

The Role of Contraband Goods in Business Culture Case study: City of Yazd

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Abstract

Smuggling of goods such as adverse economic and social importance of a phenomenon-culture at the national level has different dimensions, numerous factors in the formation and perpetuates it involved. While the goods in issue used for smuggling and the causes and factors that affect a lot of research and its outcomes is understated. The aim of the present study investigating managers' production of goods trafficking units experiences and the role of it in business culture in the city of Yazd. Due to the nature of the subject, the goals and the kind of qualitative research methods, and of emerging from the method. The city of Yazd, and environment research community, individuals knowledgeable in the field of production units, which include managers of smuggling contraband on their professional life and customs staff and managers, as well as that data were collected using semi-structured in-depth interviews to reach information saturation.

Key words: *smuggling of goods, smuggling, trafficking, causes or consequences, culture, business culture.*

1- Introduction

Smuggling of goods such as adverse economic and social importance of a phenomenon-culture at the national level to its different dimensions, the numerous factors involved in its formation, and is used while the question of the smuggling of goods and causes and factors affecting it researches and studies conducted and is not to study economic and monetary and financial aspects of it have been that of the first step in removing doubt and struggle with this I identified this phenomenon causes.

2- Expression Problem

Due to rules and regulations in a variety of different dimensions and manifestations of trafficking in items that the ruling is clear and explicit definition of trafficking, it is not in most of the examples mentioned in the law have to tendency of Redwood trees. The non-economic part of the trafficking is the official record of official participants. The trafficking of illicit goods, economic activity is one in which commercial agents law the escape of foreign trade sector profitable opportunities and used to smuggle. Smuggling with a motivation of existing tariffs, escape from restraints on the country's trading system is carried out by its growth in income from the Government [1] The Convention stipulated in the definition of trafficking in 1977: the trafficking of goods passing customs fraud, including any hidden by the customs borders of which does the personal virtue of deception by Customs and evade payment of all or part of the taxes and duties relating to the export or import and, or implementation of the prohibition, and to ignore the constraints governing the customs law and the customs law is incompatible with interest achieved [2] Smuggling of goods is a complex and multifaceted phenomenon and it works not only in the economic

dimension, but also a wide range of political, social and cultural effects of destructive this ominous phenomenon, such as the fade times next to the moral values of its economic losses can also be works of reference that signifies the necessity of paying more attention to this part of the informal economy [3].

Different aspect of the phenomenon of trafficking has the profile which is causing this phenomenon including on market and business culture. Human work includes the creation of matter is part of the benefit. The task of the United Nations is a unique source of wealth (Adam Smith). Whatever the case, which is to satisfy the need of the benefit or the creation of productive work to take into account the work of the artist, will be like a farmer and author [4] so any animal by humans, or that the work instruments and machinery shall be done generally is considered as work but common application and the common human work is limited to here.

Department of culture and the culture of letters with the words "the composition of the words culture» is seen, but for" business culture "under the interpretation of globalization is presented. If this is the culture of knowledge, set believable, human knowledge is determined in the community, the concept of business culture can be set "values, beliefs and knowledge of accepted a joint working group, and in conducting activities directed toward the production and value added [5] in other words, business culture is simply a collection of values, beliefs and knowledge of accepted and common people are doing extreme activities of production and value, and also knowing and believing in the people in the interpretation of the results and experiences of the surrounding environment, your work. In fact, work culture, the reflection of a person's behavior and attitude, than to act [6] Business and work culture that sets the terms and conditions governing the working environment it is most simple human harvest depending on time and place can be influenced by a variety of factors and parameters in its type has significant features. The basic question here is whether the agent or component forms the work culture? Generally many factors in shaping the geographical factors, such as culture are effective work, environmental factors, and economic factors, social and cultural factors. Create the right platform for the realization of national identity acceptance of all members of society and the society of scientific values and adopting the attitude of logical methods in dealing with the social and economic phenomenon, negligence and the sentiment against hard work, respect for the work and effort as the most definitive and the surest way to economic growth and development, attitude to work as a significant activity, strengthening the innovative spirit, job loyalty and accountability, participatory, encourage team work, either exceed the performance management system, Continuing education and so on, all these are among the factors that a manufacturer with the deployment and Ghana up concepts they can be found on the cultural evolution of the determining effect on society [7] Considering the reviews and studies can be found the elements and a component of the business culture in this form was proposed:

- 1) Staffing Work readiness rate
- 2) Staff mastery on the nature of the job
- 3) Support the Organization of the staff
- 4) The amount of the employer's staff commitment and motivation, and organization administrators
- 5) Provide quality feedback
- 6) Amount of credibility and organizational compliance with decisions
- 7) Attitudes and collective work morale
- 8) Work ethic
- 9) Conscience thing [8].

