

INTEGRATION OF THE CONCESSION-SYSTEM PYLON INTO THE TRINOMIAL TOWER – RAPID AND EFFICIENT PATH in DEVELOPMENT MANAGEMENT

Ivan CISMARU¹
Luminița-Maria BRENCI²

Abstract: *The extrapolation of the evolution and development trinomial from sectoral level (horizontal) to national level requires approaching it in the form of a trinomial tower with the three afferent evolution and development pylons. The introduction in the evolution and development trinomial of the concession-system elements may boost the activity of the trinomial by rendering more flexible, as well as by rapidly and professionally solving the relations between the basic elements of the trinomial.*

By extrapolation at the level of the trinomial tower (nationally), we dare say it is appropriate to introduce a new pylon, namely the concession-system pylon, which will render more flexible the functional relations between the pylons of the trinomial tower, both on a horizontal (sectoral) level, and on a complex (horizontal and vertical) level, nationally.

The structure of the concession-system pylon may follow the structure of the economic pylon or may be simplified by cumulating (over the developed actions) the problems of several economic sectors.

Keywords: trinomial tower, basic pylons, concession-system pylon, interaction plan.

JEL Classification: M₀, D₈₃, Q₅₆

1. General elements

As shown in a previous paper (Cismaru 2013), human society's evolution and development supposes ensuring a functional and decisional interdependence among the three important elements (society, economy and

¹ Faculty of Wood Engineering, Transilvania University, Brașov, Romania, member of the Academy of Romanian Scientists, e-mail: icismaru@unitbv.ro.

² Faculty of Wood Engineering, Transilvania University, Brașov, Romania, e-mail: brenlu@unitbv.ro.

research), which constitute the elements of the evolution and development trinomial.

The functional trinomial (Figure no. 1) supposes direct connections between the basic elements of the evolution and development trinomial, as each element bi-univocally offers lines of action and opportunities to the other two; the “plan of demands” and the “plan of solving-offers” are thereby ensured, with a view to coming to an agreement and to a resolution in compliance with a priority order.

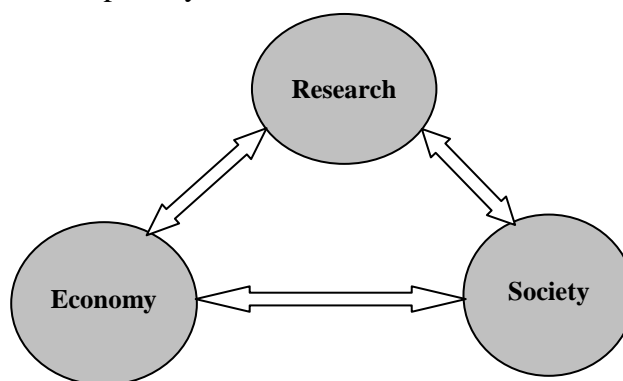


Figure no. 1. Simple (horizontal) trinomial of the evolution and development

As the basic elements of the evolution and development trinomial actually manage and achieve variegated well defined activities on the horizontal level of the trinomial – to solve the problems arisen among the basic elements of the trinomial through direct relations is complicated and sometimes inefficient (Cismaru 2013).

The basic elements of the trinomial (through to institutional level and commercial society – company) may be simplified and “exempted” by establishing specialized elements (companies, commercial societies, foundations, private institutions), which, intercalated between the elements of the trinomial, might professionally and efficiently liaise the requirements of a trinomial element and the solving-offer from another trinomial element, so that the basic elements should be exempted from making connections and performing all actions that result from the desire or necessity to solve a certain evolution- and development-oriented problem.

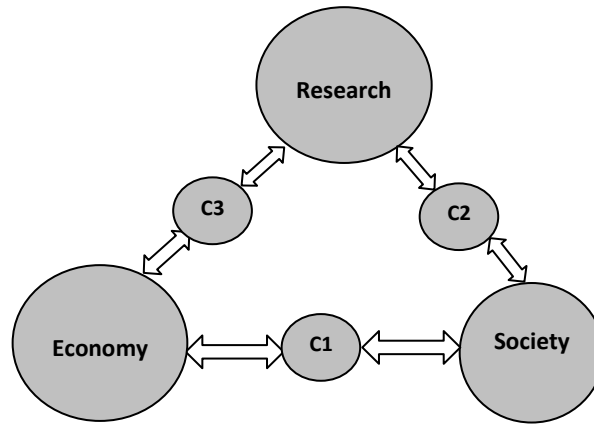


Figure no. 2. Simple trinomial with concession-system elements (C1, C2, C3)

In this case, the basic trinomial shall be structured as in Figure no. 2, where the auxiliary elements – of the concession system – will appear, due to their amplitude and functionality, between the basic elements of the trinomial, directly acting on the horizontal level and rigorously placed between two basic elements of the trinomial.

