

## The Valuation and a Qualitative Gradation of a Human's Economic Perfection

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### Abstract

Lust is considered to be the factor that defines a human as an nanoeconomic object. It determines a human's economic behaviors and is reflected in satisfaction of his needs and demands on economic surrounding. The level of human's economic satisfaction depends on his economic activeness. Labour and entrepreneurship abilities of person lead us to analyzing a human as a economic object. We distinguish the four stages of human's economic advance: as a workforce; as a concrete labour object; as an entrepreneur and as a manager. As a criterion for evaluating human's economic perfection, his quality of life could be used. We suggest that we should use the qualitative determinant of "human's economic usefulness" as an indicator of his economic perfection status. In the article the definition of the five types ( non-usefulness, private, family, societal and unshared usefulnesses) of it are given. We recommend a qualitative method for valuating "Person's economical benefit" degree. According to the results of our calculations, we differentiated people into five quality grades: an economically poor, capable, developed, perfect and imperfect person. Based upon this qualitative gradation, respective quality marks are recommended. These quality marks are the gold, silver, bronze of "Anchor & Sword" breast medals awarded by biographical centers.

**Keywords:** Lust, Lust Control, Person's Economic Perfection, Human's Economic Usefulness, Person's Economical Benefit, "Anchor&Sword" quality symbol.

### Introduction

The development of the personal business initiative in modern Uzbekistan delays the insufficient development of the culture daily labour and entrepreneurs, middle culture in general, breach to structured wholeness of the Uzbek culture. Therefore in Uzbekistan, in the period of transition from centralized, administrative order based economy to market economy, privatization of government property and development of middle and small businesses are very important as well as *human economic upbringing*. Because, in liberal economy keeping house and living rich demands active and objective economic actions from people. In former union period, in economy based on planning concepts, soviet people were not used to rules of working and living in a competitive and entrepreneurship environment. For them, spiritual values as communist party and loyalty to Soviet Union, being ethic, cleverness, respecting others were on the first plan, and material values were on the second plan. And now, in post-communist society the place of human values

is changing. In order to fulfill material means like heartily eating, wearing good things, having own house, buying a car, collecting money in the bank and also working in a profitable position completely, people should be economically perfect.

But, in the former USSR in evaluation of the level of a person's perfection, mainly the three factors were taken into consideration: Body, Mind and Soul. In human's development, there exists one more invisible factor; that appoints the human's economic actions. That factor is "**Lust**" (passion, selfishness). Passion's magic economic power is: *its ability to regulate endless demand-need in the economy*. This kind of management can be done in "Lust – Necessity – Need – Demand" cycle pattern, by passion controls human way. Human uses two of his/her abilities in satisfying the endless demand of his/her: 1) labour ability which is used in all economic patterns; 2) entrepreneurship ability which is characterized in market economy.

In market economy human's perfection is reached step-by-step: first as workforce and concrete labour subject, and then as a private entrepreneur, and last as a professional manager. Life's level is used as criterion in human's economic perfection evaluation.

We think that, in determining the human's economic perfection steps, the quantitative gradation of "Person's economical benefit" degree would be goal oriented. By human's economic advantage range and position, we define its five economic perfection grades. Based upon this qualitative gradation, respective quality marks are recommended. These quality marks, in our opinion, are the gold, silver, bronze of "Anchor & Sword" breast medals awarded by biographical centers with corresponding diplomas.

