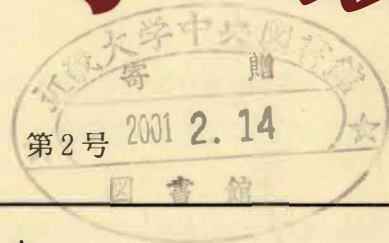


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2000年12月

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《Articles》

A Study on the Present and Future of General Trading Companies in Japan

Shigetaka Asuka

Japan's "sogo shosya," which can be translated as "general trading companies," are businesses that have no counterparts in other countries. Specialized in traderelated activities, they now face difficulties in their management.

In the past, sogo shosha have weathered many critical situations, thanks to their versatility and ability to change their management style. In so doing, they have expanded the scale of their businesses, and have enhanced the stability of their management.

With the 21st century close at hand, sogo shosha are having a hard time coping with revolutionary changes in information technology; the "Financial Big Bang" with its growing consequences; and the developing global economic standard.

This paper analyzes the recent managerial results of sogo shosha using their latest statements of accounts, and discusses the direction which sogo shosha should take in the future.

An Essay on the "Fire Insurance Premium Rate Cartel" —Based on a Critical Article in "Tokyo Asahi Shimbun"—

Hiroyuki Inaba

The establishment of the Japan Fire Insurance Association in 1917 led to the formation of a "fire insurance premium rate cartel." As a result, the

managerial status of fire insurance companies improved; previously, these companies, one after another, had become bankrupt due to the establishment of an excessive number of new insurance companies, and the competition among insurance companies in decreasing premium rate. However, this cartel brought about an increase in premium rate, triggering critical reporting by Japanese newspapers. Based on an article in Tokyo Asahi shimbun (a daily), this paper discusses circumstances of the increase in premium rate, and the influence of Nihon Kyoritsu Kasai's withdrawal from the Japan Fire Insurance Association.

**The significant impact of the decreasing birth rate
for Japanese society
—Problems of a society with a decreasing birth
rate from the Perspective of the Integrated
Welfare Policy by Systems Approach—**

Hitoshi Sakurai

The total fertility rate in 1999 decreased to 1.34, the lowest point in Japanese history. The declining birth rate (DBR) in Japan has exceeded our expectation. Thereupon, we will analyze the significant impact the DBR has had on Japanese society through the perspective of the Integrated Welfare Policy by Systems Approach (PIP). Although some may believe the DBR benefits Japanese society, we maintain any further decrease in the DBR will have serious repercussions for all of Japanese society. And, we reviewed the countermeasure implemented to deal with the decline in the number of births.

Next, we analyzed the factors that have evolved in a society with DBR from PIP. As a result, we have discovered the negative factors that originate from the changes in social conditions and the affirmative factors that, from the view of welfare, are supposed to be historically preferable for Japanese society. Furthermore, these factors working together have

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synergy and have spirally accelerated DBR in Japan.

Therefore, our policy regarding the decline in the number of births is based on the theory of "the mixed welfare in a society with a decreasing birth rate". Our theory stands apart from the contradiction between the rationality of a social judgement and that of an individual judgement. From this point of view, we must aim at the total optimization. This paper will be a milestone toward "the construction of optimal systems in Japan" that we have previously documented.

Industrial Policies and Their Effect in the Prewar Automobile Industry of Japan

Shohei Hakoda

The great development of Japan's automobile industry after World War II is the result of the risky entry of Toyota and Nissan into the auto industry in prewar Japan.

This entry was an outcome of Japan's industrial policies to domestically manufacture industrial products which it had imported. This paper analyzes the Military Automobile Subsidy Act and the Automobile Manufacture Business Act as Policies for promoting such domestic production. These Acts, promulgated in prewar Japan, were meant as policies for protecting and developing domestic industries. The paper examines the relationship between these industrial policies and the entry of manufacturing companies into the auto industry. It makes clear the fact that Toyota and Nissan, thus entried, have contributed to the business results of Japan's automobile industry after World War II.

Behavior of Multinational Corporations in the Open Economy Macroeconomic Model

Hiroyuki Nishiyama

The model presented in this paper has two countries and two sectors in goods market under imperfect competition. We consider the macroeconomic effects on the level of National Income and employment when multinational corporations shift their production sector to a foreign country. It is shown that these effects are affected by the level of exchange rate, wage and employment in the domestic sector.

Manager's Responsibilities

Masaki Fujimoto

This paper is concerned with managerial responsibilities in making managerial decisions, which could have negative effects on social welfare. It is shown that if the general public makes a threat of punishment for the negative effect and if the threat is credible, then managers would consider social welfare as well as company's profit in their decision making.

