

ABSTRACT

Metalurgia International vol XIII, no.2 special issue

Gheorghe V. Lepădatu

The actuarial accounting in the modern financial-accounting management with applications to the corporate units in the steel industry

Key words: actuarial accounting, current costs, fair value accounting, present value, framework, realizable (settlement) value

Abstract: The opening of the accounting to the actuarial calculation is a normal consequence of its evolutive spirit. At the origin of the international accounting standards lies the framework for preparing, presenting and disclosing the financial statements. The framework stays as a reference matrix, as a standard of standards, as a constitution of financial accounting. According to the international framework, the financial statements use different evaluation bases: the historical cost, the current cost, the realizable (settlement) value, the present value (the present value of cash flows). Choosing the evaluation basis and the capital maintenance concept will eventually determine the accounting evaluation model used in preparing the financial statements of a company.

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Gheorghe Lepădatu, Sorinel Căpușeanu

Possibilities of implementation of the abc- method (activity-based costing) in the enterprises of the steel industry in romania

Abstract: This article deals with the possibilities of implementation of the Activity-Based Costing method in the enterprises of the steel industry in Romania starting from the analysis of the particularity of this branch. Those factors are highlighted, on which the successful implementation of the ABC method worldwide is based. Four main stages of implementation of the ABC-system within the enterprises of the steel industry in Romania are proposed and the authors' conclusion in this respect is presented.

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Constantin Mitrut, Elisabeta Jaba, Daniela Serban, Mariana Gagea

Forecasting of the statistical indexes characterizing the metallurgic activity in romania

Key words: forecasting, stationary and non-stationary time series, metallurgic production index, metallurgic companies' turnover index, index of new launched orders for metallurgic companies

Abstract: The objective of this paper is to present the main forecasting methods and models appropriate to be used for metallurgic industry. Methods considered are Ljung-Box, ANOVA, Box-Jenkins and Census X-11. To prove if the methods are appropriate we have chosen to do the forecast for the indexes characterizing the metallurgic activity: production index, turnover index and value of new launched orders index. Data bases comprised monthly data collected for the period 2000-2008, and the forecast was conducted for the period May 2008 - April 2009

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Marinella-Sabina Turdean, Emilia Gogu, Ion Popa, Liviu Stelian Begu

Statistical benchmarks regarding the use of human resources in knowledge society

Key words: education, employment rate, human resources, lifelong training, strategies

Abstract: According to the modern educational system promoted at the national and European level, the active population of Romania will be included in lifelong learning systems which will facilitate an easier adaptability to the labour market requirements by flexibility, professional and geographical mobility.

Trying to adapt to the fast economic changes of the European competitive environment, the Romanian companies have understood how important is to train their employees. The increasing concern for the lifelong training, upgrading and professional development will determine, besides the other measures meant to cease and diminish unemployment effects, restructure labour force and retrain unemployed people, a normalization of the phenomena existing on the labour market and a more rational use of human resources.

Thus, one may state that human development is not a general objective set up in projects and programmes, but also a fact sustained by concrete actions and measures that support both the economic restructure and revival, and people's expectations to wellness.

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Daniela Penu

Romania: an investment open market

Key words: investments, economic growth, competition advantages, fiscal facilities.

Abstract: The transition period was difficult for Romania due to the many changes especially at the level of economy. In order to ensure economic growth, Romania had to fulfil the necessary conditions to attract foreign investors. The main advantage of Romania in investment field represents the

favourable geographic situation, which constitutes a connection between Central Europe, the Balkans and Asia. The paper aims to analyse the competitive advantages of Romania: qualified and cheap workforce, growing consumption, natural resources, evolution of the exchange rate, reduction in the credit interests, reduction of the inflation rate, Romania's status as a EU member state, but also the developing regions and economic domains attractive for foreign investors. I shall also analyse the evolution, in the last years, of the economic growth indicators. In order to encourage foreign investment, Romania's legislation offers a series of fiscal facilities.

