

Article

New Agricultural Model of Economic Sustainability for Wheat Seed Production in Romania

Romeo Victor Ionescu ¹, Monica Laura Zlati ², Valentin Marian Antohi ^{3,*} , Silviu Stanciu ⁴ , Florina Oana Virlanuta ⁵  and Cristina (Băcanu) Serban ⁴

¹ Department of Administrative Sciences and Regional Studies, Dunarea de Jos University, 111th Domneasca Street, 800201 Galati, Romania; ionescu_v_romeo@yahoo.com

² Department of Accounting, Audit and Finance, Stefan cel Mare University, 720229 Suceava, Romania; sorici.monica@usm.ro

³ Department of Business Administration, Dunarea de Jos University, Nicolae Balcescu Street, no. 59–61, 800001 Galati, Romania

⁴ Department of Applied Sciences, “Dunarea de Jos” University of Galati, 47 Domneasca Street, 800001 Galati, Romania; sstanciu@ugal.ro (S.S.); serbancing@yahoo.com (C.B.S.)

⁵ Department of Economics, Dunarea de Jos University, Nicolae Balcescu Street, no. 59–61, 800001 Galati, Romania; florina.virlanuta@ugal.ro

* Correspondence: valentin_antohi@yahoo.com; Tel.: +40-731-221-001

Received: 5 February 2020; Accepted: 18 May 2020; Published: 20 May 2020



Abstract: In the conditions of a digitalized and sustainable economy, a smart decision is focused on all demand aspects regarding: the product demand, the quality demand, and the elements of national and international bodies able to ensure the criteria of economic integrity on the European Markets. These aspects represent a set of challenges and indicate the smart component of the management decision assisted by reliable economic models. The present work aims to develop such a model applied to the wheat seed production starting from the study of the specialized literature and using empirical methods. The analysis covers 2016–2020. The main objective of the study is the combination of the information from the observational study to obtain the smart decision model. The study results in the smart model of managerial decision, which represents a real necessity for managers, considering the challenges to which they are subjected. The proposed model in the paper can be used for all types of seeds across the EU and not only. The implementation of the present study by the authors validates the proposed model.

Keywords: sustainable agriculture; efficiency; smart decision; agricultural production; economic model

1. Introduction

The European Union (EU) is implementing the 7th Environment Action Program (EAP) in order to support economic development under sustainability. The 7th EAP is coupled with the EU 2020 Biodiversity Strategy. This new document sets targets for 2020 and a European vision by 2050, when the current environmental and biodiversity challenges will be overcome. One of the main goals set by the EU 2020 Biodiversity Strategy is to increase the contribution of agriculture and forestry to maintaining and restoring biodiversity [1,2].

In addition, the European Commission has defined a roadmap for achieving a competitive and low-carbon economy by 2050. This document contains ambitious targets for reducing carbon dioxide emissions. One of these targets is focused on agriculture (see Table 1).

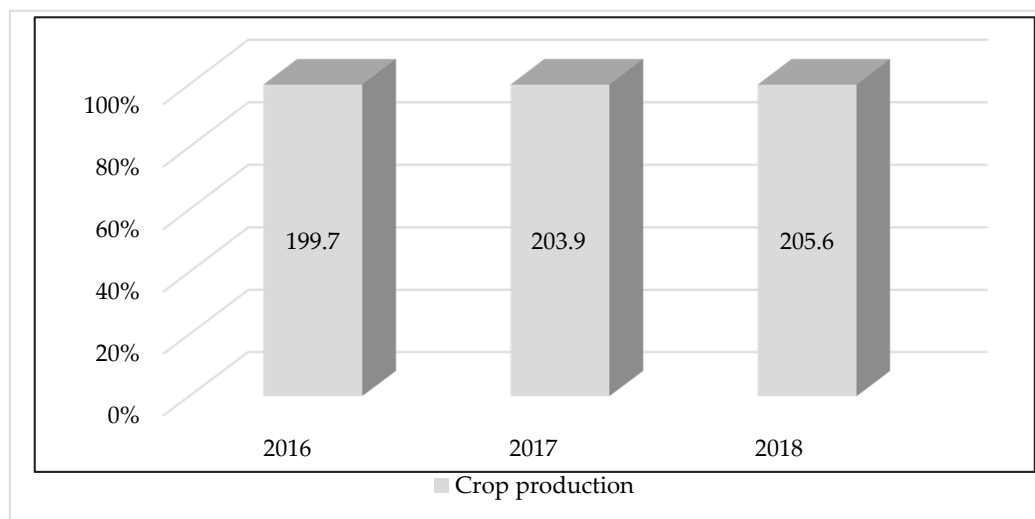
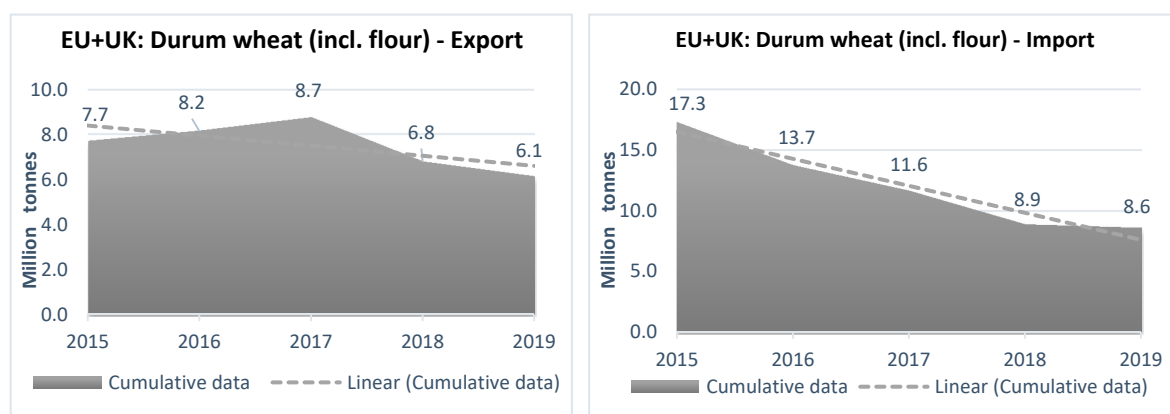
Table 1. EU-level pollution reduction in agriculture (compared to 1990).

	2005	2030	2050
Total	−7%	−40 to −44%	−79 to −82%
Agriculture (non-CO ₂)	−20%	−36 until −37%	−42 until −49%

Source: authors' contribution using [3].

According to the above approach, the EU agriculture has a great importance in supporting sustainable development. European Union represents an important actor of the global agriculture nowadays. The crop production achieved a positive trend during the last three years across the EU (see Figure 1) [4].

In 2018, the EU crop production accounted for 56.3% of the value of total agricultural production. On the other hand, EU is an important player in the international market for agricultural products. During 2015–2019, the EU's exports of wheat varied from 7.7 to 6.1 million tonnes, while the EU's imports decreased from 17.3 to 8.6 million tonnes (see Figure 2) [3].

**Figure 1.** Evolution of the European crop production (billions euros). Source: authors' contribution using [4].**Figure 2.** The EU foreign trade in wheat during 2015–2019 (million tonnes). Source: authors' contribution using [3].

Romania has maintained its status as an important agricultural producer within the EU [5,6]. As a result, in 2016, Romania ranked first in the EU for sunflower production and second for wheat and corn production, after France, according to data from the National Institute of Statistics.

In 2018, Romanian agriculture ranked 3rd in the EU, after France and Germany, in cereal production (31.9 million tons). Romania achieved 4th rank in the EU, with 10.3 million tons of wheat production [3].

Our research puts into direct connection the EU implication in sustainable development and the agriculture's impact on it.

There is a great interest motivated by the objectives of the 2030 Joint Agenda [7] regarding the implementation of smart-sustainable solutions in the field of agricultural production, including the achievement of the maximum productive potential with the rational use of resources in order to prevent the degradation of the environment.

Starting from the EU's specific objectives on sustainability, the sustainable provision of food resources represents a pole of the Community interest, considering the degradation of the global climatic conditions and the impact of the cereal productions through the use of the traditional mechanisms of economically assisted decision. These mentioned premises clearly indicate the opportunity of a well-founded study on a new approach to the smart decision process for maximizing the positive ecological and economic effects related to the sustainable production assurance.

This opportunity can be achieved using and defining the following scientific objectives of the study:

Objective 1: conducting an experimental study on the opportunity to optimize the production decision of a wheat variety based on specific technical-productive indicators;

Objective 2: building a database for the preliminary processing of the smart decision-assisted model;

Objective 3: making a technical evaluation of the smart model based on the outputs resulted from the experimental study and the test conditions established by the authors through the working hypotheses;

Objective 4: quantifying the financial impact by introducing in the model of the economic variables to optimize the decision process;

Objective 5: making an evaluation of the model's results;

Objective 6: reconsidering the model from the sustainability indicators point of view.

The study of the specialized literature supports our scientific approach in building a new model applied to the sustainable agriculture development. During 2014–2019, many researchers studied the connection between the agriculture development, the final demand of the users for high quality products (bio products) and the world trade sustainability's condition. A short review of the most significant papers in this area is presented in Table 2.