2. Concession-system – complex functional system

The auxiliary concession-system elements ought to be introduced in the evolution and development trinomial on the level of each field of economic and social development.

If this happens, three auxiliary concession-system elements should “appear” on the horizontal level of the evolution and development trinomial, variedly specialized according to their place.

In this case, complex problems that involve all basic elements of the trinomial are likely to be solved, through the horizontal interaction between the concession-system elements, when the full information package (demands and offers) is achieved; maximal interaction and solving speed for large-scale, complex solicitations can be thereby attained. In this case, the auxiliary concession-system elements may be organized in a relational and functional system, with respect for everyone’s interests.

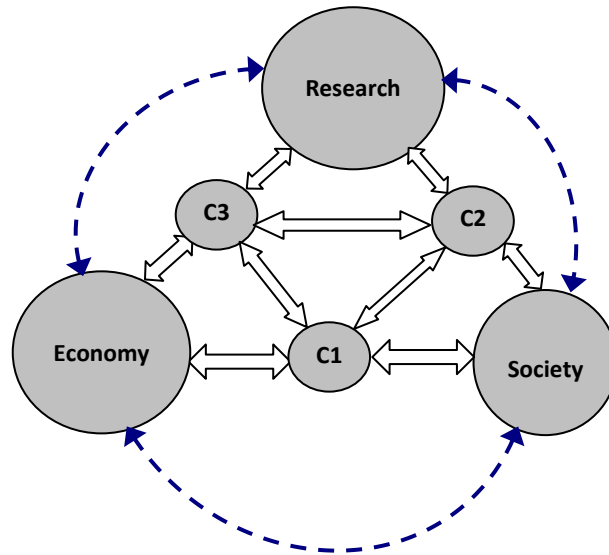


Figure no. 3. Liaison among the basic elements and concession-system elements of the evolution and development tower

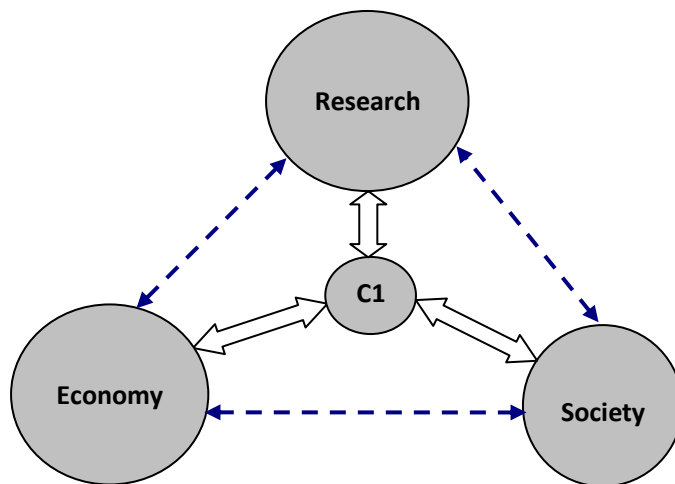


Figure no. 4. Simplification of the liaison among the elements of the evolution and development trinomial by interlocking the auxiliary concession-system elements

The evolution and development trinomial shall enclose the concession-system as in Figure no. 3, where the elements of the concession system are independent and specialized on solving the problems between the basic elements of the trinomial.

The smooth operation of the concession system as shown in figure 3 requires a correct and efficient collaborative basis between the elements of the concession system. In this case, the information and solutions for the complex problems of the basic trinomial are jointly achieved by the three elements of the succession system; this involves discussions, information exchange, proposals for solutions, and the participants' agreement on the final solution.

Problem-solving by the correlation of the concession-system elements can be made by connecting these elements in pairs or in threes.

The concession system may be streamlined in terms of decision-making by changing its place within the evolution and development trinomial (Figure no. 4).

In the case of the structure shown in Figure no. 4, based on the aforementioned, the concession-system elements may be grouped (preferably in a single company or location) as in Figure no. 5.

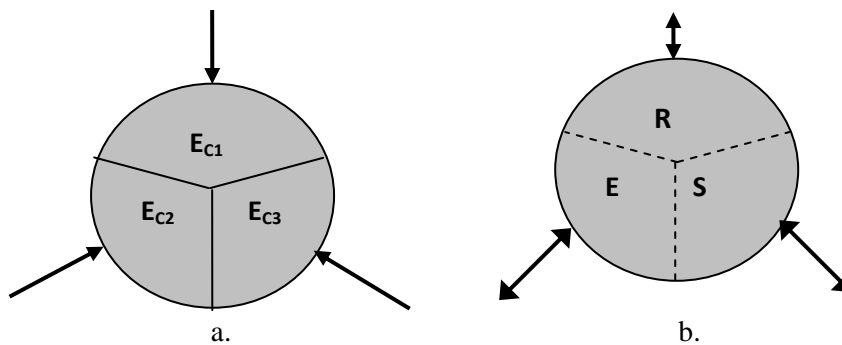


Figure no. 5. Organisation by regrouping on the horizontal the concession-system elements

a – in a single location; b – in a single company

In the case of the grouping in one location, each of the three concession-system elements may be represented by a distinct company, and in the case of the concentration in one company, this one may be organized in specialized services or departments, which comprise the set of problems imposed by the basic trinomial. This procedure may be conceived and organized either by separate fields or by cumulating several related fields (in terms of set of problems).

