Strategies Of Increasing Non-Oil Exports of Iran-Qom State
Case Study: Sohan

Hossein Khanifar¹; Hamed bordbar²; Mostafa Emami²; Kamran Nazari³; Azadeh Feyzi²; Azadeh Pezhman³

¹Teacher of Tehran University
²Department of Accounting, School of Social Science, Razi University, Kermanshah, Iran
³Department of Business Management, Payam Noor University, Iran

ABSTRACT

Introduction: Productions and outputs known as souvenirs of a city can be good opportunities for growing businesses and economic in that area. Sohan as a cookie is one of the main souvenirs of Qom. If producers want to use the opportunity of exporting Sohan, they should apply proper strategies for their targets and have strategic plans. This study is to know the present position of exporting Sohan by means of internal and external analysis.

Methodology: Interviews, books and documents are used in this survey; for studying information, SWOT analysis model is used and for strategy compiling, Quantitative Strategic Planning Matrix (QSPM) is used.

Findings: Data shows that exporting Sohan has more weaknesses and opportunities in external and internal factors and it is in a situation that can use opportunities to decrease weaknesses by help of the strategies.

Conclusion: Based on evaluation of scores conservative strategies in quantitative strategic planning matrix, focusing strategy on products and market penetration in the region and the solvent was selected as the best strategy.

KEYWORDS: Non-Oil Exports, Swot, QSPM.

INTRODUCTION

Development is one of the important challenges of every society. Export development and increase directly affects the foreign exchange income of the country and there will be potentialities for indispensable investments for growing businesses and economic through supplying these foreign exchange sources. On the other hand, export development creates opportunities to take the advantage of global markets for growing local products. Therefore production merchants will be able to escape from local market limits and in addition to foreign exchange incomes they will benefit from financial benefits resulted from production scale through increasing production scale for the purpose of increasing exports. (Salehiyan Omran, 2007:74).

Considering different weather conditions and agricultural products, one of the advantages of the country in production and export of non-oil products is food and beverages industry. Programming for development and enrichment of these industries, with the purpose of increasing exchanging agricultural products export, will increase the benefits of agricultural products and prevent wastage of them. It would not be surprising if we say that these days, as a group of exchanging agricultural products, different kinds of candies and sweets are one of the most favored products throughout the world and the demand is increasing from day to day. Our country is not an exception and lots of candies and sweets are being used in ceremonies and special occasions.

This study considers examination and proposal of Sohan expert strategies which is one of the most important local sweets in Iran and most of the producers of this sweet are in Qom state. This study includes analysis opportunities, threats, strength and weakness and proper strategies for increasing Sohan expert.

The process of internal and external environment evaluation is called internal and external analysis which is a realistic and reliable scale for evaluating organization, because contains detecting strength, weakness, opportunity and threat. Mostly, information found in this process result in detecting strategic issues (Rowly, DJ, Lugan, HD, Dolence, MG, 1997:44).

The main idea of organization internal and external analysis (SWOT Analysis) is progress based on strengths, minimizing weaknesses, providing opportunities, taking advantage of opportunities and removing threats (Garner, R., 2005:74).

Strategic management process can be considered as a systematic goal for main organic decisions (Breene, RS, 2007:84).

Not only defining a good strategy can guarantee organization success, but also those strategies should be fulfilled successfully (Welton, Z, William, 2007:10).

1. An overview of research precedence

Comprehensive experimental studies has been done on non-oil expert and proposing strategies. Some of them include: Haghighi (1374); p22, in his thesis entitled “Research into Possibility of exchanging agricultural products export in Khorasan state and its foreign marketing challenges” found that one of the obstacles in industry export is foreign exchange

Corresponding Author: Mostafa Emami, Department of Accounting, Scool of Social Science, Razi University, Kermanshah, Iran.
Email:Emamemostafa@yahoo.com
problems. Khorasan state exporters believe that foreign exchange problems prevent having a safe condition for exporting products.

Lotfabadi(1374); p45, in his thesis entitled: “Research into Non-oil Export and Estimation of Date Export Supply Function” found that increase in internal prices has negative effects on export supplies. Lack of attention to date export at the time of foreign exchange income increase from oil sales, which results from the absence of a centralized organization for date export in the country, is another important finding of this study.

Dodangi and Amoozade (1376); p25, in their research entitled “examining effective factors in developing Mazandaran state export and detecting main difficulties” pointed that in 1374 the amount of non-oil export comparing 1370-1373 has been reduced, they considered the main problems of Mazandaran state in developing export activities and has proposed some political points regarding potentials of this state.

Akbar Zarezade Mehrizi (1379) has analyzed the functionality of Iran non-oil export programs. Not considering country advantages in export, not observing quality standards and loosing market, not having firm foreign exchange policies, not having precise information about the market of exported goods, optimistic goal defining and lack of coordination among different parts are the main causes of failure in achieving pre-defined goals in non-oil export in his idea.

