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## **AGRICULTURAL RESOURCES AND MAIN MEANS OF DEVELOPING AGRICULTURE IN THE ARAB REPUBLIC OF SYRIA**

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*Key words: land modernization, agricultural development, labor force, agricultural workers, human resources performance*

### **Abstract**

*In the Arab Republic of Syria there is a need of improving the efficiency in the use of agricultural resources, by government helping services and investments and improving the production conditions and agricultural investments, through plant and animal resources, in order to be adapted to the durable development objectives within the region, for accomplishing a nourishment that meets food safety and national industry requirements, and use of labor force and export. On this basis, the present chapter analyzes the politics and conditions which affect exploitation and agricultural development resources in Syria.*

## TECHNOLOGY OF MANAGEMENT IN AUTHORITY OF PUBLIC ADMINISTRATION OF THE REPUBLIC OF MOLDOVA

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**Key words:** *Public Administration, Technology of management, Public Service, Organization*

### **Abstract**

*The states executes public service, maintans order, education and helf public finance, protection of state frontiers , in the domain of public administration. All thise public services are organized in the one sistem of organs, create public administration. Technology of management or technology of leadership is a science, total methods and measures for operative management. The object of technology of management are people, organizations in a society. In dependance of different kinds of organizitions of the society are used instruments that determine one scop, abilities and interests: the different ways of control and management. The technology of management must be applicated and wished by all managers, public functionaries to have success in the future. The purpose of the paper is to investigate, compare, analyze and make conclusions on the forms and management technologies, procedures and management efficiency.*

## THE ENERGY AND HYDROCARBONS POLICY IN ROMANIA

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**Keywords:** *energetical policy, hidrocarbures, energetical reserves, solar energy, nuclear power*

### **Abstract**

*This paper presents the evaluation of potential energy issues affecting the development of the entire society. Though Romania's natural resources are not managed from the interior any more, energy policy should be able to harmonize with the requirements of economic efficiency across the EU. Society must become as quickly as possible energy independent by replacing old forms of energy with so-called green energy.*



## TECHNIQUES AND METHODS USED FOR ASSESSING AN ENTERPRISE

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**Key words:** *enterprise, assessment, financial situations, evaluation, method*

### **Abstract**

*In a world where everything is subject to the laws of the market buys and sells at a rapid pace, business assessment is a common measure in the economic and contemporane life, accompanied by increased privatization of economic liberalism which multiplies the number of enterprises subject to transactions, on the other first, expand trade on the exchange is to increase the need to assess a company for sale or purchase of part of it, no matter how small would be. The international dimension of the assessment is highlighted by the numerous transactions between sellers and buyers of various nationalities. Taking into account the influence of Anglo-Saxon financial standards, assessment practices were often inspired by the methods of assessment of North American or British, at the same time, these methods require the use of homogeneous data, especially in the accounting basis of the assessment; times between different accounting systems based on international financial reporting standards, American standards, British Standards or national standards of other countries there are differences and even conflicts to be taken into account in applying different assessment methods.*

## THE PROBLEMS OF LAND MARKET FUNCTIONING IN THE REPUBLIC OF MOLDOVA: PERSPECTIVES AND TENDENCIES

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**Key words:** *land, land market, perspectives, farms*

### ***Abstract***

*Actually the land market of the Republic of Moldova represents a characteristic development of whole national economy. Practically the evolution of land market is not different at the privatization period in the agrarian sector. It was manifested through limited land fund, small attractive land market for foreign investors, low prices of agriculture lands in comparison with the lots of other destination, the reduced area of agriculture enterprises, low competitiveness of agriculture enterprises, a lot of erosion soils in the structure of land fund. Agriculture sector represents one of the main sources of income for a big part of population. Over 60% of population is concentrated in rural sector. The goal of the study is to analyze the evolution of agriculture land market, the land relations in agrarian sector from Moldova and to identify the perspectives and tendencies of these.*

## TECHNO-ECONOMIC ANALYSIS OF ACTIVITY IN FARMS

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**Key words :** *holdings, tehcnical-economic activities*

### ***Abstract***

*Business analysis stages is the materialization of the time pattern of analysis process. Technical economic analysis involves achieving the following objectives: phenomenon or process, finding levels investigated; studying the structure components; quantify the influence factors to assess the consequences of their action and to study the causes which have established their mobile; identify reserves and determining measures to be taken to increase the level of future activity. The main steps you through the analysis of economic activity are: establishment plan review, gathering material information required, verification of data collected, the ordering data and perform analysis calculations, interpreting results and drawing conclusions.*

## THE ANALYSIS OF PRODUCTIVE POTENTIAL OF LAND FUND IN AGRICULTURAL UNITIES OF THE REPUBLIC OF MOLDOVA

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**Key-words:** *land fund, production potential, allowance.*

### **Abstract**

*This article is analyzing the variation of yield's rate per hectare of agricultural grounds in dependence of average mark of soil fertility. These data are close to real values of yield's rate, which have been obtained in agricultural enterprises of the Republic of Moldova presently. It has been argued about the necessity of applying a soil processing system to achieve maximum production potential, based on bioclimatic peculiarities of each sort of plants and the adoptability of it in the conditions of respective region.*

## **ANALYSIS OF THE ECONOMICAL MEANS EFFICIENCY FROM AGRICULTURAL ENTERPRISES PATRIMONY**

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*Key words: patrimony, asset, debts, liquidity*

### ***Abstract***

*Economical means utilization efficiency in agricultural enterprises from Republic of Moldova is achieving low level, in dynamics this indicator records considerable reductions of the recovery ratios. Given that reason in article is analyzed a system of ratios, among these correlation between current and immobilized assets. Have been observed very low level balance weight of current assets, that has expressed to us composition of patrimony with advantage of immobilized assets, situation which creates difficulties in agricultural production caused by deficiency or lack of quality seed material, mineral fertilizers, petrol products.*