From the analysis of the specialized literature in agriculture production and sustainability, resides the need to introduce and integrate the concepts of economic sustainability in the food field and to consolidate the economic practices with the productive practices in order to fulfill the social objectives (providing the necessary food for the population) with the economic objectives (obtaining a superior economic yield) and with the European objectives for the creation of the sustainable framework in accordance with the European Horizon 2030 Agenda. The sustainable development means concentrating the research on the best agricultural practices (high-performance technologies and seed material with productive genetic potential) and sustainability by protecting cultivated soils against the land degradation and utilizing the maximized resources. In agriculture, the sustainability is the guarantee of the large agricultural productions, without undermining the resources that depend on productivity.

The cultivation of wheat varieties with wide adaptability to the soil and climate conditions and technological conditions can reduce the risks of crop fluctuation in the unfavorable years. In order to minimize the harvest losses caused by unfavorable soil and climate conditions factors, it is necessary to promote in this area the wheat varieties with good adaptability to such conditions and the application of appropriate modern technologies.

In a world in which the highest yielding varieties are sought on the agricultural market to achieve the highest yields, however, there are constraints on resources, where ecosystems are degraded, due to intensive technologies, treatments and excess fertilizers. It is recommended to develop and apply technological measures that are as environmentally friendly as possible (optimization of the

quantities of chemical fertilizers, pesticides and herbicides, using of efficient agricultural machinery and equipment, precision seeders, low energy consumption and diesel), which reduce the negative impact on the environment and to conserve natural resources.

Table 2. Literature review.

No.	Authors	Link with Research Area	Model's Characteristics	Criticism
1.	Guerry, A.D. et al., 2015 [8].	High: strategic land development; the multinationals' impact on the agricultural production.	The administrative and limiting expansionary aspects, are confronted with limitations from the environmental issues on the following interest areas: safety/security of water resources; strategic land development; the multinationals' impact on the agricultural production; sustainable investments; food and economic security.	High impact, low adjustment need, missing similar model with the authors' study: The present study made clear the importance of assessing the ecosystems from the increasing of the need for food for a population point of view, population with a high demographic rate and the disconnection, against the background of the demand increase, the production from the principles of sustainability. Used criteria: novelty, research theme adhering, applicability.
2.	Speelman, E.N., García-Barrios, L.E., Groot, J.C.J., and Titttonell, P. (2014) [9].	High: the technical aspects of the production generated by the implementation of the CAP.	The authors have focused on finding supportive decision-making tools to ensure the green economy as the main source of food supply in Europe. The presented model integrates the technical aspects of the production generated by the implementation of the CAP with the economic aspects, including for the calculation of the minimum need for subsidies in agriculture.	High impact, low adjustment need, missing similar model with the authors' study: The presented aspects in an interactive manner can be interesting and feasible only insofar as the financial projections would be treated in a non-linear manner, different from that of the authors mentioned above. Used criteria: novelty, research theme adhering, applicability.
3.	Cotidianul agricol, 2019 [10].	High: the direct effect of agricultural production; study on the agricultural policy decisions; dynamic model for integrating into the agricultural mechanism.	Another approach at European level concerns the direct effect of agricultural production on the greenhouse gas emissions level. The authors' study on the agricultural policy decisions in relation to limiting the greenhouse gases effects brings into question an integrated dynamic model from which the medium and long-term economic effects (2030) emerge for integrating into the agricultural mechanism effects of the circular economy, including the use of reverse cycle's fertilizer production, use of biomass and eco-agricultural practices.	High impact, low adjustment need, missing similar model with the authors' study: All these aspects are aimed at improving agricultural management and increasing agricultural production in sustainable terms. Used criteria: novelty, research theme adhering, applicability.
4.	Đurišová, M., Tokarčíková, E., Virlanuta, F.O., and Chodasová, Z., 2019 [11]. Aiello, G., Giovino, I., Vallone, M., Catania, P., and Argento, A., 2018. [12].	Average: sustainability agriculture, sustainability in agricultural production.	Other authors quantify the impact of transport on sustainability, agriculture being one of the economic sectors benefiting from transport services. Increasing the sustainability of transports is implicitly found in increasing sustainability in agricultural production, transport being considered in this case a resource used in the production process.	Average impact, medium adjustment need, missing similar model with the authors' study: The lack of an efficient infrastructure directly limits the sustainable development process of agriculture through inefficient use of resources and by supplementing the consumption of fossil fuel in agricultural production. This imbalance also affects the level of greenhouse gas emissions. Used criteria: novelty, research theme adhering, applicability.
5.	Florea, A.-M., Bercu, F., Radu, R.I., and Stanciu, S., 2019, [13].	High: fuzzy model for increasing regional cooperation of agricultural producers and ensuring long-term sustainability goals.	Some authors have focused on qualitative comparative analysis based on the fuzzy model for increasing regional cooperation of agricultural producers and ensuring long-term sustainability goals.	High impact, low adjustment need, missing similar model with the authors' study: The model presents in a dynamic approach the essential aspects of the agricultural cooperation with effect in increasing the regional cohesion and in improving the conditions necessary for a sustainable development in accordance with the 2030 Common Agenda. Used criteria: novelty, research theme adhering, applicability.

Table 2. Cont.

No.	Authors	Link with Research Area	Model's Characteristics	Criticism
6.	Antle, J.M. et al., 2017, [14]. Yan, B., Shi, S., Ye, B., Zhou, X., and Shi, P., 2015, [15].	High: decision to use the soils according to the determinable economic parameters; production management	A different perspective is offered by presenting a concept regarding the decision to use the soils according to the determinable economic parameters, such as consumption based on declared needs, followed by the optimization of the entire production chain based on technological inputs, production management, reuse of biomaterials, ensuring the distribution function and consumption through the integrated management resource.	High impact, low adjustment need, missing similar model with the authors' study: The authors propose the development of a model that has to be subsequently integrated into the industrialized agricultural systems assisted by IT resources. Used criteria: novelty, research theme adhering, applicability.
7.	Triste, L., Marchand, F., Debruyne, L., Meul, M., and Lauwers, L., 2014, [16].	High: multiplicative model of the relations between the managers of agricultural processes, the land use improvement and the social relations based on the consensual use of the resources.	An interesting approach based on game theory is presented from the perspective of the sustainability of land use increasing. The presented scheme is a multiplicative model of the relations between the managers of agricultural processes that generates through collective effort the land use improvement and the social relations based on the consensual use of the resources.	High impact, low adjustment need, missing similar model with the authors' study: The sustainable aspects lie in the creation of the collective decision-making process and in establishing the destinations of agricultural lands, including their short-term planning Used criteria: novelty, research theme adhering, applicability.
8.	Triste, L., Marchand, F., Debruyne, L., Meul, M., and Lauwers, L., 2017, [17].	High: a tool for implementing sustainable development under the conditions of the cluster approach.	Critics against the agriculture sustainability are scientifically fought in a paper that proposes a tool for implementing sustainable development under the conditions of the cluster approach.	High impact, low adjustment need, missing similar model with the authors' study: These clusters allow farmers to know the best practices from landowners and agricultural holding companies, to participate in catching processes and to structure the development of different types of sustainable agricultural instruments. Used criteria: novelty, research theme adhering, applicability.
9.	Cosmulese, C.G.; Socoliuc, M.; Ciubotariu, M.S. Mihaila, S.; Grosu, V., 2019, [18].	Average: sustainable development	Within the present-day economic situation ensuring sustainable development directly and implicitly contributes to the creation of value for all stakeholders, but the policies of environmental protection or social ones as well as those of promotion and intensification of the research-innovation activity should not be ignored.	Average impact, medium adjustment need, missing similar model with the authors' study: The approach is too theoretical. Used criteria: novelty, sustainability concept and applicability.
10.	Gocsik, É., Saatkamp, H.W., de Lauwere, C.C., and Oude Lansink, A.G.J.M., 2014, [19].	High: agriculture development; bio products; a structured model able to capture the sustainable aspect by sizing the supply according to the demand, thus being able to customize all the elements favorable to the sustainable production.	This is a reference article on managerial innovation in agriculture developed through the case study of Swedish agricultural companies. The study takes into account limited aspects of the exogenous barriers innovation, the technological over specialization (waste of resources), the exacerbation of land use and the inclination on the classic managerial approaches on the agricultural segment. The model addresses both the demand generating segment, which moves the area of understanding from the retailer to the small producers dedicated to a small group of consumers (bio products), the qualitative value of the offered product, the shortening of the distribution chain, the approach of a direct marketing and the personalization of the production according to the demand. The structured model captures the sustainable aspect by sizing the supply according to the demand, thus being able to customize all the elements favorable to the sustainable production.	High impact, low adjustment need, missing similar model with the authors' study: From the economic point of view, the efficiency of the approach is limited in time due to the change of the consumers which implies the model's flexibility. Used criteria: novelty, sustainability concept and applicability.

Table 2. Cont.