Mohammadreza Zargarzade (1380); p42, has used Analytical Hierarchy Process (AHP) method for designing marketing strategies for agricultural products exporters. Long term interests of export merchants is affected by proper selection of exportable goods and target markets regarding variety of factors. Choosing goods and target markets should take place considering these factors.

Jafari Samimi and Peikani (1381); p61, in their study entitled “ The Role of Exportation Reliability in Iran Non-oil Export Development” mentioned internal and external effective factors and non-oil export development obstacles, optimize production weakness, export organization weakness and ... as non-oil export problems through a forecasting study pattern.

Mostafa Ghazizade (1382); p98, in his P.H.D thesis considers examination and detection of effective factors in Iranian export companies success in middle east markets and proposes strategies for increasing non-oil export. In his research, Ghazizade, has studied the effect of four variables including target market environment, national and internal environment of the company and mixed marketing elements.

Darvishkhani (1383); p35, in his thesis considers the effects of marketing management on local and global Sohan selling. He introduces marketing management as a local and global Sohan selling facilitator. He has studied the role of packing, mixed marketing elements and hygienic and nutritious standards and proved their positive effects on increasing local and global selling from producer’s perspective.

Madhooshi and Tari (1386); p195, in their study entitled “non-oil export development strategies in Mazandaran state” consider proportional advantages of mazandaran state using revealed comparative advantage. After studying target markets for the exportable productions of the state, they introduced strategies for developing plants, citrus fruits and kiwi export of the city analyzing environmental and internal factors with SWOT method.

Narseri and his colleagues (1386); p46, in their study entitled: “ detailed observation of Iran tea supply chain” has evaluated global and local condition of tea trading and studied strengths, weaknesses, opportunities and threats of tea industry using Gomport Dimond Model as framework of competitiveness study. Also, Tea supply chain of Kenya as an advanced country in tea production and trading is evaluated.

2. Research style
This study is descriptive regarding the aim, efficiency, data process and resulting and includes studying Sohan export of Qom state.

The main purpose of organization SWOT analysis is progress based on strengths, minimizing weaknesses, providing opportunities and taking advantage of them and removing threats (Garner, R.,2005:74).

In this study, information is taken from Qom state commerce organization documents. It also includes interviews on Sohan export with experts which are presented through SWOT table.

1.2. Comprehensive strategy defining matrix
SWOT matrix is an effective device through which managers compare data and represent 4 kinds of strategies:

1.2.1 SWOT analysis stages
1- Holding the SWOT analysis meeting
2- Brief explanation of meeting goals and performance stages
3- Detecting internal (strengths and weaknesses) and external (opportunities and threats) factors through brainstorming.
4- Prioritizing internal and external factors
5- SWOT matrix formation and inserting selected factors regarding priorities
6- Comparing internal and external factors and defining aggressive strategy (SO), conservative strategy (WO), competitive strategy (ST), defense strategy (WT).
7- Defining necessary measurements for fulfilling defined strategies
8- Measurements fulfillment and studying their results
9- Updating SWOT matrix in proper intervals (David, 1385; p54)

1.2.2 fulfilling Quantitative Strategic Programming Matrix stages
Generally strategic management process includes three separate stages:
1) Strategy defining
2) Strategy fulfillment
3) Strategy evaluation

Quantitative Strategic Programming Matrix technique is an efficient device for strategy defining stage. This device assists us in selecting best strategy and provides a plain framework for giving priority to available strategies.

After recognizing external factors (opportunities: ) and internal factors (threats), a score between 1 to 4 is allocated to every factor. At next stage, weighted score (each factors importance score multiple accumulated score) and total score is computed. Then the environmental condition evaluation matrix is computed through this total score. Internal condition evaluation matrix is computed in the same way. Then by setting internal and external strategic factors, which are the basements for defining strategies, SWOT matrix is extracted and based on final matrix of defined priorities proper strategies are introduced. Also, for the purpose of examining results of the matrix, Quantitative Strategic Programming Matrix is used. In this method:

1) first, the data related to factors (S, W, O, T) and weight score are moved from internal and external factors analysis table on the right column of QSPM matrix.
2) all of the strategies from SWOT strategic programming matrix is written on the upper horizontal column.
3) attractiveness score: based on the importance of each factor in defining each strategy is between 1 to 4. 1=unattractive, 2=relatively attractive, 3=acceptably attractive, 4= very attractive.
4) Importance factor TAS equals weight score multiple AS

5) the TAS for every strategy is summed up and the best programs are selected according to the priorities.

