

## **ABSTRACT - NAVAL AND MANAGEMENT SCIENCE**

**IOANA-VERONICA ALEXA, SIMONA-VALERIA TOMA (pg.9-13)**

„Dunărea de Jos”, University of Galați, România

### **THE DYNAMICS OF INTERNATIONAL TRADE IN EMERGING MARKETS**

**Abstract:** The dynamics of the world economy has proven that no country could implement a viable economic development strategy without being a part of the world's exchange flows. Therefore, international trade has become a necessity and this fact is confirmed by the various free trade-areas and agreements.

During the past few decades we have witnessed an unprecedented widening of economic exchanges between countries caused by a high degree of diversification and specialization of activities. But we have also seen that the most powerful and developed countries are the ones that tend to control and dominate not only the world economy but also the dynamics of international trade. So where does this reality place the emerging economies? Are they able to use international trade as a way towards economic development? Or do they become simple marketplaces for the more developed countries' goods?

The aim of this paper is to analyze what are the dynamics of international trade in ten emerging markets in order to establish if international trade is an instrument for strengthening their economy or, on the contrary, it has generated a deficit in the trade balance thus weakening the national economy.

**Keywords:** international trade, strategy, country development

**DANIELA IOANA COŞERIN (pg.14-18)**

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### **HOTELIER MANAGEMENT TRAINING AND DEVELOPMENT IN ROMANIA UNDER POST-ACCESSION**

**Abstract:** Transformations in the economic sphere of the country were accompanied by significant changes in the administrative system. He noted the need for strategic planning. He became present study the problem of formation of the hotel industry development strategy. The hotel industry is at present carrying out the process of divergence, ie there is a stable system or all different segments corresponding. The new children often experience in the West, but must take into account the specific national character and space. The success of strategic process depends directly on the interaction between the hierarchy of organizational levels and subsequent steps taken. Hospitality is an economic system, regulating the parameters and optimize. The main factors in our opinion, that contributed to the development of hotel industry, there are certain economic and social development of the region, its attractiveness for investors and business relations of production by foreign firms growing, deepening processes of specialization, combined branches and businesses

**PAUL COŞERIN (pg.19-24)**

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### **DEVELOP MANAGEMENT STRUCTURAL MODEL MARITIME PORT COMPLEX ECOLOGICAL RISK ECONOMIC CONDITION**

**Abstract:** Transport industry must become a source of budget revenues. This requires the strengthened organizational role of the state. The basis for the proposed strategy should be adopted that postulate about using the favorable geographical position, Romania can make money essential to its territory in transit transport cargo and passengers.

It is now very acute question of reorganizing the load terminal of the third generation. Generation III terminals are some shopping centers and transport services are the most efficient market economy. Such trading terminal, in addition to the work of loading / unloading, in developing critical and other productions to create added value cargo. It is very important that the technologies used to transport various types of intersection correspond to the level of information technology and management.

**VICTOR CRISTIAN COŞERIN (pg.25-28)**

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### **DEVELOPMENT AND IMPROVEMENT OF ADMINISTRATIVE MANAGEMENT LOCAL MUNICIPALITY IN TERMS OF EUROPEANIZATION**

**Abstract:** Transport industry must become a source of budget revenues. This requires the strengthened organizational role of the state. The basis for the proposed strategy should be adopted that postulate about using the favorable geographical position, Romania can make money essential to its territory in transit transport cargo and passengers.

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**MARIANA CRINTA (pg.29-32)**

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### **THE ECONOMIC EUROPEAN INTEGRATION-DECISIVE FACTOR IN CROSS BORDER MERGER**

**Abstract:** In the process of merger, post-merger, the European economic integration plays a decisive role in the successful merger of the company absorbed and absorbed, and that it is both cause and effect in setting and achieving strategic and financial objectives. In recent years, global economic integration has been accelerated on several levels, speed characterizing these times. Merging may be the source of competitive advantage, therefore, to implement specific strategies needed to conduct post-merger, it is important to assess the consequences in terms of organizational culture at multicultural characteristics.

In light of these considerations, the continuous improvement of management strategies should allow existing management tools to adapt to new requirements of organizational culture of the acquiring companies / absorbed, requirements imposed by changes in the stages of post-merger, that are to be carefully monitored, respectively the growing requirements changes are in European companies.

In conclusion, simultaneously and interdependent with the creation of the paradigm and value system, organizational culture, which supports a high degree of performance must be consistent and aligned with the newly created organization's overall strategy and ensure the balance between external adjustment according to company requirements absorbed and cultural integration of the company's internal system absorbed under the promotion of a successful partnership while reaching financial sustainability to support

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post-merger.