No.	Authors	Link with Research Area	Model's Characteristics	Criticism
11.	Sivertsson, O. and Tell, J., 2015, [20] Mateş, D.; Grosu, V. 2008, [21].	Average: sustainability; consumers and farmers in the production process.	At the European level, the sustainability is considered as a major priority by consumers and farmers in the production process, being open to the use of innovative technologies for obtaining foods with higher nutritional value.	Average impact, medium adjustment need, missing similar model with the authors' study: The sustainability concept is not adequate presented in the models. Used criteria: novelty, sustainability concept and applicability.
12.	Đurišová, M., Tokarčíková, E., Kucharčíková, A., 2015, [22]. Tadeu, P., Paiva, T., 2015, [23].	High: smart models of managerial decision.	In the actual economic context, the smart models of managerial decision offers innovative opportunities in all sectors, to increase the productivity and to support sustainable economic growth.	Average impact, medium adjustment need, missing similar model with the authors' study: The models are not able to quantify the sustainability development as a result of the insufficient number of analyzed indicators. Used criteria: novelty, sustainability concept and applicability.

This technical approach indicates the implementation of an assisted decision model under the conditions of using the selection of indicators based on the comparability of the actual performances with those ensured at certification.

2. Materials, Methods and Models

According to the above study's aims, the present research explains the sustainability approach based on developing, implementing and promoting sustainable practices in Romania. In this regard, eight varieties of autumn wheat, two indigenous and two French were analyzed (Glosa, FDL Miranda, Sorial, Solveig, Litera, Izvor, Apache and Avenue).

The Romanian wheat varieties Glosa and FDL Miranda belong to the maintainer of the National Agricultural Research and Development Institute Fundulea (NARDI Fundulea) and are listed in the Official Variety Catalog in 2005 and 2011 respectively. The wheat variety sown in the field should adapt better to the climatic conditions (to withstand drought and frost conditions) and to the soil on which it is cultivated, acclimating even on soils with low fertility, so that the obtained quality and yield to be as large as possible. The choice of these varieties of wheat must be made taking into account all these factors [24,25].

The research algorithm applied to this study is presented in Figure 3. The scheme respects a logical succession regarding the organization of the research process, considering the complexity of the studied phenomenon that combines the smart elements of the production decision with the smart elements of the economically sustainable decision. We define the smart decision as that decision based on practices and economics, delimited in time and space, by means of a probabilistic selection mechanism. This mechanism is based on the productive and economic efficiency. As a result, the economic agents can achieve the objectives of performance, sustainability and social compliance on the food segment. According to Figure 3, the study methodology covers the research of the models already implemented (but unable to quantify the sustainable development of the wheat production) and presented in Literature review (12 models debated analytically and critically according to Table 2). We can identify the current applicability for a smart decision model, define working hypotheses, the model and its testing through laboratory and field. The research covers the successive results during three calendar years regarding the qualitative yields of the 8 wheat varieties tested on 4 types of soil (soils). The qualitative characteristics of the soils are included in classes 2 and 3 of quality (good, respectively average) and whose PH, varies from neutral to alkaline on the interval 6.9–8.04, reaching differentiated values depending on the study year with the influence of pedoclimatic conditions. These type of lands can be found anywhere in Europe, not only in Romania, in areas with temperate climates. As a result, the analysis methodology is universally valid.

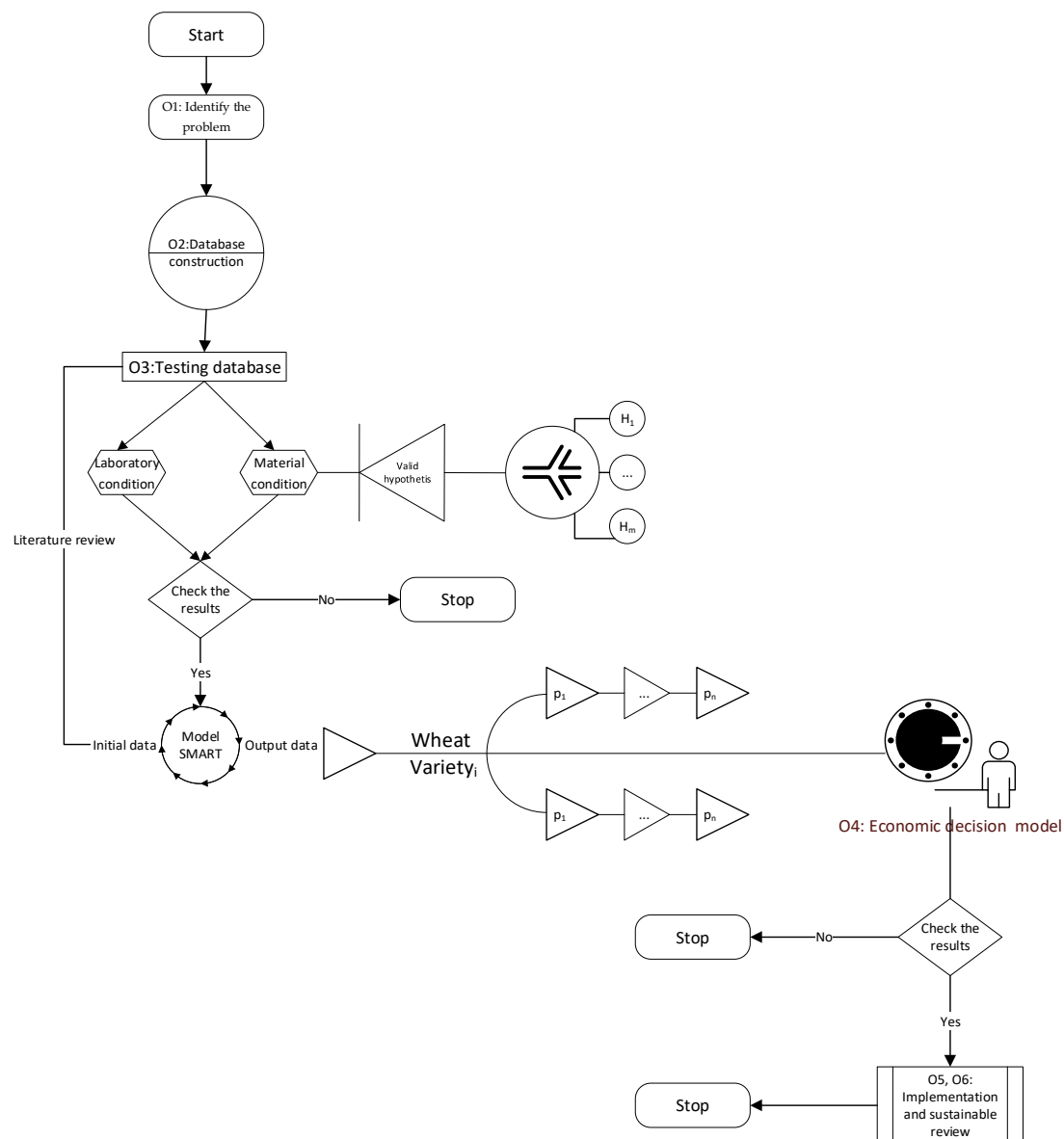


Figure 3. Scheme of the research algorithm.

The proposed model is completely new for which no precedents have been identified in the literature.

The logic scheme covers the six objectives of the research mentioned above by testing the following *working hypotheses*:

Hypothesis H1: The methods of determining the quantitative yield of the seed material are directly related to the technical properties specified in the variety accreditation standards.

Hypothesis H2: The impact on the quantitative yield is even greater as the characteristics of the varieties are representative for the whole cultivated lot.

Hypothesis H3: Qualitative factors (humidity and germination) have a high impact on the decision-making process, but the relationship of dependence is lessened by the changes of the soil and climate conditions.

Hypothesis H4: The traceability of the productive yield differs between the indigenous and foreign varieties.

Hypothesis H5: The economically assisted decision function is directly related to the managerial capacity to make decisions on the productive chain, the logistics chain and the distribution chain under sustainability conditions.

Hypotheses H6: *In order to ensure the smart optimization of the decision, it is necessary to ensure the traceability of the entire decision-making chain, from the selection of the variety to production, storage and marketing. The vulnerabilities registered in the primary stages propagate directly over the entire business cycle.*

In order to test the working hypotheses and to elaborate the SMART model, we define the following functions and parameters. The qualitative characteristics of the seed material with **high qualitative impact on the smart decision**:

1. Let U be the moisture function required to ensure the quality of the production. We can say that there is $\lambda_t \neq 0$ so that $U_t = \lambda_t U_0$, where U_0 = the recommended seasonal humidity reached by technical standards; λ = the impact of soil and climate conditions factors (air-soil temperature, air humidity, wind, precipitation and solar brightness).
2. Let G be the germination function necessary to ensure the quality of the production. We can say that there is $\lambda_t \neq 0$ so that $G_t = \lambda_t G_0$, with the mention that for identical λ_t , the direct effect of the impact on the two qualitative characteristics is different ($G_t - G_0 = I_G \neq I_U = U_t - U_0$).

The factors with **average quantitative impact on the smart decision** are the mass of 1000 grains in grams and the average of the grains per spice.

1. the mass of 1000 grains in grams: all other varieties are recognized as having higher values of 42 g/thousand grains, excepting the Avenue variety whose standard classifies it below 40 g/thousand grains. All selected varieties have humidity below 14% that is considered standard. In the study, the germination capacity exceeds 94% for all analyzed varieties. The mentioned above laboratory tests, respectively the analysis of the mass of 1000 grains, the humidity and the germination capacity were completed with field analyzes, which consisted in determining the average of the wheat per square meter, the average of the grain in the wheat and the production of wheat/ha, per varieties and by type of cultivated sole.
2. Average grain in wheat: it exceeds 30 grains for all analyzed varieties.