4- Statistics of Qom state customs function on export in the first 6 months of 1389

In the first 6 months of the year 1389, 14400ton of goods such as shoes, sandals, books, hand-woven carpet, Sohan, sweets, glass products and... 47. 448 million dollars is exported to countries like Iraq, Afghanistan, Iran and China which, regarding the value, had 31 percent growth (documents represented in Islamic Republic of Iran customs website).

1-4 Qom state Sohan production and export condition

Right now more than 500 units that produce and sell Sohan are a member of Qom state Sohan merchant union. These units are some small ones with less than 10 workers. Most of these units produce Sohna traditionally.

Based on statistics represented by Qom state commerce organization Sohan export in the first nine months of 1389 is 477ton and 477 thousand dollars.

Considering small amount of export it can be deduced that Sohan has been exported under sweet category or has not been exported in an organized way. Probably Sohan is mostly exported to other countries through tourists and pilgrims.

Experts has announced in the interviews that sohan has been exported to Middle East countries, Iraq and...), Lebanon, Syria, Afghanistan, Germany, Poland, Australia, America and Canada (documents of commerce organization of Qom state 1389).

5-Soham industry rivals

5- local rivals

Main local rivals for Qom state Sohan industry are Isfahan sweets (Gaz), Yazd sweets (Baghlava and Ghotab and...) and Tabriz and Oroumiye sweets. Because of the quality and beautiful packing, these product are the most favored in the country.

2-5 foreign rivals

In the last few years, Turkey had been one of the main sweet producer and exporters. Also Some other countries, like Syria, had been sweet producers.

6-possibility of exporting Sohan to global halal food market

Halal food market is developing throughout the world and can be a safe and stable market for these products. Considering this issue that up to the year 2025, 30 percent of the world population will be Muslims, many producers plan investing in this market. Because halal food shows high quality of healthy food, these products are not only for Muslim consumers and all people around the world use them. (FArmiran news, 1389).

7- Findings analysis and representation

1-7 External factors evaluation Matrix

This Matrix helps strategists to evaluate environmental, economical, social, political, cultural, legal, technological and marketing condition in a defined interval. This Matrix is useful for governmental and private organizations (Arabi, 1385; David,1379)(. Forbes, P., 1996:45).

2-7 Internal factors evaluation Matrix:

This Matrix helps evaluating inter-organization factors and considers organizational units strength and weakness. Mostly this Matrix is formed based on managers and staffs ideas (Arabi, 1385; David,1379).

8- comparison and contrasting stage

1-8 SWOT Matrix
SWOT Matrix includes a two dimensional table of coordinates and every one of the four areas represents a set of strategies (David, 1385 and Ali Ahmadi and colleagues, 1382). These strategies are (Richard, 2005:69):

1. Aggressive strategies (SO):
   Strategies for taking advantage of environmental opportunities using organization strengths

2. Conservative strategies (WO):
   Strategies for using potential advantages in environmental opportunities for compensating organization weaknesses.