Another component of the Division in Javanbakht business culture to any expression is:

- The amount of the knowledge, skills and ability of society
- The amount of material and spiritual support
- The amount of motivation and desire to work, especially the spirit of collective work
- Type attitude, ethics and conscience of society people do [9]

Maktobi is also the first work in a decisive factor in the culture of the community, and the second factor is indeed invaluable knowledge or mental picture of your ability to be a task. The third factor is the amount of useful and effective sense of being and operating in the creation of the fourth and the stability of the work culture is a fundamental role of Justice in society and the constructive factors operating among the fifth task is located in the community of a culture of transparency roles and responsibilities and methods of doing. And finally, the last and the most important factor, the rate of change and accompanying the new methods with technology and progress towards the day shift [10]

The work culture to improve the legitimacy of the order, a group combining compassionate and practical value of the survey work manually, and get consistent with intellectual conditions, production and industrial rules and behaviors. Poor people looking for work in a culture of evasion of work, being individual interests against each other. On the other hand as a result of low production and quality and quantity of work relations due to inappropriate, malicious types of stress and mental illness working environment and the safety of the working environment will be reduced as a result of carelessness [10]

The important issue in this study, the role of economic importance as a smuggling of goods, is the social and cultural goods trafficking, transfer values, norms and attitudes of different effects and has its own. The economic effects of the reduction of State revenues and thus affect the monetary and financial policies of taking it. Other consequences of price reduction Act of trafficking in smuggled goods imported and lack of internal goods produced that this is in the wake of his works such as they affect getting a culture collection, especially business culture. Smuggling of goods business culture including the effort and to the interest, and a reputation for honesty, contentment, optimum use of resources and avoid extravagance and adherence to the beliefs of the estimated and have been operating their new culture is the creation of a Spartan orientation, reluctance to act as a false unhealthy employment and values and a reputation for honesty, lack of corruption, law, behavior of the main components [11]

Major goods will be cached in the trafficking of Yazd in the group are available in the following categories:

Clothes; footwear including shoes and textiles and clothing, household appliances, such as TV and coolers and kitchen utensils and other commodities like tea and rice, cosmetics, mobile phones, all kinds of fertilizers, equipment for receiving satellite and alcoholic beverages.

Researcher in this study with a major speech in Yazd City Discover smuggling goods and factors affecting the formation and commit to the definition and elements of trafficking, and of business culture and the people component of Yazd with the use of the experiences of the production unit managers on their work life, smuggling and customs, as well as the experiences of managers and experts to study the role of contraband goods in the business culture in Yazd.

One of the questions raised is that of business culture in the city of Yazd which are? Yazd province of Iran as a special status in the work culture. Despite the swing that this concept during the recent period, and for the people of Yazd on Geographical and climatic characteristics of Yazd and other similar areas in the country, on the passing of centuries and millennia, civilization and culture is the originator [6]:

- 1- Desert, desertification control by long series of enclosure.
- 2- low precipitation
- 3- Lack of permanent rivers in most of the region.
- 4- agricultural restrictions
- 5- Drug use.
- 6- Vegetation very poor cover
- 7- distribution of villages

The effect of geography and climate in the desert area of Yazd to interaction, values, beliefs and even the people of Yazd estimated world can be such a particular interpretation of the desert system: Yazd.

It does not have the climatic diversity of Kerman and Isfahan is the scope of rational benefit to the intensity of the applied mathematics and is able to fight. The people of Yazd applied rationality and to other problems such as dealing with creatures living in the desert Act. That applied to the following areas of Yazd, we mark that the largest production technology can be in Yazd, Iran. Applied intelligence could be art and architecture, beautiful monuments, as also was making a (MD) with the lowest cost and with the use of native materials found around the area of Yazd. Application and extensive desert in the direction of the wind for optimum use of cooling the building, crushing effects of Yazd host [6]

The content could be mentioned inferred that dry and rough features Yazd has caused people to do physically demanding work and activities with the people's life in to contentment, and this is the same stamina and a reputation for honesty, integrity and stability, tranquility, welcome to economize, optimize resources and consumption and cognitive for people of this culture of beauty.

