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# The International Conference of Economics and Agribusiness

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ISBN: 978-1-988081-13-7: LIBRARY AND ARCHIVES CANADA

Online Conference - Zoom meetings - English/ Spanish Presentations - September 10th & 11th, 2021.

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## **PRESENTERS:**

<b>Presenters</b>	<b>Affiliation</b>	<b>Presentation</b>
<b>Andrés Álvarez</b> <b>Mirta Barría Victoria</b> <b>Galleguillos</b>	Austral University of Chile. School of Commercial Engineering, Puerto Montt	"Assessing the effects of a change of aggregated demand on employment in companies  according to their size: a study case in Chile.
<b>Valentina</b> <b>Barrientos</b> <b>Rocío Oñate</b> <b>Tamara Oyarzo</b>	Austral University of Chile. School of Commercial Engineering, Puerto Montt	"Exploring consumers' psychological effects on patterns of consumption of clothing items: a focus on young and adult people"
<b>Pamela Theofanous</b>	Harper Adams University, UK	"Examining spatial price linkages in major EU Olive oil Markets through a Systematic Map"
<b>Patricio Pesce Quezada</b>	Universidad Miguel de Cervantes, Chile	"An investigation of differential requirements to develop the appropriate skills across members of organizations"
<b>Isabel Nuñez</b> <b>Valeria Serpa</b>	Austral University of Chile. School of Commercial Engineering, Puerto Montt	"A Study of the Impact of Educational Levels on Innovation Development"

Presenters	Affiliation	Presentation
<b>Valeria Vera</b> <b>Daniela Villarroel</b>	Austral University of Chile. School of Commercial Engineering, Puerto Montt	Impact of Covid-19 on consumption patterns in Puerto Montt"
<b>Paulina Bahamonde</b> <b>Javiera Velásquez</b>	Austral University of Chile. School of Commercial Engineering, Puerto Montt	"A study of people's indebtedness in the Lagos Region of Chile before and during the period of health crisis COVID-19"
<b>Ourania Tremma</b>	Harper Adams University, UK	"The relationship between US corn, crude oil and Ethanol Prices"
<b>Geraldine Carrasco</b> <b>José Castillo</b> <b>Daniela Hernández</b>	Austral University of Chile. School of Commercial Engineering, Puerto Montt	"Imperfect competition in the Chilean wine market: a qualitative research"
<b>Amir Kia</b>	Utah Valley University	"Demand for Money in the United States: Stability and Forward-Looking Tests"
<b>Morrison Handley- Schacher</b>	Edinburgh Napier University	"Drivers of Drug-Related Financial Crime and Some Short-term Predictions"
<b>Daniel May</b>	Harper Adams University & Austral University Puerto Mont	"Explaining Lack of Agricultural Trade Liberalization: A Network Approach"
<b>Ghada Mohamed</b>	Forward Academy (Dean) & ECO-ENA (President)	"Food Waste/ Loss Reduction."

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## **ABSTRACTS**



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## **Assessing the effects of a change of aggregated demand on employment in companies according to their size: a study case in Chile**

Andrés Álvarez, Mirta Barria and Victoria Galleguillos

### **Abstract**

In this research, taking Chile as a reference, the size of companies and their generation of employment are related to variables such as final demand, changes in consumption, economic growth and technological development. Based on the above, the impact of the variables first mentioned on job creation will be analyzed, specifically when they undergo a change. Given this, it will be observed how Chilean companies affect the generation of employment according to their business size (micro, small, medium and large companies), to achieve this a quantitative approach will be used, called input-product which allows obtaining an employment multiplier from matrix calculations of the Leontief demand model. The information that will be used corresponds to the year 2017 and is provided by the Internal Revenue Service (SII), INE (ISIC) and the Central Bank of Chile.

**Keywords:** Company size; aggregated demand; employment.

## **EXPLORING CONSUMERS' PSYCHOLOGICAL EFFECTS ON PATTERNS OF CONSUMPTION OF CLOTHING ITEMS: A FOCUS ON YOUNG AND ADULT PEOPLE**

Valentina Barrientos, Rocío Oñate and Tamara Oyarzo

### **Abstract**

This article aims to determine how psychological considerations influence consumer purchasing behavior of clothing items. In order to relativize these considerations, other non-psychological factors were also considered with the purpose of assessing the relevance of psychological factors. The methodology adopted in this investigation corresponds to a mixed method approach referred to as exploratory sequential design. It consists of a qualitative phase designed to gain an understanding of the psychology of consumers of cloth items. This information was then employed in a quantitative phase that included psychological as well as non-psychological determinants of consumers' purchasing decision. The results revealed important insights in terms of business strategies that may be implemented to increase the demand for clothing by young and adult people.