## THE ROLE AND THE NECESSITY TO CLUSTER THE AGRO-INDUSTRIAL SECTOR OF THE REPUBLIC OF MOLDOVA

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**Key words:** *cluster, competition, agricultural sector*

### ***Abstract***

*The scientific paper presents a whole range of arguments which prove that the implementation of innovational technologies based on clusters are an efficient and important tool to make the agrarian sector more efficient and stable. It will increase the competitiveness of the agricultural produce, develop the entrepreneurship and improve the living standard in the rural environment.*



## **ORGANIZATIONAL STRATEGIES AND THEIR IMPLICATIONS IN THE HUMAN RESOURCES FIELD**

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*Key-Words: human resources, Strategic Management, Restructuring practices*

### **Abstract**

*The organizations are depending of the possible scenarios that can outline the future needs in the context of labor market, economical projects, evolution of technology and changes in the organization strategy. The Strategic Management of the Human Resources represents a set of decisions and actions that are meant to be used in order to formulate and implement some strategies that can optimize the bound between organization and environment in the effort of achieving the objectives. The process of transition to Strategic Management of the Human Resources focuses on four essential elements: the integration of human resources in the strategic planning process; the development of a partnership between the human resources department and the other divisions of the organization; the restructuring of the human resources department.*



## EVOLUTION OF BEEF PRODUCTION IN ROMANIA COMPARED TO THE EUROPEAN UNION

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**Key words :** *cattle stock, beef production, România*

### **Abstract**

*This paper presents the evolution of beef production in Romania during the period 1990-2008 and also a comparison with the E.U. situation starting from the year 2005. It is based on the data provided by National Institute of Statistics , Ministry of Agriculture , Forests and rural Development and F.A.O. The analysis is based on the following indicators: cattle stock , beef production, slaughtered animals and carcass weight. The results show a decrease of cattle stock by 58.4% and of beef production by 50% in the year 2008 compared to the year 1990. In comparison with other E.U countries , Romania presents a lower number of slaughtered animals , a lower live weight at de;overy and also a lower carcass weight. As a conclusion we can say that in Romania cattle stock raised for beef production should increase mainly in the hilly and mountain areas , where pastures and meadows could assure a low costing fattening .*

## RESEARCH ON THE DEVELOPMENT OF PROFESSIONAL SKILLS IN SIMULATED ENTERPRISE

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**Key words :** *evolution, simulation, process improvement, management decision making*

### **Abstract**

*Practice firms, already operating in most other European countries, were evaluated and found to be the teaching method which best responded to the targets to be achieved. The different networks of Practice Firms can provide learning environments through which the students will be able to acquire key qualifications like interpersonal skills as well as practising for a working life all over the world and thus acquiring intercultural skills while also acquiring vocational skills. Practice Firms reproduce the structure and workings of a "real" firm in every way, in terms of work times, surroundings, documentation, interpersonal relationships, and surroundings.*

## **ASSESSING THE ECONOMIC IMPACT AND THE TRACEABILITY COSTS IN THE CASE OF BANNING THE CULTIVATION OF GM SOYBEAN IN ROMANIA**

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***Key words:** genetically modified organisms, traceability, economic impact, trade fluxes.*

### ***Abstract***

*In Romania the genetically modified soybean crop (GMS) has developed due to irrefutable advantages becoming one of the most certain crops, there were 200,000 hectares cultivated with soybean in 2006 out of which over 137,000 hectares with GMS. As early as 2003, a monitoring and further a production traceability insurance system have been implemented. Beginning with 2007, the GMS has been banned from cultivation, with immediate impact in the drastic decrease of the surfaces down to 52,000 hectares in 2008. This paper evaluates the economic impact of the GMS ban on the balance account of the trade through the analysis of trade fluxes and of deficiency payments granted for conventional soybean and the costs of the production traceability insurance system for 2006.*

## MICROFINANCE - AN EFFECTIVE TOOL FOR ECONOMIC GROWTH IN THE REPUBLIC OF MOLDOVA

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*Key words:* microfinance, loans, funds, credit cooperatives

### **Abstract**

*The access to financial services is necessary for the establishment and development of enterprises of any size and in any country. It is especially difficult for low-income families that wish to start a business. Earlier, the access to microfinance services was considered irrelevant for the general development policy. Now it becomes one of the first global strategies to combat poverty, because micro-finance has a great potential to generate incomes and employment not only at the level of local communities, but also for the national economy. In many countries the base of economy is represented by small enterprises, these are small, often informally organized business structures, owned and managed mostly by people with low incomes. The impact of this economic sector on individuals, households and national economies is huge because the small enterprises are the main source of income and employment for hundreds of millions of people around the world.*

## STRUCTURES AND POTENTIALITIES IN DIVERSIFYING OF THE LABOR FORCE AND WAGES WITHIN AGRICULTURAL UNITS IN TELEORMAN COUNTY

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**Key words:** *structure of production, agricultural used area, livestock, production, yields*

### **Abstract**

*The present writing highlights some of the main aspect concerning the role and implications of labor force in the diversity of activities within the rural space of Teleorman County. Through the specific methodologies of the elasticity coefficients, the present situation is show and also the influence factors materialized through the volume of the demographic movement, number of people/employees/workers, net wage in agriculture and rural population movement. The tendencies result from the influence directions towards settlement of the rural population. Seeing as the production agricultural sector can no longer absorb labor force in a proportion which can balance the labor market in Teleorman County, diversifying activities represents a form of solving this present situation.*