Indicators with high impact on output through the smart decision prism: these are the production in kg/ha and the average of the ears/m².

1. production in kg/ha: The evaluation of the wheat seed production at the already established control points is done as follows: all the ears within the metric frame are counted; the percentage of large ears, medium ears and small ears is established; the average number of grains/wheat is calculated. Based on the average number of ears/m² and the average number of grains/spice, and having the mass of 1000 grains (MMB), the average wheat production per hectare can be calculated, using the following formula:

$$(\text{kg/ha}) = N_{sp} \times N_b \times \text{MMB}/100 \quad (1)$$

where: Q (kg/ha) = average production; N_{sp} = average number of ears per square meter; N_b = average number of grains in wheat.

2. the average of the ears/m²: it varies between 400–500 ears/m² for the Romanian varieties depending on the density at sowing and the used technology; the average of the ears grows, offering a higher density located between 450–600 ears/m² the French varieties.

The above quantitative and qualitative indicators were calculated based on the tests carried out in 4 agricultural holding companies: Tudor Vladimirescu, Gemenele, Ramnicelu and Movila Miresii from the Romanian South-East NUTS2 region.

The model proposed in this paper is based on the following hypotheses. Let be:

$$f_i(Q_R) = \beta(S_{iu} \cap S_{ig}) = \beta\left(\max_{i \rightarrow \infty}(\overline{U_{STD} - S_{iu}}) \cap \max_{i \rightarrow \infty}(\overline{G_{STD} - S_{ig}})\right) \quad (2)$$

where: f_i —the wheat quality score function with high impact (coefficient 1, $\beta = 1$) based on the quantifying of the standard deviations from the humidity and germination technical specifications of the catalog;

S_{iu} —humidity recorded on varieties under different soil and climate conditions (time and space); S_{ig} —germination recorded on varieties under different soil and climate conditions (time and space); U_{STD} —the standard humidity recognized as 14%; G_{STD} —the standard germination recognized as being 94%. And let be:

$$f_i(k_M) = \frac{\alpha_M * S_{MMB_i} + \alpha_M * S_{MBS_i}}{\alpha_M \frac{\sum_{i=1}^n S_{MMB_i}}{\sum_{i=1}^n i} + \alpha_M \frac{\sum_{i=1}^n S_{MBS_i}}{\sum_{i=1}^n i}} \quad (3)$$

where: f_i —the score quantity function of the wheat assumed to have average impact (coefficient 0.3, $\alpha_M = 0.3$) based on the quantification of the deviations from the average evolution in the field of the indicators with average impact; S_{MMB_i} —the mass of a thousand grains; MBS_i —average grain in wheat. More, let be:

$$f_i(k_R) = \frac{\alpha_R * S_{qk_i} + \alpha_R * S_{MSP_i}}{\alpha_R \frac{\sum_{i=1}^n S_{qk_i}}{\sum_{i=1}^n i} + \alpha_R \frac{\sum_{i=1}^n S_{MSP_i}}{\sum_{i=1}^n i}} \quad (4)$$

f_i —the score quantity function of the wheat assumed to have high impact (coefficient 1, $\alpha_R = 1$) based on the quantification of the deviations from the average evolution in the field of the indicators with average impact;

S_{qk_i} —production function in tones/ha; S_{MSP_i} —average spikes/sqm;

($\exists$) $i \neq 0$, such that $f_i(X) = \max_{i \rightarrow \infty} f(X)$, where $f_i(X) = f_i(Q_R) \cap \max_{i \rightarrow \infty} [f_i(K_M) * f_i(K_M)]$,

where: $f_i(X)$ —the general productivity coefficient applied to wheat varieties cultivated under different soil and climate conditions, depending on the productive and qualitative yield (assuming the marketability coefficient).

($\exists$) $p > 0$, such that ($\forall$) $f_i(X) = \max_{i \rightarrow \infty} f(X) \Rightarrow \Delta_{SMART} = p * q * f_i(X)$, for p = price at the grain exchange in Constanta (Romania) [26,27].

Based on the collected information through the field and laboratory observational study across the 4 distinct agricultural holding companies and for the 8 wheat varieties during 2016–2018 (see the Appendix A), taking into account the defined above equations, we used the Gretel 2018a software (developed by Alin Cottrell and Riccardo Lucchetti, Wake Forest University) into this new model. We used the function of the least squares method for the wheat variety dependent variable and the regression variables the productive yield ($I = \eta(Q)$), the qualitative productive yield $I_1 = \eta(Q, U, G)$ and the economic efficiency support of the smart decision ($I_2 = \eta(Q * P, U, G)$).

$$\hat{Soy} = -0.00238 * I_2 + 54.8 * I - 46.4 * I_1$$

(0.00200)

(12.1)

(11.5)

$n = 64$, R-squared = 0.841

(Standard errors in parentheses)

According to the regression equation, it is found that the proposed model has a statistical representativeness of 84% for a number of iterations equal to 64 and a standard error of the regression for variable I_2 (economic yield) which tends to 0.

In order to prove the validity of the model, the statistical tests presented below were performed (see Table 3).

Breusch-Pagan test for heteroskedasticity

Null hypothesis: heteroskedasticity is not present

Statistical test: LM = 2.35191

with p -value = $P(Hi^2(3) > 2.35191) = 0.50265$

According to the Q-Q plot for the dependent variable (Figure 4), it is found that the model has a good statistical representativeness.

Table 3. Model: OLS, using observations 1–64; Dependent variable: Soy.

	<i>Coefficient</i>	<i>Std. Error</i>	<i>t-Ratio</i>	<i>p-Value</i>
I ₂	−0.00237777	0.00199792	−1.190	0.2386
I	54.7829	12.1212	4.520	<0.0001
I ₁	−46.4400	11.5260	−4.029	0.0002
Mean dependent var		4.500000	S.D. dependent var	2.309401
The sum of the squares of the residuals		258.8672	Standard regression error	2.060030
Un centered R-squared		0.841380	Centered R-squared	0.229562
F(3, 61)		107.8560	p-value(F)	2.37×10^{-24}
Log-likelihood		−135.5299	Akaike criterion	277.0598
Schwarz criterion		283.5364	Hannan-Quinn criterion	279.6113

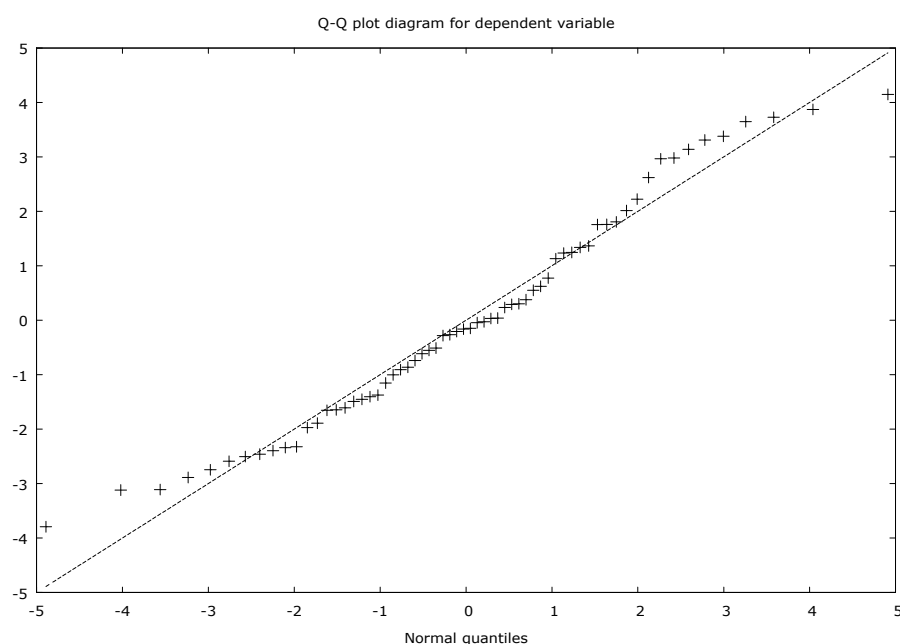


Figure 4. Q-Q plot diagram for the dependent variable.

The winding test around the trend line is valid, and the heterodesdaticity tested by the Breusch-Pagan test is absent for the proposed model. The *p*-value for the productive yield and qualitative productive yield regression variables is less than 0.01, which represents a strong dependence of the smart decision on the results of the two types of yield, with the mention that the productive yield is appreciated as more important by the manager than the yield productive quality, *p*-value being lower for the productive yield.

The forecasted distribution over the 95% confidence interval reveals an average error that extends via 0 (0.0098) and a regression bias that tends to 0 on the uncorrected variant of the standard error (Figure 5).

For the dependent variable, it is found that the preference over the forecast range is manifested for the 5–8 (French) varieties, with the exception of the Glosa variety, which shows the preference over the 30–50% ranges.