**Keywords:** Consumers' behaviour; Clothing; Psychological factors.

## Examining spatial price linkages in major EU Olive oil Markets through a Systematic Map

**Pamela Theofanous<sup>A</sup>; Ourania Tremma<sup>A</sup>; Vasilis Grigoriadis<sup>B</sup>; Louise Manning<sup>C</sup>;**

**Keith Walley<sup>D</sup>; Dimitrios Paparas<sup>A</sup> and Karl Behrendt<sup>A</sup>**

### **Abstract**

Olive oil is one of the healthiest edible vegetable fats and in recent years it has been climbing in consumer preferences due to its widely known health benefits. The EU represents approximately 70% of the global olive oil production, where the vast majority of the EU olive oil production originates from Spain, Italy and Greece; thus, it is also known as “The Essence of the Mediterranean”. In 1993 the EU Single Market was established, aiming to integrate markets, however some discrepancies are still present in the price behaviour among them. This study investigates spatial price linkages in major EU Olive Oil markets through the application of systematic mapping, in order to analyse market efficiency, establish possible asymmetries in price transmission and define their potential causes. The aim of the systematic map is to collate evidence of existing literature that studied spatial price transmission in edible oils. The results showed 29 articles that studied price transmission in relation to edible oils, where 10 of these focused on spatial price transmission. There are mixed signs regarding the presence of asymmetries in spatial price transmission in edible oil markets, and the main causes of asymmetries appear to be market power and transaction costs. The findings from the systematic map indicate a gap in the literature on studies that focus on the olive oil market, since only two analysed spatial price transmission in olive oil markets within the EU.

**Keywords:** Spatial price transmission; olive oil; price asymmetries; systematic map; market integration

## **An investigation of differential requirements to develop the appropriate skills across members of organizations**

Patricio Pesce Quezada

### **Abstract**

The objective of this article is to present evidence revealing that optimal results in any organisation (e.g. education, social work, business, etc.) can be achieved by giving workers differential treatment according to their abilities and skills. The research was applied in the area of education considering two well differentiated individuals: those who required reinforcing basic performance skills; and those who already have the skills and competencies for determined tasks. Performance was then assessed by means of differentiated strategies using the same evaluating instrument. Using this strategy, both groups made progress in their academic abilities with positive externalities in terms of welfare and psychology.

**Keywords:** Differential treatment; skills; cognitive abilities.



## **A STUDY OF PEOPLE'S INDEBTEDNESS IN THE LAGOS REGION OF CHILE BEFORE AND DURING THE PERIOD OF HEALTH CRISIS COVID-19**

Paulina Bahamonde and Javiera Velásquez

### **Abstract**

Debt is the action of getting into debt that is related to payment obligations to a third party, with a commitment to pay for a specific amount and time. This action can be carried out by individuals, companies or a country. With regard to indebtedness in Chile, it is an action that in particular has increased several years ago and, in turn, has become quite relevant both for companies and for Chilean families, since it is the means they seek to access to satisfy your needs, new horizons, for investment, among others. Due to all of the above, there are many doubts that arise, such as what are the factors that really determine that a person gets into debt? Questions that arise even more due to the crisis scenario, where people's lifestyles have changed. Therefore, needs, tastes, motivations, income, among other determinants, are totally different from those used to. In relation to the above, the main purpose of the research is to identify how the people of the Los Lagos Region adjust their indebtedness patterns, under the scenario of a health crisis (COVID 19), in addition to knowing the level of indebtedness itself. On the other hand, the scenario in which the research was carried out was in a specific period of time, in which questions were involved from the beginning of the pandemic until November 2020 (during the pandemic), this scenario will allow contrasting the results with information obtained before the crisis, and during it, and thus see if these patterns have changed. In order to carry out the research, the observation was carried out using an econometric model, therefore, the study used a sample of 386 surveys of people from the Los Lagos Region, in this way, it was possible to identify the factors that directly influence the indebtedness of people, whether economic or financial factors, among others. The data were collected online and the software for the analysis was, in the first instance, the IBM SPSS Software, to perform the factorial analysis of Likert variables, and later to perform the multiple regression model in the EViews software, in which the most significant factors.

**Keywords:** indebtedness; COVID 19; crisis.

## **A Study of the Impact of Educational Levels on Innovation Development**

Valeria Serpa and Isabel Nuñez

### **Abstract**

Innovation is undoubtedly a concept that plays a key role as an engine of economic growth. However, there are several factors that condition its development, one of these being education at the global level, making it impossible to understand the individual contributions of each constituent level of the educational system. The purpose of the current research is to determine the educational level that promotes innovation, generating new knowledge and contributing to the analysis of the government management of 38 countries, based on a generalized least squares multiple regression. The results revealed that the type of education that maximizes the results of innovation, and was prominent with respect to other types, was technical education. This suggests that governments' effort to promoting primary and secondary education will not make a significant impact before restructuring the educational system putting more emphasis in technical education.