3. Competitive strategies (ST):
   Strategies for using organization strengths in order to prevent threats

4. Defense strategies (WT):
   Strategies for minimizing damages resulting from threats and weaknesses.

### Table 1. Sohan Export external factors evaluation Matrix (EFE)

<table>
<thead>
<tr>
<th>External strategic factors</th>
<th>Code</th>
<th>Weight</th>
<th>Score</th>
<th>Weighted score</th>
<th>Explanation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Opportunity</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. Presenting products in international sweet and chocolate festival</td>
<td>01</td>
<td>0.02</td>
<td>3</td>
<td>0.06</td>
<td>Opportunity for presenting products and acquaintance with rivals products</td>
</tr>
<tr>
<td>2. Exploiting geographical condition of neighbor countries</td>
<td>02</td>
<td>0.06</td>
<td>4</td>
<td>0.24</td>
<td>Placing Iran in geographical area of middle east</td>
</tr>
<tr>
<td>3. Studying possibilities of Sohan export to “halal” global market</td>
<td>03</td>
<td>0.06</td>
<td>4</td>
<td>0.24</td>
<td>Supporting Sohan producers for granting “halal” label and appropriate function in halal food market</td>
</tr>
<tr>
<td>4. Governmental facilities</td>
<td>04</td>
<td>0.06</td>
<td>4</td>
<td>0.24</td>
<td>Governmental consideration to non-oil export and providing enough credits for market researches, propagandas and sale expansion in target markets</td>
</tr>
<tr>
<td>5. Eliminating legal obstacles for Sohan export and production</td>
<td>05</td>
<td>0.09</td>
<td>4</td>
<td>0.36</td>
<td>Legal obstacles prevent exports</td>
</tr>
<tr>
<td>6. Expiration date, calories and vitamin insertion on the Sohan canister</td>
<td>06</td>
<td>0.045</td>
<td>4</td>
<td>0.18</td>
<td>Lack of attention to observing quality standards (ISO 22000) in production and supply</td>
</tr>
<tr>
<td>7. Scientific promotion of production units</td>
<td>07</td>
<td>0.015</td>
<td>3</td>
<td>0.045</td>
<td>Purposeful teaching is the first and most important development tool</td>
</tr>
<tr>
<td>8. On-line selling possibility</td>
<td>08</td>
<td>0.025</td>
<td>4</td>
<td>0.18</td>
<td>On-line selling and marketing improvement are the main reasons of GAZ export</td>
</tr>
<tr>
<td>9. Supporting establishment of export institutes</td>
<td>09</td>
<td>0.08</td>
<td>4</td>
<td>0.32</td>
<td>Small units mostly are not able to participate in global markets</td>
</tr>
<tr>
<td>10. Ranking products based on their quality</td>
<td>10</td>
<td>0.015</td>
<td>3</td>
<td>0.045</td>
<td>Results in competitive condition for Sohan production</td>
</tr>
<tr>
<td>11. Utilizing artificial saccharin in Sohan production</td>
<td>11</td>
<td>0.025</td>
<td>3</td>
<td>0.075</td>
<td>Leads to calories reduction</td>
</tr>
<tr>
<td>12. Modern packing and design based on export</td>
<td>12</td>
<td>0.045</td>
<td>4</td>
<td>0.18</td>
<td>Proper packing leads to demand increase and attracts customers attention</td>
</tr>
<tr>
<td>Threats</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. Progressing function of neighbor countries like Turkey and Syria</td>
<td>T1</td>
<td>0.06</td>
<td>1</td>
<td>0.06</td>
<td>Rivals marketing and extensive propagandas and market share growth</td>
</tr>
<tr>
<td>2. Lack of management and technical knowledge of some managers and producers</td>
<td>T2</td>
<td>0.03</td>
<td>2</td>
<td>0.06</td>
<td>Not knowing new technical issues about production and new management tips</td>
</tr>
<tr>
<td>3. Not necessary middlemen existence which leads to price increase</td>
<td>T3</td>
<td>0.02</td>
<td>2</td>
<td>0.004</td>
<td>Sohan price increase and Sohan demand reduction against favored foreign production in global market</td>
</tr>
<tr>
<td>4. Lack of Sohan export union</td>
<td>T4</td>
<td>0.06</td>
<td>1</td>
<td>0.06</td>
<td>A fundamental factor in supporting exporters</td>
</tr>
<tr>
<td>5. Political prohibitions</td>
<td>T6</td>
<td>0.09</td>
<td>1</td>
<td>0.09</td>
<td>Obstacles on Iranian goods export</td>
</tr>
<tr>
<td>6. Governmental effects</td>
<td>T7</td>
<td>0.045</td>
<td>1</td>
<td>0.045</td>
<td>Governmental credits elimination and energy cost increase and governments emphasis on not increasing the price of goods</td>
</tr>
<tr>
<td>7. Inflation</td>
<td>T8</td>
<td>0.04</td>
<td>2</td>
<td>0.08</td>
<td>Increasing the price of raw materials because of inflation</td>
</tr>
<tr>
<td>8. Inefficient banking system for providing credits</td>
<td>T9</td>
<td>0.055</td>
<td>1</td>
<td>0.055</td>
<td>Lack of financial plan for protecting producers and exporters</td>
</tr>
<tr>
<td>9. Lack of investment insurance for export</td>
<td>T10</td>
<td>0.06</td>
<td>1</td>
<td>0.06</td>
<td>Not having a proper plan for reducing performance risk and financial investment</td>
</tr>
</tbody>
</table>

Total: 1

2.635

Source: (Arabi, 1385; David, 1379 & 1385; Ali Ahmadi and colleagues, 1382)
Table 2. Sohan Export internal factors evaluation Matrix

