
For small and medium-sized businesses, the problem of reducing labor productivity is very acute, since labor productivity is simultaneously a criterion for the effectiveness of entrepreneurial activity, and a source of formation of competitive advantages, and a way to maximize the economic benefits received. The article has developed a socio-economic mechanism for strategic planning of the development of business organizations, which has the necessary efficiency and feasibility of implementation in the management system of business entities, including the production and industrial sector. It should be noted that:

1) firstly, the developed socio-economic mechanism allows us to simultaneously identify problems in the functioning of business entities and eliminate them within the framework of long-term planning through the use of a set of measures of a production, financial, personnel, operational and innovative nature;

2) secondly, the developed socio-economic mechanism makes it possible to optimize and minimize the level of internal risk. Due to this, the ability of business entities for sustainable and competitive development increases, the level of external threats is leveled by the accumulation of strategic potential, the accumulation of qualification, motivational and competence potential of employees. Considering that the developed socio-economic mechanism is a comprehensive toolkit of an analytical and synthetic nature to increase the productivity of workers in small and medium-sized business organizations.

Keywords: labor productivity, employees of small and medium-sized business organizations, socio-economic mechanism, scenario planning quadrant, Nexus methodologies, SCAMPER tool, «sifting funnel of management decisions' tool».

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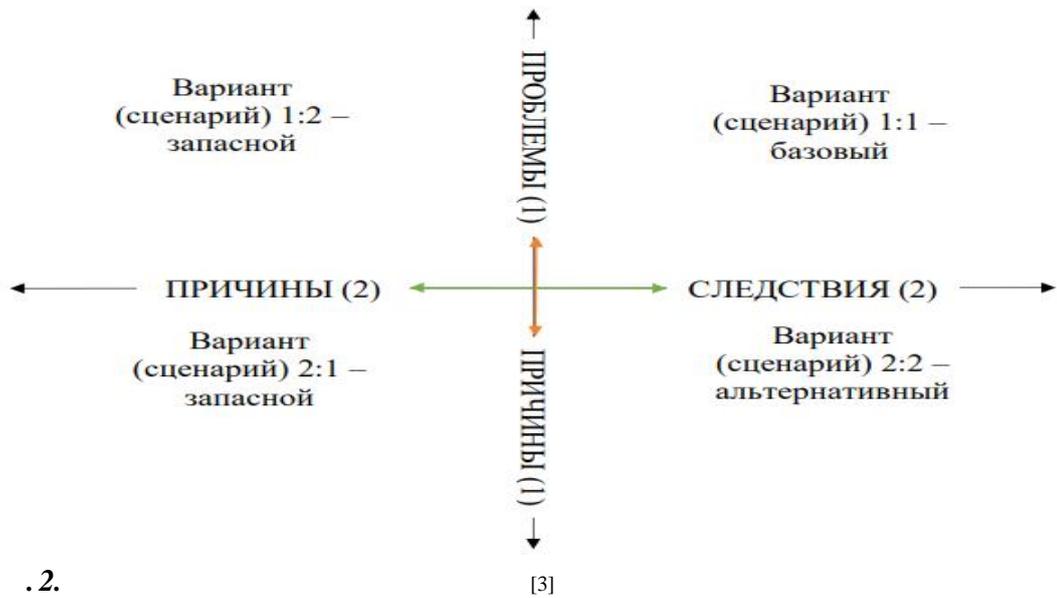
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$$M[X]X_{iX} | x_i | p_i$$

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(1)

$$p(a|b) = p(b|a) \cdot p(a) / p(b), \quad (2)$$

$M[X] = \sum_{i=1}^n x_i \cdot p_i$ (pi) (i);

$p(a) = \sum_{i=1}^n p(a, i)$;

$p(a|b) = \frac{p(a, b)}{p(b)}$;
 $p(b|a) = \frac{p(a, b)}{p(a)}$;
 $p(b) = \sum_{i=1}^n p(a, i)$.

SCAMPER (.2).

2. SCAMPER,

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S (Substitute)	-	« » , -
C (Combine)		« » « »
A (Adapt)		, , -
M (Magnify, Modify)		-
P (Put to Other Uses)		-
E (Eliminate)		, -
R (Rearrange, Reverse)		-

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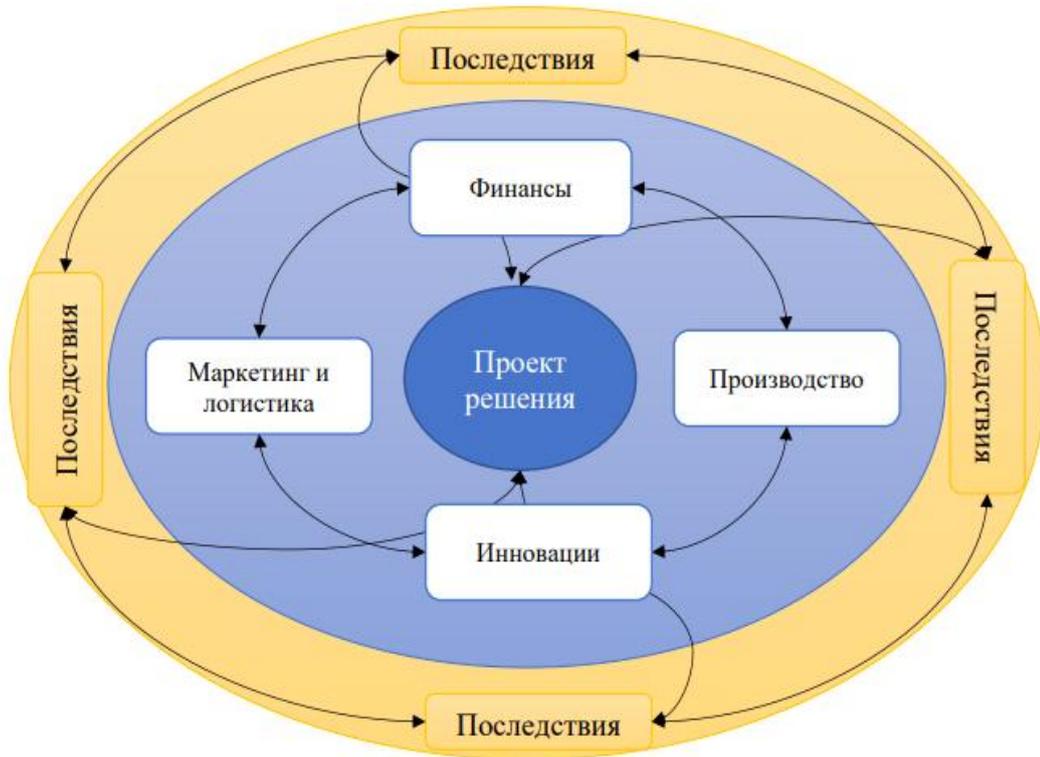
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