**Keywords:** Educational levels; technical education; innovation; economic growth.

## **Impact of Covid-19 on consumption patterns in Puerto Montt**

Valeria Vera and Daniela Villarroel

### **Abstract**

The current pandemic has caused major changes in the way people carry out their consumer activities. However, little is known about the key factors that explain these changes. The objective of the current research is to present the results of an investigation based on a mixed methodology of the exploratory sequential design carried out in the city of Puerto Montt, Chile. The results revealed that consumption patterns in this city were not only influenced by economic variables, as is normally argued, but also by sociodemographic and psychological factors, information that has been used to propose beneficial strategies for companies that have strongly been affected by the pandemic.

**Keywords:** Consumption patterns; market strategies; economic factors; socio-demographic factors; psychological factors; pandemic.

## **Explaining Lack of agricultural trade liberalization: A network approach**

Daniel May

### **Abstract**

This article explores theoretically the role of intermediaries in the supply chain of agricultural goods to explain lack of agricultural trade liberalisation. For this purpose, an international trade network approach was employed. By considering the market power that these firm cause in the supply (i.e. oligopoly and oligopsony), it was found that the presence of intermediaries reduces the likelihood of global free trade. Policy implications obtained from the results are also discussed.

**Keywords:** Trade agreements; intermediaries; market power.

## **The relationship between US corn, crude oil and Ethanol Prices**

Ourania Tremma

Harper Adams University

### **Abstract**

The present study aims to explore long and short-run linkages between corn-ethanol and corn-crude oil price pairs. Evidence from literature supported a degree of dependency between the price pairs providing indications for the influence of biofuel policies on price behaviour. Thus, this study investigated long and short run price relations through linear and nonlinear cointegration techniques accounting for structural breaks. The direction of causality was tested through Granger causality test and results supported a long run linear relation between the examined pairs. Moreover, policies appeared to have a significant effect on the long run relation whereas corn prices appeared to granger cause crude oil and ethanol prices. Lastly, results from MTAR model supported no evidence of asymmetries in the long and short run price transmission process.

**Keywords:** corn-ethanol and corn-crude oil price pairs

## **Imperfect competition in the Chilean wine market: a qualitative research**

Geraldine Carrasco, José Castillo and Daniela Hernández

Austral University of Chile, Puerto Montt

### **Abstract**

The purpose of this research was to identify the existence of imperfect competition in the supply chain of the wine industry in Chile by means of qualitative analysis applied a number of farmers and agricultural organizations. The results revealed significant imperfection and also farmers' lack of incentives to counterbalance the power exercised by powerful intermediaries. This result suggests that in order to make the wine sector more competitive, policy intervention is needed.

**Keywords:** Imperfect competition in the supply chain of the wine industry in Chile

## **Demand for Money in the United States: Stability and Forward-Looking Tests**

Amir Kia

Finance and Economics Department Utah Valley University, USA

### **Abstract**

This paper shows that demand for money, besides interest rate and personal consumption, is a function of fiscal variables like deficits, debt as well as foreign-financed debt and it is stable over the short and long run. It was found that agents in the market are forward-looking, and their expectations are formed rationally. This also means that even though the parameters of money demand are stable according to the stability test results they can be unstable as agents change their behaviour for any change in the policy. This means the contemporaneous policy variable is not super-exogenous.

**Keywords:** Demand for money, policy regime changes, forward-looking agents, stability

## **Drivers of Drug-Related Financial Crime and Some Short-Term Predictions**

Morrison Handley-Schachler

Edinburgh Napier University

### **Abstract**

Drug-related crime can be categorized by the nature of the drugs involved, that is, whether they are illegal, legal on prescription only or legal without prescription, or by the time when the crime is committed, that is, by whether the crime is committed before, during or after the consumption of drugs. Crimes committed before the consumption of drugs include illegal cultivation, smuggling, excise evasion, counterfeiting and crimes of violence in establishing local supply monopolies. Crimes committed in the act of consumption are those which involve the use of drugs which are illegal in themselves or by minors for whom the drugs are illegal. Crimes committed after the consumption of drugs include crimes of violence resulting from a mental state which has been artificially altered by drug use and the illegal operation of vehicles and machinery while intoxicated. Enforcement efforts in response to illegal drugs have largely focused on crimes committed by suppliers before consumption and these efforts ignore the need to cut off demand. This approach is often driven by class and racial discrimination, which creates a reluctance to punish middle class members of privileged ethnic groups for creating the demand side of an industry in which less privileged people are forced into the supply side by social pressure, exploitation by organized crime and lack of alternative economic opportunities.

The late twentieth century saw the rise of designer drugs (novel psychoactive substances), which are designed in part to create more powerful sensations of intoxication and in part to avoid legislation aimed at specific substances. These substances, including flualprazolam, have been a causal factor for numerous post-consumption crimes including sexual assault and driving while intoxicated and have also been implicated in fatal overdoses, murders and suicides. It is predicted that the supply and demand for these drugs will increase, partly from a desire by users to experiment and partly in repeated efforts to avoid legislative prohibitions on specific substances. The practice of framing legislation in terms of prohibiting specific substances is likely to be ineffective in many cases. This legislative approach may be described as putting up a fence to keep the trees out, as it is designed to appear effective in the very short term while in fact being completely ineffective and doomed to failure. Because of this and because of other factors such as libertarianism and potential tax revenues, a



legislative retreat is forecast, with a far more permissive attitude to drugs than was applied in the 20<sup>th</sup> Century.

