

Identification of Barriers of International Collaborations in the Period of Sanctions; A Case Study of Import of “Charging Motorcycle” between Iran, China and Dubai

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Abstract

Given the existing international conditions and the economic sanctions curbing various types of transactions with Iran, the trade between Iranian merchants and other countries in some cases has become impossible. Therefore, the goal of current essay is identification of the barriers of the international cooperations during the period of sanctions focusing on a case study of the import of the “charging motorcycle” between Iran, China and Dubai. The method of present study is qualitative. The statistical population of the present research was the merchants of the market of Kish Island and the academic elites among whom 13 subjects have taken part in the research based on the purposeful snow ball sampling. The data have been collected through the interview. Content analysis is used to analyze the collected data. The results showed that the most important barriers before the international cooperations of China and Dubai with Iran in the era of sanctions consist of political barriers, currency barriers, legal barriers, tariff barriers, administrative barriers and marketing barriers.

Keywords: *International Cooperation, Sanction, Import, Charging Motorcycle.*

1. Introduction

Today the debate of codification and implementation of appropriate policies of the currency rate in the developing countries is expanding. To evaluate the desirability of the currency rate in an economy, one needs to assess the effects of the currency fluctuations on the production and national inflation and to control the quantity and quality of these effects, through channels of supply and demand. The fluctuations of the currency rate influence the whole economic demand through import, export and money request as well as the economy in general through the cost of the intermediate imported goods. Therefore, the impact of these two effects on production and price depends on the basic conditions of the economy of the countries.

One of the measures for evaluation of the economic stability of every country is its balance of trade where export and import are two main pillars of this balance. Moreover, in the analysis of the general subjects and economic policies, the study of the function of the demand of imports is of paramount importance in understanding the macro economic model and the effectiveness and efficiency of the commercial policies of the country. Therefore, every change that occurs in the imports of a country will have a considerable impact on the process of production, growth and development. Then, appropriate import policies are significant but the selection of correct strategy of import depends on effective factors. Thus, one of the most important issues that can be raised in the field of imports is the study of the effective factors on it.

The foreign trade and its relationship with economic growth is one of the most controversial issues specifically in the domain of the selection of strategies of development in developing countries. There is still no consensus among the economists as regards the quality of the

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relationship of the commercial policies and the rate of economic growth. New theories and models of endogenous growth have shown that international trade (openness of economy) through the access to the foreign markets influence the technology and sources on the growth rate of economy. As the empirical evidence shows, international trade will serve as a vehicle for the increase of the rate of growth in developing countries through the import of capital and intermediate goods. Given the application of the factor of the import in the growth model, one can state that when the basis and foundation of development and growth of the majority of the Third World Countries is grounded in the effort for industrialization of the production activities, industrial framework and basis is required to be created. To this end, import of goods should be pursued in a form that can fill the existing gap. In such an economic passage between the production model, export and import, an inseparable connection can be established. In fact, one can state that economic development is directly dependent upon the import of different types of goods. Accordingly, this significant variable has also been used in the economic model of the present research (mentioned in the sources). Numerous essays have been authored so far regarding the conditions of sanction and resistance economy in the time of sanctions. Resistance and reliance on the internal industry are among the main headlines. However, few researches have been conducted regarding the existing barriers before the merchants in the time of sanction and the strategy for finding a path out of these conditions (Hassani, 2018).

The issue of import and combination of imported goods and their impact on the payment balance and internal industries is among those cases which have been taken into account by the experts and thus the insistence is laid on the management of imports. The study of twenty main imported goods shows that the intermediate goods hold the first rank in view of the scale of their use and production inside the country as well as their weight and value and finally, export is a new field of the industry sector (Raiesi, 2018).

Since the statistics of import based on the type of trade is an expression of the decrease of the process of import as compared to export, acquisition of the share of trade and replacing the UAE have had a considerable impact on the betterment of the conditions of import versus export. The predictions of imports show that the percentage of the value of the imported goods in view of the tariff is higher. The capital goods have a larger share of the import and the need to the industries in the country is so that not only there is a need for foreign currency saving and competition, rather a clear strategy should be designed that could pave the path for the empowerment of industry, self-dependence and development of export (Hassanzadeh and Khodad Hosseini, 2018).