### Lust as a valuation measure of human's economic perfection

Particularity to modern situation, but more so nearest prospect consists in that that necessary and productivity in economic sphere become humanitarian, **identity quality of the person**. Important **nanoeconomical** instrument of the provision economic perfection person is lust management. Presently, when evaluating the level of a person's perfection, mainly the three factors are taken into consideration: Body, Mind and Soul. Nowadays, human quality (perfectness)

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degree is evaluated according to three factors: body, soul and mind. Humans' physical perfectness degree is evaluated according to his/her *body*. The spiritual perfectness degree of human is characterized according to development of his/her *soul*. And the intellectual perfectness degree of human is determined by the development of *mind*. As a result, in human's upbringing, one has to give attention on physical, spiritual and intellectual fosterage types. But, lust, serves as a basis for learning human as an nanoeconomic object. Lust is a valuation criterion for defining human's perfectness. Consequently, the following four features(see fig.1) represent the human essence and its development (perfectness) state in the society: 1) Body; 2) Soul; 3) Mind;4) Lust.

What is lust? By lust, we mean the human's feelings related with ownership of everything in the world and its consumption. The passionate desire - a longing, which possible put(deliver) between involuntary by longing and conscious emotion.

The Lust, emotional blast to that, moral thirst, greedily, avidity,ungovernable,unreasonable desire. That is, term lust is related with human's selfishness and consumption. Consumption is one step of reproduction (like production, distribution, trading). We can divide the material and nonmaterial types of lust. About the first one, we think of feelings on material things, and about the second, we think of lust on intangibles.



Fig.1. Four features that represent humans' essence

**Lust is the source for endlessness of the demand.** As we know, one main problem of economics is in endlessness of demand. This eternity comes by because of lust. That is, even if human gets full, his/her eyes still become hungry for things. According to us, because of "Selfishness" or humans being full but eyes not, the endlessness of demand is formed. To soften this process, one should control his/her lust. When saying softening, we mean the process of retarding the demands' changing, growing, widening, modernizing, renewing and etc.

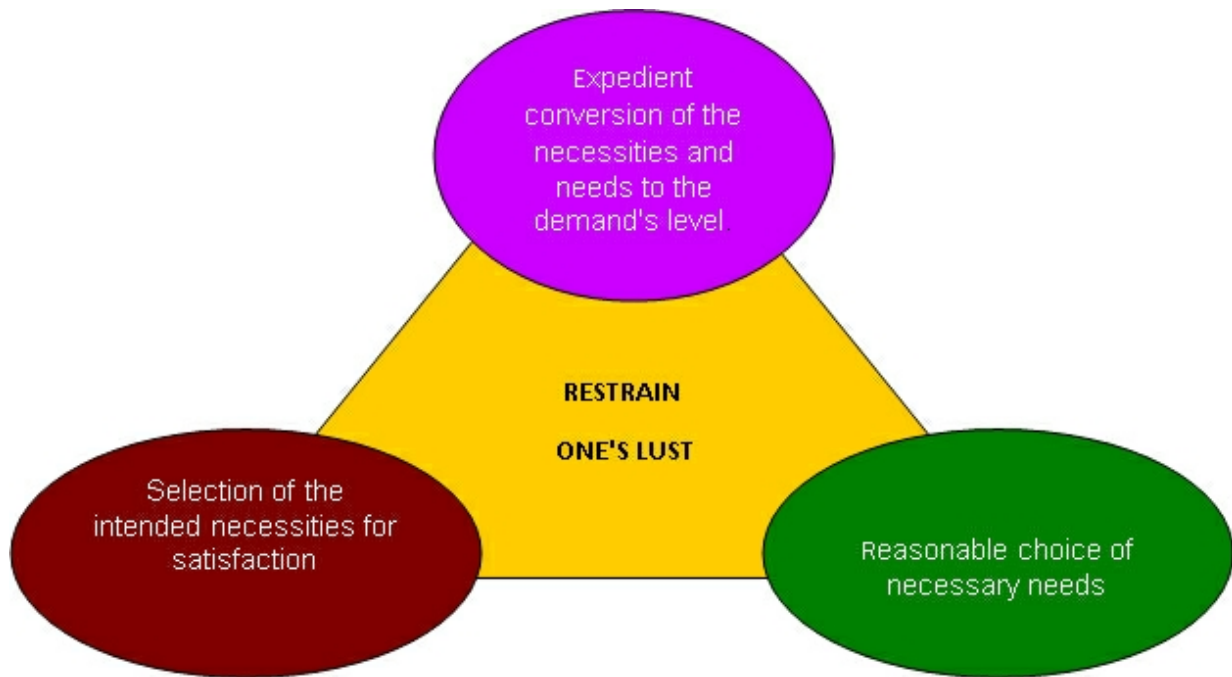
Lust is connected with necessity, need and demand. It can be demonstrated in "**Lust - Necessity - Need - Demand**" (LNND) cycle . In this cycle, the demand of human is developed and step-by-step gets satisfied .

