

The Study Of Possible Ways For Foreign Trade Development In Abadan Port And representing proper recommendations From The Viewpoint Of The Personnel And Experts Of The Zone

I. Seyed Ehsan Zohoori

Academic Member Of Dept.Of Management,
Humanities College, Shoushtar Branch,
Islamic Azad University,
Khuzestan, Iran.

II. Mansur Zarra Nezhad

The Professor Of Economics, Economics group,
Shahid Chamran University Of Ahvaz,
Khuzistan, Iran.

III. Arash Jamalmanesh

Academic Member Of Dept.Of Management,
Humanities College, Shoushtar Branch,
Islamic Azad University,
Khuzestan, Iran.

IV. Ardeshir Ghahremani

MSc Of Financial management,
Humanities College, Shoushtar Branch,
Islamic Azad University,
Khuzestan, Iran.

Abstract— In this research the effectiveness of 6 aimed hypotheses including changes in policies and customs laws, infrastructures, manpower planning, manufacturing management, service accessories & globalization strategies on the foreign trade development are studied in Abadan port whereas it is one of the most important trade ports enjoys the role of oil industry. By attitude survey within limited statistical society in related departments, the inferential and descriptive statistics of 45 members obtained significant results for mentioned variables solely while their correlation matrix showed positive effect on foreign trade too. Exceptionally the stay length of questioned sample has no any effect on the viewpoint about mentioned variables. Along with outcomes, some applied proposals are obtained from expert personnel questionnaires and other instigated researches particularly in third countries to promote the trade port improvements.

Keywords- Foreign Trade, Customs laws, Infrastructure, Manpower, Manufacturing Management, Service Accessories, Globalization, Statistical Society.

I. INTRODUCTION

The economy of Abadan was dependent on the oil industry and the history shows that there was one of the biggest refineries in the northwest of Iran. Once Abadan was suitable for tourism with navigability; before the war between Iran and Iraq, it was one of the most developed city in Iran demonstrated a modern civilization with modern markets and urbanization, thanks to the oil refinery.[1] Nowadays Abadan with about 2063 km² contains 3% of Khuzistan province is regarded as one of the most important ports of Iran with multi – purpose jetty led to commercial centers and developmental plans are executed to restructure the war ruins.

In this research, according to other related studies about ports and free zones accompanied by international trades studies, applied statistics via SPSS outputs obtained analytically from delivered questionnaires of the official members of two departments; and the significance of 6 aimed hypotheses are tested whether is their effect on the foreign trade development in Abadan or not. All over the world there are many considerable researches about globalization and trade via distinctive aspects.

One of trade patterns with key challenges for export-driven growth by Dowling and Rayb(2000) represent the overview of the trade and foreign investment pattern for rapid growth of Asian economies in the past two decades; 5 section of the research are respectively as follows: distinctive features of the trade and foreign investment pattern of Asian economic growth in the two decades, structure, trends, and composition of Asian exports, examining the factors of the structural changes of world imports, reviews export performance and policy initiatives since the crisis, and the final section considers the key challenges for export growth to the long-term[2]. But some aspects should be instigated specially in the third countries; Mezas(2002) has discussed about foreign direct investment (FDI), respect to several aspects of doing business in host countries. The research declares that focusing just on FDI advantages ignores the disadvantages in different contexts and points out how to identify liabilities of foreignness[3]. Ekholm, Forslid & Markusen (2003) discuss about the third country export platform of free trade specially in Southeast Asia[4].

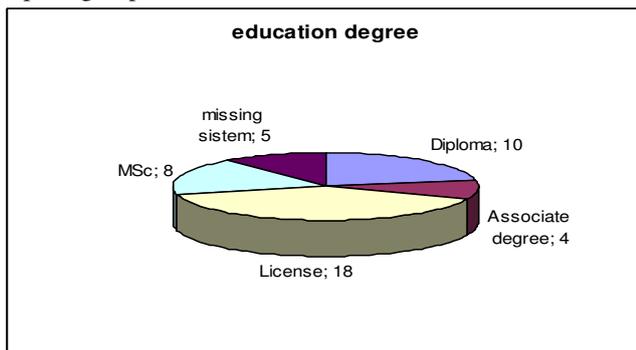
II. METHODS AND MATERIALS

The limited statistical society of Customs and Department of Ports and Shipping personnel and other experts of trade in Abadan were maximum up to 45 members, have been under question meanwhile their proposals were noticed in questionnaires; so no any other sampling method is used. Descriptive statistics is almost used to show frequencies of data and two inferential methods required are as follows:

To recognize the significance of observed difference among several samples proportions "chi square" test is useful as an independency test and correlation coefficient is the second criteria to describe how a variable is explained by another linearly, while indicates the relationship direction between variables[5].