To bring the concession-system element at the core of the evolution and development trinomial intuitively emphasizes its importance for streamlining the activity, at field level.

3. Concession system – in the trinomial tower

As shown in a previous paper, at a national level, the simple (horizontal) trinomial, structured at field level (or associable groups of fields), changes into trinomial tower, materialized in the three basic pylons, namely: social pylon, economic pylon and research pylon.

These basic pylons ensure and orient the evolution and development at a national level. Direct actions among the three pylons may be achieved both horizontally (through the simple trinomial) and vertically, by interlocking several trinomial elements on the vertical of the neighbouring pylon. In this case, the connection among the basic pylons might be reckoned “interaction plans”, as shown in Figure no. 6.

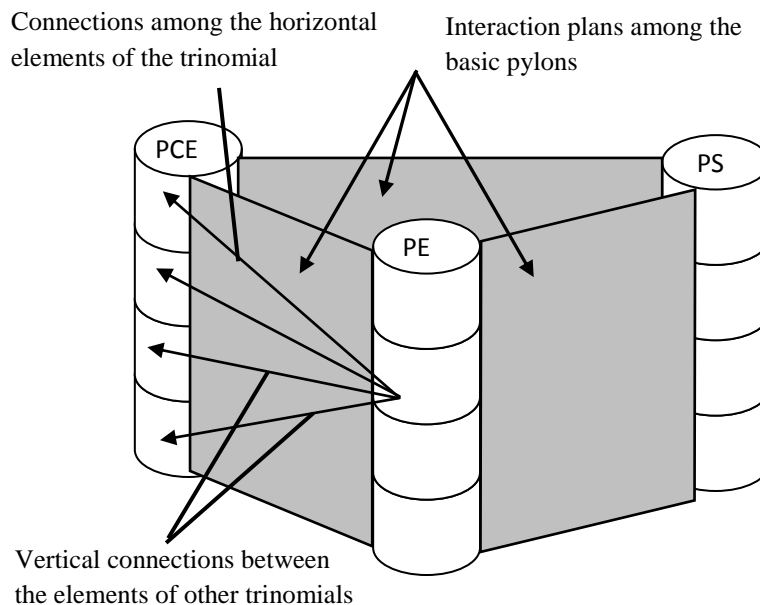


Figure no. 6. Interaction plans directly among the basic pillars of the trinomial tower

PE – economic pylon; PS –social pylon; PCE – research pylon

Bringing the concession system from the level of the horizontal trinomial (see Figure no. 4) to the level of the trinomial tower supposes introducing in the structure of the trinomial tower, a new (auxiliary) pylon, i.e. the concession-system pylon (see Figure no. 7).