Forecast evaluation statistics

Average error	0.0098524
Root Mean Squared Error	2.0112
Absolute Mean Error	1.6426

Mean Percentage Error	−38.886
Mean Absolute Percentage Error	63.212
Theil's U	1.756
Bias proportion, UM	2.3999×10^{-5}
Regression proportion, UR	0.00037398
Disturbance proportion, UD	0.9996

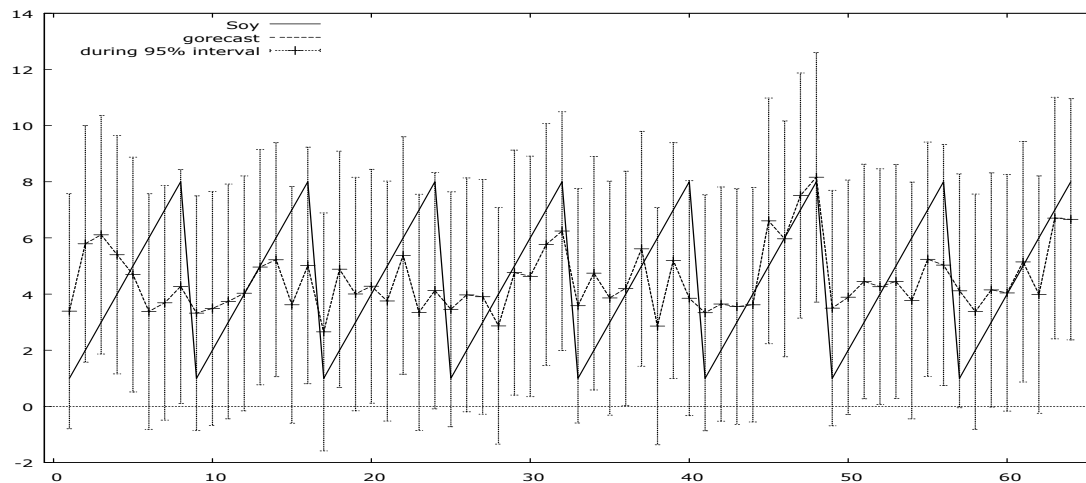


Figure 5. The forecasted distribution.

The application of the Gaussian rule for the evaluated sample, with a turning point on the maximum of the curve, at the beginning of the decreasing slope for a p -value less than 0.15 is noted (Figure 6).

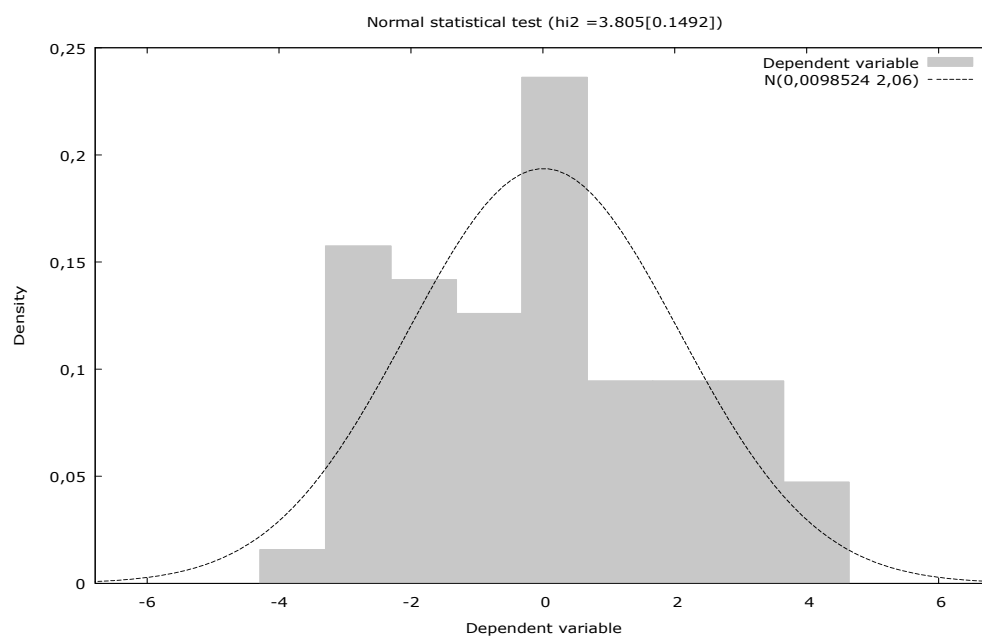


Figure 6. The Statistical test for normality.

Test for residual normality

The null hypothesis: the error is normally distributed

Statistical test: $Hi^2(2) = 3.80462$

with p -value = 0.149223

The confidence ellipse for the qualitative productive yield compared to the economic yield reflects a Cartesian disturbance with respect to the level 0 of the intersection of the coordinate axes, determined by the point with the coordinates (0.002, −46.4) (see Figure 7).

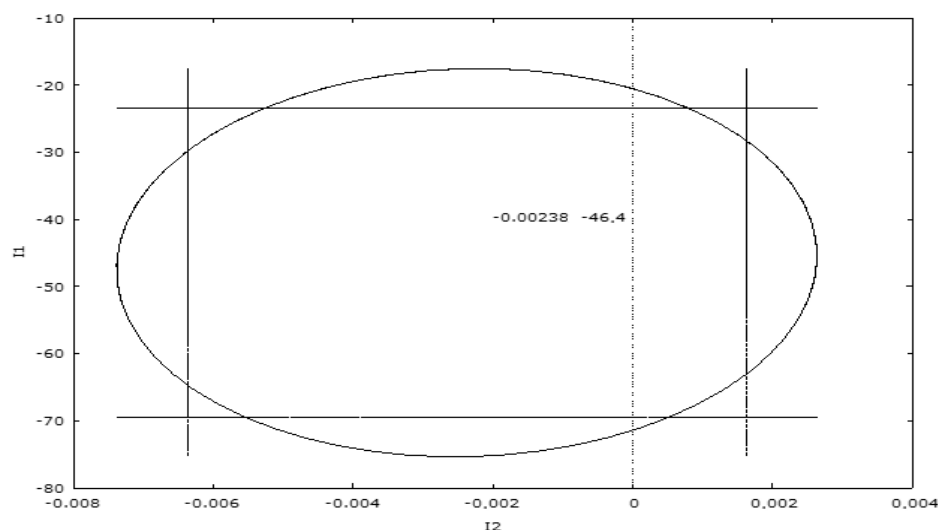


Figure 7. The Confidential ellipse.

This indicates a suboptimal value of the economic yield in relation to the productive yield, which motivates the managers to refine the markets in order to obtain the economic advantages on the quality gain obtained from the cultivation of the French varieties and the monitoring of the soil and climate conditions in order to ensure the optimum quality level. As a result, the distribution is suboptimal, the highly productive French varieties needing specific conditions to reach the maximum yield.

3. Results

The production technology of wheat seed lots and the results of laboratory analyzes concerned: number of ears/m², number of grains/spike/, MMB (g), production kg/ha, moisture (%) and germination (%). Along the field research, during the wheat vegetation period, the observations were made on plant development, the degree of twinning, the number of ears/square meter, the number of grains in the ear for each variety, estimating the production.

Within the technology, the eight varieties were sown, with the SUP 29 seed drill in the second half of October. In these experiments, the precursor plant was corn for all varieties in the four areas Gemele, Tudor Vladimirescu, Rîmnicelu and Movila Miresii. The tillage was carried out immediately after the corn was harvested. Plowing was done with the plow in the aggregate with a star harrow at a depth of 18–22 cm, with the incorporation of plant debris and weeds.

Fertilization was performed uniformly with complex fertilizers containing nutrients, for plants N: P: K, (20-20-0) the most balanced ratio for wheat. The wheat seeds used for sowing belonged to the C1 Certified biological category, and were treated with the fungicide Celest Star 025FS, against pathogens that are transmitted through *Tilletia* sp. (malura), *Fusarium* sp. (fusariosis) and *Ustilago tritici* (embers). Special attention was paid to sowing the eight wheat genotypes Glosa, Litera, Izvor, FDL Miranda, Sorrial, Solveig, Apache, Avenue, in order to avoid mechanical contamination.

The weed control was carried out with the systemic herbicide Sekator Progress in a dose of 0.10 l/hectare, in the spring in post-emergence. Topsin 70 WDG (1kg/hectare) systemic fungicide with preventive and curative effect against and treating *Erysiphe graminis* (Wheat flour), *Puccinia* spp. (Wheat rust), *Fusarium* spp. (Fuzarioza), *Helminthori sativum* (Tearing of leaves) was treated against pathogens.

The systemic insecticide Mospilan 20SG s.a. was applied against the pests at a dose of 0.1 kg/hectare.

A very important work applied to seed lots is the biological purification, which involves responsibility and consists in removing all not typical plants of the variety from the seed culture, while maintaining the typicality of the variety. The wheat was harvested on varieties, with the Claas Tucano 320 combine, at a humidity of 14% and with great responsibility to avoid mechanical contamination.

The experimental methodology in the laboratory was complex. In the laboratory, each variety of wheat was researched, following the elements of productivity but also quality indices. The analyzes were performed on:

- mass of 1000 grains (MMB), which was determined using SR 6123-1/1999;
- production (kg);
- seed moisture expressed as a percentage (U%), which was determined using SR 6124-1/1999;
- filter germination (BP), expressed as a percentage (G%) determined using SR 1634/1999;
- germination of seeds in Lindhard pots, in a mixture (S) 1: 1 using soil from the four areas, expressed as a percentage (G%) which was determined using SR 1634/1999.