As is it visual shown on figure 2, within the framework of triangle to occur the process of the softening of the demand. A form "necessities " has in initial stage demand. Persons are capable to control their passion, will select amongst varied necessity the most important for satisfaction. Hereinafter, on the second stage demand will have a form of "needs". The

fulfilled person will usually choose significant need for satisfaction. On the third stage necessities and needs emerge in form of the demand. Here person will combine the reasonable necessities and needs with their own financial possibility.

As a result such behaviors of the person is formed managerial system by restrain one's lust. Such system of management capable to soften the demands' endlessness in economy. So, a magic economic power of lust is **regulating the demands' endlessness by restrain one's lust**. Such regulation of the increasing and multiplicity demand is necessary and important in condition of the transition to market economies.

<sup>1</sup>"Nanoeconomics" , according to our opinion, means: "study of economy of the person". As nanoeconomics (human economics) object can serve such economical aspects of the individual as: a economic behaviour of the people; incomes and expenses of the human, economic resource and ability of the person and a way their efficient use; individual consumption, individual interests and personal need of the human; labour cost and living standard of the individual, personal quality management and etc.



**Fig. 2.** Magic triangle regulating the demands' endlessness by restrain one's lust

We divide lust into two according to its representation:

1. Real lust;
2. Nominal lust.

Real lust is related with human itself, and nominal lust is related with his/her eyes. Human himself/herself, can be full, but his/her instinctive hungry eyes leads to demands growing and widening. For example, in animals it is different. They eat until they are full and then they stop eating. You can try as much as you can, but full animal won't eat. But some greedy people, get full, but their eyes don't and because of it, even if they cannot eat, they take it with them. That is, as Karl Marx says: "human differs from any animal by his endless and expanding demand and variety of it". That is why, human's demand is never completely satisfied.

Human like a hungry animal, were his/her demand is fully satisfied when he/she dies. In animal of the passions merge in one with reason, forming reveille, but therefore in passion animal always there is measure; the passions of the person, opposite, are separated from reasonable beginning, are subordinated him, but always with he feud and no measures know. Any passion blind and mad, she does not see and does not reason. The persons in passions more beast. We can divide four types of economical person according to the real (one's hungry or satisfied) and nominal (eyes hungry or satisfied) satisfaction of lust (see tabl.1):

1. **Selfish, greedy person** (the person being hungry tries to find food and eats it fast) – **HH**;

2. **One is satisfied but eyes are hungry** (person might be full but his /her eye are hungry and tries to get more things to eat, drink and etc. to home as well) – **SH**;
3. **One is hungry but eyes are satisfied** (the person even being hungry comes over his/her hunger and finds food, and doesn't start it immediately but with patience) – **HS**;
4. **Fulfilled person** (person is full and so are the eyes, he/she does not want anything more) – **SS**.

There are two types of **Lust Control**. From the first side, it persuades human for having things, and from the second side, vise versa, human controlling lust, will try to satisfy needs by available potential. That is, there are two ways of lust control:

1. **Selfishness, that is lust controls human.**
2. **Wellness, that is human controls lust.**

If lust controls human or human is not able to control his/her lust, then human aims for gluttonousness, and in the society they are called greedy. He/she cannot control his/her lust (desire, demand).

These people will try to use everything they have and they collect things their whole life.