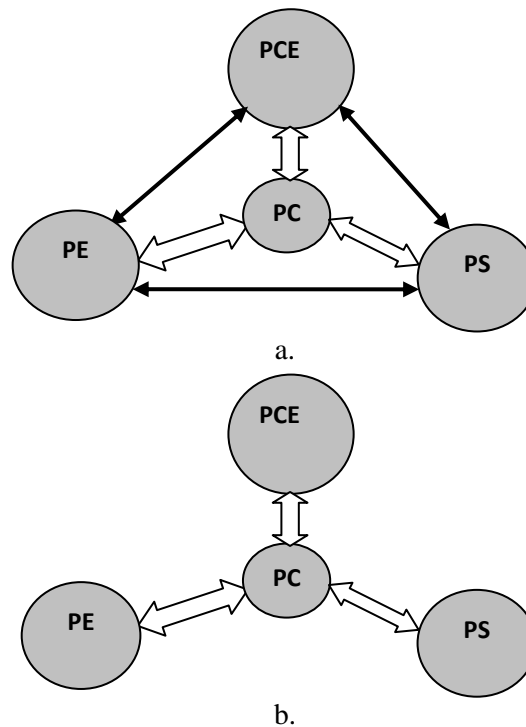
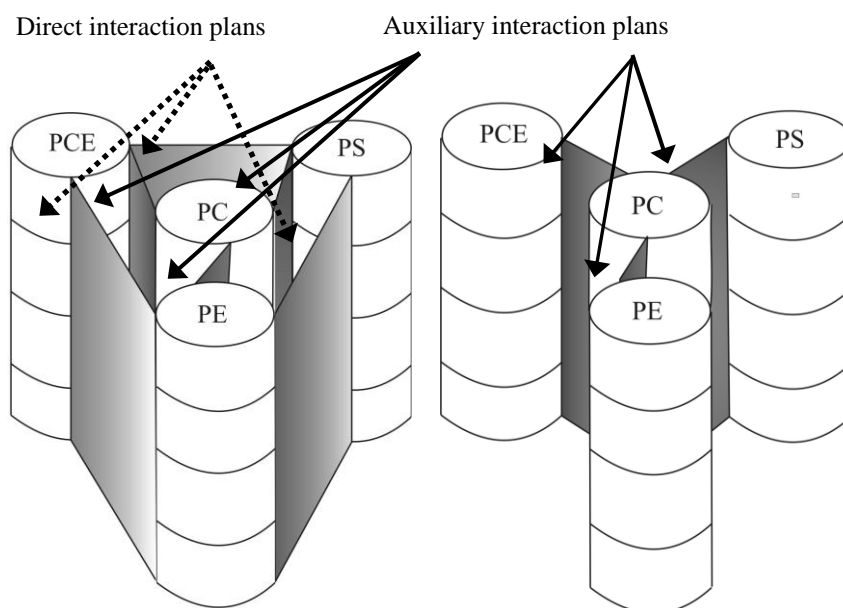


Figure no. 7. Structure of the trinomial tower in the functional interaction by means of the concession system
PE –economic pylon; PS – social pylon; PCE – research pylon; PC – concession-system pylon
a – combined functioning of the trinomial tower (with or without concession system); b – functioning of the trinomial tower – exclusively through the concession-system pylon

As shown in Figures no. 6 and 7, the trinomial tower operates in varied ways:

- Directly – when the basic pylons are liaised through the direct interaction plans (see Figure no. 6);

- In a combined (complex) manner – when the basic pylons are liaised by means of either direct or auxiliary interaction plans (of the concession-system pylon) (see Figure no. 7a)
- By the sole means of the concession-system pylon – through the auxiliary interaction plans (see Figure no. 7.b)



*Figure no. 8. Interaction plans within the trinomial tower that comprises the concession-system pylon
a – with mixed functioning; b – with external operation through the concession-system pylon*

In terms of functional safety of the evolution and development trinomial tower, we dare say the combined variant submitted in Figure no. 7.a would be ideal, and would eliminate the possible syncope that might arise, either in the direct relations between the basic pylons, or in the relations intermediated through the concession-system pylon.

In another form of presentation, the trinomial tower that comprises, beside the three basic pylons, the concession-system plan, looks like in Figure no. 8, where the interaction plans differ from one case to another,

ensuring different solutions for the trinomial-tower problems, as previously shown.

4. Conclusions

The theoretical analysis (Catană, 1994; Rusu, 2013; Nicolescu, 1997) systematically oriented towards the functional complexity both of the evolution and development horizontal tower and of the trinomial tower led to the following conclusions:

- The basic evolution and development trinomial can be rendered more flexible and dynamic by introducing some auxiliary elements in the structure of the basic trinomial, namely the concession-system elements;
- The auxiliary concession-system elements may function independently and solve the problems of every two basic elements of the trinomial or may be organized systemically and achieve collaboratively the entire complexity of the basic-elements of the simple (horizontal) trinomial;
- The auxiliary concession-system elements can improve and streamline their activity, passing from systemic organisation to direct interlocking and becoming a unitary whole, directly managed;
- Between the basic and auxiliary elements of the simple trinomial, links may be established, of various complexities, which streamline or hinder the managerial, functional and decisional activity;
- By extrapolation, at the level of the trinomial tower, the connections between elements become “interaction plans”, where links both on the horizontal of the simple trinomials and on the vertical basic pylon (directly or through the concession-system pylon) can be established;
- Within the trinomial tower, the maximal functional security is provided by the variant of the complex interactions;
- The role of the concession-system pylon is extremely important, as it renders more flexible and dynamic the problem-solving, related to problems arisen between the basic pylons, and it implicitly streamlines the national evolution and development.

References

- Catană, D., (1994). *General Management*. Târgu-Mureș: Tipomur Publishing.
- Cismaru, I., (2013). *Adaptation of Research to Eco-Economy by means of Efficient Managerial Methods*. International Conference of the Romanian Scientists “Eco-Economy and Sustainable Development”. Brașov, 20th-22nd of September.
- Nicolescu, O., Verboncu, I. (1997), *Management*. Bucharest: Economica Publishing.
- Rusu, C. (2013), *Management*. Bucharest: Expert Publishing.