## **FACILITIES OF USING LINEAR PROGRAMING FOR STRUCTURE OPTIMIZATION OF THE AGRICULTURAL HOLDINGS ACTIVITIES**

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**Key words:** *linear programming, optimization, efficiency, profit*

### ***Abstract***

*Mathematical programming models and especially their subclass - linear programming models - plays an extremely important role both in economic theory and in practice. Their use has advantages for optimizing the size of the agricultural holdings. In practice the use of these models seems hard, especially by calculating and including in the model the coefficients that characterize the objective function, activities and free time. This paper presents research regarding the automatic generation of the technical and economic coefficients matrix through the product-program AGR-4, interactive data entry that characterize the model by product-program Procsms\_simplex and the interpretation of the prime-dual solution through the product-program Simplex..*

## AUDIT OF THE EUROPEAN IMPACT ON GLOBAL CLIMATE CHANGE

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**Key words:** *audit of environmental programs, global climate change, regional strategies, platform for information exchange, adaptation to climate change*

### **Abstract**

*The paper summarizes the main guidelines necessary to develop regional strategies for adapting to climate change: reviewing existing strategies, guiding the process of adaptation for the development and regional implementation, providing financial support, assistance, providing advice and policy integration at the European level. The analysis focuses on the contribution of audit institutions in support of the European program on global climate change. The basic proposal of the work aimed at creating a pan European platform for exchange of information between governments, agencies and organizations working to adapt policies concerning the risks induced by climate change, the impacts and the best practices.*

## THE IMPACT OF EXISTING LAW OF THE REPUBLIC OF MOLDOVA ON WINE MARKET DEVELOPMENT

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**Key words :** *wine market, licensing and certification procedures, quality protection, lack of transparency*

### *Abstract*

*Analyzing the disastrous situation created in the Republic's of Moldova wine sector (the deficiency of external commerce and the formation of stock with Moldavian wine), there can't be blamed producers only. In this situation we should refer to the contribution of governmental organizations which administrate, verify the quality and control the wine production, within the country and abroad. Though there are a lot of administrative agencies responsible for the development of the wine sector, there is no separation of competencies between them, fact that creates an overlap of checking and supervision. This is the result of some imperfect legislative actions imposed to the producers and to the responsible administrative agencies.*



## THE SIGNIFICANCE OF MARKETING IN DEVELOPING THE FORESTRY AGENCY “MOLDSILVA”

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*Key words* : medicinal plant market, Forestry Agency “Moldsilva”, strategic view of marketing.

### *Abstract*

*The process of studying the medicinal plant market is a relatively new section in the Marketing Department’s activity of Forestry Agency “Moldsilva”. The insistent research of local and foreign market has influenced the increase of the revenue from sales, especially on selling medicinal plants on the local and foreign market. But there is not involved a strategic view of marketing which does not allow a market research with the aim of establishing trends and technological advances in the field, tracking competitors, sales forecast, improving methods of distribution, etc.*



## THE TYPOLOGY OF SOCIAL RESPONSIBLE CONSUMER IN THE REPUBLIC OF MOLDOVA

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*Key words: the consumer, the societal marketing, CSR*

### **Abstract**

*One of the essential problems of the firm is to create new consumers as well as keeping the devotion of the old ones. This way the income of the firm and its fez ability are dependent on the consumer's demands. One of the solutions which way guarantee the fez ability of the firm is to promote the social responsibility. The social responsibility gets an opportunity because it is a strategy of the marketing. There where there is no need of segmentation by age criteria, status comes a new stakeholder- a consumer responsible which is more informed, intolerable towards the goods' in safety and it is imposed not only in the technological process of the firm but also in its strategies and policies regarding the community's development the members of which they are; regarding the life standard growth of the people.*

## ANALYSIS OF MONEY RESOURCES FLOW IN “ZĂVOIUL MARE”, LTD. CO

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**Key words:** *Wages of the currency, means, economical operations, financial activity, material stocks*

### **Abstract**

*The waves of the currency means by their economical essence represent incashing and payments of the currency means effectuated during the respective period of financial administration. The difference between the incashing sums and payments makes the plainly way of currency means. The importance of the currency means wave analysis is determined by the following factors: the utilization of the principle of the exercises specialization, on the basis of which is being calculated the financial result and are being elaborated all the Financial Reports except that one concerning the wav of the currency means; the appearance of modification in the size of material stocks, debts and credits; the realization of non monetary diverse economical operations, for example: the postponement of the toxes, the depreciation of the fixed means, the amortization of unmaterial actives etc. The named factors above form the disparity between the financial result and the wave of the currency ,means, that is the enterprise may be profitable according with the data of the Report concerning the financial results and at the same time it is unsolvable.*

## **ANALYSIS OF ECONOMIC EFFICIENCY REGARDING FIXE USE IN „VINAR” J.S.C., LEOVA DISTRICT**

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**Key words:** *Current assets, labour means, labour items, fixed medns*

### **Abstract**

*In order to develop a common economic activity useng the labour force, one also needs means of production, which include labour means and objects. They can be obtained within the same branch or as a result of human labour, and are also called current assets. Labour means are those means of production which are used directly or indirectly to produce goods as labour tools, devices or mechanisins to store and transport labour items or to create the necessary conditions to develop a normal production process within the enterprise, such as constructions, heating ventilation and other systems. According to NAS 16 “Accounting for long term assets”, the labour means, except little value and short ferm items, are called fixed means, which, as a subject of record, represent a component of long term assets long with capital investments, land parcels and natural resources. The purpose of the accomplished analysis consists in making the economic efficiency analysis of fixed means use and pointing and the stocks of their reasonable use.*

## RESEARCHES REGARDING THE INFLUENCE OF CLIMATE CONDITIONS ON THE TRADE BALANCE OF ECONOMIC ENTITIES IN THE BEEKEEPING SECTOR