In the present study, the following evaluation of the role of the smuggling of goods manufacturing units in the business culture in the city of Yazd, the importance of the choice of this city because this is in the center of the country and had the communication with the border boundary, such as the provinces of Khorasan, Sistan and Baluchestan, Kerman, Fars, Hormozgan, which feature frequency of goods into the country of trafficking have communication and the only way in this great country, province to province, like Tehran, Isfahan, Khorasan, Yazd province. Other potentially one of the great ways to enter and exit the country to smuggle good.

The results of this research to policy makers and planners and executive managers, helps with the use of scientific findings and operational programmers in the field of economy, and the fight against smuggling of goods in the province of Yazd, design & executed. In this regard, customs such as device, exchange goods and trafficking headquarters and police can take advantage of results?

3- Background Researches

Cooper (1960) in his study entitled: buying and selling illicit goods in Indonesia in the 1950s with the study of various methods of smuggling in Indonesia to achieve the conclusion that goods loading and discharge in the illicit trafficking of such methods in Indonesia. He added

that the pioneering experimental studies on trafficking in their research while studying the causes and factors affecting the increase in the tax rate on the smuggling of goods, and also the lack of knowledge of the taxpaying people of major operating illicit imports of goods for the country of Indonesia has been mentioned [12].

Bhagwati and Hansen (1973) and Sheikh Munir (1974) in studies as the main factor in the growth of contraband goods investigated the activities of governmental laws, trafficking in illicit goods. They use the tool in the performance demonstrated in the laws with tough to prevent the arrival of a foreign country, good producers and their economic motivation for increasing the quality of their performance and good competition with foreign goods of domestic demand for goods, therefore, lost on people in order to achieve the reduction to social welfare to order foreign goods smuggled on to the creator [13] [14].

Bhagwati and Srinivasan (1974) in his study entitled "study of the relationship between trafficking in goods and well-being to the evaluation of the results of research and analysis within the framework of a Hansen Bhagwati mathematics and indicated that if the trade is limited by the legal trafficking in contraband to welfare status improves, because despite the smuggling of contraband good price with the legal basis for the import tariffs price is going [15]

Johnson et al (1998) and in study with the Government in the transition economies of non-voting official set and concluded that and regulations had complicated the Administration in providing the appropriate conditions for the formation of illicit trade are effective [16].

Connely (2000) in its study entitled "study of the relationship between local goods and trafficking in Paraguay country information using the year 2000 ad, to study the effects of welfare on the allocation of resources and smuggling. The bulk of the export of the country's economy includes the transfer of goods from third countries are to escape from the laws in this way [17].

Gatti (2000) research in various tariff rates as the relation between corruption in customs on imports and specify the diversity and complexity of complications more on imports of illicit income for business opportunity in sight of the leaders of the customs classification of goods imported through the form of smuggling of goods may be. In other words, to break the laws by trafficking agents away from the eyes of illicit activities participation of national authorities have in the economy, with the risk of trafficking for both [18].

Richard Arnett (2003) in its study entitled "trafficking of goods contrary to the direction of the Canadian market in the country with the use of field studies and descriptive approach to behavioral factors affecting goods trafficking phenomenon is dealt with in Canada including the personal characteristics, personality and behavioral factors, the law of the spirit of the law, risk behavior, outcome, high impact, and friends on the trail of the adverse consequences of the knowledge of the smuggling has been mentioned [19].

David Hahn's Wang and colleagues (2006) fuzzy logic theory with your research as for modeling groundwater economy in Taiwan using fuzzy logic-mathematical reasoning, inference direction for classification and decision in terms of the lack of confidence – to study the hidden economy and smuggling during the period 1960-2003. He studies their two tax rates and variable effects and degree regulations of transition effects on the groundwater economy of expression.

Objectives of the research [20].

A study on the experiences of managers of unit production of goods is trafficking and its role in business culture in the city of Yazd Determine factors affecting commodity trafficking.

4- Methodology

Considering that the aim of the present research that explores the experiences of productive units, managers of commodity trafficking and its role in business culture, qualitative and convert these figures cannot be used to target many of the experiences of the participants and falsify research, qualitative research methods do and kind of Phenomenology. In this study, which examines the experiences of manufacturing of commodity trafficking units managers and its role in the culture of business in the city of Yazd is presented, the participants are those who laid their lives on the effects of trafficking include production units as well as smuggling of goods and people knowledgeable in the field of combating it, including customs in the city of Yazd. In this method of sampling, a sampling of the people it is important that, through the identification and sampling were carried out to see them. Sampling was conducted after the Statute of shot interview with ten people because the data was to saturate the interviews end.