**Keywords:** post-merger integration, merger organizational culture, competitive advantage, European companies, benchmarking.

**OLEKSANDR DLUHOPOLSKYY (pg.33-33)**

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**FISCAL FEDERALISM AND FINANCIAL CRISIS (EXAMPLE OF UKRAINE)**

**Abstract:** The majority of the world countries have several administrative-territorial levels of their contemporary state formations, i.e. the central government responsible for reaching the set objectives and settlement of some tasks on the level of the state as a whole, and other levels of state power functioning at regional and municipal levels. The existence of such an institutional structure of state power and administration organs, irrespective of political formation of the country originates the relevant economic branch of a public sector, which is studying its vertical pattern, i.e. fiscal federalism. The subject of the latter is a normative and positive analysis of the functions distribution among different levels of state power, as well as the ways of those levels interaction by means of such instruments as inter budget transfers.

**Keywords:** Fiscal federalism, transfers, public sector

**MARINESCU CALIN DRAGOMIR (pg.34-35)**

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**FINANCING, CREDITING AND INVESTMENTS IN MARITIME AND RIVER PORTS INFRASTRUCTURE**

**Abstract:** Financing of the ports infrastructure projects can be defined as a complex mechanism for obtaining funds necessary for financing a capital investment project, separated from the economic point of view, where the fund providers analysis mainly the cash flows generated by the project as a source for the recovery of the granted credits and payment of the interests or for the remuneration of the capital they participated to the capital of the project company

**Keywords:** credit, maritime, port, infrastructure

**NATALIA GLAVATSKA (pg.36-38)**

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**OPTIMIZATION OF PORT TARIFFS**

**Abstract:** Port tariffs are one of the main factors that determine freight traffic and financial condition of ports under market environment. This article describes the relationship between harbour profits and the tariff in different values of costs of works, the type of relationship between harbour profits and the tariff in different values of client tariffs (including actual costs of harbour works) and relationship between tariffs and transhipment time of 1 tonne. The article discusses the search an optimal tariff, from the standpoint of the logistics system that is optimal for the port.

**Keywords:** port; port tariffs; profit; prime price; competitors; transshipment time

**POMPILIU GOLEA, CĂTĂLIN POPA (pg.39-41)**

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**PARTICULAR OVERVIEW OF THE RELATION BETWEEN THE CONVERGENCE PROGRAM ON 2012-2014 AND SALARIES' INCREASE FROM THE PERSPECTIVE OF CURRENT ECONOMIC EVOLUTION**

**Abstract:** Throughout the year 2010, the European Council has decided to strength the coordination of reform and fiscal budgetary politics in the member states. For that purpose it has been overdraw The Convergence Program that contains intentions of the national governments regarding the implementation of politics regarding national budgets. In this paperwork the authors have overtaken a critical analysis of Romanian nominal and real economic, fiscal and financial targets, trying to reveal based on short insertion in classical theory, proper ways of fundamentating a consolidated and sustainable national budget in crisis time.

**ION IONESCU, CRISTINA-PETRINA DRĂGUŞIN (pg.42-47)**

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**COSTING IN THE CHEMICAL INDUSTRY**

**Abstract:** The calculation system that we propose is supposed to be constituted from an ensemble of methods, techniques and procedures, which help us in scheduling the production costs, in establishing and analysing in an anticipating, operative and a postoperative way the cost deviations compared to their standard level and on this basis to determine the costs by centres of costs and actual production cost.

Practically, the proposed system combines the Standard-Cost Method with the Cost Centres Method, its base being the standardization of the costs and the budgeting of spending, all this using the automatic calculation technique.

We turned on the possibility of achieving this integration starting by the particularity of the chemical fertilizer activity, and also the particularity of the influence factors involving a specific cost structure.

**Keywords:** entity sectorisation, cost centres, cost standard method, deviations from the standard costs, method of managing through exception.