The results of the laboratory analyzes were processed and represented graphically.

The modeling of the obtained experimental data used the Anova analysis and the “t” Test, in which it was proposed to identify the existence of soil influences on some wheat varieties, in terms of number of ears/m², number of grains/ear, mass of one thousand grains (MMB), germination (G%), humidity (U%) and production, by comparing the averages of several samples.

Statistical and graphical analyzes were performed based on the collected data, which highlighted the existence of differences regarding: number of ears/m², number of grains/ear, mass of one thousand grains (MMB), germination (G%), humidity (U%) and production.

The performance projections were made based on the performed analyzes using the methodology of highlighting the dynamics of ears/m², number of grains/ear, yields, mass of one thousand grains, humidity and germination in each period (2016–2018).

During 2016–2018, all wheat varieties were cultivated on 4 soils (Gemenele, Movila Miresii, Rimnicelu and Tudor Vladimirescu). The results of the qualitative and quantitative analysis are presented in Table 4.

From the ranking of the qualitative characteristics for the indicator of seed wheat moisture point of view can be build a specific diagram (see Figure 8).

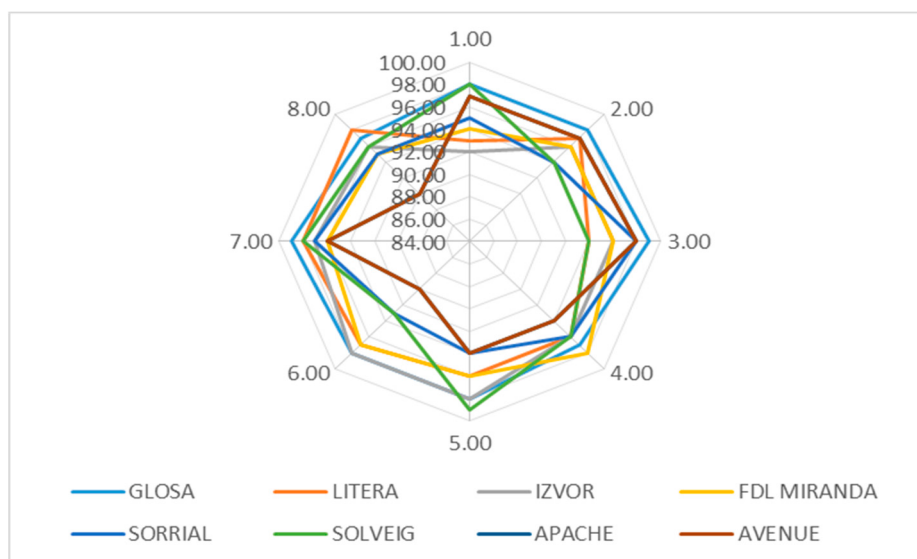


Figure 8. Diagram of the wheat grain's humidity/moisture (%).

On the other hand, the seasonal variations influence the maximum production of the Wheat varieties. The disparities related to this indicator are presented in Table 5.

Table 4. Humidity variation.

Humiditya (U%)/Year	Holding	Glosa	Litera	Izvor	FDL Miranda	Sorrial	Solveig	Apache	AVENUE	Average	Min	Max
2016–2017	Tudor Vladimi-rescu	12.90	13.00	12.70	14.00	13.00	13.20	12.80	12.80	13.05	FDL MIRANDA	IZVOR
2017–2018	Tudor Vladimi-rescu	13.00	12.40	11.70	13.00	11.80	12.60	12.40	12.40	12.41	GLOSA	IZVOR
2016–2017	Gemenele	12.40	12.80	12.20	13.00	13.40	13.80	12.80	12.80	12.90	SOLVEIG	IZVOR
2017–2018	Gemenele	12.20	12.20	12.00	12.00	13.20	13.00	12.80	12.80	12.53	SORRIAL	IZVOR
2016–2017	Rîmnicelu	13.20	13.60	13.80	12.80	13.20	12.80	13.00	13.00	13.18	IZVOR	FDL MIRANDA
2017–2018	Rîmnicelu	12.80	12.60	13.20	12.60	13.00	12.60	11.80	11.80	12.55	IZVOR	APACHE
2016–2017	Movila Miresii	13.80	13.60	14.00	12.80	13.40	13.80	13.80	13.80	13.63	IZVOR	FDL MIRANDA
2017–2018	Movila Miresii	13.20	12.80	12.60	12.00	13.00	12.80	12.20	12.20	12.60	GLOSA	FDL MIRANDA
Average		12.94	12.88	12.78	12.78	13.00	13.08	12.70	12.70	12.85		

Table 5. Productivity variation.

Productivity	Holding	GLOSA	LITERA	IZVOR	FDL MIRANDA	SORRIAL	SOLVEIG	APACHE	AVENUE	Average
2016–2017	Tudor Vladimirescu	108.64%	105.22%	103.60%	93.05%	97.93%	94.48%	98.54%	98.54%	100.00%
2017–2018	Tudor Vladimirescu	95.65%	92.98%	102.79%	82.18%	108.90%	102.57%	107.46%	107.46%	100.00%
2016–2017	Gemenele	98.58%	87.37%	99.48%	94.13%	118.09%	89.04%	106.66%	106.66%	100.00%
2017–2018	Gemenele	91.40%	92.62%	95.42%	85.31%	111.11%	106.65%	108.75%	108.75%	100.00%
2016–2017	Rîmnicelu	104.20%	103.93%	103.06%	95.24%	106.61%	94.31%	96.33%	96.33%	100.00%
2017–2018	Rîmnicelu	96.95%	87.83%	99.13%	85.82%	116.77%	97.59%	107.95%	107.95%	100.00%
2016–2017	Movila Miresii	102.62%	99.55%	92.30%	88.32%	108.33%	84.77%	112.06%	112.06%	100.00%
2017–2018	Movila Miresii	106.74%	99.64%	94.40%	83.28%	126.55%	79.74%	104.82%	104.82%	100.00%
Average		100.60%	96.14%	98.77%	88.42%	111.79%	93.64%	105.32%	105.32%	

Using the production indicator kg/ha, the dedicated diagram becomes (see Figure 9):

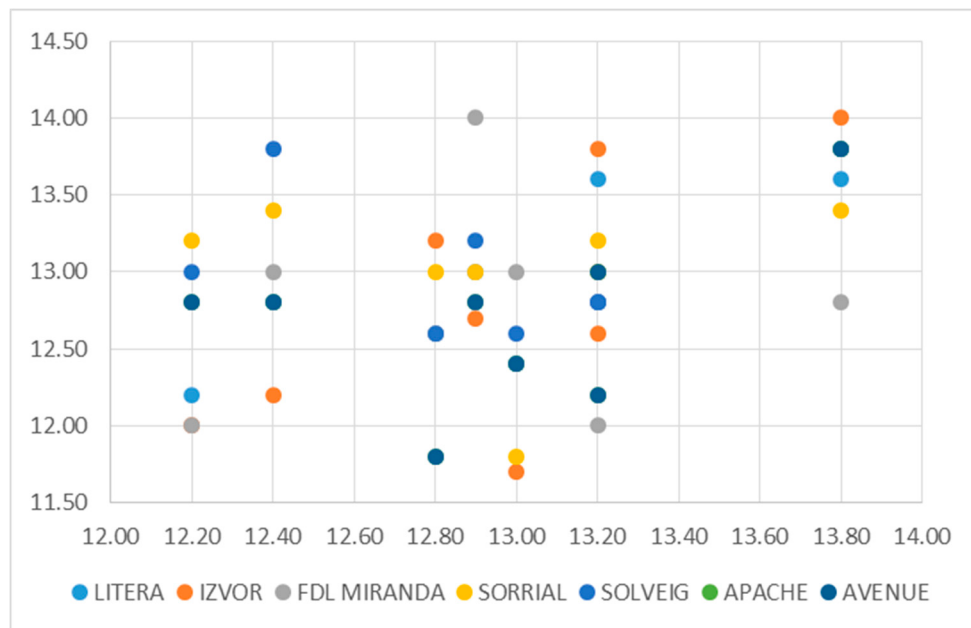


Figure 9. Productivity diagram (thousand kg per ha).

During the analyzed period 2016–2018, the total production related to the wheat varieties varied according to data in Table 6.