5- Research's Findings

Determine factors affecting commodity trafficking

Table 1-factors affecting commodity trafficking

NO					
	First level concepts		Second level concepts		Third level concepts
1	Low quality Persian goods especially clothing		Failure to meet the demand of people		Economic factors
2	The high price of raw materials for production and the high price of finished products				
3	The lack of skilled manpower		Increasing employment and reducing the level of unemployment		
4	Reduce the tendency to Yiddish				
5	The lack of employment and low levels of public income		Reduce the tendency to production and entrepreneurship		
6	Failure to provide facilities to manufacturers				
7	The lack of support for entrepreneurs		Lack of internal goods		
8	Imports of foreign goods for a lot, and no program				
9	The lack of government supervision over the distribution and sale of goods		The development of unhealthy in the country economy		
10	They want to achieve rapid and easy profits, too				
			Promote the sentiment against		

11	Reduce the value of dignity and work in the community	hard work	Social factors
12	According to the new definition of the family and the social dignity of the degree by degree	Reduce the value of dignity and work in the community	
13	Lack of awareness of the consequences of people trafficking offense		
14	Fade do team work spirit	There is a lack of a sense of	
15	The desire for employment in State-owned and non-entrepreneurial trends to devices	mental image of his talent by task force	
16	There is a sense of despair and frustration in the workforce due to not having a bright future of the horizontal	A sense of despair and disappointment in the business community of the country	
17	Worker dissatisfaction and the employer of the existing labor law and how to apply it		
18	The implementation of inappropriate and sometimes discriminatory rules for importers and exporters of goods	The lack of equity in the community	
19	Heavy state bureaucracy and the possibility of the occurrence of corruption		
20	The lack of job security	Job loyalty and reduce the	Cultural factors
21	Doctrinal beliefs and values of fade	likelihood of an increased incidence of corruption	
22	Convert a previous-generation values to values for today's generation	The lack of a sense of job security	
23	The incidence of conflict and cultural values of traditional society and the younger generation		
24	Shrinking commitment to business ethics and conscience fade	Doctrinal beliefs fade and social values in society	
25	Lack of attention to make the day a little something and Vogue		
26	Dominance culture consumerism culture production	The lack of goods and tends to produce tends to be taking	
27	Tends to stay away from the new luxury and contentment	The lack of proper culture promotion work in the community and create a positive attitude towards working people	
28	Working in the media just low culture	Spreading the culture of secrecy	
29	Spreading the culture of secrecy and a lack of transfer of experiences	and lack of Vogue and transferring experiences to others	

The economic consequences of smuggling of goods can be found in items such as failing to meet the needs and demand of the people, reducing the level of poverty and the expansion of employment, the import of raw materials with low quality smuggled, the high price of the domestic production of finished products and the lack of government supervision over the distribution and sale of the goods.

The consequences of smuggling goods on business culture in the economic dimension can be outlined as follows:

- 1- Reduction of internal goods tend to produce
- 2- The lack of competition between the manufacturers

- 3- The development of unhealthy competition among the poor economy and manufacturers
- 4- The social consequences of trafficking in goods can be such items tend to achieve quick and easy profits, high, reducing the value of dignity and work in the community, the lack of technical and functional knowledge and skills development and a sense of despair and frustration and despair of the future.
- 5- The consequences of smuggling goods on business culture in the social dimension can be divided into the following items:
- 6- The lack of desire to do the job required and hard work
- 7- The lack of attention to the initiatives and innovations between suppliers
- 8- The lack of a sense of job security and investment security

The consequences of trafficking in cultural goods can be used in cases such as the doctrinal beliefs and values of the fade, fade attention and respect for ethical properties, tends to be an unforgettable experience and stay away from contentment, lack of experiences and skills transfer specialists to the others mentioned.