In times which present a combination of general economic well-being with social stress and political conflict, groups of disaffected individuals may turn to consuming drugs which give rise to unusual and extreme combinations of pleasure and discomfort, often in combination, not only as a form of escape from social pressure but also as a form of protest. The continued social and political stresses of the twenty-first century and social dislocation and mental stress caused by the COVID-19 pandemic may therefore be expected to give rise to an increase in the consumption of the most powerful hallucinogenics, which are often novel psychoactive substances. This would be analogous to the rise of the flagellants in Italy in the mid-13<sup>th</sup> Century, which was likewise a time of economic prosperity accompanied by social and political tension. The rise of designer drugs is also analogous to the rise of the flagellants in being partly designed to skirt around legal prohibitions in the same way as the flagellants indulged physical and psychological appetites while ostensibly avoiding activities prohibited by Christian moral codes.

**Keywords:** Drivers of Drug-Related Financial Crime

## **Food Waste/ Loss Reduction**

Ghada Gomaa A. Mohamed

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Dean; Forward Academy

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### **Abstract**

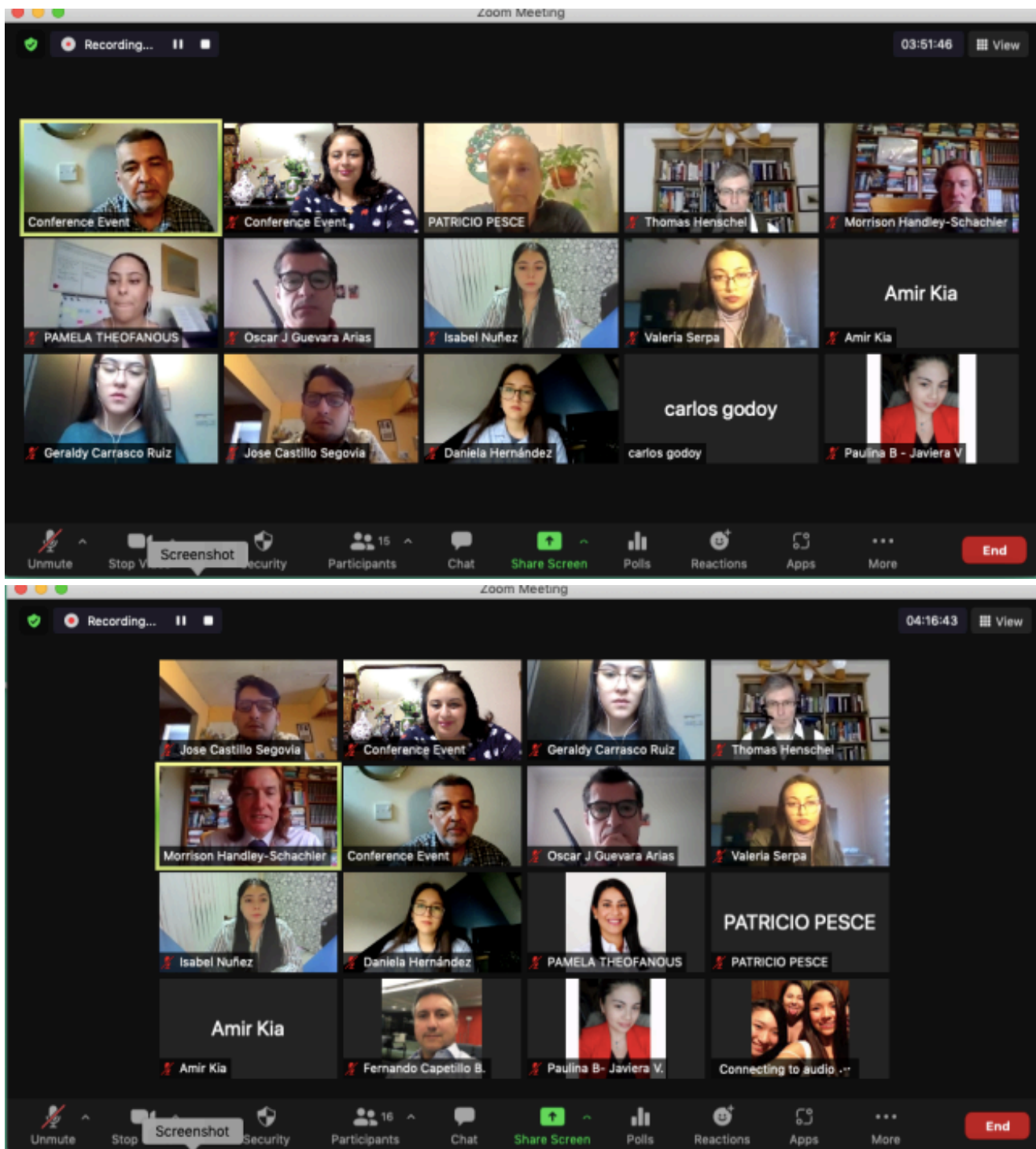
This research work aims to compile all literature that focuses on food waste/ loss reduction and link them to theories of social welfare. The research seeks to be a treasure hold of an encyclopedia on food waste/ loss reduction that will be adopted by ECO-ENA, Inc., Canada, as one of its new interdisciplinary research projects.