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**Key words:** *Turnover, Cash-flow, Profitability indicators, financial risk indicators, climatic factors, Beekeeping Company*

### **Abstract**

*This paper is part of a study regarding the management and the administration of the economical and financial activity of the beekeeping companies; the case study was conducted at Apidava Company. The diagnosis permits to identify favourable and unfavourable factors that may affect the future activity of the company. Most of the times, the information of the financial diagnosis should be supplemented with information on the external environment of the company. All these factors influence the financial performance of the company by determining its competitiveness. The data base is extracted from the financial and accounting documents of this company and includes data from the period 2006-2009. The purpose of this research is to examine the dependency between the economical results of the beekeeping company, the technical indicators and the external factors such as climatic ones.*

## NEED FOR IMPROVEMENT OF MANAGEMENT FOR DEVELOPMENT ORGANIC FORMING

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*Key words: management, ecological agriculture, human health.*

### **Abstract**

*Agriculture in Europe is at a critical stage as it tries to balance its nutritional economic and environmental demands. One of the options for the future is ecological (organic) agriculture, which emphasises sustainability, human health, biological conservation and the quality of life. Ecological agriculture is a form of applied ecology with a series of aims that need to be balanced within an agricultural context. These aims and principles need to be understood, firstly, as biological processes, but with the recognition that they are influenced by many factors that lie outside of biology such as economics, nutrition and consumer preferences.*

## THE INDICATORS USED IN ANALYSIS OF FARM PROFITABILITY

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*Key words: holdings, profitability indicators, production structure*

**Abstract:**

*The farms have held primary and secondary processes with major implications in the management and organization of the agricultural unit. Here, technological processes are intertwined with the biological, which gives a fundamental feature, which must be taken into account in economic and financial decisions and the fiscal policy adopted. It should also be considered and factors of risk and uncertainty that is manifested in agriculture in the natural - drought, floods, frost, disease, pests, and the predictable - soil, terrain, climate, resulting in a significant action the output produced, but variable depending on the nature of production. Production technology, ensure the circumstances, obtain higher crop production with minimal costs. New technologies must ensure Lots obtaining products in high, clean, quality. Thus, profitability may finally be known only after completion of production, respective after the calculation.*



## STUDIES ON THE DYNAMICS OF LIVESTOCK PRODUCTION IN ROMANIA

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**Key words:** *zootechnical production, herds of animals, agriculture*

### **Abstract**

*In the agricultural production in our country, zootechnics currently holds second place. For the future, provided that the share of livestock production to exceed 50% of the total production achieved in the sphere of agriculture. Expanding livestock production is necessary for several reasons, some of which are generally valid for all forms of ownership, while others require especially in private family holdings. Livestock industries provide higher quality food as compared with those of plant origin, they are characterized by higher energy value per unit weight and volume, high quality protein and raw materials as very valuable for manufacturing industries (food, light)In the present paper we analyzed the dynamics of livestock production in Romania, finding that the livestock were negative trends characterized by a reduction of livestock with impact on animal production.*

## WAYS TO PENETRATE ON THE FOREIGN MARKET

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*Key words:* market, export, market prospect, export promotion.

### **Abstract**

*The paper aimed to present the answers to the following questions: What is the present situation on the agricultural production market of the European Union? What are the prevailing tendencies? What are the key factors? The answers to these questions would considerably help local producers in organizing and promoting the agricultural production export on the European markets. The basic results of this investigation consist in elucidating the main stages of the foreign market prospects connected with the agro-alimentary production export. Export promotion has to become the main priority in the country's social and economic development. Liberalization and promotion of the export sector would create new work places, stimulate investments, enhance the scientific and technological level, increase the productivity and efficiency, facts that would lead to the creation of Moldovan products competitive on world's markets. In conclusion we'd like to mention that market promotion has to be considered as a key to balance the scales of payments, to create new products, to introduce new technologies, to develop services etc.*

## ORGANIZATIONAL MEASURES FOR THE EXPORT PROMOTION

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**Key words:** *strategy, export promotion, organizational measures, export.*

### **Abstract**

*Because of the limited capacity of Moldova's national market, and lack of energetic and other resources, the economic development of the Republic of Moldova decisively depends on the position and efficiency of the foreign economic relations and on its possibilities to increase the export. According to the promotion strategy of goods' export from the Republic of Moldova we propose the following organizational measures for the next years: (1)The determination of the prioritized branches for export development;(2)The improvement of goods quality. (3)The formation of the institutional and informational framework for export promotion.(4)The creation of a juridical framework.(5)The development of the commercial network promotion abroad.(6)Staff schooling and training.(7)Measures and ways to finance and stimulate the export.We consider that these measures will stimulate the growth of the agro-alimentary products export and of course that this list can be completed.*

## THE IMPORTANCE OF ENVIRONMENTAL COST ACCOUNTING IN THE MANAGEMENT OF AN ENTERPRISE

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**Key words:** *accounting, costs, management, ecology, environmental protection*

### **Abstract**

*The real concerns of states regarding ecology are reflected in outlining and trying to define a new economy, the ecological economy. These new ideas lead to the emergence, in the accounting field also, of a new type of accounting, the management accounting of environmental costs which takes into account the fact that gaining profit, for any economic operator who acts in this field, is a purpose given by the competitive system itself of the market economy, and also the fact the protection of natural environment is necessary as the result of non-rational economic development impact on natural factors.*

## THE NEED TO ARRANGE AN ENVIRONMENTAL ACCOUNTING AND PERSPECTIVES OF ITS DEVELOPMENT

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**Key words:** *environmental accounting, costs, environment, pollution*