The consequences of smuggling goods on business culture in the cultural dimension can be divided into the following items:

- 1- Vogue and fade a little conscience thing
- 2- Not wanting to produce and sell foreign goods to luxury
- 3- Spreading the culture of secrecy and a lack of transfer of the experiences of others

5.1. Role of commodity trafficking as an economic dilemma in business culture

One of the questions the research includes the factors affecting commodity trafficking in the city of Yazd. The perspective of these three possible economic, social and cultural rights has examined. Effective factors on the economic dimension of trafficking in deep interview with the participants obtained the research include:

- 1- Low quality Persian products
- 2- The high price of raw materials for production and as a result of the high cost of the final product
- 3- Shortage of skilled manpower
- 4- Reduce the tendency to Manual work
- 5- Failure to provide facilities to manufacturers
- 6- Import of foreign goods for large and indiscriminate
- 7- The lack of government supervision over the distribution and sale of goods
- 8- Lack of support for entrepreneurs

Another factor affecting the contraband goods in the country of employment and poverty shortages due to lack of intellectual development and the existence of lower level living in different areas, particularly border areas of the country. It is important to make all the participants without exception have put the mentioned case. These are examples of ferry and are one of the factors in the rise and expansion of the economy and the level of unemployment to the stunted development of the hidden:

The negative effects of economic phenomena in the society are as follows:

- 1- Failure to meet the people's demand and quality goods at reasonable prices

- 2- Import of foreign goods and the indiscriminate purchase of Iranian goods tend to
- 3- Reduced levels of employment
- 4- Reduce the tendency to production and entrepreneurship
- 5- Exit of capital
- 6- Non-oil government revenues-reducing
- 7- Increase domestic prices for odd
- 8- Vogue false and illegal occupations in the community

5.2. Role of commodity trafficking as a social dilemma in business culture

But in examining the role of contraband goods as a social dilemma in business culture can be found the following factors as the factors affecting the development of contraband goods in the community were mentioned:

- 1- Reduce the dignity and value of the work in the community
- 2- Teamwork spirit do fade
- 3- Pay attention to the new families of their degree qualification and define social
- 4- The desire to employ in the State and the lack of entrepreneurial trends to devices
- 5- The lack of a sense of job security of the labor force
- 6- There is a sense of despair and frustration-in the workforce due to not having a bright future of the horizontal
- 7- The employer's dissatisfaction with the work of the worker and the law and how to apply it
- 8- The State bureaucracy and the possibility of heavy occurrence of corruption
- 9- The implementation of inappropriate and sometimes discriminatory rules for importers and exporters of goods
- 10- Lack of awareness of the consequences of how people and commit the crime of trafficking in
- 11- The desire to achieve a quick and easy profit.

One of the terms of the law regarding the trafficking of goods transport is considered as local cities to country. Participants number 6 in this connection is: "people speculated that if the border provinces in the central provinces, and purchased for use or sale shall be considered a transfer, trafficking in contraband goods seized as if most of the same shape in Yazd, Iran. Outcomes and social pathologies arising from the smuggling of goods are as follows:

- 1- Reduce the more the value of work in the community
- 2- The lack of a sense of job security of the labor force
- 3- Promote the sentiment against hard work
- 4- The lack of social justice in the community
- 5- The lack of desire to participate in the work group
- 6- Reduction of job loyalty and the possibility of an increased incidence of corruption
- 7- A sense of despair and disappointment in the business community of the country

5.3. Role of commodity trafficking as a cultural dilemma in business culture

With regard to the concepts extracted from the interviews in the context of the role of cultural goods trafficking as a problem in the business culture can be major factors in accordance with table -1 cultural in the development and spread of contraband goods can be expressed:

1. Fade beliefs and values of the faith
2. Convert a previous-generation values to values for today's generation
3. Commitment to morals, diminish and fade conscience thing
4. Lack of attention to make the day a little something and Vogue
5. The culture of consumerism culture-dominance on the production
6. New luxury trends and being away of contentment
7. Updated the confrontation of cultural and traditional values and society among the younger generation
8. Working in the media just low culture
9. The existence of a culture of secrecy and a lack of transfer of the experiences of others

Results obtained suggest that in the event of the occurrence and spread of contraband goods in the social pathologies that affect the franc community business and major features of this culture in the city of Yazd in cause the business community of the country. This is content with the results of the studies and Srinivasan (1974) Bhagwati States are improves the welfare status of trafficking because in spite of smuggling contraband, good price with the legal basis for the will import tariffs. This experimental study with important institutional weaknesses as well as illegal activities in the growth factor has been introduced in this connection that the ferry complies and managing paperwork, VIC Johnson factor.

6- References

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