

Pathology of Non-Oil Exports Development of Iran and its Influence on Economical, Social and Political Growth According to Iran 1404 Vision. (Systematic Investment)

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Abstract: A study of export pathology of non-oil products, with emphasize on Iran's manufacturing companies, especially SABA ELECTRONICS company is provided in this research. Between fourteen certified investigation methods, Wiz board six boxes algorithm is used for this research in a descriptive way. Study procedure is descriptive, library and applied methods was used from foreign commercial statistics of Iran customs as a most reliable statistics of Iran. Reviewing of non oil exports combination, geographical distribution and the reasons of non oil exports development, revolution and performance of Iran non oil export policy, non oil exporting detail for main productive sections, difficulties and bottlenecks and non oil exports procedures will be reviewed. Although, they used distinct different algorithms for various non-oil products exports (such as industrial, agricultural, handcraft...products) in previous research, a unit algorithm is used in this investigation, to develop an integrated algorithm for divers' fields of non-oil exports, which provide at various times, as well as its review of non oil export strategy and its implementation 1404 in comparison with other countries have been trying out " vision 1404".Based on clear and divers conditions of industrial goods in country, library and field information, components of main pathology of SABA ELECTRONICS export have been investigated and analyzed, to find out relationship between these injuries and export center and present its function to industrial products export. At end, applicable solution for this pathology will be proposed. Also, influence of export extension in solving social problems such as inoccupation, inflation and low gain will be presented. The result will be shown the absent Iranian companies in international fields which influence cultural extension and how the companies can be encouraged to participate in non-oil export extension. Thirty nine people of SABA ELECTRONICS export's managers and experts have been randomly selected for questioning in this research. Analyzed result has shown that based on Wiz board six boxes native algorithm in SABA ELECTRONICS auxiliary mechanisms, Component has highest injury and next Leadership and organization objectives Components, Finally Wage andReward, relationship and management are prior and more important and that there is a logical relationship between export of this company and recognized export injuries.

Key words:Organizational pathology • Industrial goods • Patterns of pathology • Wiz board six-box patterns
• Vision 1404

INTRODUCTION

To have success in nonoil exports which is among responsibilities of directors of foreign trade, it must be recognized obstacles and difficulties first, then dividing them in 2 classes generally.

Internal Difficulties: These are concluded of production, quality, price, transportation; marketing and packaging

also, Export and foreign exchange policies and lost due to incorrect managing are added.

International Difficulties: The most important difficulties for nonoil exporting are : limitation on exporting items, competitors, non continuity, lack of time comporments, misunderstanding of consuming culture of luger countries, poor promotion, non coordination on goods delivery. In this regard, indentifying problems and

difficulties (despite of vary high potentials) for different stages of production, services, delivery and after sales services by systematic viewing based on exporting process different stages as a descriptive statements is required. Unfortunately Iran economy is based on oil exporting which is caused decreasing of national resources and non utilizing them to develop long term economy and then numerous problems. To assure future of economy of our country, it is required to solve problems and facilitate exporting process by training and encouraging Iranian comparison nonoil exporting. In internal markets, economy is a continuous process that is affected and changed by political and social situations. In the international arena what prevents Iran's products from appearance, not only including political pressures and sanctions, but non proper packaging and quality. More importantly the prices are the major reasons of going ahead of internal manufacturer rivals even in zoom markets. Hence, we will try to review some of these problems and offered some solutions. By pointing on brief history of non oil export growing during 3 late decades, we proceed on subject and then nowadays situation of this industry and same industries and affecting rate of social, by determining strength and weakness points. In addition some advisements will be provided to modify present statue. Trying to receive 20 year vision objects and creating new capacities to develop non oil exports has been a long term strategy of country in encomia arena during early years. Although non oil exporting was lower than what forecasted for first, second and third economical development plans, but it proceeded from forecasted value during first year of 4 th plan. During early decade, progressive approach of global trades have been accelerated because utilizing of commercial active strategies, revolution in IT and communication, under moving trades barriers in national and international scenes. Now there is an advisement to cooperate co operate countries in global market, so that share of some countries exceeds from their production. There is no need to note the active appearance in global trades now but it is an obvious principle for being universal village. Trade is not only as a production guideline. But also is amatory to grow economy. It can not be successful without any strategic planning and hard working by providing exact scientific approaches.