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Mironela Pîrnău

Multi-agent systems

Key words: environment, inference engine, knowledge base, multi-agent, intelligent agent.

Abstract: Multi-agent systems base on interactions between the clever members, who are called cognitive agents too. A clever agent's behavior is based on the correspondence between the extern application field and an intern level of this field which consist in a knowledge base and an inference engine. The multi-agent system can be seen like a system in evolution, in which every agent develops an independent activity. The model based on agents can be resembled to a model which has on base the population dynamic and the stability principles. In a multi-agent system each agent develops his activity, theoretically, independently of the other agent's existence. The theory of the multi-agent systems is a logic consequence of the wish to develop expert smart systems.

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Dorina Mocuța

The importance of people's health evaluation in the contemporary society

Keywords: human health, health care services, population health indicators.

Abstract: Health can be defined as a possibility to integrate oneself harmoniously in complex and pleasant surroundings; by antithesis, disease can be defined as an impossibility of adjusting oneself to the multitude of living conditions. Thus, from the social point of view, disease is inadaptability to the social milieu, health being an expression of wellness. As a consequence, individual should be regarded as social being- a biological, economic, cultural and social entity- the right to health making part of the social justice^[1]. As for the society health, the concept defines the necessity of chances equality in terms of health: it is impossible to be healthy in a sick society that does not supply the resources for the basic physical and emotional needs

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Popescu Dorin Vicentiu, Manoela Popescu

Considerations regarding the evolution of commercial trades in Romania after the integration in EU

Key words: exports, imports, commercial trades, international commerce, intra-communitarian trades.

Abstract: In Romania the commerce is the national economic branch that has developed and it continues to develop. Actually, in the last decade, the external commerce has represented the engine of the Romanian economy, a role that increased in the last time. The increment of the commercial trades has excelled the performances registered by PIB and the industrial production, reflecting in this way the opening of the Romanian economy and its growing integration in the European and global economy. The integration of Romanian in UE in 1st of January 2007 hasn't produced significant changes in the structure of commercial trades, although there were expected both form and structural changes. Although there have existed necessary premises concerning the exports after the adhesion and the imports of the goods for the capital investments, the Romanian products exported are not competitive through innovation; the source of the competitive advantage for most of the Romanian companies is the cheap force work. The situation can be changed if the economic agents will use the European structural funds to accelerate the foreign investments in the economy, but also to develop it.

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Dobrogeanu Sabin

Analysis of the interaction between the monetary and fiscal policy within the economic and monetary union

Keywords: Optimum currency areas, Economic and Monetary Union, asymmetric shocks, Exchange rate regimes.

Abstract: The economic policy framework of Economic and Monetary Union (EMU) combines a supranational monetary policy, conducted at the euro area level, with decentralised fiscal policies, which remain the responsibility of national governments. This lack of compliance calls into question the effectiveness of the EMU fiscal rules, and it has led to an intense debate, in academia, among the informed public and among policy-makers. In this paper, we want to provide some answers to, questions related to this debate: Why do we need fiscal rules in EMU? Are there costs associated with these

rules? Are our rules sensible? And, finally, what can be done to improve their implementation
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Irimia Roxana Adina

Multi-factorial regression analysis between the IT&C expenditure and the degree of economic development

Key words: IT&C development, econometric model, multi-factorial regression analysis, informational society, economic development

Abstract: The empirical analysis states the development framework regarding the relationship between the technology of information and communication and the degree of economic development by studying the relationship between the IT&C expenditure and the level of Internet access, GDP per capita, Gross domestic expenditure on R&D, ICT expenditure – Telecommunication.

The article analyses the intensity of the relationships between the two dimensions of the development and the way in which the interdependencies between the indicators in the multi-factorial regression analysis are being established, introducing the idea of the importance of IT&C in the economic universe. This is not only a consequence of the economic growth, but also a decisive factor, which generates the future evolution. In general, the multi-factorial regression model is statistically significant and it fundamentates the idea that the selected independent variables explain in a relevant manner the representative selected indicator – IT&C expenditure. This significantly statistical relationship can lead to the conclusion that the economic growth is based on a high level of wellbeing, generated by the increasing evolution of the macro-economic parameters; an important contribution being generated by the development of the new technologies in general and by IT&C investments in particular.

