Commercial Society

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Abstract—For organizing the whole world trade, institutions, fares, companies and etc., those should be controlled by organizing a world wide trade organization chart with defining the commercial society and providing the required lows and rules and establishing the world wide commercial government to collect, sort, program and manage them under commercial government rules by considering each organization with dark shell as the unit cell of commercial society.

I. INTRODUCTION

Some of the important features of modern life are production, trade and economics that have a serious role on living conditions and destination of people, while the companies and organizations and legal people are the main elements of economical activities and their success and failure in their activities is determinant for the people. Material, financial sources, technology and human sources management are the main bases in management strategies and success or failure of management strategies have direct and fundamental influence in saving the existing limit sources and stability of the economical and social state. This paper aim is suggesting a new total management method for universal and integrated organizing of trade with a new view of what exists and what should exist. With this aim, we proceed to identify a new concept say, Legal Society (Leso) or Commercial Society(Coso), and suggesting a new organization for this society with the name of Legal Government(Lego) or Commercial Government (Cogo) and a managerial theory in the scope of commercial sociology under the name of Legal Society Management Theory(Leso Math) or Commercial Society Management Theory(Coso Math).

II. DESCRIPTION

In creation and conduction path of commercial organizations and institutions, the existing methods are bases on distinguishing the necessity and afterwards aim is determined and defined on the basis of distinguished necessities. After aim determination step, the organization will be designed on the necessity and aim basis, and as the second step, the required organization will be established and equipped and activated. It's notable that in all steps the organization and/or institution is considered as an integrity of individual staff and equipments (or an integrity of soft wares and hard wares /specialities and information and tools and equipments)which should connect to the other existing individual persons out of the institution, and indeed, while looking at a company or an institution, the staff and equipment (or the internal company components) are viewed not the company itself (as a whole).Such situation is similar to when studying a man in the view of anatomy and psychology, we just look at the cells and try to understand whether this person is an intelligent and active and moral one or not. So suggesting the company as a whole surrounded in a dark shell(opaque shell) we establish a new society which is composed of previously defined cells (legal persons) calling Leso or Coso. In this society we can see only the individuals and persons who are legal not real and real persons are not visible and don't exist. With this view and noting the special relations between the legal persons a new law should be provided and a new social system should be organized for the relations, characters, individuals and social relations and rights and etc. By this new sight of view their performances and characters can be studied and improved.

Few special specifications can be defined in Coso:

1- Individual; which is referred to "legal person"(and means "institutions/company/commercial unit).individual (Legal person) is the unit cell of society and forms the lowest level of society.

2- Government; which is referred to "legal government" or "commercial government" and is the tip of the society pyramid.

3-The other society levels are consisting of federations, consortiums, international organizations and etc. which form the intermediate society levels.

By this view a new world is recognized and so we see that the government, country, city and town gets a new form differing from what exist for the time being and all new rules which are needed for management of this society should be reviewed and improved or newly written and as it's clear economy and trade and production finds new concepts and new organizing centers are needed to be established for new managing method of Coso.Coso is formed with small commercial units (shops, stores, offices, clinics, etc.) companies, fares, consortium, leagues, unions, commercial organizations (industrial, fare, etc.), ministries and government, but all are legal and commercial.Now, it's necessary to determine and define a performance frame work for each individual behavior and social relations between individuals and under this sight of view individuals and social rules and laws should be written to determine limitations, duties, restrictions and freedom rights. With this rules similar to real social rules the individuals will be punished and penalized in case of misdeed. Activity methods in the Coso are similar to real society. The Cogo does the main planning and programming of the Coso and gives the work orders to the lower related person (similar to ordinary contracts). In this orders the payments, business subject, time and etc. are notified. Ordered person will do the business in accordance with order spec. and with the equipment in hand and will deliver or report the result to the orderer (upper level individual) and will be paid for it in his
credit account and he can pay the other persons accompanied while doing for the order. In addition, a part of this credit will be paid to the real persons inside the legal person or spent for providing their needs. By this mean physical currency can be omitted in all interactions and all credits will be done in credit accounts that is completely controllable. This method won't cause any impediment for individual's growth and rivalry development. Commercial fail will lose its meaning and if a person performance looks weak this will act as an illness and the relevant persons will check him and remedy him. All the orders are in accordance with the individual abilities and in relation with his specialty and are programmed under the total commercial social strategy by the Cogo. In this society many advantages are recognized such as:
- Buying and sailing finds a new meaning
- Paper work will reduce notably
- Productions will be made under control and organized and whatsoever ineffectual activities will never be done and material, energy, fund and other sources will be used quit optimistically
- Universal standards could be governed as a worldwide rule on the trade and production and all other activities in all over the world, and the standards will be considers as a social law.
- Bust and Inflation has no meaning in the Coso
- Many inspecting individuals take the Coso individuals under control for any illness and defects and remedy if need arises.
- In the Coso all real persons are educated under certain circumstances and for future activity requirements for the specified legal persons and by these mean human societies no far touch the unemployment, hunger, lack of food, illiteracy and laying behind.
- It's completely possible to exert the required managing strategies of trade, industry, society, economy and finance.

III. CONCLUSION

By exerting a new filter to view the existing arrangement of the world in the light of distinct human activities, the unarranged and undirected commercial activities can be properly organized, directed and taken under control and eliminate most of the commercial mistakes and losses due to mismanagement and lack of experience. This method eliminates many existing difficulties of trade, economy, society and human.

IV. AUTHOR'S BIOGRAPHY

Iraj Rezakhani, the author, was born in April 5th, 1962 in Tehran, Iran and studied Mechanical engineering BSc in and Nuclear engineering MSc Sharif University of technology of Tehran. He has been working in many companies and industrial projects since 1987 as inspector, engineering department manager, project manager engineering consultant and directing manager. He established a private company in 1996 and has been in direct connection with the commercial and industrial existing difficulties.