Using the productive classification for the production indicator (kg), the dedicated diagram will be (see Figure 10):

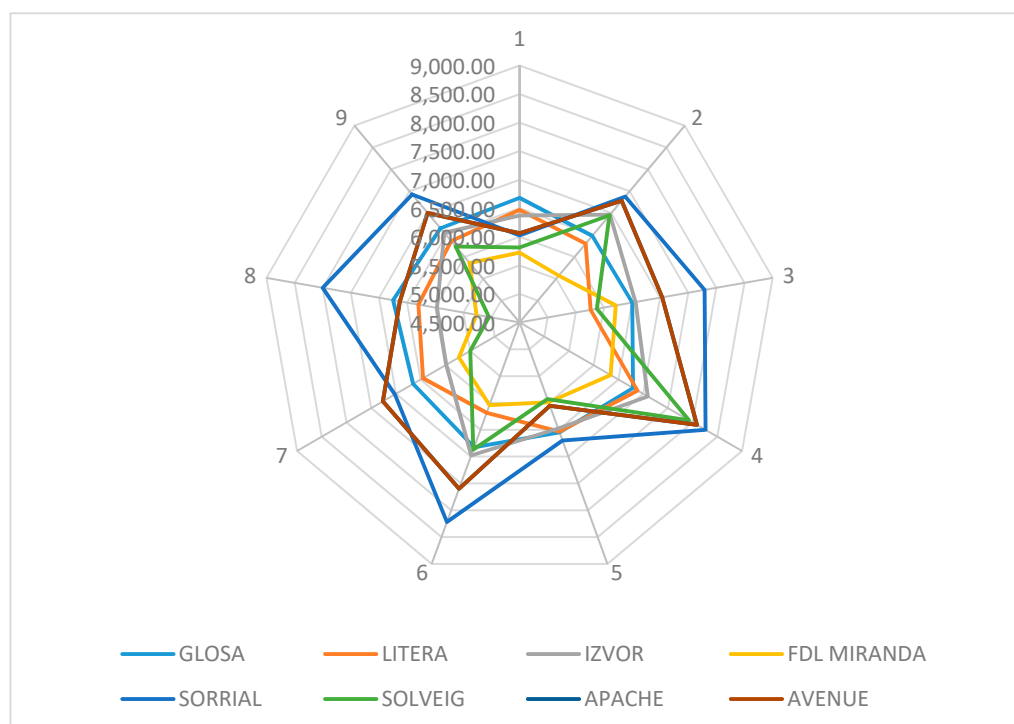


Figure 10. Production diagram (kg).

Table 6. Total production variation.

Production Kg/Year	Holding	GLOSA	LITERA	IZVOR	FDL MIRANDA	SORRIAL	SOLVEIG	APACHE	AVENUE	Average	Min	Max
2016–2017	Tudor Vladimirescu	6683.00	6473.00	6373.00	5724.00	6024.00	5812.00	6062.00	6062.00	6151.63	FDL MIRANDA	GLOSA
2017–2018	Tudor Vladimirescu	6482.00	6301.00	6966.00	5569.00	7380.00	6951.00	7282.00	7282.00	6776.63	FDL MIRANDA	SORRIAL
2016–2017	Gemelele	6505.00	5765.00	6564.00	6211.00	7792.00	5875.00	7038.00	7038.00	6598.50	LITERA	SORRIAL
2017–2018	Gemelele	6796.00	6887.00	7095.00	6343.00	8262.00	7930.00	8086.00	8086.00	7435.63	FDL MIRANDA	SORRIAL
2016–2017	Rimnicelu	6549.00	6532.00	6477.00	5986.00	6700.00	5927.00	6054.00	6054.00	6284.88	SOLVEIG	SORRIAL
2017–2018	Rimnicelu	6825.00	6183.00	6978.00	6041.00	8220.00	6870.00	7599.00	7599.00	7039.38	FDL MIRANDA	SORRIAL
2016–2017	Movila Miresii	6652.00	6453.00	5983.00	5725.00	7022.00	5495.00	7264.00	7264.00	6482.25	SOLVEIG	APACHE
2017–2018	Movila Miresii	6749.00	6300.00	5969.00	5266.00	8002.00	5042.00	6628.00	6628.00	6323.00	SOLVEIG	SORRIAL
Average		6655.13	6361.75	6550.63	5858.13	7425.25	6237.75	7001.63	7001.63	6636.48		

The efficiency of the smart economic decision was tested on the marginal distribution of the maximum values calculated by the economic efficiency indicator $I2 = \eta (Q * P, U, G)$ for each of the 8 analyzed varieties and is proved by the normal distribution test $R^2 = 43\%$. This is an asymmetric distribution of the Romanian varieties under the trend axis (type 2 polynomial): $y = -5.6189x^2 + 114.35x + 986.05$ and of the French varieties above, with polarization at maximum point for the SORRIAL variety (see Figure 11).

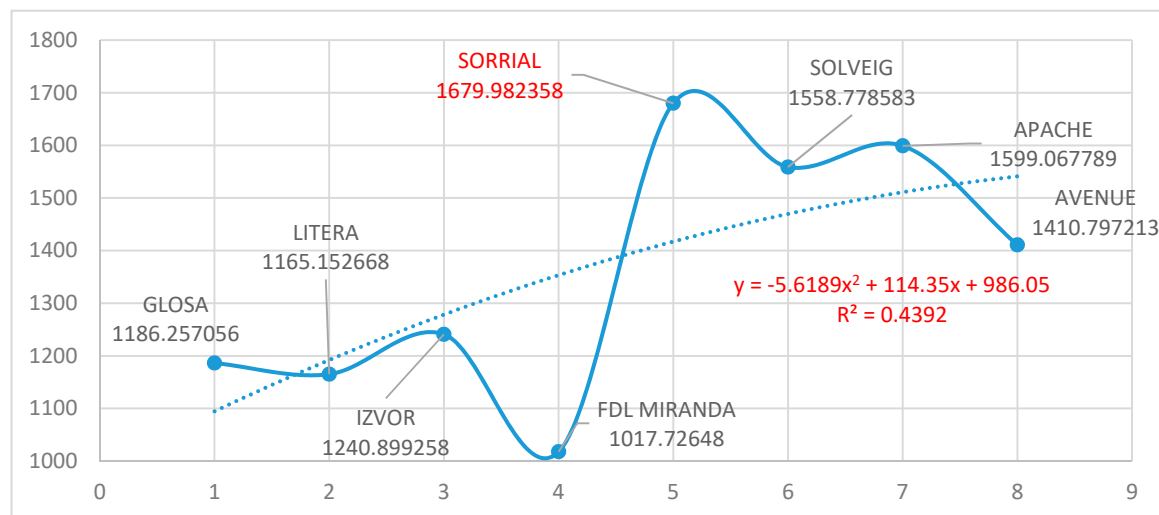


Figure 11. Economic efficiency diagram; Source: authors' contribution.

The standard deviation is 238.38, respectively 14% of the maximum value of the economic efficiency of the SORRIAL variety.

The above analysis supports the smart decision regarding the implementation of the economic sustainable model for wheat seed production not only in Romania.

4. Discussion

The smart sustainable decision based on the above **presented algorithm** in the methodology chapter is based on all 3 main aspects: ensuring the market needs by optimizing the produced quantities; satisfying the demand by ensuring the quality of the delivered product; and maximizing the economic efficiency by obtaining the maximum possible economic efficiency under the competitive market's conditions.

The working hypotheses have shown that there is a direct dependence relation between the quantitative factor and the smart decision punctuated in the model by obtaining a minimum p -value quota (hypothesis H1), with the mention that the technical-productive baggage of the seed material represents the reference for obtaining a smart decisions. In this context, the satisfaction of the qualitative demand represents the basic component in the perpetual assurance of the demand, having a loyalty role, a role that the managers are obliged to take into consideration when building the smart decision.

The impact of soil and climate conditions indicators on the humidity and germination of the seed material is very high for the cereal productions. As a result, in some cases, there is a gap between the quantitative decision and the qualitative decision manifested by increasing the p -value amplitude and moving the decision point according to the soil and climate conditions and maximizing the yields from the Sorial variety, cultivated on the 2nd class land with $pH = 6.9$ neutral, to the Sorial variety, cultivated on class AA land, with $pH = 7.4$ weak alkaline but in more favorable soil and climate conditions (see the Appendix A). This gap demonstrates H2 and H3 hypotheses.

The aspects related to the production traceability reflect the fact that some indigenous varieties are tested for specific soil and climate conditions and are often easier to exploit than the imported

varieties that require monitoring of the soil and climate conditions and adjustments of the treatment during the storage period through specific storage maneuvers (H4).

The assisted economically smart decision moves the critical pole on the fruition of the competitive advantage and disseminates the managers' options for export to the markets where the price supports the quality of the product (H5).

Throughout the entire chain analyzed when this article was writing, it was found that ensuring the market demand represents the first objective of the managers in the sense of ensuring the production capacity and the adequate storage spaces, the subsequent decisions regarding the quality and the economic efficiency being assisted by specific operations. There are maneuvers performed during storage that maintain the quality of the product but increase costs. In order to ensure the economic efficiency, the Option and Future contracts are used on commodity exchanges to ensure the efficient distribution and sale of production (H6).

5. Conclusions

Following the analysis, there was a special interest expressed by the researchers and the business environment for obtaining a smart decision under sustainability conditions. Taking into consideration the analyzed process, namely the production process for cereals from indigenous and from imports varieties with high productive performances, we consider that the sustainable aspects target the entire production and the distribution chain because higher economic returns can be obtained by reusing cereal wastes (even that there are not quantified in the model) an aspect that complements optional smart decision based on a mix of productivity and economic efficiency.

The authors have developed a new model based on the principles of sustainable economy, which offers managers the option of a smart decision in variable socio-economic conditions, being all the more applicable as the current economic and social inflections generated by climate change and the global health crisis shows strong influence in the food sector and not only.