Depth Psychological Approach to Clarifying Organizational Sympathy with the Manager —An Essay on the Consciousness of Managers (7)—

Hiroshi Omori

Why, and how, does the sympathy of corporate members with the manager come into being? My paper is an attempt to clarify the mechanism and dynamism of this sympathy.

Such organizational sympathy, though a considerably common phenom-

Abstract

enon, has not been sufficiently clarified as a topic on management. To shed light on this topic, I use a practical, or psychological approach—especially a depth psychological one.

The key concept in my essay is synchronicity. My purpose is to achieve the deep understanding of organizational sympathy, as a result of rational causality based on the role and function of synchronicity.

My attempt, though based on the examination of related instances, is a tentative one. Accordingly, it is necessary to verify results of this attempt through further studies.

A Study on the Principles of Business Diagnose —Refining the Central Idea made by E. Gutenberg—

Makiura Kenji

E. Gutenberg called the Principles, connected with the economic system, “profit making principle (erwerbswirtschaftliche Prinzip)”, “independent principle (Autonomieprinzip)” and “self–decision making principle (Prinzip der Alleinbestimmung)”. In the first section of this paper, I modify these principles in order to adjust them to business behavior under the present Japanese system. The other rules, which are utilized for combination of producers’ goods, were named “the system of producers’ goods (System der produktiven Faktoren)”, “aiming at economy (Wirtschaftlichkeit)” and “maintaining financial balance (finanzielles Gleichgewicht)”. In the second section, I check on their dependence upon the economic system and do research into the new available rules of diagnosing of business administration. By this study of the principles and the rules of business administration, this report confirms that business theory, business diagnose and business thenology (usually called business management) share together the functions of constructing the framework of the science of business behavior. Business diagnose and business thenology

must provide alternative approaches for business administration and analyze their usefulness for business practice. Business theory and business diagnose must confirm the principles and the rules of business behavior and make adjustments to the economic system and social consensus.

Relationship between the Grades before Entering a Seminar and the Record of a Seminar at the Graduation of students

Takeshi Ohmura

The objective of this paper is to analyze the relationship between the grades before entering a Seminar and the record of a Seminar at the graduation of students.

Statistical analysis shows that the percentage of "Grade A" before entering a Seminar is the most related factor to the record of a Seminar at the graduation. This means that the percentage of "Grade A" is a good index for selecting students at the Seminar entrance interview.

《Notes》

Virtual Web Class Room Plan

Eiji Gochi

This paper describes a plan for virtual teaching, in a virtual space created by the Internet. This plan, to be carried out from next year, has already been introduced to some universities in Japan on an experimental basis. My university also has embraced virtual teaching as its second innovative feature, after its newly established international economics course.

Using the Internet, virtual teaching provides opportunities for education free from limitations on time and space. It is hoped that the experimental application of virtual teaching to universities will result in solutions

to problems in future high quality education.

Learning from Experience in Dynamic Games ; Two Approaches

Masaki Fujimoto

This paper discusses how and what people learn from experience through repeated interactions with others. First, the steady state learning, as proposed by Fudenberg and Levine (1993a, b), is discussed. Second, the inductive decision theory, as proposed by Kaneko and Matsui (1999), is discussed. Our main concern is whether the learning process and the inductive decision making can lead to Nash equilibrium or not.

商 經 学 会 規 約

- 第 1 条 本学会は近畿大学商経学会と称する。
- 第 2 条 本学会の事務所は本学商経学部資料室内におく。
- 第 3 条 本学会は商学、経営学、経済学に関する調査研究及びその成果の発表を目的とする。
- 第 4 条 本学会は本学商経学部及び大学院商学研究科及び経済学研究科の専任の教授、助教授、講師、助手、副手を以って組織する。
- 第 5 条 本学会は次の事業を行う。
1. 機関雑誌『商経学叢』（年3回刊行）、その他の調査研究報告等の刊行。
 2. 研究会、講演会、見学会等の開催。
 3. 調査、研究資料の蒐集及整備。
 4. 商経学部及び大学院商学研究科及び経済学研究科の学生の研究助成。
 5. その他本学会の目的達成に必要とする事項。
- 第 6 条 本学会の刊行物は無償又は有償にて配布する。
- 第 7 条 本学会には次の委員をおく。
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 2. 企 画 委 員 若干名
 3. 編 集 委 員 若干名
 4. 庶務会計委員 若干名
- 第 8 条
1. 委員長は商経学部長とし、本会を代表し会員中より委員を委嘱する。
 2. 委員の任期は2ケ年とする。
- 第 9 条 本学会の年度は4月1日より翌年3月31日迄とし、本学会の運営に必要な経費は商経学部運営費の内より支弁する。
- 備 考 従来の商経学会は納入金費目の改正により解消し、同一名称の商経学会が商経学部教員の研究会として昭和41年度より発足した。

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