**SERGIU LUPU, ANDREI POCORA, ELENA CARMEN LUPU (pg.48-51)**

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**MODELLING THE ECLIPSE REGION FOR GPS SATELLITES**

**Abstract:** There are many benefits of space technologies and practical applications of satellite navigation systems have penetrated deep into the everyday life, fundamentally changing people's lifestyle. Thus, the need of a more precise position on Earth's surface has appeared. GPS satellites enter Earth's umbra once a year for an interval of maximum 1-2 minutes. During this time the satellites aren't affected at all by the solar radiation pressure emitted by the Sun. In this thesis we present a new method for modelling the eclipse region of GPS satellites. Through numerical integration, using the Runge-Kutta of 4<sup>th</sup> order method, we determined the relative positions of the Sun and a GPS satellite to Earth. Using this values we verified the conditions of a fully illuminated satellite, a satellite in penumbra and a satellite in the Earths umbra.

**Keywords:** GPS satellite, eclipse, numeric integration, solar radiation.

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**FILIP NISTOR, CĂTĂLIN C. POPA (pg.52-54)**

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**STRATEGIC ALLIANCES IN CONTAINER LINES**

**Abstract:** The container-shipping industry's poor performance in 2011 and its continued struggles in 2012 are primarily the result of supply and demand imbalance, which triggered intense competition and price wars. Some carriers have begun to recognize the importance of alliances, as reflected by their expanded efforts to collaborate during the past year. This article present how the global rates in container industry had dropped as the carriers added ships in anticipation of an economic recovery, causing overcapacity. Container lines began cutting capacity and raising rates to restore profitability. The article conclude that a way of avoiding for container-shipping lines maritime market fluctuations and increasing opportunities of success in the event of a fierce competition is a strategic alliance.

**Keywords:** container, alliance, profit, rate

**CĂTĂLIN C. POPA, HARALAMBIE BEIZADEA (pg.55-57)**

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**THE CULTURAL FACTOR IMPORTANCE WITHIN CONTEMPORARY GLOBALIZATION PROCESS**

**Abstract:** Thinking at the most recently financial and economical evolutions on international level, we can easily conceive that the collateral effects of economical globalization and market integration, represents the main issues debated in specialized professional or political circles. The unanimous impression underlines the fact that integration in contemporary global market development exceeded too much and to profound the conceptual frame formulated as work hypothesis for the beginning of '80's the realities evolving radically uncontrolled. The cultural factor represents the most unknown variable from the globalization matrix functioning, being determined exclusively by the human characteristics, preferences and emotions. The cultural basis should be matrix closing circles toward a favourable current for globalization acceptance. In this context, the international effort should be oriented toward remodelling the fundamental global structures implicated in globalization process.

**Keywords:** globalization, global strategies, global economy, culture

**LUCIANA SPINEANU-GEORGESCU (pg.58-60)**

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**DIAGNOSIS FINANCIAL ACCOUNTING - A TOOL FOR ASSESSING THE ENTERPRISE'S FINANCIAL FLOWS**

**Abstract:** Financial analysis, as part of a distinct economic and financial analysis is part of the special purpose analysis. The most important factors for and stimulated the development and improvement of financial analysis are: the development of Joint Stock Companies, increasing the role of banks and financial institutions.

Financial analysis is broadly defined as "the study based on analysis of financial statements". This involves a set of judgments made on the financial statements as a specific method for analysis of particular aspects of business management, such as financial position, economic performance and financial, economic risk, financial and bankruptcy, relations with third parties.

**Keywords:** financial analysis, financial flows, diagnostic analysis.

**IONELA – RODINELA TICU, RADU-ALEXANDRU POPA (pg.61-64)**

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**NEW CONCEPTS REGARDING POLLUTION REDUCTION THROUGH THE USE OF RIGID SAILS IN ORDER TO DECREASE THE POWER OF THE MAIN PROPULSION ENGINES**

**Abstract:** Several studies regarding wind assisted propulsion have been carried out before. The most common reasons for those studies have been high or increasing bunker prices. Most of the research was never realized since the benefits, at that time, did not have a great significance. Due to environmental laws, public opinion and costs of modern shipping, firms are obliged to reduce their fuel consumption.

**SIMONA-VALERIA TOMA, IOANA-VERONICA ALEXA (pg.65-70)**

„Dunărea de Jos”, University of Galati, Romania

**RISK INDICATORS**

**Abstract:** The need to analyze risk indicators and their implementation derives from the fact that they can assess which risks are significant and can quantify their impact on economic activity. Risk indicators are carefully selected parameters which serve as an alert to changing circumstances on risk management. These parameters must have a logical, clear, measurable and relatively simple- to -be examined value. Such an indicators provides an early warning on the risks and weaknesses of the activity of an organization. Thus, we make an analysis of economic technical risk indicator, indicators to measure bank risk, used in the country risk analysis and other risk indicators.

**Keywords:** risk, risk indicators