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THE EMERGENCE AND FORMATION OF ENTREPRENEURIAL THOUGHTS IN THE MINDS OF EARLY HUMANS

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ABSTRACT

This article discusses the emergence of entrepreneurial thinking in the minds of ancient people, its historical roots, formation, and development, as well as the reasons for its appearance and the genesis of entrepreneurial philosophy, particularly its ontological foundations in social and economic aspects. It also covers the degrees of change in the phenomenon of entrepreneurship, its direct correlation with the nature of trade relations established with peoples, and the role of labor activity in the formation of early entrepreneurial thinking, all explored from a scientific-theoretical perspective.

KEYWORDS: *entrepreneurship, entrepreneurial thinking, historical roots, formation, trade relations, Neolithic revolution, social division of labor, progress, and prosperity.*

The emergence, formation, and development of entrepreneurship, based on the rise of business thinking in the minds of ancient people, have historical roots unique in both time and space. According to this perspective, the historical roots of entrepreneurship in a broad sense encompass the activities of people aimed at satisfying their own and others' needs and interests, moving from simple to complex, with the goal of generating more income from agriculture, livestock breeding, and craft production towards a whole system of labor activities. This is oriented and has a historical place based on business thinking inherited from ancestors to generations. In a narrow sense, it refers to the historical role of the entrepreneurship sphere, which is studied as an objective entity by certain scholars or the scientific community. The concept of "historical root" broadly refers to all existing aspects of all things and events that are situated in historical space and time, while in a narrow sense, it pertains to things and events aimed at knowledge and change by specific subjects occupying means of place in historical space and time [1]. Consequently, primary attention was given to studying its ontological foundations, existing as material value. Looking back thousands of years, first and foremost, favorable natural conditions for the life, work, and interaction of people, namely fertile lands, abundant rivers, and plenty of sunlight, led to increased agricultural productivity. Secondly, the abundance of various ores and other valuable minerals above and below the ground facilitated the development of crafts; thirdly, the presence of large steppe zones prepared the ground for the emergence of livestock breeding.

More specifically, entrepreneurial activity based on the levels of business thinking of ancient peoples, although tightly connected with the geographic environment, natural resources, and economic life, has undergone stages such as progress and prosperity, decline and stagnation, persecution and cessation, rejuvenation and development. Its prospects have always been linked to the political processes occurring in the region, particularly internal and external conflicts, ruthless wars, the state of the country, and the economic policies pursued by its rulers.

"We can observe in sequence the impact of external and internal factors influencing the consumer's purchasing of goods and services in the consumer movement, his dialectical step-by-step research, and the influence of the socio-cultural environment in determining the processes related to his consumption in the future" [2].

In the minds of people, entrepreneurship based on business thinking primarily involves material objects, and the relationships aimed at appropriating them to maximize profit and generate income. Naturally, this raises the question of when the roots of entrepreneurship based on this type of business thinking first emerged among humans. Archaeologists emphasize that the origins of such entrepreneurial activities, based on business thinking, trace back to the 6th-4th millennia BCE, namely 8-6 thousand years ago during the "Neolithic Revolution" and subsequent Chalcolithic and Bronze Ages in our country's history [3].

The "Neolithic Revolution" was a revolutionary shift in the business thinking of our ancient ancestors, marked by the transition from foraging to agriculture, from nomadism to sedentary life, and the invention of pottery, sewing, and weaving based on improved stone tools. This period initiated the first material and partially spiritual resources for conducting entrepreneurship based on business thinking, including the transition from foraging to agriculture; the creation of small labor tools; the shift to a sedentary lifestyle; the construction of adobe and mud-brick houses next to livestock pens; and the introduction of pottery, sewing, and weaving.

The ancient "Homo habilis" – skilled (learning) human, saw the development of business thinking by the 6th-5th millennia BCE leading to a natural type of economy management, where people, families, and tribes met their essential needs through reciprocal relations involving the natural exchange of finished

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products. In this context, people focused on which objects could best serve as tools, aiming to use these tools for business purposes to satisfy their needs and interests.

The Chalcolithic period, which saw the discovery and utilization of copper alongside stone tools and extended from the 4th to the 3rd millennium BCE, represents a historical era marked by efforts to create both material and spiritual goods necessary for life. During the Bronze Age (3rd to 2nd millennium BCE), metal production commenced. This era brought about profound changes in their material and spiritual lives, capturing a unique period in historical space and time. This era witnessed the following discoveries and inventions: mining and smelting of ores, creation of labor tools from the extracted metals; better cultivation techniques using metal tools; establishment of irrigation in agriculture; expansion of arable lands to produce surplus products and organize their exchange; construction of multi-room houses from raw bricks; invention and utilization of the wheel and wheeled carts; domestication of plants; taming and domesticating animals such as cattle, camels, horses, sheep, and goats; creation of beads and necklaces from precious stones; invention of pottery wheels and production of intricately patterned tall vases, pots, and jugs from fired clay; manufacturing of various ornaments, amulets, and mirrors from metals like copper, brass, gold, and gems. As a result, the first division of labor emerged from agriculture to animal husbandry, which then provided ample opportunities for the second division of labor, namely, the emergence of craftsmanship as a separate field. These discoveries and inventions undoubtedly served as the initial material and spiritual factors ensuring the emergence of entrepreneurship based on business thinking.