### **Abstract**

*The traditional accounting does not offer the ideal framework for identifying the information necessary for the environment protection because they usually focus on the costs of used resources and their aggregation and many effective and potential costs related to the environment remain unidentified. Thus, the resource vectors and the measures of activities performed need a special monitoring, on which the environment accounting is based.*

## CLUSTERIAL STRUCTURES OF PRODUCTION AND COMMERCIALIZATION OF AGRICULTURAL FOOD PRODUCTS

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*Key words: clusters, agricultural, holding, development*

### *Abstract*

*The agrarian sector in its composition constitutes the nucleus of economic and social rural complex. The dynamic development in scientific directions argued of the agrarian sector, will assure also rhythms of economic development of the rural space.*

## CASE STUDY CONCERNING THE TURNOVER DYNAMIC IN A FISH FARM FROM SOUTH-EST DEVELOPMENT REGION

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**Key words:** *fish farm, South-East Development Region, turnover*

### **Abstract**

*Analyze of production structure, on exploitation level, must be made in the same time with commercialization structures study, respectively with the dynamic of turnover. So, it can be deduced if sales structure favored or no the fish farm from economical point of view. The evolution in time of turnover index was appreciated by ordinary statistical models. The time period take in account in studied fish farm was to 2006 at 2008. The analyzed turnover is about fresh and frozen fish delivery activities. We observed, at the end of the study, that turnover had about 28.06% annual average increase rate. By correcting the current turnover by deflating or inflating, the annual average increase rate of turnover become +10.91%. This fact affected al financial and economical indexes from fish farm. We can also add other influences like: competition, decreasing of consumption's purchasing power, etc.*





## **BASIC RULES FOR CREATING AND MANAGING AN EFFICIENT ADVERTISING CAMPAIGN**

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*Key words: advertising, efficient, rules*

***Abstract:***

*A bad campaign can cost as much a well done campaign. Starting from this point, I consider that in the first place the cost of a advertising campaign doesn't matter, but the way this campaign is made and it reaches its goals. Our days, when everything is happening very fast, a promo message has to captivate and reaches its goal in only 1-2 seconds.*

## PRIMARY OFFER OF PLANT PRODUCTS IN VILLAGE LĂCUSTENI, VÂLCEA COUNTY

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**Key words :** *surface structure, total production, average yield*

### **Abstract**

*The paper presents the evolution of primary production supply for vegetable production specific to Lăcusteni commune, Vâlcea County. The data used were synthesized by the following indicators: the structure of arable area, total production and average yield crops of wheat, barley, oats, corn, potatoes, vegetables and fodder plants. During the period analyzed (2006-2008), areas planted, total production and average yields have seen quite significant changes. For winter wheat production recorded a decrease from 460 tons in 2006 to 190 tonnes in 2007, oats has a maximum production of 150 tonnes in 2008, potato production has declined steadily in the production of fodder plants expressed as green mass obtained was constant in the years 2006 and 2008.*

## **PROFITABILITY ANALYSIS - A STUDY CASE AGROINDUSTRIALA PANTELIMON JOINT VENTURE DAIRY FARMING COMPANY**

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**Key words :** *profitability, analysis , dairy farming , Agroindustrialala Pantelimon*

### ***Abstract***

*The paper aimed to present a case study of profitability analysis based on ratio method in order to evaluate the financial performance at AGROINDUSTRIALA Joint Venture Dairy Farming Company . Based on the data collected from Balance Sheet and Profit and Loss Account concluded at December 2009 , the following ratios have been determined: gross profit margin, operating profit margin and net profit margin, return on assets , return on equity and return on capital employed. The obtained results have shown that the profitability of the company has registered an increasing trend in the year 2009 compared to the level recorded in the year 2008, which is a positive aspect of a good management of material and labour resources .*



## RESEARCH CONCERNING GROSS PROFIT ANALYSIS IN BROILERS FATTENING

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**Keywords:** *gross profit , analysis , broilers fattening*

### **Abstract**

*The paper aimed to analyze the influence of factors upon Gross Profit. The study was carried out at Breeding Prod Commercial Company, Giarmata, Timis County . The financial results of two series of broilers fattening , S1 and S2, have been comparatively analyzed based on the following specific indicators: variable costs ( one day chicken supply , medicines, disinfectants , veterinary services , straw bed, feeding, fuels, electricity , watering , labor force ), fixed costs ( rent, interest, fixed assets depreciation , communication and other taxes ), total production costs , cost per kg live weight , gross margin , incomes ( incomes coming from marketed broilers and subsidies ) , profit and profit rate . This comparison proved that the higher the chickens series size , the higher costs and incomes . The both fattening series have profitable but the series S2 registered higher financial performances because it delivered a higher broiler liveweight , 174,256 kg carried out at a lower production cost , Euro 0.91 compared to the series S1 which has sold 151,087 kg liveweight achieved at Euro 0.95 production cost /kg.*



## **CONSTRAINTS AND OPPORTUNITIES IN DEVELOPING A MARKET-ORIENTED APICULTURE: CASE STUDY OF APIDAVA SOCIETY**

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**Key words:** *constraints, opportunities, market, Apidava, development*

### **Abstract**

*This paper aims to examine the opportunity in the development of economic structures for a sustainable management of the apicultural sector. The case study was conducted in the SC Apidava, a major honey processor company, whose turnover is due 60% of exports. As research method, the study used the SWOT analysis, which followed to emphasize the role of sustainable management criteria to be applied in order to obtain the expected impact; at the same time, the study aims to obtain a series of qualitative and quantitative indicators that reveal the sustainable management and identify constraints and opportunities for developing a market oriented apiculture: both to the internal and external market.*

## PRODUCTION AND MARKET PRODUCTION OF MILK , TRENDS AND PROSPECTS IN ROMANIA

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*Key words : market, production, prospects, milk, Romania*