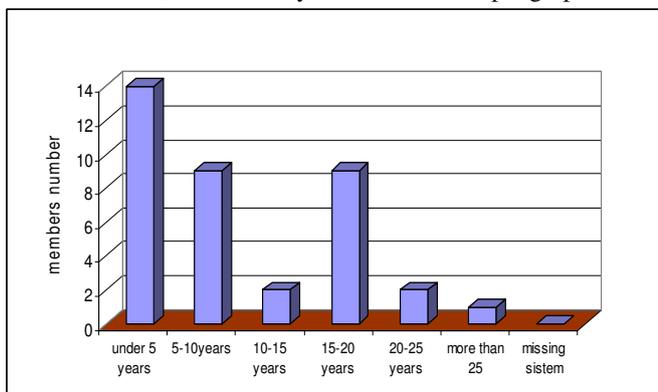
III. DISCUSSIONS AND DATA ANALYSIS

The significance of 6 hypotheses were examined as assumed variables whether they affect on the foreign trade development. Minor elements as compound words were asked volunteers to comprise variables separately in 6 experts groups.



GRAPH 1

One of the major item to categorize statistical society was Length of stay in Abadan and the other one was the education level, illustrated by two column and pie graphs¹.



GRAPH 2

¹ -Missed data of 2 above items in questionnaires are apparently as illustrated missing system.

According to the analysis of subset questions of six variables groups, the significance of Changes in policies and customs laws, Infrastructures, manpower planning, manufacturing management, service accessories and globalization strategies are proved not only by observed data of descriptive statistics, but also by "chi square" test, their effect on trade development are examined.

TABLE I. "CHI SQUARE" TEST

Hypothesis Tests	Changes in policies and customs laws	Infrastructures	manpower planning	manufacturing management	service accessories	globalization strategies
χ^2	25.556 ^a	18.889 ^a	32.222 ^a	37.556 ^a	21.111 ^a	49.111 ^a
Asymp. Sig.	.000	.001	.000	.000	.000	.000

For all variables there are some recommendations such as those in supported economies as bellow:

- 1- Changes in policies and laws contains legislations to provide incentives for companies such as low tax on corporate profits with free repatriation, some tax exemption low port-handling charges for re-export goods, offshore banking facilities and to have a trade in local market as a share of total turnover[6]. To make opportunity and ensure investors in a host country and to rely on them, removing some of protective barriers, the method of contracts and to provide whatever to attain laissez faire meanwhile a secure environment for all aspects are inevitable because investment comes when there is acceptable return for the capital particularly for foreign investments[7].
- 2- Infrastructures that are aimed particularly in the zone are primary export production centers, IT requirements, access to energy resources, developed harbor, welfare and tourism requirements for plants owner, equipped customs and airport. It is noticeable that for many merchants welfare facilities are not important as much as customs legislations and security. To activate the zone more economically, onshore is vital to develop trade and product implementations, oil company free lands to attain, can respond to the quest so manager bargains and decision-makings helps the purpose. As mentioned followed offshore sections needs more physical depth for heavy ships weigh more than 5000 tons.
- 3- The third effective item is to train employees for fiscal and financial incentives, to extend training facilities in related departments and other facilities for human development index. Job satisfaction, Promote employment, Investment in mass

education area and the creativity of administrators. For export incentives, more instigations are obligated to avoid jobbery; Local trade unions are suggested as the leadership of activities.

- 1- For manufactures, other Countries through the trade are beneficial in intermediate staged for production. Other main requirements is about goods transfer in which the container method is one of the global secured transportation ways that should be aimed for trades, it also is needed for loading and consignment of the freight for productions.
- 2- Service accessories refers basically to terminal automations, bank facilities, export processing industries, inspection modernizing such as X-Ray, to provide portal services in waterfronts and stores, various trade information and advertisement services.
- 3- The globalization needs institutional context in a third country but in many ports with common characteristics particularly in Asia upon competition accountability some projects can be achieved by state owned enterprises and for foreign investments transparency, contracts content that reflects project stability and public policy goals and sustainable development where the projects are invested, should be considered [8]. According to comparative advantages for go-invest, Abadan should enterprise to trade particular goods; consolidation of neighbor customs coordinated with complementary facilities will tends it to global transformations.

Nonparametric correlation as Spearman coefficient gives significance linear relationship between variables in table and expresses that to develop Abadan port, all above factors affect simultaneously and directly so the development encompasses multi-purpose at a long time profile. Obtained Data are appended in TABLE III. and TABLE IV.