If human controls his/her lust, then he/she becomes perfect person, and in the society, people will compliment them.

Table 1. Lust Matrix

		Real (One's) Satisfaction of Lust	
		HUNGRY	SATISFIED
Nominal (Eyes) Satisfaction of Lust	HUNGRY	Selfish, greedy person (HH)	Satisfied but eyes are hungry(SH)
	SATISFIED	Hungry but eyes satisfied(HS)	Fulfilled person(SS)

The following aspects affect human on his/her lust control:

1. Legal . The things prohibited by law are not used or used in a few amounts or used secretly and things are not taken by legal ways. That is, human lust is diminished by legal aspects;
2. Inner world. The things confessed by society are not used. Like smoking, drinking, gambling...
3. Religious. Fasting and its significance.
4. Economic. When you have money, you can do many things, that is the one who has more money gets more things. The price influences the lust.
5. Culture. The human lust develops according to society development degree. As mobile phones developed, the need for its usage increased as well.

### The steps of human's economical advance

Human's control above lust during his life, uninterrupted working and effective entrepreneurship – defines his economic perfectness. If you look at humans through *nanoeconomical view*, you will see concealed economic ability. The point is, human have 2 abilities as a subject of nanoeconomy, which are:

1. Human's labour ability, which acts in all types of economy.
2. Human's entrepreneurship ability, concerning market economy.

While using the human's labor power, it had been defined 4 types of labour.

1. Concrete.
2. Abstract.
3. Mental
4. Physical.

Human lives by earning money. According to economic logics, as much person works as better, one lives. But it was not so in the period of Soviet Union, at that time a person who worked hard and more should have lived in advanced level but it was not so. Why? The reason is as following:

- At that period of time human were not owners of their money;

- There were no ways for private business;
- Primary needs of life were delivered by government;

But not everything is changing “in means of” market economy. In the period of economical renewing the privatization; private enterprise and small business became the main aspect of the economy. And it changed to good conditions.

Who is an **economically perfection person** and how does he grow up?

Economically perfection person, according to our opinion, is a person who has a labour and enterprising ability, and one can use the ability for his family's, nation's, country's prosperity. Such people grow-up step-by-step in an area of labour and enterprises of market economic struck. In market economy circumstance, the ability as a human's economic resource gets wider then his/her entrepreneurship abilities. Only if person brings his/her labour abilities along with entrepreneurship abilities in the society fully and efficiently, he/she takes efficient part in real efficiency of goods and their nominal profitness creation process. Labour and entrepreneurship becomes as a creator of marketing goods and as a source of increase of people's profit. In business activity system, as an outcome of usage of means and basis, functions of management and marketing, it proceeded to ultimate changes in production's factors. Furthermore, a personal production's factors started dividing into two separate parts: “**workforce**” and “**entrepreneurship abilities**”. Along with workforce, basing on fact that entrepreneurship also became as a means of purchase and sale, we were able to divide human's economic advance into following steps:

1. **Human as a workforce.** It is clear that labour power is the total result of physical and mental ability directed to working. Labour power consists of person, who have working ability (the people who can and want to work). Person can achieve the condition of labour power after upbringing the physical, mental – intellectual trade targets. That's why the upbringing of this way must be into consideration of family's, kinder gardens, schools, lyceums, colleges and universities. Because, human can become a labour power when he is 16 years old, and the conditions above can help this. It should be a base for a human