Jalili et al. (2013) in their research have assayed the relationship between the non-oil export, foreign investment and economic growth in the MENA region countries. To expand the non-oil export, the structure of the internal production should be transformed in order to pave the ground for its entrance into the world markets and some regions should be allocated where the country has a competitive advantage in addition to the comparative advantage. In the absorption of foreign investment, the conditions are prepared for the absorption of this type of budget (2013).

On the other hand, economic growth is one of the most important macro-economic goals and its rate shows the speed of increase or decrease of the Gross domestic product (Ostadi, 2016). Economic growth is an expression of the continuous increase of production or per capita income related to the increase of the workforce, consumption, capital and volume of trade that can include further production through the further use of the sources and raw materials and this leads to the increase of production (Qarebaghian, 2014).

Moreover, given the fact that Iran is of a sensitive and strategic situation in the region as well as the measures that have emerged in the process of Islamic Revolution and after the Holy Defense as the basic principles and values of the country, e.g. independence and self-construction, the identification of effective factors in the export of goods is important. Therefore, due to the influence of imports on the economic growth of the countries and also due to the regulation of the production activities, intermediate goods are required. Thus, countries are either to import them or in other cases that there is an alternative possibility of import of their raw materials, the implementation of the production projects will not be possible without importing the raw materials and intermediate goods. Therefore, the main problem of the present study is the identification of

the barriers of the international cooperations during the era of sanctions between Iran, China and Dubai.

It seems that the greatest problem on the path of the merchants in international trades is the issue of the sanctions of the banking systems and the problems of the exchange of money and currency. One of the most fundamental currency problems is the intensive currency rate fluctuations which are directly influenced by the economic sanctions and the emerging psychological atmosphere. The instability of the currency rate has caused irreparable damages to the retailers and small and medium companies.

Moreover, the issues related to the transportation and IRISL sanctions and other ways of transportation of cargo and goods have made the good deliverance from the producing country to Iran very difficult and this imposes heavy and unpredicted costs to the merchants. Meanwhile lack of transparency in the laws governing the international transactions in Iran and also the impossibility of determination of the currency rate and keeping it stable inside the country have led to the emergence of an atmosphere of disappointment and distrust among the Iranian and foreign businessmen. In the present study, we seek to assay the roots of these barriers focusing on these issues. This is supposed to serve as a step towards the identification and acquisition of the possible solutions for international trade in the time of international sanctions. International cooperations in the period of sanctions have numerous and basic differences with the ordinary conditions. Insofar as the definition of the key words like import and international treaties has undergone through change and their function has experienced intensive deviations.

2. Method

Since the present study's main objective is the identification of the barriers and difficulties of the import of products in the context of the international cooperations, then we need to make use of the methods of qualitative research in order to acquire a deep understanding of the problem. Therefore, this study is qualitative in view of its method.

The statistical population of the present study is the merchants and businessmen of the markets of Kish Islam and the academic experts. The subjects are estimated to be between 10 to 20. The sample volume was 13 based on the theoretical saturation.

In the present study, we have made use of the method of explorative and semi-structured interview. This tool has been used for the study of the views of the businessmen of the markets of Kish Island. The questions in this interview are focused on the issues that should be covered by the study.

2.1. Validation

There is no clear consensus of the qualitative research. Goba and Lincoln have used the credit reliability as an alternative measure for validity and reliability which is consisted of four particular concepts of credibility, dependability, confirmability and transferability. To realize these measures, the results have been sought to be available for the experts and the professors.

2.2. Data Analysis Method

After the qualitative interview, the content analysis method has been used for the analysis of the data. Content analysis is a method for the determination, analysis and expression of the existing models (themes) inside the data. This method organizes the data in the minimum form and describes in the form of details. But it can go beyond this and interpret different aspects of the subject-matter.

3. Results and Findings

3.1. Identification of Effective Factors

The data analysis in this step is done based on the content analysis and through theoretical coding. Coding consists of operations through which the data are analyzed, conceptualized and arranged in a new form. This is the main process through which the theory is prepared based on the data.

The coding stages used in the present study consist of:

Open coding

Axial coding

3.2. Analysis of Data Resulted from Interviews and Presentation of Extracted Categories

In this part, the chief categories extracted from the present research related to the barriers of the international cooperations during the period of sanctions in the domain of the import of “charging motorcycle” between Iran, China and Dubai are discussed.