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Carmen Judith Grigorescu

The concept of investment- from theory to practical consequences

Key words: investment, expenditures, allocation, capital, profit

Abstract: As an economic notion, the concept of "investment" has always been analyzed in the economic theory and practice; there are more opinions regarding the content and its area. Starting with the terminology of the word that comes from the Latin word *investire*- to put on, to cover, used initially as a military term meaning to surround a fortress in order to conquer, the notion of investment penetrated the financial- economic terminology to define a material effort to reach certain objectives. This article aims at presenting from the theoretical point of view the concept of investment and underlining its practical consequences.

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Manolescu Aurel, Cornelia Lefter

The Myths of the Professional Career

Key words: professional career, career development, myth research, career planning, career strategy.

Abstract: Traditionally, the term "career" is associated only with those people who hold management positions or have well-paid jobs.

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Carmen Lenuta Trică, Negrei Costel

Economical and ecological efficiency of the irrigation systems rehabilitation (as per the terasa brăilei arrangement example)

Key words: water resources, irrigation system; economical efficiency; investments; price; sustainable development.

Abstract: The stronger dynamics of the climate conditions compared to the possibility to create new breeds and hybrids for the Romanian agriculture impose the urgent rehabilitation of the irrigation systems. In accordance with the tri-dimensional nature of the sustainable development, the methodology proposed by the case study aiming at arranging Terasa Brăilei, the analysis scope is extended to include also the social and ecological dimension of the water and energy resources used in the irrigation systems. In order to differentiate between the investment alternatives, the sensitivity towards the energy price, exchange rate and updating factor is analysed.

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Popescu Constantin, Tasnadi Alexandru, Elvira Nica, Lepadatu Gheorghe, Popescu H. Gheorghe, Stanciu Miltiade

Social Stress in the Complexity of New Economy

Key words: social stress, living entity, complexity

Abstract: The use of social stress as a notion are based on the studies done by "the father of stress" [1], Hans Selye, the scholarly, regarding changing, by aggregation, from the stress of the human individual into the stress of the human individuals, or social stress. Studies done in the domain show that the prolonged exposure to hunger, to poverty, to next day worries, to coming and rising up complexities, to forces that overpass the human energy, with cosmic properties, to rapid changes that are hard to be estimated etc., can determinate the collapse of defending mechanism of human body, which, connected to the level of community that accepts this kind of shock, generates "the social stress", with consequences over the ability to surpass the risk and to have options, over the economic yields and over the social- spiritual

behavior, over the quality of social life, health of human beings, the community of the environment, organizations and families.
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Voicu R, Iuliana Dobre, Mariana Bran

The management and economic performance of the production systems from the agricultural exploitations

Key words: management of production systems, economical performance, agricultural exploitations, production structure, linear programming
Abstract: The systemic theory has applicability in many fields, economy, including agriculture among them. Thus, there shall be an intercorrelated approach of the agricultural activity components, which generates the production system. This system is subject of the management exercise so that to ensure an optimal functioning. There is also interest in the system results. That is why, those who manage the agricultural exploitations have to focus their attention on the performance measuring, using a certain type of indicator. The work brings several theoretical and practical aspects, including a case study regarding the economic performance of the system.
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Sorinel Căpușeanu,

The methodological steps in management accounting and cost calculation - a comparative analysis between the traditional methods used in romania and the activity-based costing (abc) method

Key words: Activity-Based Costing (ABC), ordered-based / custom method, general accounting plan, cost calculation, methodological steps, full costing method.

Abstract: In this article, I discuss the methodological steps taken in the Romanian management accounting, according to the specifics of the ABC method. I also make a comparative analysis between the custom (ordered-based) method and Activity-Based Costing (ABC) method. I bring my own comments on the similarities and differences between the custom method and the ABC method.