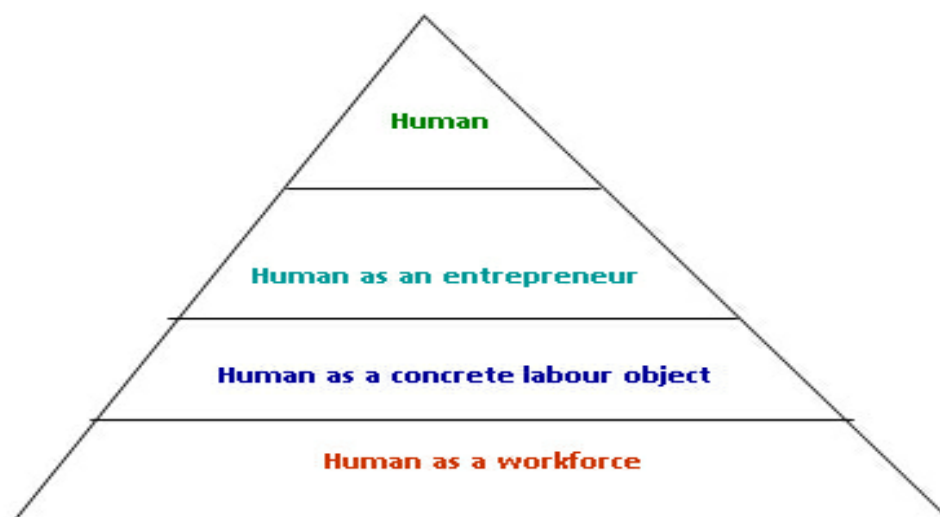
to find a good job. After graduating the university human should be physically strong, improved from intellectual viewpoint, diligent, in case to help his country to develop economically, in addition, add his/her share for it. Only this way he/she can achieve the high degree of living conditions.

2. **Human as a concrete labour object.** When we say exact labour, we understand something is being made for life. For example, Jeweler, who makes necklaces. In this stage of economical maturity, Human satisfies by using the physical intelligence and trade skills, experience and create luxuries for life; in the condition of market economy, concrete labour is higher than abstract. Because, only by concrete labour, there can be created convenient conditions in markets. If we have high demand, we will have high supplies for living. For this purpose, human should direct his/her labour capability to creating the necessary things. If a human is well experienced and skilled, he/she can create needs of high demands in life. Consequence, from one side, the bazaars, "markets" can be filled with goods of high demands, and from another side, Human can take more and more salary for his/her work and creativity. By working, one can achieve higher authority in public.
3. **Human as an entrepreneur.** At this stage, the economic activity of human moves to another quality. By business education, he/she improves his/her talents of being initiator, organizer, risk taker and merchant. He/She can be able to control his/her private and small business (merchant). He/She bases

to business by preceding the working ability. At 1st, he/she will work as a physical face alone; later, as a juridical face by opening own private enterprise. The condition makes him/her, owner of private property and he/she controls it himself/herself. As a businessman, one can improve his/her life condition and change it to good way or side. By paying taxes on time, one serves for developing his nation and country. Such people are called humans of economic maturity.

4. **Human as a business manager.** This is a high stage, and here previous manager joins enterprises and makes corporations. Corporation is a developed organizational type of business and it has its own features. As a manager of big corporation one can have workers to the place of low, middle, high supervisors or managers and experts (specialists) with a good salary. But the requirement for these duties is not simple as it seems. So, a manager should be experienced, skilled and should know the high and low needs for goods in market, a man/woman as a corporative manager works in joint – stock company in a position of manager, under contract and deals with business control activity. He/she provides the company with working for use. He/she takes salary for his/her manager skills and work experience and takes some percent of company's income. The taken percent can consist of many thousand sums. So by this, he/she improves his/her living needs to high condition.

So, in the condition of market economy, human moves from manual worker to the manager of a company, only step by step(fig.3).