3.2.1. Category 1: Political Barriers

The category of the political barriers represents the weakness of the political situation of the country in the region and the world due to the sanctions, loss of the temporary commercial opportunities due to the domination of the political approach to the economic issues, failure of the administrative managers of the country in paying attention to the region’s policies in implementation of economic plans, institutionalization of the relationship between the relevant institutions inside the country and the international economic organizations (particularly regional organizations), weakness in economic/ political diplomacy, instability of political decisions and instability of the government’s economic policies, political instability resulted from economic factors (low per capita income, inflation processes, high foreign debt), and lack of political stability resulted from the political factors (war with neighbors, military control). The conceptual groups related to the category of political barriers can be seen in the table 1.

Table 1. Conceptual Groups Constituting the Theme of Political Barriers

Political Barriers	Weakness of political situation of the country in the region and world due to sanctions	Interviews 1, 2, 3, 4, 7, 9, 10, 11, 12, 13
	Loss of temporary commercial opportunities due to the political approach to economic issues	
	Failure of administrative managers in paying attention to regional policies in implementation of economic plans	
	Institutionalization of the relationship between the relevant institutions inside the country with the international economic organizations (specifically regional organizations)	
	Weakness in economic/ political diplomacy	
	Instability of political decisions and instability of the	

	economic policies of the government	
	Political instability resulted from economic factors (low per capita income, inflation processes, high foreign debt)	
	Political instability resulted from political factors (war with neighbors, military control)	
	Lack of consistency in commercial policies related to free regions	

Therefore, the conceptual groups of weakness of political situation of the country in the region and the world due to the sanctions, loss of temporary commercial opportunities due to the political approach to the economic issues, failure of the administrative managers in paying attention to the regional policies in implementation of the economic plans, institutionalization of the relationship between the relevant institutions inside the country with the international economic organizations (specifically regional organizations), weakness in economic/political diplomacy, instability of political decisions and instability of economic policies of the government, political instability resulted from the economic factors (low per capita income, inflation processes, high foreign debt), and political instability resulted from the political factors (war with neighbors, military control) constitute the category of political barriers.

3.2.2. Category 2: Currency Barriers

The category of currency barriers refers to the instable exchange rates that lead to the fluctuation of the prices of imports (changeability of the currency rate), weakness of the national currency, impossibility of the agreement with the foreign seller for the use of a more stable currency, fluctuations of currency rate in the origin countries and failure of the protection of the imports and exports based on the currency treaties. Conceptual groups related to the currency barriers category can be seen in the table 2.

Table 2. Conceptual Groups Constituting the Theme of Currency Barriers

Currency Barriers	Instable exchange rates that lead to the fluctuation of the prices of imports (changeability of currency rate)	Interviews 2,3,4,6,7,9,10,11,13
	Weakness of national currency	
	Impossibility of agreement with the foreign seller for the use of a more stable currency	
	Fluctuations of currency rate in origin countries	
	Failure of protection of imports and exports based on currency treaties	

Therefore, conceptual groups of instable exchange rates that lead to the fluctuation of import prices (changeability of currency rate), weakness of national currency, impossibility of the

agreement with the foreign seller for the use of a more stable currency, fluctuations of the currency rate in the origin country and failure of the protection of the import and export based on the currency treaties constitute the currency barriers.

3.2.3. Category 3: Legal Barriers

The category of the legal barriers implies the limitations resulted from the entrance of the product that slow or restrict the product flow in the market, special tax rates that increase the price of the import of products, unclear regional laws for the import in the conditions of sanctions, unjust changes in the international and regional laws, weakness in providing the information regarding international and regional laws, lack of clear international and regional laws, discrimination in the implementation of the international and regional laws and instability in the laws and regulations of the import. Conceptual groups related to the category of legal barriers can be seen in the table 3.