### **Abstract**

*The milk market and dairy products in Romania has proved since the beginning to be very difficult to organize and manage. The paper seeks to highlight the main aspects of production and consumption characteristics and events in the market of milk and milk derivatives. In substantiation of these points were used indicators played in relative and absolute numbers respecting the capability of production and consumption possibilities. **Interpretative** dependencies between production-price-market in the milk market were presented by using flexibility coefficients. **Correlative** forms of flexibility have delimited the factors influencing the milk market, with reference to the level, direction and intensity of cause factors (production capacity).*



## NET SALES ANALYSIS IN A DAIRY FARMING COMPANY

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**Key words :** *net sales , analysis, dairy farming , Agroindustriala Pantelimon Joint Venture Company*

### **Abstract**

**Abstract.** *The paper aimed to present Net Sales analysis for Agroindustriala Pantelimon Joint Venture Dairy Farming Company. The reference period is 2008-2010 and analysis is based on the data collected from Profit and Loss Account but also from production evidence. The indicators used in this analysis have been : Net Sales absolute and relative deviation and average annual increase rhythm calculated by means of fixed base indexes, milk production and milk price contribution to Net Sales as well as subsidies. As a conclusion Net Sales have registered an increase from Euro 543,664 in 2008 to Euro 734,210 in the year 2009. Direct deliver of whole fresh milk is an alternative for getting a higher price and incomes every day. The company must continue to pay more attention and keep under control average yield, production costs, mainly variable costs, milk cost in close relationship to market price in order to be able to manage the future revenues. Break even analysis is very important for any Euro in addition to the company present profit.*

## RESEARCH CONCERNING GROSS MARGIN FORECAST BASED ON MILK YIELD USING THE LEAST SQUARE METHOD OF REGRESSION ANALYSIS

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**Keywords:** *gross margin, forecast , milk yield , Least Square Method*

### **Abstract**

*The paper aimed to analyze the relationship between milk yield and gross margin , which can be used for forecasting gross margin level. The experiments have been carried out within 19 dairy farms from Iasi, Buzau and Brasov Buzau Counties in the year 2008. The collected data refer to average milk yield/cow/year , income/cow/year, variable costs/cow/year. Taking into account all the 19 farms , the average milk yield was 4,435 kg/cow /year and gross margin Euro 1,277.68 /cow/year. We noticed a weak correlation between these two indicators ,  $r= 0.174$  , and the linear regression function  $y = 317.12 + 0.216 b$  has been used in order to forecast gross margin for a milk yield scale ranging between 4,500kg-6,000 milk kg/cow/year. As a conclusion, a farmer who decides to increase the average milk yield of his cows by 2,565 kg , that is from 4,435 kg to 7,000, could get Euro 1,828.82 gross margin, a value which is higher by Euro 551.14 compared to Euro 1,277.68 registered for just 4,435 kg/cow /year average milk production registered at present in the studied dairy farms .*

## THE STATE ENCOURAGEMENT OF INVESTMENTS IN THE DEVELOPEMENT OF VITICULTRE IN REPUBLIC OF MOLDOVA

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**Key words:** *viticulture, quality, financial resources, investment*

### ***Abstract***

*Viticulture is a traditional branch of agriculture in Republic of Moldova, that supplies raw materials for the prossesing branch. In the conditions of market economy the quality of the products has a great importance. So the quality of wines depends on raw material – grapes. There fore the problem of amelioration of vineyard areas is very actual. It is necessary to plant vineyards of quality industrial varieties and to increase production of grapes for fresh consupcion. But the planting of new vineyards is needing the state encouragements, beecause a lot of enterprises do not have enough financial resources for such investment.*

## THE INVENTORY OF PROVISION FORMED FOR THE CONSUMPTION OF QUARRY REHABILITATION AFTER THE EXTRACTION OF NATURAL RESOURCES

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**Key words:** *provision, inventory, extraction, error, rehabilitation.*

### ***Abstract***

*The observance of the degree of exigibility of firm's liabilities from the extraction sector needs the formation of long-term provision at the minerals extraction phase in order to cover the consumption of quarry rehabilitation and to turn it into short-term provision. We know that during the business year the firm would reflect the use of the mentioned provision and its adjustment to the change of the extraction conditions and of the rehabilitation of the quarries from which mineral production was extracted. At the end of the business year it is necessary to make the inventory of the formed and used provision. These data are considered when solving the problem of establishing deductible expenses for tax purposes.*



## RESEARCH ON AN INFORMATION EXCHANGE SYSTEM IN THE MARKET SURVEILLANCE

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**Key words :** *Market surveillance, SUAPEX, The New Approach Directives, Client/server Architecture.*

### **Abstract**

*Market surveillance is an essential tool for the implementing directives of New Approaches, especially by taking measures to verify that the products meet requirements of applicable directives and if they act to bring non-compliant products in accordance ones and if there are sanctions are applied then when appropriate.*

*Creating of a single market for goods is one of the objectives of European Union. The unique market is an area without (internal) frontiers, where by disposition of CE Treaty it is assured the free movement of goods, persons, services and capital. The main objective of the project is the harmonization in accordance with UE law settlement of the standards/rules and the technical-economic/ indicators. Project proposes is to create a technical-economic proper device for the communication and coordination between competent authorities and bodies of surveillance market that helps for: acceleration of standardisation process to UE requirements and settlements; real time markets surveillance capacity increasing; data base creation for different domestic and international economical domain; real time communication between bodies that's involved in.*

## THE INFLUENCE OF INFORMATION SOCIETY DEVELOPMENT TO INCREASE THE COMPETITIVENESS OF ROMANIAN AGRIBUSINESS

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**Key words :** *Information Society, Internet, Business Environment, Romania*