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Baluta Aurelian Virgil

The importance of perfecting methods concerning parameters of cost budgets in metallurgy

Key words: budget, costs, book-keeping, metallurgy, foreseeing
Summary: This article presents the use of cost budgets in metallurgy- part of the expense and income budget- as a complex instrument for prediction, surveillance, analysis, payment and control. There is to be noticed a series of solutions for the improvement of these budgets' parameters so that they would increase their importance within the management of the respective companies. It is also taken into account the correlation between the managerial accountancy and the strategical or tactical decision within metallurgical companies. Some recommendations of management science and book-keeping research are adapted to metallurgy.

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Cristina Balaceanu

The role of international institutions in promote stability and growth keywords: international capital markets, washington institutions, global economy, financial crisis, financial flows

Abstract: This paper analyzes the management of financial resources in emerging markets and in the poorest countries in crisis situation, their determinants and policy implications. It explains why such flows have declined so dramatically in recent years, emphasising both structural and cyclical factors.. The paper suggests what coping mechanisms developing countries could adopt to deal with crisis situations; what measures should be taken at the national and international levels to make recipient countries less vulnerable to international financial instability; how such instability can be reduced; and what can be done on the source countries to encourage larger more stable capital flows to developing countries.

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Silvia-Elena Cristache, Nicolae Istudor, Simona Nicoleta Vasilache, Cosmin Dobrin

Statistical analysis of the metallurgical industry sustainable development in the knowledge-based european economy

Key words: mean, variance, simple regression, trend, raw steel, solid finished hot-rolled metals of steel, steel tubes, weldingless steel tubes, cold-rolled sheets and strips of steel production

Abstract: The papers wants to stress the main trends and structural changes of the metallurgical industry after 1990. Also we want to present the main Statistical methods used to analyse the activity and its efficiency: regression and correlation, descriptive measures, linear trend.

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Octavian-Liviu Olaru, Constanța-Aurelia Chițiba
Romania's foreign trade within the actual global international economic system

Key words: international trade, growth rate, world economy, demand, exports, imports.

Abstract: For the entire 1950-2007 period, international trade expanded by an average rate of 6.2 per cent. In respect of the international trade repartition on the main groups of countries it is to be mentioned that the industrial countries accounted for 85 per cent of world exports of manufactured goods in 1955 but their share steadily declined to about 75 per cent in 2007. In the same period of time, the share of industrial countries in world exports of fuels and other mining products was already low in 1955 (less than 40 per cent) and decreased to around 30 per cent in 2007. Weaker demand in the developed countries provided a less favorable framework for the expansion of international trade in 2007 than in preceding year. Consequently, world exports of goods, in dollar terms (nominal terms), rose by 15 per cent to US dollars 13.6 trillion in 2007, compared with 16 per cent in 2006. Almost two thirds of this change in the dollar value can be attributed to inflation. In 2007, Romania's FOB exports amounted to 98083.6 million RON (29401.8 million Euro), the EU countries representing the destination for about 72 per cent from this amount. *Metalurgia International* vol XIII, no.2 special issue pg134

Daniela Serban
Statistical analysis of labour - tool for efficient human resources in metallurgic industry

Key words: occupied population, labour trends, time series indicators, human resources management, global competencies

Abstract: Statistical methods main purpose is to make a connection between the economic reality and the management system of the company. This is possible because by using statistical methods to analyse economic data we can provide an important tool to obtain vital information for the management decisions. Statistical methods are playing an important role in analyzing also data on labour in metallurgic industry and to provide solutions for an efficient human resource management in this industry. Human resources stand for the labour resources at national level and for the human capital used by the companies. The second meaning is the meaning used in the present article, considering that human resources effective and efficient management is vital for company profit. *Metalurgia International* vol XIII, no.2 special issue pg142

Viorel Lefter, Alexandrina Deaconu, Elvira Nica
The impact of the strategic options on the human resources in the romanian organizations

Key words: strategic organizational management; strategic options; efficacy and efficiency; aggressive negotiations; hostility climate.