Table 3. Conceptual Groups Constituting the Theme of Legal Barriers

Legal Barriers	Limitations of the entrance of the product which slow or restrict the product flow in the market	Interviews 1, 2, 3, 4, 6, 7, 8, 12, 13
	Special tax rates that increase the price of the import of the product	
	Unclear regional laws for the import in the conditions of sanctions	
	Unjust changes in international and regional laws	
	Weakness in providing the information of international and regional laws	
	Lack of clear international and regional laws	
	Discrimination in implementation of international and regional laws	
	Instability of the laws and regulations of the import	

Therefore, conceptual groups of limitations of the entrance of the product that slow or restrict the product flow in the market, special tax rates that increase the price of the import of the product, unclear regional laws for the import in the conditions of sanctions, unjust changes in international and regional laws, weakness in providing international and regional laws, lack of clear international and regional laws, discrimination in the implementation of the international and regional laws and instability in the laws and regulations of the import comprise the category of legal barriers.

3.2.4. Category 4: Tariff Barriers

Category of the tariff barriers includes the difficulties of customs affairs of the cargo transit, increase of customs formalities, creation of barrier for expansion of international communications

in sanctions, refusal of the use of the new technologies in customs affairs, failure of revision of the laws and regulations of customs affairs, lack of active and efficient interaction with international societies, lack of active presence of customs proxies and experts in international societies and existing barriers in this path and lack of commercial and economic experts who are familiar with customs affairs in Iranian embassies. Conceptual groups related to the category of tariff barriers can be seen in the table 4.

Table 4. Conceptual Groups Constituting the Theme of Tariff Barriers

Tariff Barriers	Difficulty of customs affairs of the cargo transit in the conditions of sanctions	Interviews 1, 2, 3, 4, 5, 7, 8, 9, 10, 11, 12, and 13
	Increase of customs formalities in the conditions of sanctions	
	Creation of barrier for the expansion of the international communications in the conditions of sanctions	
	Refusal of the use of new technologies in customs affairs	
	Failure of revision of the laws and regulations of customs affairs	
	Lack of active and effective interaction with international societies	
	Lack of active presence of proxies and experts of Iranian customs in international societies and existing barriers in this path	
	Lack of commercial and economic expert who is familiar with customs issues in Iranian embassies	

Therefore, conceptual groups of difficulty of customs affairs of cargo transit, increase of customs formalities, creation of barrier for the expansion of international relations in the sanctions conditions, failure of the use of new technologies in customs affairs, failure of the revision of the laws and regulations of customs affairs, lack of active and effective interaction with the international societies, absence of representatives and experts of Iranian customs in international societies and the existing barriers in this path and lack of the commercial and economic expert familiar with the customs issues in Iranian embassies constitute the barriers of the fourth category.

3.2.5. Category 5: Administrative Barriers

The category of the administrative barriers implies lack of coordination between the relevant organizations involved in the import affairs like banks, customs and ... in the conditions of sanctions, lack of administrative cooperation between the country for facilitation of the process of the import of goods in the conditions of sanctions, complicated bureaucracy and administrative system in the conditions of sanctions, prolongation of the process of import and as a result the increase of the costs and unjustifiedness of import in the conditions of sanctions and the lack of sufficient trained personnel for import affairs in the conditions of sanctions. Conceptual groups related to the category of administrative barriers can be seen in the table 5.

Table 5. Conceptual Groups Constituting the Theme of Administrative Barriers

Administrative Barriers	Lack of coordination between the relevant organizations involved in the import affairs like banks, customs and ... in the conditions of sanctions	Interviews 1, 3, 4, 5, 6, 7, 11
	Lack of administrative cooperation between countries for facilitation of the process of the import of goods in the conditions of sanctions	
	Complicated bureaucracy and administrative system in the conditions of sanctions	
	Prolongation of the process of import and as a result the increase of the costs and unjustifiedness of import in the conditions of sanction	
	Lack of sufficient trained personnel for import affairs in the conditions of sanctions	

Then the conceptual groups of lack of coordination between the relevant organizations involved in the import affairs like banks, customs and ... in the conditions of sanctions, lack of administrative cooperation between the country for facilitation of the process of the import of goods in the conditions of sanctions, complicated bureaucracy and administrative system in the conditions of sanctions, prolongation of the process of import and as a result the increase of the costs and unjustifiedness of import in the conditions of sanctions and the lack of sufficient trained personnel for import affairs in the conditions of sanctions constitute the category of administrative barriers.