Problem Expression: Problem was an issue being dangerous to receive an organization on its targets, or is a situation that prevents it from attaining to a several

targets. There are various problems for an organization during its life which are different in effectiveness and structure some of them are simple to decide. They are called good creation problems which are not dangerous. However managers are faced with maceration problems information about these problems are short and ambiguous. organized damages are problem with very bad maceration if they are not treated in time can be result to destroy organization in fact organization damages are the essential problems that exposes it on critical situation and prevents it from proper and safe progress. Organized pathology is scientific and logic interpreting of various signs and information gathered by scientific research and observation which indicate unsafe and unstable stat of organ. It is necessary knowing details about non oil export problems (in spite of high potentials) for production steps and services delivery and after sale services in a systemic view based on different export process control. Iran economy dependence to oil export has resulted to decrease national recourses and non using them in long term economical development generates numerous problems which required solving them and facilitating export process by encouraging Iranian companies for non oil exporting to assure country's future economy. Also we are going to review positive effects of developing non oil export to solve economic, social and political problems of country such as innocupation, inflation, low profit, non cultural developing due to non corpora ting Iranian companies in international market and increase non oil export motivation. It is possible to identify problems of an organization the first time when different factors such as problems nature new peripheral conditions, related personal and information selected by board of director, result to non performance in organization management [3]. There are many strategic approaches to develop for efficiency enhancement. Pathology is a strategy including reorganization or valuation of jobs for a level of organ to plan proper changes. Concept of pathology in organic development is some as what is used in medical patterns. It is used from conducted procedures to gather information about peripheral. By evaluating them can be planned proper organic inter position [1].

Theoretical Basics: A phenomenologist investigates and reviews organ as a general system like a physician. Medicine considerations are general viewing but open system theory is defined for organization improvement according to this theory, an organ can be reviewed as a comprehensive system with inputs, operational potential,

outputs and feed back cycles, feed back cycles clarifies this idea that systems and their outputs can be affected like their inputs. Data collecting process during organization pathology is used for motivation members in learning and change process sharing. Medicine or organization pathology is the use of organic current data and their relation with function modality and performance in current situation pathology can remove corporations defensive states and be an approach to learn new behavior patterns. It facilitates acceptance of problems is true or requiring a true route for high level manager. Finally, data collecting results are sent back to members to start organization change process [2].

Pathology Features: Michel Broodier has an article to describe pathology features. They are as follows: pathology in Crease Corporation's capacity for changing in organizational culture and provides a proper opportunity to get new idea of different functions. Doing this assures continuous development. Broodier purposes 4 steps pathology which are included when a team (usually managers) find problems which needs to identify (for occurrence point) and change, a team of internal and external personnel begin to collect data and information involving different techniques e.g. non structural interview questionnaire and ...). Data collecting process goes to an approach with reliability feeling (reliable criteria). Feed back of results to members helps them to carry true actions. Generally, above 4th steps are true in all pathology processes some of scientists like Professor Piere Rombar review this in detail. He reviewed it for coordination and knows it as are of all activities, so his advices 3 steps:

- Identifying coordination mechanisms or elements to analyze. This can be done in whole of organization or theoretical organizational elements, job situations on sections (functional team, zoon sales office, information system dept and ...)
- Coordinating problems identification, benefits and difficulties of different changes required. Note; try to observe improvement enhancing, increasing problems by up and down coordination. This requires knowledge of instant job benefits and problems and prediction of when changing approaches and management. Creating matching and cooperation between department's behaviors and customs and managing them.
- Comparing organization with desired state and harmonizing between organ and its structure continuously [4].

