The Role of Macroeconomic Variables on Real Output Commercial Companies with Decision Support Approach (Case Study: Mining & Technology Investment Company)

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ABSTRACT

This paper examines the role of macroeconomic variables on actual return on commercial companies to support decision-making approach (Case Study: Mining and Manufacturing Company) has been studied in the proposed model, agents have little effect on the efficiency of international commercial companies using econometric issues have been investigated. This research does not have absolute population sampling and analysis of statistical data and economic indicators Central Bank and annual time-series data and statistical center of Iran's Management and Planning Organization is used. Instrument of analysis using Pearson correlation functions in the time range from 79 to 89 years were used according to hypothesis testing between macroeconomic variables (such as supply, value of a national currency GDP indicator, etc.), the correlation between this component and the real return on the investment company industry and mining was significant other components of the crude oil export given the timeframe that the data used in the above test is not significant. Finally, our analysis of macroeconomic variables to plot time-series correlation between real returns paid and according to the organization as "the network" and management as "the act of decision" is defined finally, after evaluating the results-based management in the fact that their strategy is based on the facts set this route is very important in risk management the ideal fusion of reality and you’ve managed to introduce a gimmick.

KEYWORD

Macroeconomic variables, real returns, reality-based management, strategy, risk management

INTRODUCTION

Brings Prosperity to choose between alternative paths of action and decision-making structures at all levels and surfaces often have the need to forecast economic variables. An important aspect of the decision of the manager's job, communicate, and think about how the decision was made there is no doubt that the organization's ability to effectively perform his duties to the quality of the decisions that are taken depend on the quality of decisions, the quality of information, expertise and experience encompasses timely and relevant managers on which the decision is made. In fact, for optimal utilization of the limited resources available to the various factors influencing the decision to make a correct analysis and using good judgment and choice to increase the efficiency of your company did thus, better use of scarce resources, the loss of human capital and material as much as possible prevented and the replication and duplication is avoided. For the survival of any organization or company needs manage itself based on the fact, all the opportunities and analyze the strengths and weaknesses of the organization. Strategic planning for the organization to cope with future changes, with previous calculations and extensive knowledge of the factors influencing the survival of the organization provides. In this way, the customers will be able to maintain the value of their outputs. Endogenous and exogenous factors, i.e. consider. This is possible when the manager of today is able to cope with the increasing changes in the not too distant future to prepare. After one of the biggest risks for organizations to manage risk as the risk is the risk management incorrect decisions made by managers at different levels for an organization or company can have significant negative consequences. Roles and responsibilities of management, it is appropriate to take advantage of all tangible and intangible assets the constant value for all, identify risks (risk management), and set the strategy with respect to its feasibility as a condition of survival and basic. Strategies to deal with uncertainty and,
therefore, is an executive who sought to develop strategies to analyze problems, situations, feelings and intuition rely management to reach an informed judgment and to manage the complexities open. Following solid performance strategies that are typically evaluated by means of financial ratios but understanding the strategic success of a company is required to understand the relationship between the ratios. This study, titled the role of macroeconomic variables on real output Commercial Companies, decision support approach seeks to provide a mechanism for lowering the risk management and successful management of international business companies. With a comprehensive survey of existing solutions is the best decision.

1.1. RESEARCH HYPOTHESES:
1.1.1. THE MAIN ASSUMPTIONS:
Macroeconomic variables that affect the efficiency of Commercial Companies

2.1.1. Sub-hypotheses:
1. There is a relationship between the domestic products Commercial Companies and efficiency.
2. There is a relationship between the Import and export trading companies and efficiency.
3. There is a relationship between the currency and Trading Companies.
4. There is a relationship between the buy oil and Commercial Companies.
5. There is a relationship between the Commercial Companies and return value of domestic production.

2.1. Variables:
2.1.1 Independent variables: macroeconomic variables
2.1.2 Mediating variables: imports and exports of commodity-related companies across the country, the proceeds of GDP, exchange rate fluctuations, the average oil sales
2.1.3 Dependent Variable: Income (real return) investment companies and the mining industry it should be noted that there are a number of moderator of these variables that cannot be identified accurately.

2. Theoretical basis:
Have you ever asked yourself why some corporations and managed in a short time with the loss of a large share of the market have been relegated to the position of ordinary and even tragic and why some small and obscure sites at once to have excelled in international competition scene? Have you thought about why some businesses, fluctuations in political, economic, social tolerance and easily overcome in contrast, some organizations have tasted the bitter taste of defeat and unstable. In other words, the strategic management process is always conscious and purposeful strategies to take into consideration.