The Bronze Age corresponds to the 2nd millennium BCE (about 4,000 years ago). During this period, people achieved significant advancements in craftsmanship, weaving, pottery, jewelry making, and construction. They invented the wheel during this time, used it to construct carts, and transported goods. Similarly, the population used hand mills (querns) to prepare flour products and constructed waterwheels to irrigate fields, marking the advancement of craftsmanship. Jewelers made bronze bracelets and mirror-frames. Essentially, the primary object of commodity exchange during this period was metals made from bronze alloys (copper, tin, lead).

Since ancient times, business thinking had evolved in accordance with the era. This led them to initiate mining operations, process the extracted raw materials, manufacture objects that met people's spiritual needs, and actively engage in entrepreneurial activities by trading these goods across the entire Eurasian region.

In ancient times, by the late Bronze and early Iron Ages, the widespread use of metal labor tools in society facilitated the formation and development of entrepreneurship based on business thinking, which was characterized by: firstly, urbanization, namely, the increasing role of cities in societal development; secondly, communities uniting to perform certain complex tasks (such as building small irrigation structures, defending against enemies, etc.); thirdly, the development of craftsmanship into a distinct division of labor; and fourthly, the emergence of the first city-states, which laid the groundwork for transitioning from natural commodity exchange to "commodity-money" relations.

By the Late Bronze Age, the specialization and development of craftsmanship as a distinct economic sector was crucial for economic progress in society and played a pivotal role in the formation of the first cities and states, stimulating the increase of surplus products. The emergence of the first states was significantly influenced by the exchange, trade, and cultural relations within these first cities. As we reach the Late Bronze Age, the interaction and cultural exchanges between the nomadic herding tribes of the north and the settled agricultural populations of the south intensified. Numerous similarities found in artifacts from both northern and southern regions indicate economic and cultural interactions, which, along with the development of ancient routes, are considered fundamental factors in the early urbanization and state formation processes [4].

The significance of ancient trade routes was immense in the entrepreneurial activities based on the business thinking of ancient peoples. The emergence of these ancient communication and trade routes can be attributed to the natural need to connect with areas rich in other food resources to meet food demands; the emergence of the need to exchange products due to natural conditions; the migration of populations from one area to another due to natural or socio-economic conditions; the formation of ideas about the natural state and geographical location of new places in people's minds, as well as the domestication and utilization of animals, the invention of the wheel, among others.

Thus, communication and trade routes had a significant impact on the formation of entrepreneurial thinking, serving as a unique "place of entrepreneurs" connecting East and West.

The development of thoughts on entrepreneurship based on business thinking and the emergence of the earliest peoples engaged in various sectors of social labor distribution such as the Parthians, Bactrians, Sogdians, Chorasmians, and Saka-Massagetae are extensively documented. These peoples founded ancient states like Bactria, Khwarezm, and Sogdiana, whose populations engaged in "commodity exchange" based relationships. Extensive information about these interactions is provided in historical texts such as Herodotus' "Histories", Strabo's "Geography", Arrian's "Anabasis of Alexander", Quintus Curtius Rufus' "The History of Alexander the Great of Macedon", and Diodorus Siculus' "Library" [5]. Thus, in ancient times, another material basis for entrepreneurship based on business thinking was the exchange of grain products.
Based on the development stages of entrepreneurial thinking among the populations along the "Great Silk Road", their engagement in entrepreneurial activities focused on the exchange of various rare goods, using coins minted by states as the medium of exchange. These coins, known as "tanga", were metal pieces guaranteed and defined by the state, marked with a special seal to indicate their value and authenticity. Primarily, tangas minted by the Sogdians, Kushans, Byzantines,

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Sasanians, Muslim dynasties, Karakhanids, Khwarezmshahs, Mongols, and Timurids were used.

In conclusion, it can be said that from the inception of humanity, society has always been actively engaged with its surrounding environment to sustain life. This fact is universally acknowledged and undeniable. “In essence, the natural environment and its various changes have influenced people's physical appearance, spiritual values, psyche, and the growth of their thinking level. This interplay, inducing movement (biological, social, ...), change, and development, is an essential aspect of this dynami”. Therefore, recognizing the organic nature of this process as a principle of active engagement based on the development of entrepreneurial thinking in human relations is appropriate. In this context, we can note the development of thoughts on entrepreneurship based on the business thinking of ancient peoples, evidenced by the studied trade relations in various places and the construction of trade-related infrastructure.

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