

ABSTRACT

**the habilitation thesis „Farm management in the actual context of tendency related to association of agricultural producers”,
developed by Prof. univ. Dr. Tudor Valentina Constanța**

Keywords: management, farm, agriculture, association

In this present paper I presented the most important scientific achievements, professional, thematic directions disciplinary and / or interdisciplinary. These were documented by references to publications or other embodiments disclosed, each reference offering the possibility of verification. Personal achievements I have presented in the context of the current state of scientific research in the subject area of specialty, highlighting, in a reasoned and documented, relevance and originality of personal contributions.

In Romania the term "farm management" recently entered in the vocabulary of farmers who entered into contact with other farmers in the developed countries of the European Union, they realized that agriculture cannot be practiced as it was practiced 25-30 years ago.

Immediately after Romania joined the European Union in 2007, the heads of farms and farms in the country found themselves faced with an open market and have realized that they must find efficient solutions to meet this competition by her rational use of available resources. This created consciousness farmer need to get as much knowledge as regards the concept of management.

Romanian agriculture is facing quite a few problems, most caused by old age of farm managers and excessive fragmentation of private property.

Given that most farms in Romania operates less than 2 hectares, over 2,589,920 farms solution for modern agriculture that can compete on the European market is that all these small family farms appreciate the need to associate, because only together small farmers can apply technology performance culture and achieve steady production over time. Only then can progerezeze Romanian agriculture and occupy the place it deserves in European statistics.

Lack joint Romanian agriculture but lack the financial resources to invest in technology is evidenced in the statistics that talk about the revenues it recorded farms in Romania. The income of Romanian farmers record their work they carry out within their farms are quite small and hardly ensure their survival. A major cause of the low level of income is mainly due to the poor management applied on the farms.

According to Eurostat, in 2013 a number of 2,437,160 farms in Romania obtained from farming less than 2.000 euros, while only 1,470 farms manage to collect higher income of 50.000 euros from the activity of agriculture.

The mutations that occurred in the ownership of land and other means of production and the system of relations between agriculture and other sectors of national economy, strongly influenced the evolution of the structure of agricultural production since 1989, the share of animal production in agricultural output being reduced from 45.6% in 1989 to 31.7% in 2010, marking a trend of removing livestock from farm production.

One deficiency is that the Romanian agriculture exports a fairly large amount of raw materials at very low prices, which then it are returning to the country in the form of finished products. Even in these circumstances efficient management could increase the farmers' income, so that if they should consider capitalizing primary livestock production, the value added created by business diversification would lead to revenue growth achieved in the agricultural sector.

In this context, part of my research work was focused on the analysis of the association of farmers, the factors determining the impact on farmers and given the increasing production and farm profitability.

It is important to highlight the factors that determine the low degree of association in Romanian agriculture, because as statistical data provided by Eurostat certifies the Association of Romania is located at the lowest level, and the reasons that farmers refuse to unite in associations are the most divers. Also the opinion leaders of professional organizations in the agricultural sector on the importance of the association and the impact this has on agricultural production is relevant to determine the reasons why most small and middle farmers refuses to associate:

- ✓ 17% of farmers (8% of the presidents of association) considered relevant increase membership and the remaining 83% (or 92%) considered irrelevant increase.

- ✓ 62% of agricultural producers (respectively 80% of the interviewed presidents) felt important to increase vegetable production and 38% (or 20%) thought it is not important.

- ✓ 37% of farmers (8% of the interviewed presidents) felt important to increase livestock and 63% (or 92%) thought it is not important.

- ✓ 57% of agricultural producers (respectively 52% of the interviewed presidents) felt important to increase agricultural area.

- ✓ 29% of agricultural producers (respectively 4% of interviewed presidents) felt important to increase animal production and 71% (96%) thought it is not important.

In 2010 only 68 farms out of a total of 3,859,040 cooperative farms and drives are part of these holdings, part of a working farm only 8.176 million hectares.

One reason for Romanian farmers refuse to associate relates to the fact they do not know the main advantages that they may have when they are choosing to work and sell products together. The main advantages of the association are: marketing joint production, joint purchase of machinery, less impact on the budget of the farm as the land is worked together, a better price for inputs due to the large amount purchased, joint marketing production, obtaining a good price for agricultural products that are produced etc.

A educate farmers in terms of managing their farms can help to streamline the work carried out on the farm. Following knowledge management properties Romanian farmers will learn to manage their resources efficiently.

Financial resources may be attracted to the farm through European funds provided by the National Programme for Rural Development 2014-2020, funds are designed on the one hand of renewing the farm labor force (young farmers) farm modernization and investment in equipment and machinery. Also, farmers who already belong to associations or cooperatives have an advantage when choosing to make an investment project with European funding.

A major objective of my career development is to improve my performance in teaching, applying and perfecting my communication skills, transfer knowledge to students.

I believe that scientific research is an important component of the work of a university professor, is essential for professional development. Research areas in which I got involved is a consistent continuation of my educational training. Regarding development plan of my scientific career, my goal is to continue to develop my knowledge in agricultural management also will I will pursue the scientific directions which I will continue to develop myself, to be in line with the subjects taught with educational programs, practical strategies for increasing edge and interdisciplinary research.