Change and Organizational Pathology: Pathology provides required information for fast action to change forces in existed situation. It can be led to get efficiency if it is based on organizational problems identification. Hence if we follow pathology for development it must be informed from change forces, current business conditions and it's different with last. Prof Stefan Bradley from Harvard commercial institute believe That: < due to modern technologies appearance and globalization it is always required to guide change process in a computational statue which requires innovated industrial structures to edit new replying strategies and guiding organizational change process by creating organizational configurations. It is natural that non reliability is governed in all steps which need improving of understanding from global environmental changes and computational statues, first. Second, improving efficiency of innovation management (at information changing acceleration time). Third, helping to enhance efficiency processes for managing and leading changes in organization.

Pathology Models in Organization Level

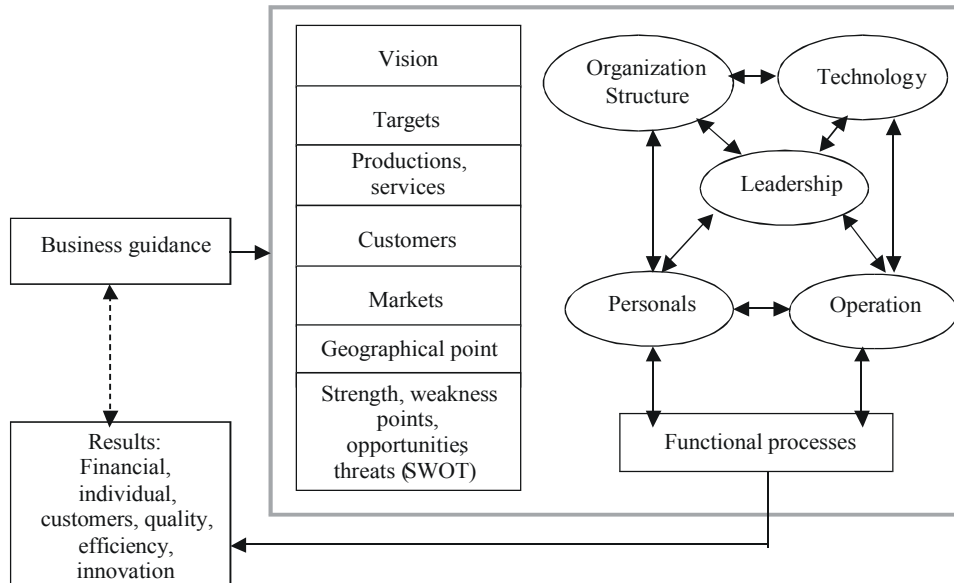
Many Models by Researches Have Been Offered for Pathology: Pattern defines a systemic approach for collecting data of organization understanding and classifying them. They often determine essential variants of organization supposed in primary investigations In addition, they present nature of variants relations (mutual effects of variants). A clarified model mainly provides available factors for analyzing. Burke warns organizational pathology's for loyalty to a special model. He says, model selecting by individuals may be deceptive. For example if a special view doe's pathology process, an adviser can forget important results of organization easily.

Following Models Has Been Purposed

Theoretical Models: Taking viewpoints of many management connoisseurs and 30 personals of export center of company which were educated and had managing experiment, Wiz board six boxes model as desired model was recognized.

Max matching has occurred with following model by analyzing 14 models.

- Wiz board six boxes model completely matching (with 6 variants).
- Ali bark and litvin with 6 variants
- Macinzy 75 model (3 variants).



Pathology diagram of ICF

Considering this matching and experts of SABA ELECTRONICS export center points of views desired model was established. This model can be used in other organizations, course. It must be sure from its compatibility with organization before executing [4]. Wiz board six boxes model is confirmed and executable in organization because of comprehensive aspects and compatibility with open systems (external elements and mutual effects on organizations), emphasize on leadership as a main factor in growing organizations and finally pointing on software brain ware and hard ware.