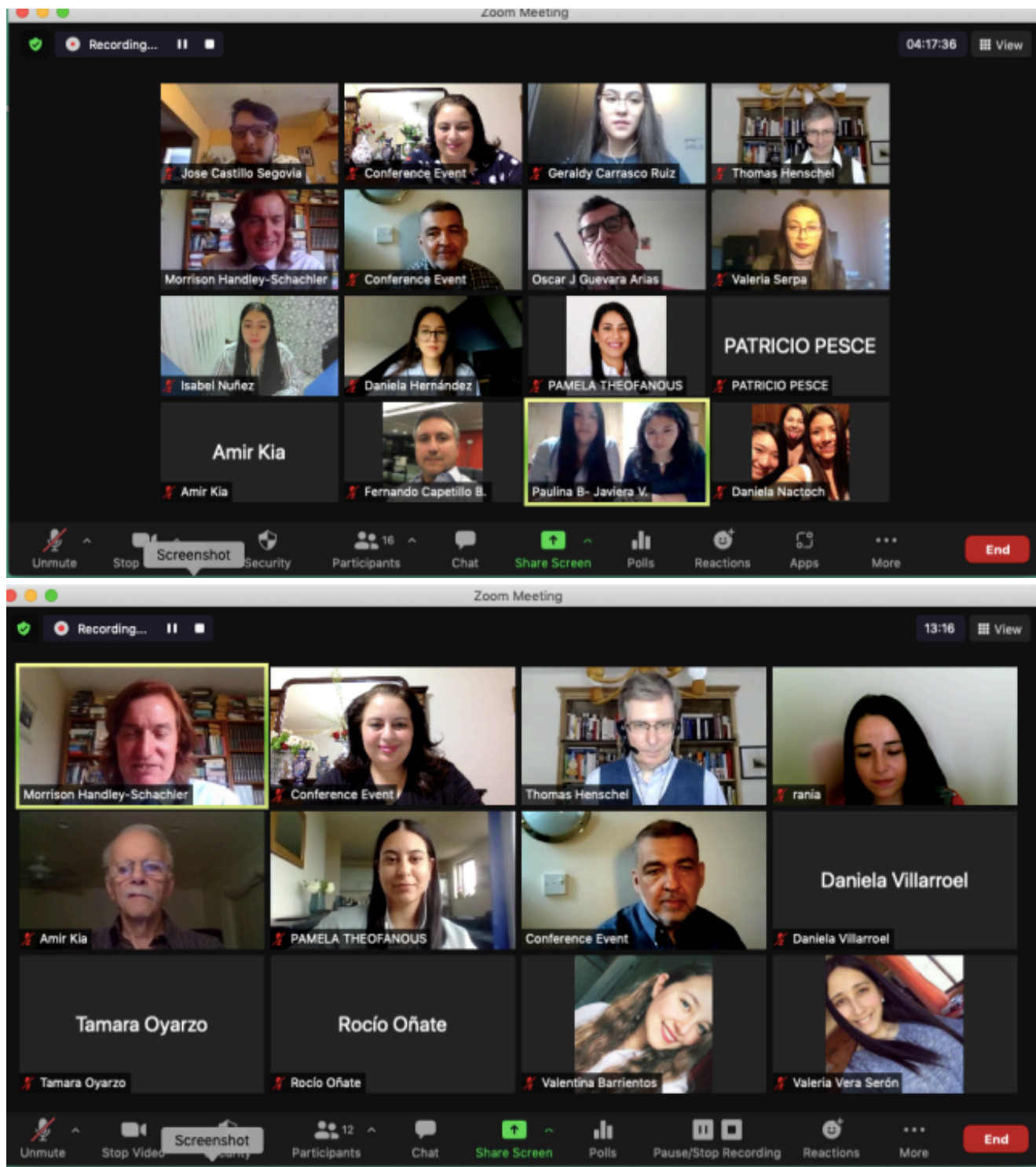
**Keywords:** Food waste reduction, Food loss reduction, United Nations Programs, FAO, Consumer behaviour, Consumption theories, production theories, social welfare.