This study is necessary for the academic environment, because by economic modelling, the structure gives a smart decision model, starting from the already carried out in the domain research, which did not identify a similar model, but especially the business environment, which shows a real interest for optimizing managerial decisions in terms of productivity and economic efficiency on a sustainable basis.

The proposed model has no obvious limitations (other indicators can be added to this model, according to the economic reality). We believe this new indicators, especially economic ones, can be used in order to sustainably support the smart decision.

Author Contributions: Conceptualization, R.V.I., V.M.A., and S.S.; methodology, M.L.Z., R.V.I. and V.M.A.; software, F.O.V. and C.(B.)S.; validation, M.L.Z., V.M.A. and F.O.V. formal analysis, S.S.; investigation, F.O.V. and C.(B.)S.; resources, F.O.V. and C.(B.)S.; data curation M.L.Z.; writing—original draft preparation, M.L.Z. and R.V.I.; writing—review and editing, S.S.; visualization, V.M.A.; supervision, R.I.V.; project administration, S.S. All authors have read and agreed to the published version of the manuscript.

Funding: This work was supported by the project “Excellence, performance and competitiveness in the Research, Development and Innovation activities at “Dunarea de Jos” University of Galati”, acronym “EXPERT”, financed by the Romanian Ministry of Research and Innovation in the framework of Programme 1—Development of the national research and development system, Sub-programme 1.2—Institutional Performance—Projects for financing excellence in Research, Development and Innovation, Contract no. 14PFE/17.10.2018.

Conflicts of Interest: The authors declare no conflict of interest.

Appendix A

Year	Holding	Soil	PH	Soy	Nsp	Nb	Q	MMB	U	G	$\eta(Q)$	$\eta(Q,U,G)$	$\eta(Q^*P,U,G)$
2017	1	3	4	1	432	34	6683	45.5	12.9	98	1.00282683	1.053971	1091.77167
2017	1	3	4	2	424	34	6473	44.9	13	93	0.97229077	0.97229077	975.513912
2017	1	3	4	3	472	32	6373	42.2	12.7	92	0.96442481	0.95767384	946.004585
2017	1	3	4	4	430	32	5724	41.6	14	94	0.8669102	0.8669102	769.140065
2017	1	3	4	5	467	30	6024	43	13	95	0.91222687	0.93047141	868.799764
2017	1	3	4	6	410	32	5812	44.3	13.2	98	0.87345115	0.91537681	824.626349
2017	1	3	4	7	421	30	6062	48	12.8	97	0.90811416	0.94625496	889.110622
2017	1	3	4	8	456	34	6184	39.9	12	95	0.92843508	0.95628814	916.621304
2017	1	3	4	1	419	34	6482	45.5	13	98	0.96387719	1.01207105	1043.07888
2018	1	3	4	2	432	34	6301	42.9	12.4	97	0.93984301	0.98307579	984.903323
2018	1	3	4	3	489	34	6966	41.9	11.7	96	1.03916209	1.08384606	1200.46139
2018	1	3	4	4	470	30	5569	39.5	13	96	0.8428058	0.86808997	768.668493
2018	1	3	4	5	603	30	7380	40.8	11.8	94	1.10995887	1.13437797	1331.10179
2018	1	3	4	6	504	32	6951	43.1	12.6	94	1.03924064	1.05379001	1164.6582
2018	1	3	4	7	521	30	7282	46.6	12.4	97	1.0886145	1.13869077	1318.41945
2018	1	3	4	8	596	32	7590	39.8	11.8	94	1.14386507	1.1690301	1410.79721
2017	2	2	1	1	446	34	6505	42.9	12.4	99	0.97496033	1.03930771	1047.90799
2017	2	2	1	2	419	32	5765	43	12.8	94	0.86727108	0.87767833	784.271416
2017	2	2	1	3	477	32	6564	43	12.2	96	0.98427474	1.02167718	1039.47479
2017	2	2	1	4	461	32	6211	42.1	13	96	0.93257925	0.96055663	924.732667
2017	2	2	1	5	614	30	7792	42.3	13.4	98	1.17238209	1.22631167	1481.09018
2017	2	2	1	6	434	32	5875	42.3	13.8	94	0.88438046	0.88614922	806.949635
2017	2	2	1	7	460	34	7038	45	12.8	98	1.04788033	1.10237011	1202.56453
2017	2	2	1	8	408	32	5366	41.1	12.4	95	0.8084866	0.82950725	689.926065
2017	2	2	1	1	467	34	6796	42.8	12.2	97	1.01160332	1.06016027	1145.57103
2018	2	2	1	2	470	34	6887	43.1	12.2	96	1.02508121	1.0640343	1165.15267
2018	2	2	1	3	491	34	7095	42.5	12	96	1.05767846	1.0999856	1240.89926
2018	2	2	1	4	472	32	6343	42	12	98	0.95199216	1.00911169	1017.72648
2018	2	2	1	5	662	30	8262	41.6	13.2	96	1.24402553	1.27885824	1679.98236
2018	2	2	1	6	618	32	7930	40.1	13	96	1.20026431	1.23627224	1558.77858
2018	2	2	1	7	614	30	8086	43.9	12.8	94	1.22901024	1.24375836	1599.06779
2018	2	2	1	8	579	32	7578	40.9	11.8	92	1.1606627	1.16298403	1401.28178
2017	3	3	2	1	449	34	6549	42.9	13.2	98	1.00151488	1.0495876	1065.43112
2017	3	3	2	2	429	36	6532	42.3	13.6	96	0.99648335	1.02039895	1033.11312
2017	3	3	2	3	432	34	6477	44.1	13.8	98	0.98907924	1.03062057	1034.67606
2017	3	3	2	4	430	32	5986	43.5	12.8	96	0.91842317	0.94781272	879.409072
2017	3	3	2	5	477	32	6700	43.9	13.2	94	1.02416601	1.03235934	1072.10517
2017	3	3	2	6	444	30	5927	44.5	12.8	99	0.91041516	0.9668609	888.240606
2017	3	3	2	7	430	32	6054	44	13	94	0.9235459	0.93278136	875.294042
2017	3	3	2	8	513	34	7081	40.6	13.6	98	1.0779267	1.12535548	1235.13953
2017	3	3	2	1	469	34	6825	42.9	12.8	98	1.03911422	1.09314816	1186.25706
2018	3	3	2	2	434	34	6183	42.3	12.6	97	0.9447281	0.98629613	969.624771
2018	3	3	2	3	474	34	6978	44.1	13.2	98	1.06114653	1.11208156	1233.85672
2018	3	3	2	4	435	32	6041	43.5	12.6	97	0.92537896	0.96609563	927.953211
2018	3	3	2	5	654	30	8220	43.9	13	93	1.262339	1.262339	1649.85183
2018	3	3	2	6	580	30	6870	44.5	12.6	93	1.07539852	1.07970011	1179.38882
2018	3	3	2	7	551	32	7599	44	11.8	90	1.18144832	1.16018225	1401.77976
2018	3	3	2	8	526	34	7225	40.6	13.2	90	1.13613272	1.09977648	1263.39572
2017	4	3	3	1	419	36	6652	44.1	13.8	99	1.04615986	1.10056017	1134.74357
2017	4	3	3	2	413	36	6453	43.4	13.6	98	1.0193479	1.0641992	1064.42801
2017	4	3	3	3	415	34	5983	42.4	14	97	0.95159482	0.98014266	908.949997
2017	4	3	3	4	425	32	5725	42.1	12.8	96	0.91165235	0.94082522	834.86478
2017	4	3	3	5	560	30	7022	41.8	13.4	97	1.11525377	1.15540291	1257.55208
2017	4	3	3	6	430	30	5495	42.6	13.8	98	0.88183105	0.91886795	782.622808
2017	4	3	3	7	509	32	7264	44.6	13.8	96	1.14304188	1.1681888	1315.28714
2017	4	3	3	8	384	32	4927	40.1	12.6	93	0.79490515	0.79808477	609.485364
2017	4	3	3	1	435	36	6749	43.1	13.2	97	1.0480941	1.08792167	1167.43896
2018	4	3	3	2	407	36	6300	43	12.8	98	0.98612123	1.03739953	1039.16311
2018	4	3	3	3	417	34	5969	42.1	12.6	96	0.93748427	0.96935874	919.990269
2018	4	3	3	4	422	30	5266	41.6	12	95	0.82557282	0.85034001	711.984584
2018	4	3	3	5	552	32	8002	45.3	13	95	1.18961176	1.21340399	1543.83574
2018	4	3	3	6	435	28	5042	41.4	12.8	96	0.81524067	0.84132837	674.474442
2018	4	3	3	7	484	32	6628	42.8	12.2	90	0.97036846	0.94902035	1000.12699
2018	4	3	3	8	513	34	6977	40	12	90	0.99628657	0.97636084	1083.11906

Where: PH—soil acidity scale; Nsp—average number of ears per square meter; Nb—average number of grains in wheat; Q—production; MMB, U—moisture function; G—germination function; $\eta(Q)$ —the productive yield; $\eta(Q,U,G)$ —the qualitative productive yield; $\eta(Q*P,U,G)$ —the economic efficiency.

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