Marvyg Wiz board offered a six-model as a pathological tool in mid. He introduced six main points which must be done correctly and be compatible with organization to get success purposes, structure, communication, leadership, rewards and useful mechanisms are main six points to be investigated and used according to conditions. It was selected following motivated model for SABA ELECTRONICS export center pathology by multilateral investigation and using of management scientist point of views for each of model elements (2.3 diagram) by name leadership interesting self-reliance of leadership, his witting, knowledge about jobs and authority in organization.

Research Procedure: Develop a conceptual model and its application in a variety of organizations and description of results of applied model in samples is main target. It can be said that this study is description in target and applicable in result. Notify that applied study is done for developing applied sciences in special field

and descriptive study consists of approaches to describe phenomena. Descriptive study only is for identifying of present situation or helping decision making process. This study is quantitative because of evaluation of quantity data for inter corporations damages and questionnaires questions. Approach of present study is both questionnaires and qualified so pathology has been done based on reports and investigations then a comprehensive model was presented and results are classified and analyzed to offer solutions qualification was done by questionnaires and evaluation scores, field study and statistical analyzing. It was used from documented sources, investigation of present situation and computing with same samples. This is done for offering a comprehensive model and new experimental and scientific approaches by compatibility comparing with other countries. A researcher made questionnaire with 60 questions based on following supposed items was used. Then library procedure and historical studies is used to attain theoretical information we also accomplished theoretical information and searching literature by searching on internet and other electronic data bases. 46 peoples were chosen from a social with 80 peoples by sampling. Only 39 of them had capability to analyze which were selected using following formula with $z=1.96$, standard deviation 0.25 and 0.1 error.

$$n = \frac{NZ \frac{a}{2}}{\epsilon^2(N-1) + Z \frac{a}{2} \delta^2 x}$$

It was used from 6 of specialists and more expert exporting managers of SABA ELECTRONICS to examine narration contents of questionnaire by meeting. It was modified and made reliable. Questionnaire narration was confirmed through is of export assistants and it was attained to cronbach alpha factor of 0.801 to determine questinaine stability. Scoring was done in likert 5 degrees scale from 5 to 1. Cronbach,s alpha method was used and by spss software questioner stability was examined That shows proper stability.

The Results Are: Six of questioners from findings removed due to shortages and one of them did not return 39 reminders were analyzed. Responsive distributions were as follow:

4 superior managers, 15 assistant, 12 supervisors and 15 specialist, they were wanted speify their responsibilities, so it was clear the most of them were expert manager from export center. 10 of them more than 20 years expert, 15 between 10 to 20 years, 13 between 5 to 10 and reminder less than 5 years. Refer to table [2, 4] 11 of them had experts in other organizations. They were graduated in BS and upper grades. 1 doctora, 18 MS and 22 BS.

Most of responsive were graduated in management and engineering between 46 responsives, 9 persons had BS in based sciences, 7 in other courses.

Questions Test or Study Suppositions:

Stady Supposition 1: Structural factors situation of Iran production-Export, Corporations are not desirable.

Study Supposition 2: Salary and rewards are not desirable in the corporations.

Study Supposition 3: Leadership factors are not convenient in the corporations.

Study Supposition 4: Communication factor convenient in the corporations.

Study Supposition 5: Organizational targets and purposes are not convenient in the corporations.

Study Supposition 6: Software factors (usefull mechanisms) convenient in the corporations.

Main Supposition: Different factors per wisebord model convenient in the corporations. General viewing of findings shows that most of responsive were interested to positive are of attachment which are showed their enough knowledge about questionnaire parts.

Getting Result and Proposal: As you see in table 4.1 t chart value was resulted between 7,289 and 14,452 in meaningful level of 000 which shows that average questims are less than supposed average of social in that component and t chart value at meaningful level ore equals to 11,6238 indicating being less than supposed average of social for average questions generally. Therefore SABA ELECTRONICS has serious damages according to wiz board model.