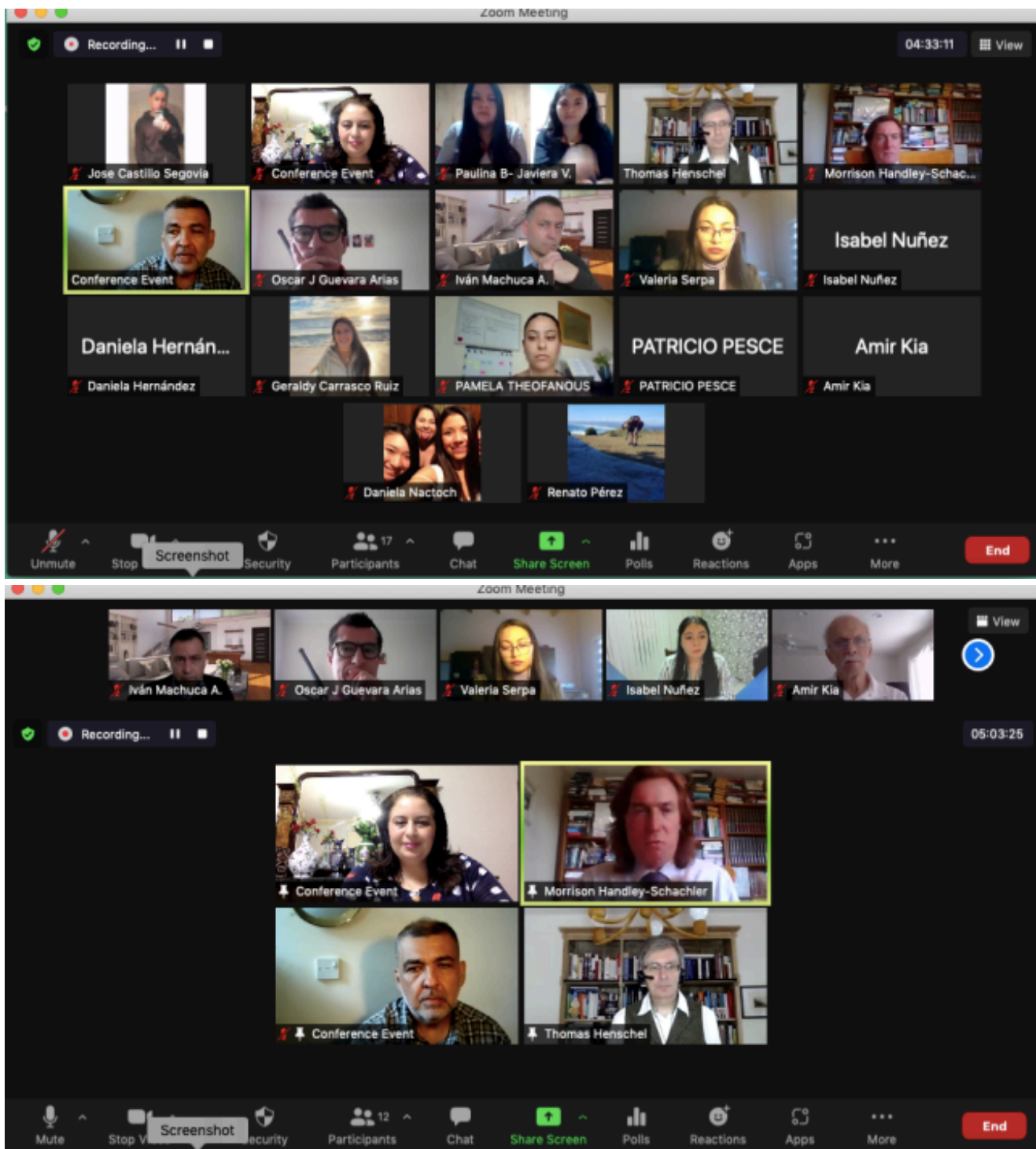
This proceeding will be added to the proceeding of the 9th annual conference of Economic Forum of Entrepreneurship & International business in Oxford, UK, 2013. [www.eco-ena.ca](http://www.eco-ena.ca), [www.cehaes.com](http://www.cehaes.com)