### **Abstract**

*The change of world economy that have been made in last decade, and which is reflected in Romania too, and is manifested by the increasing of economies interconnection and is generated by globalization, lead to new forms of production specially based on outsourcing factors of production, decomposition of production, using on a large scale of information technology, rapid multiplication of small farms as well as is proliferation and diversification of economical associations forms between organization. The paper proposes to shape an image of integration of Information Society technologies in the Romanian agribusiness structure. Combining specific means of agriculture with the new technologies of Information Society offered by IT industry are designed to create a more complete forecast, an efficient way to organize, a advanced system of communication for effective coordination, a complex analysis that could positively influence the dispositions, and a complex control system that is designed for efficient managers that plays an important role on turbulent markets of national and international agribusiness.*

## INSURANCE AS POSSIBILITY OF BUSINESS RISK REDUCING IN AGRICULTURE

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**Key words:** *agricultural production, business risk, insurance, premium, damage, compensatory payment*

### **Abstract**

*In a group of measures for protection and improvement of agricultural production, important role has insurance activities. Most dominant are insurance of plant production lines (crops and fruits), as like insurance of live stock breeding production lines (heads of domestic and other animal species). Plant production is exposed to influence of many natural factors (positive and negative) from which depend final result of current production cycle (quantum of total yield). At other side, insurance of animal significantly contribute to continuity of live stock breeding production in Serbia. For insurance in agriculture are characterized particular principles and methodology. It is determined with three substantial elements: risk, insurance premium and compensatory payment (compensation after realization of insured case).*



## PERSPECTIVES FOR DEVELOPMENT OF AGRICULTURE IN THE CONTEXT OF THE COUNTRY'S INNOVATION DEVELOPMENT

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*Key words: research and development, innovation, innovative activity, national economy, agro-industrial complex.*

### **Abstract**

*On different sectors of national economy the essence of innovative activity has fundamental differences. However, the nature and direction of the innovative of work these sectors can have significant differences. The process of innovation in agro-industrial complex is its specificity, given the particular component - Agriculture. Agriculture in the context of its specific peculiarities, and restricted opportunities as organizational, economic and technological, can not function effectively without assistance from the State, which must have the policy not only innovative but also directly carry out the coordination of the Innovation process. In conclusion, it noted that the main lines of business to accelerate innovation in agro-industrial complex, dependent not only on activation of enforcement of the Innovation process, but largely, and the system of government activities to support this process.*



## PROBLEMS OF FUNDING OF AGRICULTURAL SCIENCE IN MOLDOVA

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**Key words:** *agricultural science, science and technology, research and development, financing system of science.*

### **Abstract**

*Governments subsidizes agricultural science for the potential benefits that science and technology provide in development (economic, social). Positioning countries depending on the level of funding for research and development shows that the minimum level of economic growth should be considered as 1% of GDP. The leader in this rating is Israel, where the level of funding for research and development is over 4%. In Moldova, for the period 1990 - 2001 year, this figure declined from 1, 57% to 0, 18%, with subsequent small increases in following years. As a conclusion, the primary task in improving the financing system of science in terms of reforming the scientific and technical sphere is to ensure its restructuring and development in conditions of limited financial resources.*



## EVALUATION AND ACCOUNTING OF LAYING HENS

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**Key words:** *Biologically Active, Value, Cost, Reduction*

### ***Abstract***

*The determination of rationality and how to calculate the value of production of laying hens and its reduction due to physiological factors for the development of biological assets operated in production. A monographic study was effectuated to, the poultry business activity in Republic of Moldova concerning the records of laying hens and the formation of their value, and the influence of taxable income. In the result, we've developed a mechanism for calculating the reduction of hens' value and its reporting to the cost of the obtained eggs. It outlined how to calculate the values' share of laying hens that are included in the cost of obtained eggs according to the stages of production and possible taxable consequences.*

## ANALYSIS REGARDING TO COMPLEX INFLUENCE EVALUATION OF THE PRODUCTION FACTORS

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**Key words:** economic analysis, model, production factors

### *Abstract*

*As a rule, factorial models application provides the determination of a single factor at modification of the resulting factor and in this way triple growth of production comparatively to real one is obtained. An analysis complex model is proposed for resolving to avoid such a postponement, which blends common influence of the utilization of agricultural grounds, fixed means and labour force. In this case the substitution of production factors (namely the replacement of labor force with fixed means) could be taken into consideration. Under proposed factorial model a simultaneous influence of the three production factors on modification of resulting factors is quantified.*

## THE IMPACT OF SUBVENTION OF AGRICULTURAL PRODUCERS ON ECONOMIC EFFICIENCY OF PRODUCTION POTENTIAL

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*Key-words:* subvention, production potential, economic efficiency

### *Abstract*

*Increase of the production potential efficiency and of financial stability is determined by the application of argued system of maintenance of agricultural enterprises by state organizations. In 2008 comparatively with 2007 and 2006 an essential growth of subsidies and endowments with 67, 9 and 62, 8 millions lei respectively is observed. But acute problem consists in fact that economical efficiency of the subventions has not been studied yet. Thus, the core criteria of estimation of economical efficiency of subsidies, such as overall agricultural production per leu of subsidies, endowments and compensations are proposed in the article. At the same time, the application of the correlation ratios between growth rhythm of the overall agricultural production and growth rhythm of subvention sums is proposed.*

## THE TECHNICAL ECONOMICAL ANALYSIS OF THE SERVICES OFFERED BY HOTEL TRIUMPH S.A. BRAILA

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**Key words:** *technical economical analysis, tourists, hotel, SWOT analysis*

