



Technical University of Moldova

COOPERATION AS A KEY FACTOR IN THE MANAGEMENT OF THE AGRI-FOOD VALUE CHAIN

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ANNOTATION

to the MBA Management in Agribusiness thesis “Cooperation as a key factor in the management of the agri-food value chain”, prepared by Diana Vlasiuc

The master's thesis is structured and includes: annotation, introduction, three chapters, eleven subchapters, conclusions and recommendations, references, and annexes.

Keywords used in the thesis: cooperation, producer groups, producer organisations, agricultural cooperatives, agri-food value chain, horticultural sector, collective marketing, market access, legal framework, fiscal framework, trust, governance, value-chain management.

The field of study of this thesis is the analysis of cooperation as a legal, economic, and managerial mechanism in the agri-food value chain, with particular focus on the horticultural sector and on the comparative perspective between the European Union and the Republic of Moldova.

Purpose and objectives of the thesis:

The purpose of the paper is to analyse the role of cooperation as a key factor in the management of the agri-food value chain and to identify the legal, fiscal, institutional, and managerial conditions under which cooperation can become a functional and sustainable model in the horticultural sector of the Republic of Moldova.

In order to achieve this purpose, the following tasks were formulated: to examine the theoretical foundations of cooperation in the agri-food value chain; to analyse the main forms of cooperation and association in agriculture; to assess the legal and institutional framework of cooperation in the European Union and in the Republic of Moldova; to identify the main barriers affecting the development of producer groups and other forms of cooperation in Moldova; to analyse empirically the current state of cooperation among Moldovan horticultural companies; to examine a practical Moldovan case of cooperative development and its economic and organisational limits; to analyse the Belgian cooperative New Green cvba as a functional model of cooperation in the horticultural value chain; and to formulate recommendations for improving the development of cooperation in Moldova.

The scientific novelty and originality of the results obtained consist in: the integrated analysis of cooperation from a value-chain management perspective, combining theoretical, legal, fiscal, and empirical approaches. The thesis offers a comparative assessment of the European Union framework and the Republic of Moldova context, supported by survey evidence from Moldovan horticultural companies and by case studies of both a Moldovan entrepreneurial cooperative and the Belgian producer organisation New Green cvba.

The theoretical importance of the work lies in: its contribution to the understanding of cooperation as a factor of value-chain management in the agri-food sector. The research clarifies the relationship between legal form, fiscal treatment, governance, trust, and economic functionality in the development of producer groups and cooperatives.

Applicative value. The practical value of the thesis lies in the relevance of its findings for policymakers, agricultural producers, producer groups, cooperatives, business associations, and development partners. The conclusions and recommendations may support the improvement of the legal and fiscal environment for cooperation in the Republic of Moldova and the development of more effective models of collective marketing, post-harvest coordination, and export-oriented horticultural value-chain management.

REZUMAT

la teza de masterat MBA Management în Agribusiness „Cooperarea ca factor cheie în managementul lanțului valoric agroalimentar”, pregătită de Diana Vlasiuc

Teza de master este structurată și include: adnotare, introducere, trei capitole, unsprezece subcapitole, concluzii și recomandări, referințe și anexe.

Cuvinte cheie utilizate în teză: cooperare, grupuri de producători, organizații de producători, cooperative agricole, lanțul valoric agroalimentar, sector horticola, marketing colectiv, acces la piață, cadru legal, cadru fiscal, încredere, guvernanta, managementul lanțului valoric.

Domeniul de studiu al acestei teze este analiza cooperării ca mecanism juridic, economic și managerial în lanțul valoric agroalimentar, cu accent deosebit pe sectorul horticola și pe perspectiva comparativă dintre Uniunea Europeană și Republica Moldova.

Scopul lucrării este de a analiza rolul cooperării ca factor cheie în managementul lanțului valoric agroalimentar și de a identifica condițiile juridice, fiscale, instituționale și manageriale în care cooperarea poate deveni un model funcțional și sustenabil în sectorul horticola al Republicii Moldova.

Pentru a atinge acest scop, au fost formulate următoarele **sarcini**: examinarea fundamentelor teoretice ale cooperării în lanțul valoric agroalimentar; analizarea principalelor forme de cooperare și asociere în agricultură; evaluarea cadrului juridic și instituțional al cooperării în Uniunea Europeană și în Republica Moldova; identificarea principalelor bariere care afectează dezvoltarea grupurilor de producători și a altor forme de cooperare în Republica Moldova; analiza empirică a stării actuale a cooperării între companiile horticoale din Republica Moldova; examinarea unui caz practic moldovenesc de dezvoltare cooperativă și a limitelor sale economice și organizaționale; analiza cooperativei belgiene New Green cvba ca model funcțional de cooperare în lanțul valoric horticola; și formularea de recomandări pentru îmbunătățirea dezvoltării cooperării în Republica Moldova.

Noutatea științifică și originalitatea rezultatelor obținute constă în: analiza integrată a cooperării din perspectiva managementului lanțului valoric, combinând abordări teoretice, juridice, fiscale și empirice. Teza oferă o evaluare comparativă a cadrului Uniunii Europene și a contextului Republicii Moldova, susținută de dovezi din sondaje la companiile horticoale din Republica Moldova și de studii de caz atât ale unei cooperative antreprenoriale din Republica Moldova, cât și ale organizației de producători belgiene New Green cvba.

Importanța teoretică a lucrării constă în: contribuția sa la înțelegerea cooperării ca factor al managementului lanțului valoric în sectorul agroalimentar. Cercetarea clarifică relația dintre forma juridică, tratamentul fiscal, guvernanta, încredere și funcționalitatea economică în dezvoltarea grupurilor de producători și cooperativelor.

Valoare aplicativă. Valoarea practică a tezei constă în relevanța constatărilor sale pentru factorii de decizie politică, producătorii agricoli, grupurile de producători, cooperative, asociațiile de afaceri și partenerii de dezvoltare. Concluziile și recomandările pot sprijini îmbunătățirea mediului juridic și fiscal pentru cooperare în Republica Moldova și dezvoltarea unor modele mai eficiente de marketing colectiv, coordonare post-recoltare și management al lanțului valoric horticoale orientate spre export.

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