3.2.6. Category 6: Marketing Barriers

The category of the marketing barriers implies the change in the market conditions due to the conditions of sanctions, changes of the activities of support of marketing abroad due to the conditions of sanctions, after-sales services provision/support due to the conditions of sanctions, higher costs of marketing and distribution of goods in foreign markets (higher administrative, operational and transportational costs) due to the conditions of sanctions, and further dependence upon the brokers due to the conditions of sanctions. Conceptual groups related to the category of marketing barriers can be seen in the table 6.

Table 6. Conceptual Groups Constituting the Theme of Marketing Barriers

Marketing Barriers	Change in market conditions due to the sanctions	Interviews 1, 2, 3, 4, 5, 6, 7, 8, 11, 12
	Changes of support activities of marketing abroad due to sanctions	
	After-Sales Services Provision in the conditions of sanctions	
	Higher costs of marketing and distribution of goods in foreign markets (higher administrative, operational and transportational costs) due to the conditions of sanctions	
	Further dependence upon brokers due to the sanctions	

Therefore, the conceptual groups of the change in the market conditions due the conditions of sanctions, changes of the activities of support of marketing abroad due to the conditions of sanctions, after-sales services provision/support due to the conditions of sanctions, higher costs of marketing and distribution of goods in foreign markets (higher administrative, operational and transportation costs) due to the conditions of sanctions, and further dependence upon the brokers due to the conditions of sanctions constitute the category of marketing barriers.

As the next step, it was sought to set the similar and symmetric categories in main themes based on the conceptual commonality that the categories had with each other. Thus, themes were extracted in more abstract form. After the preparation of the table of concepts and primary categories as the first step, the qualitative analysis of the data gathered through the interview was conducted. Then, the resulted notions were classified in a higher and more abstract level in order to reach main themes. The relevant categories were grouped under a more general theme. After the comparison of the grouped categories, the relevant categories were classified under a general theme and according to the existing titles they were used in the literature.

Axial Coding:

As previously mentioned, in the axial coding part, the codes acquired in the free coding part are studied. Then, the relevant and similar codes are categorized under larger groups or categories. After the preparation and regulation of the tables as part of the qualitative analysis of the data resulted from the interview, were grouped in a higher level for completion of the analysis based on the free coding. Categorization is a process through which the notions should be grouped. For otherwise one would be baffled. Therefore, once again by the use of the continuous comparison of the notions with each other, every notion is compared with previous notions in order to extract the general categories. Then, after the comparison of the extracted notions, the relevant notions are classified under a general category and according to the existing titles they are considered in the relevant theories related to the notions acquired from the research. In the figure 1-4 the conceptual model acquired through the qualitative part of research has been presented.