### **Abstract**

*The hotel industry, but especially the quality of the accomodation service influences not only the turism development in generraly, but also the efficiency of this activity. By the attraction that they have on people, the accomodation services assure a good exploitation of the touristic potential, of the labour's availability, of the technical and matherial basis capacity, leading towards a higher exploitation efficiency. The diagnostic analysis made inside the economical unit has as its main purpose founding symptoms, economical activities dysfunctions, determining status and "therapy" from which to produce improvement, redressing and recovery of the analysed phenomenon.*



## THE ANALYSIS OF LEADER'S PROFILE FROM EMOTIONAL INTELLIGENCE PERSPECTIVE

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**Key words:** *profile's leader, emotional intelligence, quality management, score*

### **Abstract**

*The emotional intelligence meets a significant role in the development of the leadership capacity. True leaders impresses us, they wake passions and stimulate what is best in us. The purpose of the paper is to analyze the leader's profile from emotional intelligence perspective. The research is aiming to achieve the following objectives: determining the emotional IQ coefficient of the participant leaders in the research, determining the degree of dominance of the emotional intelligence components and identifying the weak areas of the inventory leaders in terms of these components, achieving the leader's profile. As used methodology we applied the assessing questionnaire of Emotional Intelligence of the leaders. The results of the practical research highlight the huge importance of changes and emotional contagion both in the interpersonal relations within the company and in work relations. Achieved mainly by intuition and recognizing the emotions and sentiments of the others and knowledge of their own emotions and sentiments, the emotional contagion stands at the hand of leader in motivating the personnel, effective management of the activity and conducting towards purpose and achieving the company objectives.*

## LIVESTOCK AND MEAT PRODUCTION IN ROMANIA - COMPARED TO EUROPEAN UNION

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**Keywords:** *farms, animal numbers, production*

### **Abstract**

*The sector of meat animals is one of the most difficult issues of the current Romanian agriculture. This is why the animal numbers should be examined compared to meat productions. Livestock for meat production is determined by existing production capacity of the farm.*



## **SOLUTIONS TO IMPROVE THE COMPETITIVENESS OF UPSTREAM AND DOWNSTREAM SECTORS IN DAIRY CHAIN**

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**Keywords:** *succession, competitive, farmers, traders*

### ***Abstract***

*The competitiveness of agricultural products depends on input costs, demand conditions, the strategies adopted, the competitive environment and economic relations. In this paper we addressed the competitiveness of the dairy chain in three ways namely: organizational, technological and economic-financial.*

## **SPECIFIC IMPLEMENTATION OF TRACEABILITY IN AGRI-FOOD CHAINS**

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**Key words:** *food chain, traceability, information system*

### ***Abstract***

*Building a complex information system and the existence of objective and subjective conditions create the prerequisites for information to become an effective economic instrument in the efficient use of economic mechanism in agriculture in general, in all its subsystems. Currently, with the integration of agri-food sector in Community structures, a new challenge occurs, which must be resolved by central institutions with responsibilities in animal husbandry and food industry and which consists in the development of traceability of products belonging to agrifood sector. In fact, this issue is an important part of agriculture information system, which aims to food quality and safety.*

## PRODUCTION AND MARKETING STRUCTURES IN FISH FARMS OF SOUTH-WEST DEVELOPMENT REGION

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**Key words:** *fish farms, fishing areas*

### **Abstract**

*This study used questionnaires distributed in SE Region in order to obtain information on fish farm activity, access to fish resources, to fishing areas, fish prices and finally on the economic results obtained. A sample of 10 farms was studied, their having an average income being used to diagnose production and marketing activities in the current stage. This study considered the activity of two representative fish farms in SE Development Region.*

## ROMANIA'S FOREIGN TRADE WITH MEAT AND DERIVATIVES

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**Key words:** *foreign trade, meat and derivatives, export / import flows*

**Abstract:**

*Exchange forms in foreign trade are affected by many factors, some of them very different from those of internal trade. Export reimbursement is the difference between world market and EU prices. Qualitative structure at national level in the chain of live animals and meat (meat derivatives), is assessed through the analysis by investigating the chain of these products in a three-dimensional form: quantity-value price. Live animals and meat export/import flows in Romania, especially after the accession, tend to increase quality in ways that are differentiated by the level of each stage of the chain, which is in fact the degree of recovery of live animals and meat.*





## INVESTMENT IN ROMANIA'S MILK PROCESSING SECTOR

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*Key words: investment, chain, processing, investment indicators*

### *Abstract*

*Investments and structural form of allocation in processing activities of the milk chain have quantitative and qualitative aspects in the Romanian milk production and processing. Knowing the dairy chain requires analytical knowledge of investment indicators in two respects: investment levels according to the production size of dairy enterprises, supplemented with the comparative form, reporting these investments to key economic and financial indicators.*

## THE STRUCTURE OF PRODUCTION IN EU27 AGRICULTURE - STRUCTURAL GAPS IN ROMANIAN AGRICULTURE

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**Key words:** *structure of production, agricultural used area, livestock, production, yields*

### **Abstract**

*Characterization of the structure of production in the EU, to the existence of the 27 member countries, sharing an area of approx. 4 million km<sup>2</sup>, is a complex process. An overall assessment on the structure of EU agriculture production 27 shows evidence that it contains branches and cultures, in greater or lesser extent, that are found in all countries. Differences between countries have multiple determinations. It is recognized the role of climate and soil conditions and whether they meet the requirements of different industries and cultures. It is recognized also that they interfere with restrictive, prohibiting so, the practice of crops in some areas. Soil and climate conditions, with few exceptions, such as removal of drought with irrigation, correcting acid soil reaction or providing nutrients can not be corrected to make them conducive to certain cultures. Naturally, there are areas of favourability in each country for different crops. Overall, agricultural area of a country is suitable for certain uses and these are favourable for different cultures. As a result, quite rightly, it is estimated that agricultural production in one country can not be outsourced from one area or another as it happens with the industrial*