**Fig.3. The steps of human's economical advance**

### **The method of valuation of human's economical perfection**

The living standard is taken as a balance for human's economic maturity. The standard of life/living – humans life needs satisfaction. The living standard of inhabitants is defined by "basket of consumer goods" economical statistic scale. "**Basket of consumer goods**" – is the total eatable and nonnative blessings and serves of a family of medium class;

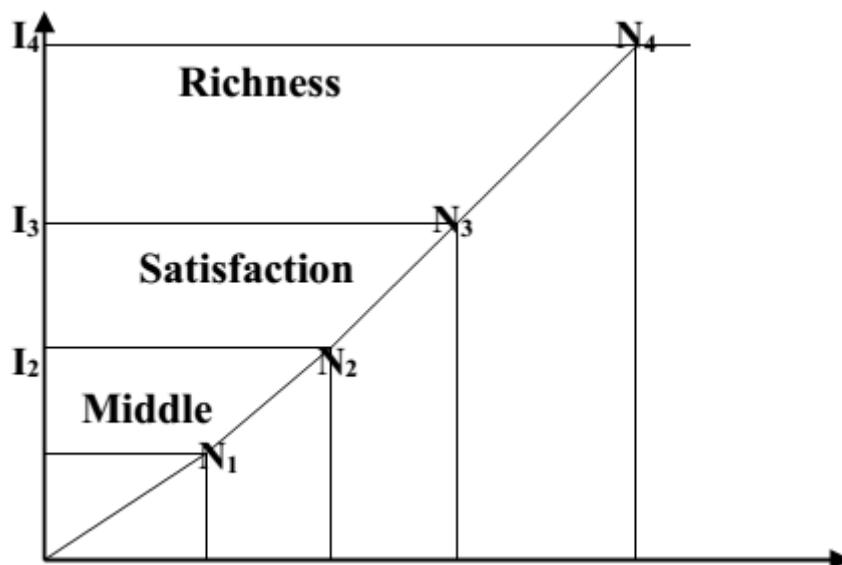
family of medium class means families which are similar to each other by living conditions. CSD<sub>5</sub> (Country Statistic Organizations) make arithmetic's for defining the general needs of medium class families.

To satisfy human needs, they depend on social payment degree in general. As much every person helps to his/her family budget as more his/her family can get rich and family level can rise as well. Here, it is shown the change of life

condition; because of income increase the budget also increases and the living condition changes from low to high(See fig. 4).

In the figure 4 on the base of study interrelations of “income-consumption” is shown in the life’s level changing. In accordance with this study on the measure of the growing

of the family members’ incomes (I<sub>1</sub>, I<sub>2</sub>, I<sub>3</sub>, I<sub>4</sub>...I<sub>n</sub>) family’s budget (B<sub>1</sub>, B<sub>2</sub>, B<sub>3</sub>, B<sub>4</sub>...B<sub>n</sub>) increases. According to the incomes’ changes level of the satisfaction of the needs is set to the new point of equilibrium: N<sub>1</sub>, N<sub>2</sub>, N<sub>3</sub>, N<sub>4</sub>...N<sub>n</sub>. The line connecting these points defines different levels of life, such as poverty, middle, satisfaction and richness.



Where: I - income; B - Budget; N - Need

Fig. 4. The line of life's level

According to notes above, we think that it is possible to define the condition of “Humans economical usefulness” by quantities. **Economically usefulness person** – it is a peculiarity of a person, who serves to the development of his/her country with his/her abilities, gets benefit which satisfies one’s requirements. According to degree of covering his/her needs we divided it into the followings:

**Profitless**(non-usefulness) – person has not got enough money to satisfy requirements.

**Private profit** (usefulnesses) – one’s profit satisfy only one’s requirements.

**Family profit**(usefulnesses) – person has enough benefit to cover both his/her expenses and his/her family’s.

**Social profit**(usefulnesses) – person has enough money to cover both his/her expenses and his/her family’s and even

can help people from low class families by sponsorship or doing merciful acts.

**Separated profit**(usefulnesses) – Person achieves profit by not paying taxes at all or paying part of them. Then he/she uses it for not domestic goods, but he/she just wastes money. We suggest to measuring the “Economically usefulness person” by following methods:

$$PEBD = AIP / VCB \times 100\%$$

**Where:**PEBD – Person’s economical benefit degree(in %).

AIP – Annual income of person.

VCB - Value of average annual consumer basket.