<table>
<thead>
<tr>
<th>Internal strategic factors</th>
<th>code</th>
<th>weight</th>
<th>Score</th>
<th>weighted score</th>
<th>Explanation</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Strength</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. utilizing natural ingredients</td>
<td>S1</td>
<td>0.05</td>
<td>2994</td>
<td>0.22</td>
<td>Ingredients include: flour, sugar, wheat sprout, oil, cardamom, pistachio, almond, saffron, rose-water, egg, cocoa powder</td>
</tr>
<tr>
<td>2. full of vitamins E &amp; B</td>
<td>S2</td>
<td>0.033</td>
<td>3</td>
<td>0.099</td>
<td>Because of having wheat sprout, pistachio and almond</td>
</tr>
<tr>
<td>3. easy access to ingredients</td>
<td>S3</td>
<td>0.053</td>
<td>4</td>
<td>0.212</td>
<td>All of the ingredients are made in the country</td>
</tr>
<tr>
<td>4. non-competitive Sohan price in export market</td>
<td>S4</td>
<td>0.08</td>
<td>4</td>
<td>0.32</td>
<td>Sohan is the monopoly of Iran</td>
</tr>
<tr>
<td>5. various production styles</td>
<td>S5</td>
<td>0.025</td>
<td>3</td>
<td>0.075</td>
<td>Butter Sohan(with butter oil), mixed Sohan(butter and plants oil) and Sohan with plants oil in different shapes like circle, rectangle, diamond and...</td>
</tr>
<tr>
<td><strong>Weakness</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. large amount of sugar and fat in it</td>
<td>W1</td>
<td>0.054</td>
<td>1</td>
<td>0.054</td>
<td>Although this product is very restorative, it has a large amount of calories</td>
</tr>
<tr>
<td>2. not proper packing</td>
<td>W2</td>
<td>0.054</td>
<td>1</td>
<td>0.054</td>
<td>Not enough developments in packing industry comparing to the amount of production</td>
</tr>
<tr>
<td>3. lack of stability in providing ingredients regarding price and quality</td>
<td>W3</td>
<td>0.035</td>
<td>2</td>
<td>0.07</td>
<td>Changing prices of ingredients</td>
</tr>
<tr>
<td>4. lack of a comprehensive strategy for having better performance local and foreign markets</td>
<td>W4</td>
<td>0.08</td>
<td>1</td>
<td>0.08</td>
<td>Unfortunately there is no long term program for having better performance in local and foreign markets</td>
</tr>
<tr>
<td>5. lack of whole mechanized Sohan cooking process</td>
<td>W5</td>
<td>0.035</td>
<td>2</td>
<td>0.07</td>
<td>Some of the producer still use traditional Sohan production style</td>
</tr>
<tr>
<td>6. not having a good program for introducing brands</td>
<td>W6</td>
<td>0.031</td>
<td>1</td>
<td>0.031</td>
<td>There is no suitable branding process in this industry because of lack of programs in this field</td>
</tr>
<tr>
<td>7. lack of comprehensive distribution network</td>
<td>W7</td>
<td>0.071</td>
<td>1</td>
<td>0.071</td>
<td>Customs problems</td>
</tr>
<tr>
<td>8. not inserting expiration date, amount of calories and vitamins on the Sohan canister</td>
<td>W8</td>
<td>0.051</td>
<td>1</td>
<td>0.051</td>
<td>Leads to customer uncertainty about Sohan health</td>
</tr>
<tr>
<td>9. weak marketing and propaganda</td>
<td>W9</td>
<td>0.08</td>
<td>1</td>
<td>0.08</td>
<td>Lack of scientific programs on marketing and totally commerce</td>
</tr>
<tr>
<td>10. lack of observation on Sohan quality and production</td>
<td>W10</td>
<td>0.03</td>
<td>2</td>
<td>0.06</td>
<td>Observation increase on Sohan production regarding quality and hygienic issues leads to customer satisfaction and sales increase</td>
</tr>
</tbody>
</table>

| Source: (Arabi, 1385; David, 1379 & 1385; Ahmadi and colleagues, 1382) |

Table 3. Qom Soahn SWOT matrix

<table>
<thead>
<tr>
<th>External factors</th>
<th>opportunities</th>
<th>Threats</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1. presenting products in international sweet and chocolate festival</td>
<td>1. progressing function of neighboring countries like Turkey and Syria</td>
</tr>
<tr>
<td></td>
<td>2. exploiting geographical condition of neighboring countries</td>
<td>2. lack of management and technical knowledge of some managers and producers</td>
</tr>
<tr>
<td></td>
<td>3. studying possibilities of Sohan export to “halal” global market</td>
<td>3. not necessary middlemen existence which leads to price increase</td>
</tr>
<tr>
<td></td>
<td>4. governmental facilities</td>
<td>4. lack of Sohan export union</td>
</tr>
<tr>
<td></td>
<td>5. eliminating legal obstacles for Sohan export and production</td>
<td>5. political prohibitions</td>
</tr>
<tr>
<td></td>
<td>6. expiration date, calories and vitamin insertion on the Sohan canister</td>
<td>6. governmental effects</td>
</tr>
<tr>
<td></td>
<td>7. scientific promotion of production units</td>
<td>7. inflation</td>
</tr>
<tr>
<td></td>
<td>8. on-line selling possibility</td>
<td>8. inefficient banking system for providing credits</td>
</tr>
<tr>
<td></td>
<td>9. supporting establishment of export institutes</td>
<td>9. lack of investment insurance for export</td>
</tr>
<tr>
<td></td>
<td>10. ranking products based on their quality</td>
<td></td>
</tr>
<tr>
<td></td>
<td>11. utilizing GHANDE MASNOOI in Sohan production</td>
<td></td>
</tr>
<tr>
<td></td>
<td>12. modern packing and design based on export</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Internal factors</th>
<th>opportunities</th>
<th>Threats</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>aggressive strategies (SO):</td>
<td>Conservative strategies (WO):</td>
</tr>
<tr>
<td></td>
<td>1. recognizing potential target markets</td>
<td>1. focus on products and insertion into halal markets</td>
</tr>
<tr>
<td></td>
<td>2. export development and insertion into area and global markets</td>
<td>2. control increase on distribution system</td>
</tr>
<tr>
<td></td>
<td>3. introducing Sohan to international markets</td>
<td>3. control increase on product quality and packing</td>
</tr>
<tr>
<td></td>
<td>4. gaining governments satisfaction through utilizing job</td>
<td>4. sale increase through research and marketing activities</td>
</tr>
<tr>
<td></td>
<td>5. producing high quality Sohan in accordance with custom taste</td>
<td>5. modeling after advanced countries in sweet and chocolate industry</td>
</tr>
</tbody>
</table>