Abstract: In a European context faced with stagnation and slow evolutions, the Romanian economy has registered significant growth rhythms and the economic organizations have made decisive strategic options. Managers are concerned with anticipating the evolutions of the business environment and with building strategies that should grant them competitive advantage. That is why we are interested in stressing the possibility to integrate in the decisional models various factors on which depends the performance of the economic organization. In this article we try to reveal the human resource contribution and the impact of the strategic options, especially of acquisitions/mergers, on competitors and on their motivation. *Metalurgia International* vol XIII, no.2 special issue pg147

Gheorghe H. Popescu
The specific of market economy transition in Romania

Key words: transition; political pluralism; economic inequalities; competitiveness, society leadership.

Abstract: In connection with the transition process from the centralized planned economy to decentralized economy, with a competitive market, in time have been outlined more peculiarities, whose knowledge has a special significance. The peculiarities of this transition process refer to those elements defining its content, for the entire group of the countries passing through it. These peculiarities identify the transition process from plan to market, in the assembly of the large transition processes unfolding simultaneously or have been already recorded in the history plan concerning the life progress at planetary scale. There are, also, elements, specific for each country, originated in a series of factors that have appeared in the concrete conditions of the environment where the people live and work. *Metalurgia International* vol XIII, no.2 special issue pg153

Ion Smeureanu, Narcisa Isăilă
Web technologies in computer-assisted training for the persons with disabilities

Keywords: Web technologies, Web-based training, standards of accessibility
Abstract: For the persons with disabilities, the Web is both a training environment and a way to find a job. Such a job can be in metallurgical area. On the other hand, computer-assisted training is a way to increase company's performances. Computer-assisted training takes-up a special place into instructional process in the conditions which education became dependent by the information technologies. People can gain by education in efficient optimum cost conditions, due to the technical innovations of the communication mediate by computer. Through Web-based training technologies are developed new competences, values, attitudes and interpersonal relations. For the persons with disabilities, a special category of users, all these advantages can become reality, if the sites Web and the applications on which these integrate them respect the standards of accessibility.

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Minică Boajă
Payment deployment through documentary letter of credit - part of the financial architecture of a business with metallurgical products

Key words: documentary letter of credit, exporter, importer, sales contract

Abstract: The succession of the payment deployment through documentary letter of credit (credit) depends on the type of the letter of credit, according to the concluded sales contract agreement between exporter and importer. The payment through documentary letter of credit makes an integral part of the global commercial relationships and financial mechanism of a business. *Metalurgia International* vol XIII, no.2 special issue pg161

Constantin Anghelache
Interconnections between the external balance indicators and the macroeconomic outcomes aggregates

Key-words: macroeconomic outcomes, payment balance, external balance, National Accounting System, Gross National Product.

Abstract: This article refers to the interconnections between the external balance indicators and the macroeconomic outcomes aggregates. The PB is, in fact, an integral part of the National Accounting System, this being the reason of a number of essential relations which can be identified between the payment balance indicators and the main macroeconomic aggregates when studying the internal and external unbalances, their financing as well as their incidence on the economic situation of a certain country. *Metalurgia International* vol XIII, no.2 special issue pg168

Diana-Mihaela Pociovălișteanu, Elefterios Thalassinou
The beginning and some national particularities of liberalism

Key words: Liberalism, Freedom, National Particularities of Liberalism, Protectionism, History of Economic Thought

Abstract: In order to understand thoroughly the term of liberalism we have to make research concerning the circumstances it appeared in, firstly as a philosophical and political current and secondly as an economic one. The moment of its appearance cannot be determined in exact dates, influences of the liberal doctrine existing since ancient times. Once the state has evolved socially, politically and culturally the trade has grown, the citizens have begun to migrate from villages to towns, the society has gained new features which have been visible since the crash of the feudal order in Europe. Spreading the liberalism in the world had different rhythms and manifestations.