Consider to the length of stay, another hypothesis can be derived upon those, were surveyed; It comprises the time factor on the viewpoints. Outcomes include nothing for the sake of length of stay, so it seems outcomes arise obviously, and do not only belong to native members.

TABLE II. "PIERSON CORRELATION" TEST

Test of the stay length	Changes in policies and customs laws	Infrastructures	manpower planning	manufacturing management	service accessories	globalization strategies
Pierson correlation	-0.055	-.297	-.158	-.160	-.112	-.054
Sig. (2-tailed)	.748	.074	.349	.345	.510	.751

IV. APPLIED PROPOSALS UPON RESEARCH EXPERIMENTS

Other aspects are considered and affiliated to research outcomes comprise Iran problems; hereby are as follows:

- To help foreign exports, can imply researching about foreign markets, to hold marketing symposiums and lectures for exports motivations are recommended. Workshops, appointments with expert foreign merchants and supervision services.
- Consider to the trade liberalization that originates from laissez-faire, it causes beneficial results as industrial local trade and financial improvements in Iran but it is particularly presumed that import liberalization would not be helpful unless competitive ability of local production to be durable in global markets.
- The oil revenue of Iran is frequently spent for consumer goods in many years and nationalism and political view has been prevailed on economic advantages for many reasons; to attain the economic development, cultural and political development are inevitable meanwhile the background of the governing of market economy principles toward development of market forces and participation in global trade system, would promote non-oil exports[9].

ACKNOWLEDGMENT

Special thanks to all of co-authors, personnel of Abadan customs and other affiliated departments and specially best regards to conference organizers and IEDRC members.

REFERENCES

- [1] "History Of Abadan" (2010).World Wide Web electronic publication: <http://arvandfreezone.com/arvandfreezone/Default.aspx?tabid=189> .Copyright 2007 by Arvand Free Zone.[accessed: 02-Feb-2010].
- [2] M. Dowling and D. Rayb. "The structure and composition of international trade in Asia: historical trends and future prospects". Journal of Asian Economics.2000, PP:301-318.
- [3] J. M. Mezias, "How to identify liabilities of foreignness and assess their effects on multinational corporations", Journal of International Management.2002,(abstract)
- [4] K. Ekholm, R. Forslid & J. R. Markusen.(2003)," Export-Platform Foreign Direct Investment", ERWIT, conference in Bern , June 2003 for important comment and suggestions,2003.(Abstract).
- [5] R. I. Levin And D. S. Rubin, "Statistics For Management".5th edition. Published by Prentice - Hall. Delhi.1991, PP:417,511.
- [6] A.B. Panray , Mauritius: "A coordinated approach based on institutional specialization", Based on the report :National Trade Development Strategies – Mauritius.1999, PP:70-71.
- [7] W. Boles, "Export and Investment Promotion Study Tour to Trinidad and Tobago and Costa Rica", United States Agency for International Development Georgetown, Guyana.2000, Page 8.IED
- [8] D. Ayine & et al, "Lifting the Lid on Foreign Investment Contracts: The Real Deal for Sustainable Development", iied's sustainable markets. Number 1. September 2005,Page:2.
- [9] E. Omidbakhsh, "Political Economy Of International Trade And Foreign Trade In Iran".Tehran: Publishing Institute.First Edition,2005,PP:262-268,296.

TWO-COLUMN Tables Indicate " SPEARMAN COEFICIENT" MATRIX OF 45 SAMPLED MEMBERS

TABLE III.

Defined Variables Data Include Correlation Coefficient & Sig. (2-tailed)	Changes in policies and customs law	Infrastructures	manpower planning
Changes in policies and customs law	1.000 -	0.510 0.00	0.641** 0.00
Infrastructures	0.510** 0.00	1.000 -	0.570** 0.00
manpower planning	0.641** 0.00	0.570** 0.00	1.000 -
manufacturing management	0.509** 0.00	0.369* 0.013	0.695** 0.00
service accessories	0.640** 0.00	0.518** 0.00	0.789** 0.00
globalization strategies	0.502** 0.00	0.402** 0.006	0.522** 0.00

TABLE IV.

Defined Variables Data Include Correlation Coefficient & Sig. (2-tailed)	manufacturing management	service accessories	globalization strategies
Changes in policies and customs law	0.509** 0.00	0.640** 0.00	0.502** 0.00
Infrastructures	0.369* .013	0.518** 0.00	0.402** .006
manpower planning	0.695** 0.00	0.789** 0.00	0.522** 0.00
manufacturing management	1.000 -	0.760** 0.00	0.623** 0.00
service accessories	0.760** 0.00	1.000 -	0.539** 0.00
globalization strategies	0.623** 0.00	0.539** 0.00	1.000 -