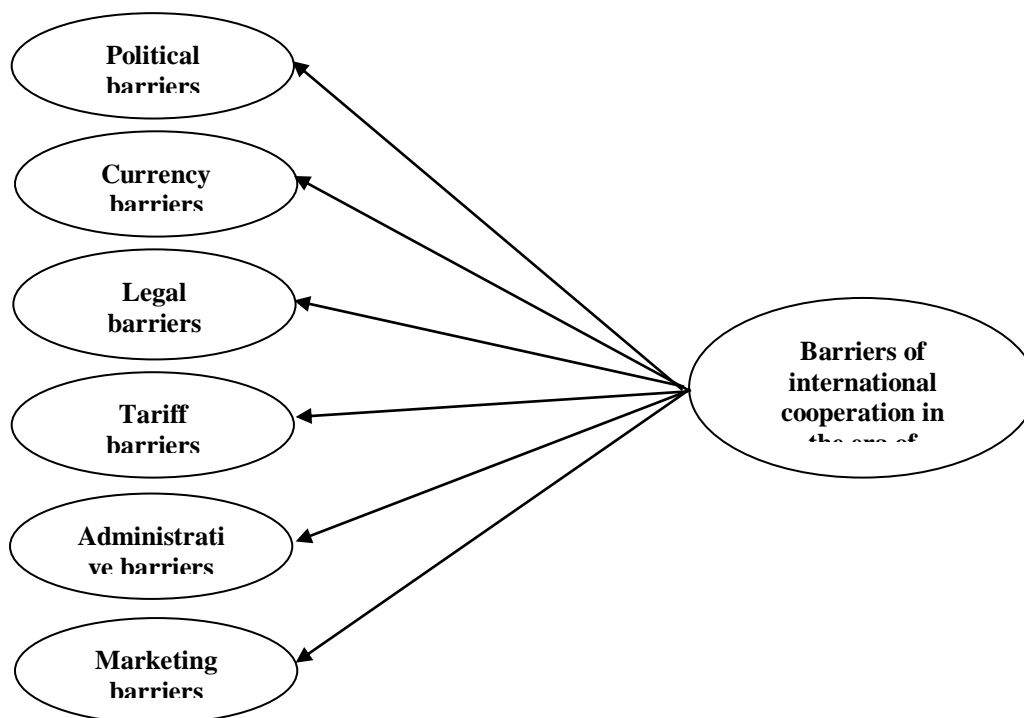


Figure 1. Conceptual Model of Research

4. Ranking Research Variables

Friedman Test has been used for ranking of the constituents of the model. In this test, after the required calculations a point is given to each one of the barriers of the international cooperation in the era of sanctions. The higher is the point acquired through the test, the more prior is the studied factor. The results showed that the most important barriers of the international cooperation in the era of sanctions consist of political barriers, legal barriers, legal barriers, tariff barriers, administrative barriers and marketing barriers.

Table 7. Ranking of Research Variables

Barriers of International Cooperation in the Era of Sanctions	Test Result	Rank
Political Barriers	3.88	1
Legal Barriers	3.73	2
Currency Barriers	3.63	3
Tariff Barriers	3.55	4
Administrative Barriers	3.38	5
Marketing barriers	2.85	6
Test statistics (Friedman Test)		
Chi 2 7.801	Freedom degree 5	Significance level 0.001

Discussion and Conclusion:

Financial and commercial companies and institutes usually refer to their banks for changing their money instead of direct reference to the market. In recent decade, currency market has grown larger and its activity has contributed to the development of the foreign investment affairs and international commerce a lot. But in the course of the history of the international commerce, few countries have adopted currency and banking sanctions against other countries in order to pursue their economic and political goals. Given the international conditions and economic sanctions that rule the trade with Iran, the transaction between Iranian businessmen and other countries are very difficult and in some moments even impossible.

Among the most important issues that can be studied in the conditions of sanctions, one can refer to the study of the existing barriers based on these sanctions before the retailers and real persons in the transactions. In some cases, sanctions lead to the disappointment of Iranian businessmen and companies as well as the foreign counterparts. But in some cases, this disinterestedness is absent but there are certain legal sanctions that render the smaller transactions even in the level of retailers impossible.

In the present study, through qualitative researches and via the use of the interviews with the active businessmen in the field of import and export, we have assayed the possible barriers that can obstruct the commercial transactions. In the present essay, a qualitative study has been conducted regarding the barriers of the international cooperations in the era of sanctions between the retailers in Iran and China and Dubai in the field of “charging motorcycle”.

First Question: What are the most important barriers before the international cooperations of Iran, China and Dubai in the era of sanctions?

The results showed that the most important barriers before the international cooperations between China, Dubai and Iran in the era of sanctions are political barriers, currency barrier, legal barriers, tariff barriers, administrative barriers and marketing barriers. This finding is in line with the results of the study conducted by Yadollahzadeh, Tabari and Shakeri (2018), Baruni, Jalaei and Jafari (2016), Jafari, Azami and Azizian (2015), Taj Dini et al (2013), Alam (2012), Alguacil et al (2011). Political barriers consist of weakness of the political situation of the country in the region and the world due to sanctions, loss of temporary commercial opportunities due to the political approach to the economic problems, lack of the administrative manager of the country to the regional policies (particularly regional organizations, weakness in economic/political diplomacy, instability of the political decisions as well as the government’s economic policies, instability of