Weaknesses:
1. Large amount of sugar and fat in it
2. Not proper packing
3. Lack of stability in providing ingredients regarding price and quality
4. Lack of a comprehensive strategy for having better performance local and foreign markets
5. Lack of whole mechanized Sohan cooking process
6. Not having a good program for introducing brands
7. Lack of comprehensive distribution network
8. Not inserting expiration date, amount of calories and vitamins on the Sohan canister
9. Weak marketing and propaganda
10. Lack of observation on Sohan quality and production

Source: (Arabi, 1385; David, 1379 & 1385; Ali Ahmadi and colleagues, 1382)

2-8-internal and external factors matrix
Considering internal and external factors matrix, conservative strategies are used for Sohan export:
1. Focus on products and insertion into halal markets
2. Control increase on distribution system
3. Control increase on product quality and packing
4. Sale increase through research and marketing activities
5. Modeling after advanced countries in sweet and chocolate industry

<table>
<thead>
<tr>
<th>Table 3. Sohan export internal and external matrix</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>aggressive</strong> strategy</td>
</tr>
<tr>
<td><strong>strength</strong></td>
</tr>
<tr>
<td>F</td>
</tr>
</tbody>
</table>

Source: (Arabi, 1385; Ali Ahmadi and colleagues, 1382)

9-decision making stage
Regarding the results derived from Sohan export internal and external factors matrix, we have inserted defined strategies for SO into quality strategy matrix to select the best strategy for the organization.