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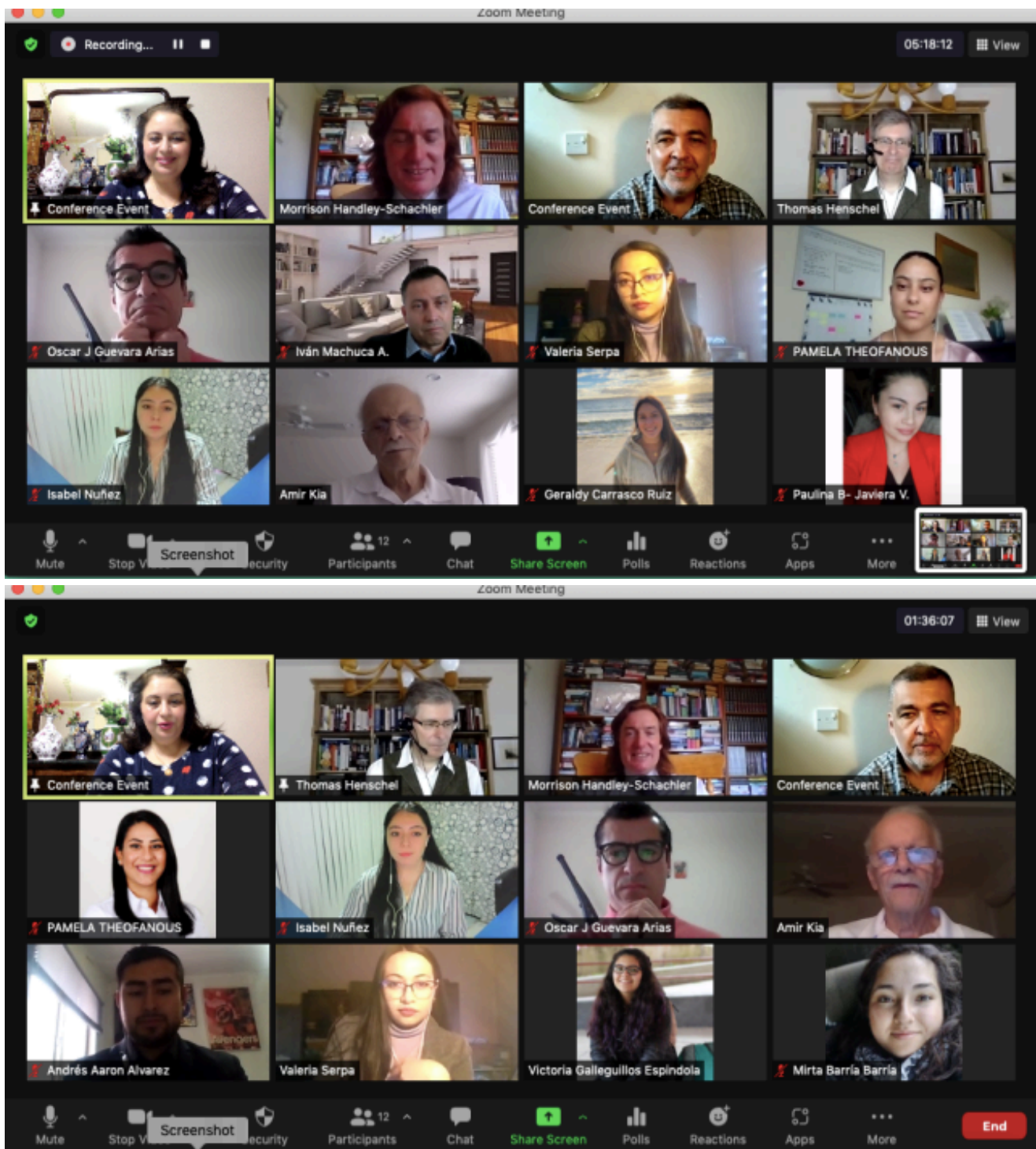
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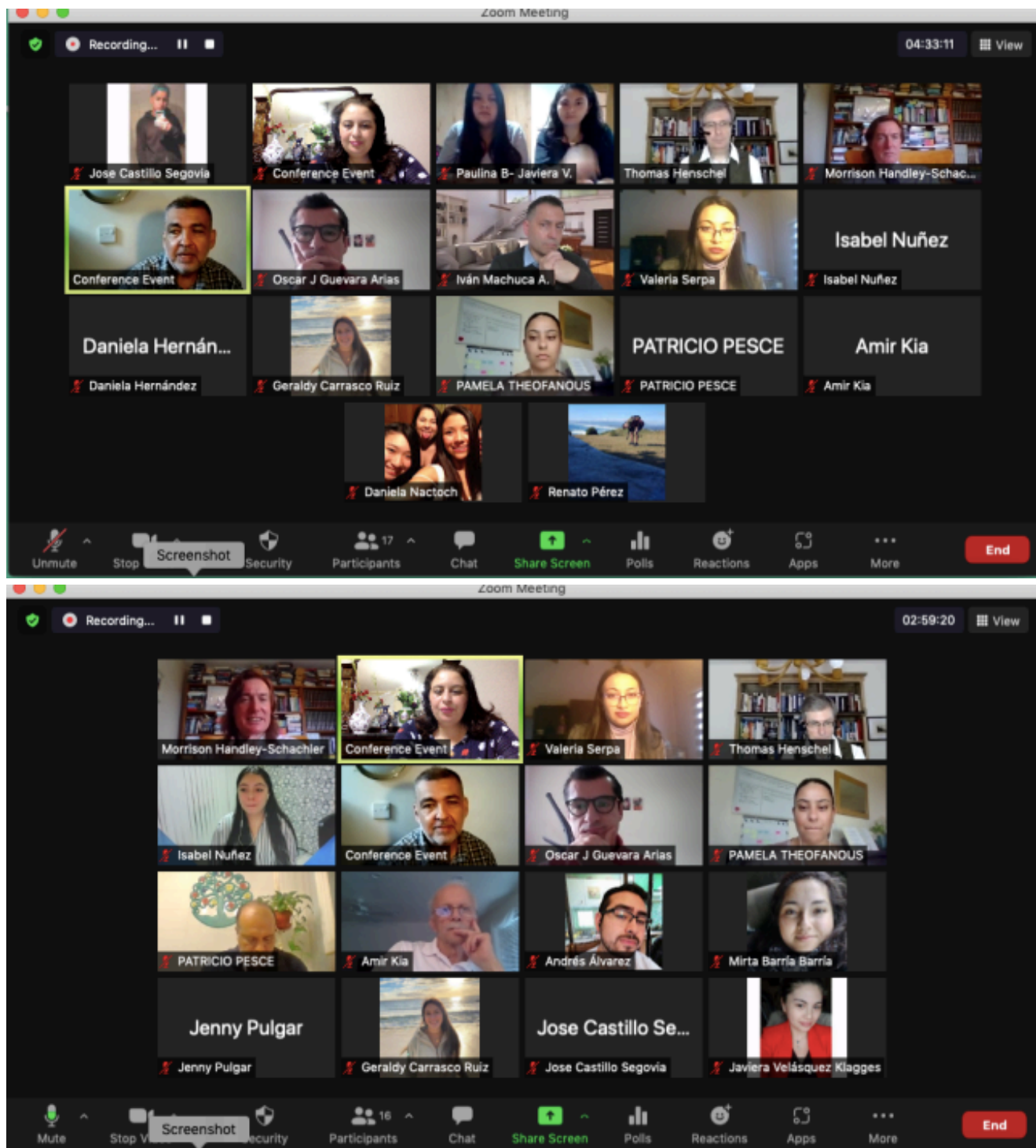






















