

## Summary

**Subject matter:** Management of an organization's profits (on the example of "the Southern interregional energy company, plc.").

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**Customer organization:** "The Southern interregional energy company, plc."

**Topicality of the research:** The problem of the formation of the financial results of the work of an organization requires the development of the rational mechanism of the accumulation and use of profits which determined the topicality of the selected subject matter.

**Objective of the research:** is the development of recommendations on management of profit and its maximization.

**Tasks:**

- Examination of the evolution of the theory of profit and its development;
- Study of the methodological foundations of the analysis of the financial results of the organization's performance;
- Study of the organizational characteristics of the "SIEC, plc.";
- Conduct of the analysis of the organization's profitability and its financial results;
- Offering recommendations on the management of profit and its maximization;

**Theoretical significance of the research:** is the study of management of an organization's profit both in Russia and abroad.

**Practical significance of the research:** is the possibility of the use of the recommendations on management of profit and its maximization by the "Southern interregional energy company, plc."

**Results of the research:** 1. The increase in the efficiency of the organization's sales activity. In the first place it is needed to pay more attention to the speed of the circulation of the working capital;

2. The increase in the volume of production due to a much fuller use of the organization's productive capacities;
3. Analysis and elimination of the cause of the overdraft of the financial resources for the administrative and commercial expenses.
4. Application of the cutting edge mechanized and automated means of production.
5. Realization of the effective price policy differentiated as regards certain categories of customs.
6. Strict observance of the terms of the concluded agreements on the product delivery.
7. Conduct of a large-scale and effective policy in the field of staff training which a specific form of capital investment is.
8. Realization of the measures aimed at the improvement of the morale in the organization which will finally tell on the improvement of work productivity.
9. Improvement of the advertising activity, increase in the efficiency of the advertising events.