Table 4. Quality strategic programming matrix for Sohan export external factors

<table>
<thead>
<tr>
<th>External factors strategy</th>
<th>Factor importance (weight)</th>
<th>1. Focus on products and insertion into halal markets</th>
<th>2. Control increase on distribution system</th>
<th>3. Control increase on product quality and packing</th>
<th>4. Sale increase through research and marketing activities</th>
<th>5. Modeling after advanced countries in sweet and chocolate industry</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Attractiveness</td>
<td>Score</td>
<td>Attractiveness</td>
<td>Score</td>
<td>Attractiveness</td>
<td>Score</td>
</tr>
<tr>
<td>S1</td>
<td>0.055</td>
<td>4</td>
<td>0.22</td>
<td>1</td>
<td>0.055</td>
<td>2</td>
</tr>
<tr>
<td>S2</td>
<td>0.033</td>
<td>4</td>
<td>0.132</td>
<td>1</td>
<td>0.033</td>
<td>1</td>
</tr>
<tr>
<td>S3</td>
<td>0.053</td>
<td>4</td>
<td>0.212</td>
<td>1</td>
<td>0.053</td>
<td>1</td>
</tr>
<tr>
<td>S4</td>
<td>0.08</td>
<td>4</td>
<td>0.32</td>
<td>1</td>
<td>0.08</td>
<td>3</td>
</tr>
<tr>
<td>S5</td>
<td>0.025</td>
<td>4</td>
<td>0.1</td>
<td>1</td>
<td>0.025</td>
<td>2</td>
</tr>
<tr>
<td>S6</td>
<td>0.06</td>
<td>3</td>
<td>0.18</td>
<td>1</td>
<td>0.06</td>
<td>1</td>
</tr>
<tr>
<td>S7</td>
<td>0.031</td>
<td>4</td>
<td>0.124</td>
<td>3</td>
<td>0.093</td>
<td>2</td>
</tr>
<tr>
<td>S8</td>
<td>0.03</td>
<td>2</td>
<td>0.06</td>
<td>2</td>
<td>0.06</td>
<td>4</td>
</tr>
<tr>
<td>S9</td>
<td>0.031</td>
<td>4</td>
<td>0.124</td>
<td>2</td>
<td>0.062</td>
<td>3</td>
</tr>
<tr>
<td>S10</td>
<td>0.051</td>
<td>4</td>
<td>0.204</td>
<td>1</td>
<td>0.051</td>
<td>2</td>
</tr>
<tr>
<td>S11</td>
<td>0.03</td>
<td>4</td>
<td>0.12</td>
<td>1</td>
<td>0.03</td>
<td>1</td>
</tr>
<tr>
<td>W1</td>
<td>0.054</td>
<td>3</td>
<td>0.162</td>
<td>1</td>
<td>0.054</td>
<td>4</td>
</tr>
<tr>
<td>W2</td>
<td>0.054</td>
<td>4</td>
<td>0.216</td>
<td>1</td>
<td>0.054</td>
<td>4</td>
</tr>
<tr>
<td>W3</td>
<td>0.053</td>
<td>4</td>
<td>0.14</td>
<td>1</td>
<td>0.053</td>
<td>4</td>
</tr>
<tr>
<td>W4</td>
<td>0.08</td>
<td>4</td>
<td>0.32</td>
<td>3</td>
<td>0.24</td>
<td>3</td>
</tr>
<tr>
<td>W5</td>
<td>0.035</td>
<td>3</td>
<td>0.105</td>
<td>1</td>
<td>0.035</td>
<td>2</td>
</tr>
<tr>
<td>W6</td>
<td>0.031</td>
<td>2</td>
<td>0.062</td>
<td>1</td>
<td>0.03</td>
<td>4</td>
</tr>
<tr>
<td>W7</td>
<td>0.071</td>
<td>4</td>
<td>0.284</td>
<td>4</td>
<td>0.284</td>
<td>1</td>
</tr>
<tr>
<td>W8</td>
<td>0.051</td>
<td>4</td>
<td>0.204</td>
<td>1</td>
<td>0.051</td>
<td>4</td>
</tr>
<tr>
<td>W9</td>
<td>0.08</td>
<td>4</td>
<td>0.32</td>
<td>2</td>
<td>0.16</td>
<td>3</td>
</tr>
<tr>
<td>W10</td>
<td>0.03</td>
<td>2</td>
<td>0.06</td>
<td>1</td>
<td>0.03</td>
<td>4</td>
</tr>
<tr>
<td>1</td>
<td>3.669</td>
<td>1/576</td>
<td>2.594</td>
<td>3.073</td>
<td>2.546</td>
<td>Weakness (W)</td>
</tr>
</tbody>
</table>
Table 5. quality strategic programming matrix for Sohan export internal factors

<table>
<thead>
<tr>
<th>Internal factors strategy</th>
<th>Factor importance (weight)</th>
<th>Attractiveness factor</th>
<th>Score</th>
<th>Attractiveness factor</th>
<th>Score</th>
<th>Attractiveness factor</th>
<th>Score</th>
<th>Strength (S)</th>
</tr>
</thead>
<tbody>
<tr>
<td>O1</td>
<td>0/02</td>
<td>3/0/06</td>
<td>1/0/02</td>
<td>3/0/06</td>
<td>4/0/08</td>
<td>4/0/08</td>
<td></td>
<td></td>
</tr>
<tr>
<td>O2</td>
<td>0/06</td>
<td>4/0/24</td>
<td>4/0/24</td>
<td>4/0/24</td>
<td>4/0/24</td>
<td>4/0/24</td>
<td></td>
<td></td>
</tr>
<tr>
<td>O3</td>
<td>0/06</td>
<td>4/0/24</td>
<td>4/0/24</td>
<td>4/0/24</td>
<td>4/0/24</td>
<td>4/0/24</td>
<td></td>
<td></td>
</tr>
<tr>
<td>O4</td>
<td>0/06</td>
<td>4/0/24</td>
<td>4/0/24</td>
<td>3/0/18</td>
<td>2/0/12</td>
<td>2/0/12</td>
<td></td>
<td></td>
</tr>
<tr>
<td>O5</td>
<td>0/09</td>
<td>4/0/36</td>
<td>4/0/36</td>
<td>2/0/18</td>
<td>2/0/18</td>
<td>1/0/09</td>
<td></td>
<td></td>
</tr>
<tr>
<td>O6</td>
<td>0/045</td>
<td>4/0/18</td>
<td>2/0/09</td>
<td>4/0/18</td>
<td>2/0/09</td>
<td>2/0/09</td>
<td></td>
<td></td>
</tr>
<tr>
<td>O7</td>
<td>0/015</td>
<td>3/0/045</td>
<td>2/0/03</td>
<td>4/0/06</td>
<td>4/0/06</td>
<td>4/0/06</td>
<td></td>
<td></td>
</tr>
<tr>
<td>O8</td>
<td>0/025</td>
<td>4/0/1</td>
<td>1/0/25</td>
<td>3/0/75</td>
<td>4/0/1</td>
<td>4/0/1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>O9</td>
<td>0/08</td>
<td>4/0/32</td>
<td>4/0/32</td>
<td>3/0/24</td>
<td>2/0/16</td>
<td>2/0/16</td>
<td></td>
<td></td>
</tr>
<tr>
<td>O10</td>
<td>0/015</td>
<td>2/0/03</td>
<td>1/0/15</td>
<td>4/0/06</td>
<td>2/0/03</td>
<td>3/0/045</td>
<td></td>
<td></td>
</tr>
<tr>
<td>O11</td>
<td>0/025</td>
<td>3/0/75</td>
<td>1/0/25</td>
<td>4/0/1</td>
<td>2/0/05</td>
<td>3/0/075</td>
<td></td>
<td></td>
</tr>
<tr>
<td>O12</td>
<td>0/045</td>
<td>4/0/18</td>
<td>1/0/45</td>
<td>4/0/18</td>
<td>3/0/135</td>
<td>4/0/18</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