### "People's indebtedness in the Lagos Region of Chile before and during the period of health crisis Covid-19"

(Endeudamiento de las personas de la Región de Los Lagos, antes y durante el periodo de crisis sanitaria "COVID 19")

Universidad Austral de Chile  
Ingeniería Comercial  
Puerto Montt  
Mauricio de Grado

Alina Bahamonde Mayorga - Javiera Velásquez Klages

### Tabla de filas de coeficientes directos del empleo

Direct employment coefficients table

Producto	El sector	El sector	El sector	El sector
1	0.000000	0.000000	0.000000	0.000000
2	0.000000	0.000000	0.000000	0.000000
3	0.000000	0.000000	0.000000	0.000000
4	0.000000	0.000000	0.000000	0.000000
5	0.000000	0.000000	0.000000	0.000000
6	0.000000	0.000000	0.000000	0.000000
7	0.000000	0.000000	0.000000	0.000000
8	0.000000	0.000000	0.000000	0.000000
9	0.000000	0.000000	0.000000	0.000000
10	0.000000	0.000000	0.000000	0.000000
11	0.000000	0.000000	0.000000	0.000000
12	0.000000	0.000000	0.000000	0.000000
13	0.000000	0.000000	0.000000	0.000000
14	0.000000	0.000000	0.000000	0.000000
15	0.000000	0.000000	0.000000	0.000000
16	0.000000	0.000000	0.000000	0.000000
17	0.000000	0.000000	0.000000	0.000000
18	0.000000	0.000000	0.000000	0.000000
19	0.000000	0.000000	0.000000	0.000000
20	0.000000	0.000000	0.000000	0.000000
21	0.000000	0.000000	0.000000	0.000000
22	0.000000	0.000000	0.000000	0.000000
23	0.000000	0.000000	0.000000	0.000000
24	0.000000	0.000000	0.000000	0.000000

### RESULTADOS PRELIMINARES

PRELIMINARY RESULTS

Input - Output table

Input	Output	Input	Output
1	100	1	100
2	100	2	100
3	100	3	100
4	100	4	100
5	100	5	100
6	100	6	100
7	100	7	100
8	100	8	100
9	100	9	100
10	100	10	100
11	100	11	100
12	100	12	100
13	100	13	100
14	100	14	100
15	100	15	100
16	100	16	100
17	100	17	100
18	100	18	100
19	100	19	100
20	100	20	100
21	100	21	100
22	100	22	100
23	100	23	100
24	100	24	100

Modelo de coeficientes técnicos  
Technical coefficients matrix

$$a_{ij} = X_{ij} / X_j$$

$$A = [a_{ij}]$$

Modelo Demanda de Leontief  
Leontief demand model

$$X = AX + Y$$

$$X = (I - A)^{-1} \cdot Y = ZY$$

### Cooperativas / Cooperative

Ar volumen y poder  
Increase volume and power

Producción a grandes viñas  
They sell production to huge vineyards

"Hay que hacer cooperativas porque así hacemos volumen y hacemos fuerza."  
"You have to make cooperatives because that is how we make volume, and we make strength."

"La única forma que tenemos como pequeños productores, es unirse."  
"The only way we have as small producers is to unite."

### Resultados Cualitativos / Qualitative results

Frecuencia unidades de Análisis

### Modelo teórico / Theoretical model

Los factores Socioeconómicos afectan los patrones de comportamiento de consumo de básicos durante la pandemia en la zona de Puerto Montt.

Socioeconomic factors affect the consumption patterns of basic goods during the pandemic in the population of Puerto Montt.