political conditions resulted from the economic factors (low per capita income, inflation processes, high foreign debts) and political instability resulted from the political factors (war with neighbors, military control). The discussed currency barriers consist of instable exchange rates that lead to the fluctuations in the import process (changeability of the currency rate), weakness of national currency, impossibility of the failure of agreement with the foreign seller as to the more stable currency, fluctuations of currency rate in the origin country and lack of support of import and export based on the currency treaties. Legal barriers include the limitations of the entrance of the product that slow or limit that product flow in the market, special tax rates that increase the price of the product import, unclear regional laws for import in the face of sanctions, unjust changes in the international and regional laws, weakness in the information provision of regional and international laws, lack of clear international and regional laws, discrimination in the implementation of the international and regional laws and instability in the laws and regulations of import. Tariff barriers include difficulty of customs affairs of the cargo transit, increase of the customs formalities, creation of barrier before the expansion of the international communications in the age of sanctions, refusal of the use of new technologies in customs affairs, refusal of revision of the laws and customs affairs laws and regulations, lack of active and effective interaction with the international societies, absence of proxies and experts of Iranian Customs in international societies and existing barriers in this path and lack of commercial and economic expert and familiar with customs affairs in Iranian embassies. Administrative barriers consist of lack of coordination between the relevant organizations, e.g. banks and customs, in the face of sanctions, lack of administrative cooperation between the countries for facilitation of the process of the import in the era of sanctions, bureaucracy and complicated administrative system of Iran in the face of sanctions, lack of sufficient trained personnel and as a result the increase of the costs and unjustifiedness of the import in the era of sanctions. The marketing barriers include the change in the market conditions due to the sanctions, changes of the activities supporting marketing in the abroad due to the sanction conditions, provision of after-sales services due to the sanctions, higher cost of marketing and distribution of the goods in foreign markets (administrative, operational and transportational costs), due to the sanction conditions and further reliance upon the brokers.

Second Question: What is the priority rank of these factors and barriers in the eye of Iranian businessmen?

To rank the factors of the model, we have made use of Friedman Test. In this test, after the required calculations, a point has been allocated for every one of the barriers before international cooperations in the era of sanctions. The results show that the most important barriers before the international cooperation in this era of sanctions include political barriers, legal barriers, currency barriers, tariff barriers, and marketing barriers. This finding is in line with the results of Yadollahzadeh Tabari and Shakeri (2018), Seyedi (2017), Baruni, Jalaei and Jafari (2016), Jafari, Azami and Azizian (2015), Tajdini et al (2013), Algucail et al (2011).

To improve the commercial relations between Iran, China and Dubai during the era of sanctions the following solutions are suggested:

- 1- Strengthening the political situation of the country in the region and the world due to the sanctions, provision of commercial opportunities, the attention paid by the administrative managers to the regional policies in implementation of economic plans, institutionalization of the relationship between the relevant institutions inside the country and international economic organizations (particularly the regional organizations), strengthening the economic/ political diplomacy, stability in the political decision and stability in the economic policies of the government.

- 2- Strengthening national currency; possible agreement on the use of more stable currency by the foreign seller; protection of import and export based on currency treaties.

- 3- Elimination of the special tax rates that reduce the price of the import of product. Clear regional laws for import in the era of sanctions, just changes in international and regional laws, improvement of the information of the international and regional laws, existence of clear international and regional laws, implementation of the international and regional laws of import.

- 4- Decrease of customs formalities, elimination of the barriers of expansion of international communications in the era of sanctions, the use of new technologies in customs affairs, active and

effective interaction with the international societies, active presence of the customs representatives and experts of Iran in international societies, existence of commercial and economic experts familiar with customs in Iranian embassies.

5- Coordination of relevant organizations in charge of import, e.g. banks, customs, in the conditions of sanctions, the administrative cooperation of the country for facilitation of the process of the import in the conditions of the sanctions, elimination of bureaucracy and complicated administrative system in the age of sanctions, existence of sufficient staff for handling the import affairs in the conditions of the sanctions.

6- Supporting activities of the marketing outside due to conditions of sanctions, after-sales services provision due to the sanctions, reducing the marketing costs and distribution of the goods in foreign markets (administrative, operational and transportation costs), decreasing the further reliance on the brokers.

7- Given the existing financial and temporal limitations for conducting a deep research, it is suggested that other scholars to conduct studies based on the identification and ranking of the effective factors in the import of the “charging motorcycle” between Iran, China and Dubai.

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Acknowledgments

I just want to say how grateful I am that you were my professor. Your guidance and support has been amazing. Thank you for helping me improve

I really appreciate all the hard work you have done to help me .I have learnt so much, and its all thanks to you and also I just want to say how grateful I am that my university was Tehran university that Tehran University was there for me every step of the way, and I wholeheartedly appreciate everything the University has done for me

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