2.1.1 Strategic Planning
See strategy as a process of dynamic, innovative, responsive and intuitive, often in the context of a highly unpredictable environment, the concept of strategic management, compatibility is great. Minzberg believes that strategic planning and management involves two processes are distinctly intellectual, strategic planning, analysis, development and formal systems and procedures in relation to strategic management includes combination, or consolidation, strengthening intuition and creative thinking and innovation at all levels of the organization. Minzberg gives the clear distinction between the two concepts of strategic management and strategic planning. He said the
strategic management is strategic planning. Come and more picks each of these terms in different stages of development and design strategies are concerned. In his view strategic planning focuses on analysis and interpretation, elaboration of detail and formulates strategies for the present work. On the other hand, the combination of strategic management, the use of intuition and creativity to create a cohesive visual embodiment of the organization affirms. He claims that strategic management strategic planning process that must be followed. Strategic management is the process through which senior managers can separate their administrative processes and everyday crises. And thus has a different perspective of the organization and its changing environment and concern. Heraclius (1998) Comparison between the management and strategic planning of the learning single ring, double ring, is a distinction. In his opinion, the single-loop learning, like learning two-tiered strategic planning and strategic management is also similar. He believes that single-loop learning means thinking through the assumptions based on a fixed set of potential activities, acts. Double-loop learning challenge assumptions and develop new and innovative solutions. Activities and measures leads to very good. Heraclius single-loop and double-loop learning continues as strategic planning and strategic management processes are logically related to each other and the same for effective strategic management, are important.

2.1.2 Application of strategic management in multi-criteria decision making:

First, analysis of strategic management issues, internal and external environment of the organization, develop and propose strategies and possible strategies and analysis, the optimal strategy for one or more selected. Always choose, it is important for management. Target selection, staff selection, selection of suppliers, selection of consultants and management involves many choices, the director of the company or organization's knowledge and his ability on the choice of methods. The issue of multiple criteria decision making, based on choice and selection procedures. Strategic planning tools and strategies ultimately selected table or QSPM leads. And administrator who has access to strategic planning tools can easily get help in solving multi-criteria decision making. One tool can be used in multi-criteria decision-making issues, strategic planning, and decision matrix. Indicators in the matrix of columns and rows are the options. Of course this matrix, the basic tool for multi-criteria decisions and the decision made by other methods. Having completed close relationship with strategic planning in multi-criteria decision making is quite obvious. Some experts assume that separates the two categories and stated that the strategic plan, identifying the level and route used for the organization or company while multi-criteria decision, the right decision and optimization problems (often) used short-term organization.

2.2. Fundamentals of Risk Management:

"Nickels" The concept of risk is considered from different aspects and it is conceptually divided into two categories. He believes the risk in terms of probability of loss, the degree of probability of loss, and refers to the probability of loss. In this context, risk is a risk the chance of profit and risk of loss takes time. Whereas only pure risks include the risk of loss and is not likely to benefit, such as the probability of fire (1999, NICKLES) According to Bohm, the risk management process consists of two main phases; Phase estimation of risk (including identification, analysis and prioritization) and risk control phase (comprising the steps of planning, risk management, risk monitoring and corrective action plan) is. The belief Fyrly Risk Management has seven phases: 1) identification of risk factors, 2) estimate the probability of a risk and its impact, 3) provide mitigation strategies for identified risks; 4) the monitoring of risk factors, and 5) provide a plan possible 6) crisis management, 7) revival of the post-crisis.

2.2.1. The main steps in the implementation of risk management

Many of the projects that are under control the risk of facing an unrecognized event and try to control it. Most projects such events as well, but with a reject from the exhaustive efforts of risk management, risk events before they occur, identify and control are at the time of these events, or programs that are confronting them. Given these fundamentals, however, is the ability to cope with risk. It must be possible to identify project risks apply. This classification structure by asking a few questions of his work or project team members is possible. For example, in situations of having to source or sources that are available, what will happen? If we do not have effective control of the project component happen? What is the worst case scenario? What is causing it? How much of this is likely to happen? What are the consequences? You may have other questions as to why of course, these questions are a good starting point that will lead you in the right direction. Anything that comes to your mind is not listed, and then the next step is to determine whether you need to tackle and prevent risks or must wait until it happens. If certain risks and decide that no action should be taken to identify the best of it is that they have not. After this step, all identified risks have little use, the risks and likelihood of each risk category to determine. To allocate the risks of possible values you can use the following values:

- Imminent than 85% above average = 85% = 60% = 50% may be possible, low = 15% = 40% = 15% unlikely now calculations probability of each risk. Alternatively, the ratio of the weight of each risk the main problem with this approach is that always enough experimental data are available this work has to be done carefully. This method is commonly experienced individuals who engage in this work have gained experience in a range of events in various projects. Events should be percentage of total allocation percentages. Next to each risk, assign a value. This amount may be required in terms of cost or time, for example to determine if the project is completed, any idea about the duration of activity can be considered a risk scenario. The
actual value can be calculated by multiplying the amount of risk allocated to risk and its probability is achieved and according to results of operations or to postpone the decision. After processing, risk management, risk, set maintenance processes can begin. To do this, start by reviewing periodic risk-based complexity and duration of projects and project changes. Started implementing it may seem futile and costly, but if you do it once identify and quantify risks and control them then you will realize the value of risk management. So the first step is to identify the risks to the highest level WBS project and the way to find lower levels of worry. After a few times of doing this, it will be much clearer. We live in a world of risk hazards. Should we risk analysis; if we need to identify and deal with them in total, all of them should assess the risks and benefits. The benefits of the project outweigh its risk management may not be tangible, but remember surely anyone who's planning to avoid failure Johannesburg in planning your project.

2.3. Nature and the economy

Economics, a branch of social science that analyzes the production, distribution and consumption of goods and services involved. Knowledge economy is to focus on how economic agents behave and interact, and how they work in different economies. In this regard, a preliminary classification of the basic books on economics is macroeconomics, microeconomics against.

Microeconomics, behavioral economics underlying factors, including factors such as households and companies or individual buyers and sellers is assessed. On the macroeconomic front, the whole economy and its influencing factors including unemployment, inflation, economic growth, and monetary and fiscal policy analyzes. Other divisions conventional economics, the field of Positive Economics (positive economics) The definition of "what is" in the economy normative economics defense of "what should be", Theoretical Economics vs Applied Economics. Economics rational versus behavioral economics and mainstream economics or common: mainstream economics of orthodox economics that the more the links between rationality, individualism and economic balance and other prevalent heterodox economics that deals with the connection between the radical and institutions, history and social structure deals. Economic analysis is applied in all aspects of society, from commerce, finance, health care has taken a variety of subjects such as crime, education, family, law, politics, religion, social institutions, war, and science. At the beginning of the twenty-first century, the expanding domain of economics in the social sciences has been interpreted as economic imperialism. In the past two decades, some economists to concentrate more on keeping the environment stable branch established environmental economics and ecological economics Ecological economics studies in the field have done.

2.5. Review of Literature:

Describe and define the industry's first predictive model was introduced in 1919 by Alksandroal his seven of the more than 981 companies that were divided by region and industry compared. These studies were based on methods that have the ability of financial ratios to predict the strength or power to clean these dimensions.

Among the studies that have been conducted in recent years to the study of Joachim Wagner (2007) pointed out. In their study, they examined the relationship between exports and productivity in the years 1995-2006 in 34 countries (including the advanced industrial countries like the United States, England, Canada and Germany, as well as Latin American countries such as Colombia and Mexico and the developing world and the least developed and African countries such as Estonia and Slovenia) have paid. The results of research on international trade companies that have high levels of productivity than firms in the market as a target drawn institutions of higher productivity and a more successful approach focuses on global markets. Another study related to David Grinoy and Richard Lnr (2004) in which the data of 1,225 UK businesses in the period 1988-2002 were used. In this study, exporting and non-exporting firms are divided into two categories: after comparative analysis of the data concluded that increased productivity is an important factor for success in global markets. Schipper (1989) in their study as the real earnings management activities can also be included. This type of earnings management through changes in operational activities aimed at misleading the stakeholders are real activities manipulation of accruals on cash flows and, in some cases influence. Graham et al (2005) concluded that managers of real earnings management activities compared to accrual management preferred. This is because real activities management, business indistinguishable is the optimal decision is the result of its discovery is even harder. Although there are costs involved in such activities may be important economically for the company. They reached the conclusion that operating cash flows are accepted, delaying or reducing funding for zero maintenance cost, cause the transfer or removal of capital investments (to avoid depreciation costs), Conversion of bonds traded asset management and retirement plans to raise funds. Roichadhri (2006) found evidence that the company's actual earnings multiple management tools, in order to meet certain financial reporting standards to avoid reporting annual losses, as well. Based on his research, managers offer price discounts to temporarily boost their sales this way, reduce their discretionary spending has been reported to improve profit margins and proceed to add products to reduce cost of goods sold. Sobrana Samantha (1998) in an article entitled "Foreign trade and exchange rate volatility in a developing country", the use of time-series data on the severity of India Uncertainty and the impact of exchange rate volatility on exports and imports is paid. His research is based on two models, one for export and one for import built each of these models in the short and long run time is estimated. Suggests exchange rate fluctuations have affected only in a foreign trade and its short-term import equation and in the equation of exchange rate fluctuations on foreign trade has been affected.
3. Research Methodology:

3.1 Type of research:
This research can be categorized in terms of data collection in terms of the research is descriptive, for a change of variables in this study, the researchers examined the current situation is not created. The classification according to the survey, research is applied research.