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Elvira Nica
A new vision on the management of human resources: The management of negotiated competencies

Key words: negotiated competencies, real and virtual capabilities, gap, break of tendencies, job management.

Abstract: This article approaches a new vision and a new practice in the management of human resources i.e. the management of negotiated competencies. The author gives the following definition: The negotiated (personal) competencies represent a new negotiated construction of the real and virtual capabilities of the employees by the mutual valuation and valorization by employees and managers of the demands and offers of services and rewards.

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Aureliana Geta Roman, Maria Manolescu, Costantin Roman
Financial reporting - from accountability to exactingness and quality

Keywords: financial reporting, accountability, regulation, accounting policies, internal control systems

Abstract: Objective and consistent analyses on financial reporting are very useful for the Romanian market economy (and not only) - an economy that needs certainty regarding the soundness of its entities, which are confronted to the phenomena of the globalization process and to management mentalities that need to be revised.

Our opinions concerning the requirements of financial reporting are based on the results of a research that reveals the attention given in practice to the legal requirements concerning the accounting information on which financial reporting is based.

Based on the results of the research, we identified possible measures to be undertaken by all interested parties: managers/supervisory boards,

professionals and professional bodies, regulation authorities and authorities supervising entities of public interest etc.
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G. Badea, Elly Novac

Voluntary private pensions – loyalty tool on the romanian industrial sectors

Key words: human resources, loyalty instrument, private pensions

JEL classification: L61, J28, G32

REL classification: 14C, 17C

Abstract: The facultative private pensions were introduced, after long delays, as an important pillar of the private pension system (3rd pillar) that was intended to counter-balance the crisis of the public pensions. The system was launched, having a significant competitive advantage – the employers' opportunity to offer a supplementary benefit for the employees that is not subject to the excessive state taxation and that can be of use for the employees (after retirement) – but also for the employee, as a saving tool with a return comparable to the one of the banking services (reaching even 11% in 2008). The advantages of the facultative private pension are well known by the entire market, but, unfortunately, after one year from its implementation on the Romanian market, the employees continue to hesitate in accepting this form of compensation, choosing first the monetary form of compensation, while the employers are seeing this product as a method of developing loyalty towards the company.

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Gheorghe Orzan, Mihai Orzan,

Evaluation criteria for industrial marketing information systems

Keywords: industrial marketing information systems, business-to-business, marketing research, IIMKIS, analytical model, consumer behavior, behavioral patterns, segmentation.

Abstract: Marketing professionals use, on a daily basis, a complex array of information systems and communication tools. Our paper presents the results of an extensive project that we have conducted in Romania in order to identify pertinent patterns and needs for industrial marketing information systems users. We have defined IIMKIS, in a broader meaning of the term, as all information systems used by marketing professionals working in a business-to-business environment, in their operational or strategic marketing activities. Our research had two distinctive components: a qualitative study, using in-depth interviews with information systems professionals, experienced in development and implementation of industrial marketing IT tools, as well as marketing departments directors and managers from well-known companies active on the Romanian market, with at least 7 years experience in the marketing practice. Using these interviews we fine-tuned a quantitative survey, where we attempted to identify what marketing professionals need and expect from their information systems, which criteria was used to evaluate IT tools usefulness, as well as common faults, problems and inaccuracies that they may encounter. Our initial sample included 550 respondents, distributed in all major Romanian cities and activating in a broad range of industrial marketing activities, from market research and marketing consulting to sales force and customer relationship management. Our results include behavioral and demographic patterns and information systems usage of marketing professionals, as well as user preferences, expectations and experiences. Also, we have applied marketing concepts to formalize an analytical model of Industrial Marketing Information Systems consistent with the marketing perspective, including both cognitive and emotional evaluations. This broader, consumer-oriented conceptualization is empirically validated within a well established network of technology acceptance constructs.

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