of other types of street language (forewords, slogans, posters). Advertising is commercial, so it is also called commercial. At the same time, advertising activities can be carried out by advertisers independently (through the company's advertising department) or with the help of special advertising agencies[13; p.17]. Commercial advertising is the dissemination of information about products and services to accelerate sales, build relationships between the buyer and the product, promote products and provide information on how to buy them; a means of stimulating the buyer's interest and desire to purchase a given product. Commercial advertising is short, emotionally colored information that is sent to potential buyers (consumers) to encourage them to take action related to the purchase (use) of goods and services. Of course, advertising materials are used in the preparation of such information. We will talk about such texts below. Advertising is divided into several types according to their characteristics: including the use of linguistic units, depending on what the advertisement is informing, according to the category of goods and services, which text is used. These types of advertisements differ from each other according to the structure of the text. It is known that communication understood from any text is mainly expressed through language units. The ad text is different from the traditional text and is unconventional. The text, in contrast to the traditional text, contains qualitatively different text characters that are characterized by a certain set. In contrast to traditional texts, we can say that: -the text consists of one or more sentences; it is written in one of the uppercase or lowercase letters; one sentence is written in one font; all lines are completely filled (except for the first and last lines). Advertising texts vary

in form: auditory, visual, auditory[14; 91-b.]. Audio advertising is a radio advertisement. Millions of people in different countries keep up to date with the latest news on the radio. Radio is a media that affects the human mind. First of all, it is possible to prepare a quality advertisement on the radio through the pleasant voice of the announcer, memorable text, good and pleasant sounds. Radio is heard during the day at home, in the kitchen, at work, in organizations, in transportation, and even while walking on the street, so a high percentage of people listen to commercials placed on radio programs. People absorb 90% of information by hearing it, not by seeing it on the radio[15]. Advertising on the radio can be done with a variety of sounds, such as a piece of ice falling on a bowl, the sound of laughter, the chirping of birds, and so on. An example of this is the Coca-Cola advertisement. Psychologists say that the radio is a bridge between the listener and the informant. The faster the speaker speaks and uses more words, the more the listener listens to him. Also, the quality of the audio recording is the voice of the announcer, the text being read. The background music, as well as the musical accompaniment, ensures the quality of radio advertising. In addition, it can be said that continuous broadcasting and musical effects have a special effect on the listener. The radio may not be turned off during the day in kitchens, offices, or cars. The main role of radio is to arouse the imagination of the listener. Radio advertising uses a ringing or beeping sound or background noise to attract attention, a good selection of voices in a well-prepared radio commercial, the disclosure of the types of advertised products and the presentation of the desired audience gives good results. Visual-auditory advertisements (such advertisements are also called street and outdoor advertisements in some literatures) are more common, including print, lighting, decorative and video advertising. The text of visual and auditory advertisements consists of a set of linguistic and non-linguistic units, and they form the text as a whole.

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scienceproblems.uz@gmail.com

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