3.2. Library Studies
Data for the study of literature and history research library is used. This study includes a review of existing research and relevant dissertations and papers and books related to Latin and Persian and have been using the Internet to reach new findings.

3.3. Analysis of documents
Through recourse to the Central Bank statistics, authoritative information sites on the macro-data time series of economic indicators data were collected and profitability of foreign trade.

3.4 scope of the topic:
The population studied in this paper examined available data on macroeconomic variables on the performance of the company is investing in the mining industry.

3.6. Scope of the study:
The data used in this study macroeconomic time series data for the period (2010-2000) respectively. Thus, since the present study was to examine the documents sought to describe the relationship between the sampled variables and sample size in this study does not apply.

3.7. Investigate the spatial domain:
Macro-level research in the country and foreign business investment company industry and mining sector has been the standard practice.

3.8. Methods of data analysis
In this study, a prediction models for corporate profits in the next few years the study of econometric issues, the time series. And as an instrument of macroeconomic variables on real return correlation analysis using Pearson's correlation coefficient was used.

4. Results and statistical findings

4.1. Correlation between variables:
Problem of autocorrelation in time series analysis, the influence of autocorrelation on the variance estimate is for example; deal with economic variables, often dependent on the previous value of a variable just in time. In total, there are investment costs. Here comes the discussion of regression analysis is a statistical method for analyzing data from multiple application domains, it has the largest area results are attractive conceptually simple process of using an equation that expresses the relationship between a set of variables.

Table 4.1 Correlation of returns with macroeconomic variables

<table>
<thead>
<tr>
<th>Sig. (2-tailed)</th>
<th>Pearson Correlation</th>
<th>Company performance</th>
</tr>
</thead>
<tbody>
<tr>
<td>0.000</td>
<td>.895(**)</td>
<td>Profitability of the company</td>
</tr>
<tr>
<td>0.000</td>
<td>.884(**)</td>
<td>Value-added components in</td>
</tr>
<tr>
<td></td>
<td></td>
<td>large-scale industries and</td>
</tr>
<tr>
<td></td>
<td></td>
<td>mines</td>
</tr>
<tr>
<td>0.000</td>
<td>.883(**)</td>
<td>Customs Imports of machinery</td>
</tr>
<tr>
<td></td>
<td></td>
<td>and transport equipment</td>
</tr>
<tr>
<td>0.000</td>
<td>.90 (** )</td>
<td>Non-oil export earnings</td>
</tr>
<tr>
<td>0.000</td>
<td>.896 (**)</td>
<td>Imports of non-oil revenue</td>
</tr>
<tr>
<td>0.650</td>
<td>-.155</td>
<td>Crude oil exports</td>
</tr>
<tr>
<td>0.000</td>
<td>.926 (**)</td>
<td>Dollar (the currency)</td>
</tr>
</tbody>
</table>

** Correlation is significant at the 0.01 level (2-tailed).

Interpretation of Table 4.1 As the table above shows the changing profitability of companies investing in mining industry with macroeconomic variables used had a positive correlation with the exception of changing the oil exports of the country (scale: Average bpd), according to the sig observation is not significant, as in the case the test is not significant crude oil exports

Chart 4.1: Diagram of time-series returns on investment companies and mining industries.

Can be related to linear time series by putting the variable on the horizontal axis and the profitability of Investment Company International Mining Industry Business Unit plotted on the vertical axis. The linear form shows a time series as a whole. This diagram shows a time series of non-seasonal basis. Straight line in the figure represents the direction of motion with respect to the indicated variable. These changes are called, say the long-term trend. Its long-term trend direction for a long time preserved. In this diagram, between 2000-2006 an upward movement is
observed. The slope is steeper between 84 and 85 years and 2007 and 2008 and again declines to follow the previous trend.

CONCLUSIONS AND RECOMMENDATIONS:

1. According to the hypothesis test between macromacroeconomic variables (such as supply and demand factors, the value of a national currency GDP indicator, etc.), the correlation between this component and the real return on investment trading company with significant mining industry increasing one increases the other decreases and the decrease of one another components except crude oil exports, according to data from the period used in the above test is not significant.

2. Draw and idealism coupled with the fact that the success of this strategy is the ability to visualize and understand the world around full turbulence depends the world is complex and full of elegance, instability, political changes and economic developments, not losing opportunities, prevent and anticipate threats should not simply lost codes and find success sooner than others should know.

3. Risk management and strategy management in organizations complement each other and clear the way for other branches of management all of which must be core research and development unit. The strategy chosen to achieve the objective needs to include how the activity is not we do not foreclose the scope for middle managers and operational strategies that will lead to a rational choice among the other way in today's world often comes from clustering strategies and data analysis from past events profits and profitability factors influencing the decision of an important measure of the effectiveness of the strategy itself. So that risks aversion and tolerance and tolerance to risks for organizations and companies to rise.

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