10- Conclusion

Considering tables 4 &5, this table can be represented as the conclusion.

Table 6: strategies attractiveness regarding Sohan export internal and external factors

<table>
<thead>
<tr>
<th>Strategy</th>
<th>Strategy 1: focus on products and insertion into halal markets</th>
<th>Strategy 2: control on distribution system</th>
<th>Strategy 3: control increase on quality and marketing</th>
<th>Strategy 4: sale increase through research and marketing activities</th>
<th>Strategy 5: modeling after advanced countries in sweet and chocolate industry</th>
</tr>
</thead>
<tbody>
<tr>
<td>Internal attractiveness score</td>
<td>3.68</td>
<td>3.15</td>
<td>2.79</td>
<td>2.735</td>
<td>2.335</td>
</tr>
<tr>
<td>External attractiveness score</td>
<td>3.669</td>
<td>1.576</td>
<td>2.594</td>
<td>3.073</td>
<td>2.546</td>
</tr>
<tr>
<td>Average score</td>
<td>3.6745</td>
<td>2.363</td>
<td>2.692</td>
<td>2.904</td>
<td>2.4405</td>
</tr>
</tbody>
</table>

According to the average score of conservative strategies in quality strategic programming matrix, focus on products and insertion into halal markets has been selected as the best strategy.

Sohan is one of the traditional sweets and is favored by a lot of people. Soahn production, which one can say is only produced in Qom, faces many challenges that may be extinct. These challenges include not suitable packing, lack of programming and scientific strategies in marketing, not defining necessary standards and…. In this research we tried to study proper strategies for increase Sohan export and find solutions through researching about production and export condition and asking experts ideas.

11- suggested solutions

1) purposeful teaching is the main device for development. Teaching issues like country laws, export, packing and modern management tips to producer units managers can help development of this industry.
2) mostly small units are not able to take part in global markets and export. Taking part in these markets will be possible through establishing export organizations and cooperation of these units.
3) regarding production unit weaknesses in recognizing markets, collecting global information for Sohan producers to get familiar with these markets is effective. Iran commerce agents and ministry in other countries can present useful information about other countries marketing condition. Also, tourist and pilgrims attendance in Qom is another opportunity for recognizing these markets.
4) attractive packing for consumers is the main opportunity for profitability and competitive progress. But this opportunity has practically changed into a threat for our Sohan producers.
5) the first priority in Sohan export is protecting producers to grant “halal” sign and effective performance in halal markets. As mentioned before, progressing halal food market which belongs to Muslims should be the main target market for producers regarding common cultural backgrounds.
6) one of the strategies for gaining customer satisfaction and sales increase is quality promotion and producing different kinds of Sohan. Of course, differentiating should take place according to scientific knowledge of market and production process.
7) governmental credits for paying the costs of researches, propagandas and sales increase in target markets can assist these producers marketing in local and global markets.

REFERENCES
1. Amin Naseri, Mohammad; MOradi, MOrteza and MAlihi, eyed ehsan (1386); “MEMERIVE KALANE Iran tea supply chain”, scientific commerce magazine(1387), pp119-143.
4. Jafari Samimi, ahmad and Katrin Peykani (1381); “the role of export credit on non-oil export development “, commerce research magazine, commerce research and study institute, magazine no24, p 61-75.
5. Darvish Khani, Mahdi (1383); “studying the effect of marketing management on Sohan export local and global sales increase”, thesis, economy and official university of Isfahan, p35.
7. Dodangi, Mahmood and MohamaAli Amoozade Khalili (1376); “considering effective factors in MAzandaran state export development and its challenges”, collection of articles of first conference on knowing the commerce talents of Mazandarn state, commerce research and study institute; pp25-36.
13. Ali Ahmadi, Alireza; Fathollah,Mahdi; TAjodin,Iraj (1382); “comprehensive study of strategic management: views, paradigms, processes, models, techniques and tools,p45