






Identifying The Necessary Standards For Trading in The Future Markets of Agricultural Products With the Foundation Data Method And Ranking With The TOPSIS Method

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Abstract

This research has been done with the aim of identifying and ranking the necessary standards for trading in future markets in agricultural products with a combined (qualitative-quantitative) method. The keywords obtained from previous research and interviews with experts were analyzed using the coding method (open coding, central coding and selective coding). These data, which were extracted from in-depth interviews with 17 people, were analyzed in three stages and 40 keywords were extracted, after applying changes (deletion and integration), it was finally decided to categorize all standards into six groups. The necessary standards for acceptance in the future markets include: income risk of products, cash market size, liquidity cost, degree of homogeneity, degree of commerciality and perishability. Also, the results of the ranking of the standards using the fuzzy TOPSIS method showed that; Product revenue risk, cash price fluctuations, liquidity cost, grade homogeneity, commerciality and perishability are important respectively.

Keywords: Future Market - Agricultural Products -Standard Identification -Data Base Theory - Fuzzy TOPSIS.

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Introduction

Price instability in the commodity market, especially in the agricultural products market, as a fundamental problem, has always caused concern and uncertainty among producers and consumers regarding the market. In the market of agricultural products, in addition to being affected by the usual factors affecting the supply and demand of the market, due to uncontrollable changes in weather conditions, the price of goods is more unstable and volatile than other markets. Various groups active in this market use different types of derivative instruments to cover market risk. One of the challenges of commodity future contracts was the existence of risks for the parties to the transaction. Regarding the quantity and quality of traded goods, non-compliance with obligations by the parties of the transaction was considered a serious concern. Although this could be easily measured in terms of the quantity of goods, but in terms of the quality of delivered goods, it could cause uncertainty in these markets. Over time, with the establishment of supervisory institutions and the establishment of laws, adherence to obligations became more binding.

Methodology

In this research, an attempt has been made to examine the ranking and identification of products for the future target market with a mixed approach, which is a qualitative-quantitative method. It should be noted that this research is an inductive and exploratory-applicative study and has two phases as described in the first phase of identifying standards based on the qualitative methodology of the foundation's data theory. The reason for using foundation data theory is the power of this method in providing native models that match the reality in different fields (Zakaei, 2019), and the second phase of fuzzy TOPSIS method is used to rank indicators. Fuzzy method was first presented by Lotfi Asgarzadeh (1965). This method is useful when the relationship between existing criteria or different options has uncertainty and these relationships cannot be expressed in the form of definite numbers.

Findings

The results obtained from the review of the models presented in this research in the order of the phases presented in the methodology section are:

In the first phase, the identification of standards for acceptance in future markets was conducted in the form of interviews with experts, and the data obtained from interviews with experts were analyzed using the coding method, and the results were presented in detail at the end of the research.

In the second phase, the results are presented in both quantitative and qualitative ways. In the quantitative part of the research, first, the opinions of 22 news are collected. Then, based on the obtained information, the fuzzy topsis is calculated and the identified standards are ranked. And in the qualitative part, standards are categorized for acceptance in the future markets using theoretical foundations and research background in the future markets of agricultural products, and the results are presented in the form of a table in section 4.

Discussion and conclusion

The results of the conducted research indicate that the standards of income risk of products, fluctuations of cash prices, cost of liquidity, degree of degree of homogeneity, commerciality and corruption are the most important indicators and standards for entering the future market and should be taken into consideration when considering policy makers. Give

Resources

Zakai, M. (2008). Theory and research in qualitative methods, Social Sciences Quarterly, No. 17, pp. 33-49.