As for example to the table 2 here is taken the family consists of 4 people and shown how to define their degree of economical benefits.

Table 2. Methods of the calculation of Person's economically benefit degree

No	Family member	Age (years)	Activity	Annual income of person (in mln. , conventional unit)	Person's economical benefit degree (%)	Qualitative degree of the members to families
1	Father	51	Businessmen	1.5	125	Economically perfect person
2	Mother	48	Teacher	0.6	50	Economically capable person
3	Son	19	Student	0.1	83	Economically poor person
4	Daughter	12	Pupil	0.0	0,0	Have not a qualitative degree since she is not a workforce
	All	-	-	2.2	-	-

So if we say the value of average annual consumer basket is 1,2 mln, conventional unit (CU) it is not equal in shares. Father at a family earn 1,5 mln, CU annually and his share in family's consumer basket is 125% ( $1500000 : 1200000 \times 100$ ). Mother as a teacher in a year earns 600000 CU and his share in this consumer basket is 50% ( $600000 : 1200000 \times 100$ ). Son's share in family's consumer basket on from scholarship is 8,3 % ( $100000 : 1200000 \times 100$ ). The daughter as pupil of the secondary school to have not income and consequently she don't deposit money in family's consumer basket. Thereby, common share this families in consumer basket is 183,3% ( $125+50+8,3+0$ ). So we can say that this family achieved middle level of life and each its member has a different step of economic perfection (see table 2).

### Qualitative gradation of person's economic perfection

Have to note that by an indicator of "Person's economical benefit degree" can be defined two features of human:

1. As a personal production's factors a creator of living needs.
2. As household a consumer good.

Hence according to usage and creativity of life needs , we differentiated people into five following quality grades (table 3):

1. **Economically poor person** – a person who does not work because of studying, upbringing baby housekeeping or being unemployed, sluggard, having low experience and for these reasons one gets low payment. One can add his/her part of profit from 0 % to 25 % to basket of consumer goods of family payment.
2. **Economically capable person** – is a person who earns money using his abilities and one who can add money to family's consumer basket from 26% to 50% of his profit.
3. **Economically developed person** – is a person who works both as manual worker and as businessman, who has enough benefit to cover both his/her expenses and his/her family's. He can add his part of profit from 51% to 100% to the basket of consumer goods of his family.
4. **Economically perfect person** - is a person who is brought up under diligent spirit and hard-working atmosphere, gets his perfect job. A person who tries and works for the welfare of the society, by this way, achieving profit equivalent or more than one average statistical family's consumer basket. Person whose profit not only covers both his/her expenses and his/her family's but also helps people from low class families by sponsorship or doing merciful acts. Person reaches the point of perfection.

**Table 3.** The qualitative gradation of person's economic perfection

Nº	Person's economical benefit degree, (%)	Conditions of economic benefit (usefulnesses)	Grades of person's economic perfection
1	0-25	Benefit less	Economically poor Person
2	26-50	Private benefit	Economically capable person
3	51-100	Family benefit	Economically developed person
4	More 101	Social benefit	Economically perfect person
5	More than 25	Separated benefit	Economically imperfect person

**5. Economically imperfect person** – who earns money by dealing with deception, corruption, giving bribe, illegal business, not paying taxes at all or paying only some part of them. Wasting his/her money to gambling or gamble games, drug addiction, hard drinking and other obscene proceedings. He/she uses it not for domestic goods, but he/she just wastes money.

At last, as we found out, using nanoeconomical approach stages, degrees, conditions and grades of economical perfect person, will be helpful for us while studying market economy in it's transition stage, which will serve as theoretical and practical foundation in bringing up a really economical perfect person.

### Quality ranking of human's economic perfection

We recommend special quality mark that represents economic advantage according to the person's economic perfection conditions, degrees and grades (table 4).

The quality mark of the human's economical perfection attributes is defined by shield made breast sign (badge). The shield defines the human's cleverness and free will in the nature. The badge's inside is decorated with green, which represents blissful and rich life.