From responsive points of view, software factors (useful mechanisms) with man damaging, Leader factors, organizational targets and purposes factors, salary and rewards factors, communication factors and management factors are important respectively so, it was confirmed the seven main suppositions of pathology components in SABA ELECTRONICS.

In the other side, same study on leather industry, hand- knitted carpet and others shows that there is a direct relation between these damages and decreasing or fluctuation of industrial exports (other than gas liquids) these static lowering offered by IRAN custom and global centers like commercial development organization are shown, especially when comparing them to increasing of oil export every year, which had not progressed but decreased in industrial exports (even non oil goods) it is shown in diagram. To do above test, first we examine being normally of 2 coordinated and non coordinated

Table 4-1: results of single sample t test of questionnaire based on Wiz board six-box model

Item	Variant	Average	Qty	T-chart	Meaningful level
1	Factors organizational targets and purposes of production-export corporations	3.7692	39	12.168	.000
2	Communication factors of	4.2479	39	14.452	.000
3	Structural factors of	3.7853	39	12.966	.000
4	Salary and rewards factors of	4.2051	39	11.650	.000
5	Leadership factors of	3.7473	39	9.420	.000
6	Software factors useful mechanisms of	3.6154	39	7.289	.000
Average		3.9475			

groups using Kolmogorov-Smirnov (ks) test. The results of these tests are shown. Noting to meaningful rate (sig) is more than 0.5 in two groups can be supposed normally.

Present Damages:

Present damages in SABA ELECTRONICS are:

Software Factors: Missing non oil exporting strategy in notional and organization level, high inflation rate. Interest rate, undesired export managing.

Weakness in export process planning from design to delivery and services.

Deficiency and in competent promotion and publicity from firms attendance, catalogues, up dated and active web, export documentation such as training, maintaining, documents.

Leadership Factors: Non membership in WTO, banking weaknesses for electronic international banking network, in formatics system weaknesses and non existence of information bank from export potentials of corporations.

Non branding and not attention to RandD for exports, non sufficiency, in reliable standard labs, loss in custom inform bank.

Target and Purpose Factors: Non using from commence new methods and specialist exports community like export offices, non attention and non managing of cultural exporting problems.

Salary and Rewards Factors: Incompetent export rewards and non proper encouragement of exemplified exporters (even in national championship sports level) to increase producer motivation.

Non sufficient training and skills of exporting in short time and long time, such as exporting management course in universities.

Communication Factors: Financial supply problems for exporting, export insurances, imperfective and maproper communications, inside the corporation.

It is better to study damages on non oil export basket sections based on pathology findings individually decreasing and increasing on which of them is assayed and their shares is measured for non oil exports, currency incomes' and added value. It must be define common factors and emphasized more.

Increasing oil exports indicates decreasing of non oil exports rates to total exports. Chief assistant of Iran commerce room has claimed for disagreement on

production relative advantages and said developing substructures of petrochemical industries was one of the third plan actions which results to be more than 60% of non oil exports (speaking) and if we followed this model in other industries with relative advantages, the non oil exports orator would be more than what is now.

Conclusion and a Proposal for Future Researchers:

- Managing researchers can use from other defined model in this study or developed them in their desired organizations, then they can study and classify mutual effects of damages if it was used from some model.
- Pathology must be in organizational internal and external and in 4 scopes for each finance technology human resources and marketing.
- Comparative study with other countries and annular nerisdic comparing each 10 years inside the country to be able very useful background to grow applied scientific reasearches.
- Classifying non oil exports (agricultural, industrial, resources and traditional goods) to indicate which section can present scientific, more correct and actual analyses from non oil exports statues for different years.
- Comparative study and comparing Iran non oil exports to other countries specially middle east regarding 1404 vision document that can be indicate problems and damages.
- Comparing damages in before decades and such as 605 and studying its progress now to be used for preventing of repetitious damages and mitigating their effects.
- As shown in statistics, rises on non oil exports has direct effect on per capita income and inoccupation rate lowering.

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