In this background, **anchor and sword** is drawn. Around the shield humans' achieved perfection degree is written. The two activity types:1) **Lust control of the person in**

**his/her life** (wellness; 2) **uninterrupted working and doing active entrepreneurship**; that is determined in “anchor and sword” pictures. **Anchor** is an instrument for solid statement of the ship, it represents that not lust should control human, but vice versa human with his/her stable will should control his/her lust (just as ship staying stable in the water by anchor). The **sword** drawn near the anchor is the human’s ability to live rich with the earned money by using economic abilities effectively, non-stop working and creative entrepreneurship being as an economic resource.




Likewise, the breast badge is drawn in gold, silver and bronze colors and its recommended that they are awarded with diplomas according to their economic development, economic capable and economic perfection degrees.

It is not recommended that people with economic poor and economic imperfect degrees be awarded. We recommend International Biographic Center (IBC) in Cambridge as an organization that rewards the breast badges.

I am ready to confide the responsibility to analyze the economic perfection of people by questionnaire as at official director position. The quality degrees and signs of human’s economic advantage help to develop positive thoughts and relations among wide range of people in market economy circumstance; it plays a role as an organizational-standard basis for getting higher positions for directors and employees of organizations as well as for various recommendation purposes; it plays a role of economic espouse in solving problems relating social division of population during transition to market economy; it creates opportunity for calculating living level in family degree and also it increases people’s feeling of responsibility for increasing living level by society income.

We think that, in market economy, according to gold, silver, bronze “anchor and sword” nominations in achieving economic perfection, human’s quality signs help for healthy competition.

**Table 4.** Quality ranking of economical persons

No.	Person’s economical benefit degree, (%)	Human’s economic perfection Grades	“Anchor & Sword” Quality Symbol	Characteristics of “Anchor & Sword” Quality Symbol
1	More 101	Economically perfect person		Embedded in the gold “Anchor & Sword” symbol
2	51-100	Economically developed person		Embedded in the silver “Anchor & Sword” symbol
3	26-50	Economically capable person		Embedded in the bronze “Anchor & Sword” symbol

## Conclusion

In the market economy circumstance, if person wants to live happy and well, he/she should be physically healthy, spiritually perfect, clever and also should be perfect from economic side. In order to reach economic perfection one should be able to make two things. First of all, should be able to *control self lust*. And, secondly, should use his/her *economic ability efficiently*.

Lust serves as bases for human’s economic perfection. Because Lust, which is in the nature of human being, serves as a source of endlessness of demand. In order to manage the endlessness of demand, in order to soften it, one should control his/her lust. There are selfishness and wellness ways of controlling Lust.

With the connection of these two ways, we can divide four types of people: fulfilled person; hungry but eyes satisfied

person; satisfied but eyes are hungry person and selfish, greedy person.

If the approach above is compared with condition in the market economy, the human’s economical mature can be divided into 4 following steps:

1. Human as a workforce.
2. Human as a concrete labour object.
3. Human as an entrepreneur.
4. Human as a business manager.

We found that, in determining the human’s economic perfection degree, the quantitative gradation of “Person’s economical benefit” degree would be goal oriented. We have differentiated different economic advantage states, according



to range of satisfaction of human profit his/her demands: *profitless, private profit, family profit, social profit, separated profit.*

We were able to differentiate different states of economic perfection according to "Human's economical usefulness" range and states: economically poor person; economically capable person; economically developed person; economically perfect person and economically imperfect person. It is recommended to reward different quality level badges.

It is useful to evaluate, differentiate and quality rewarding of human's economic perfection in following situations:

- When person's economic perfection is needed to be evaluated among family members, regional society and relatives.
- Basing on such grouping, person can choose himself/herself reliable, accounting, capable partner, co-operator.
- In business, it is possible to hire and giving higher positions according to the economic perfection degree of human and etc.

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