

Te inicjatywy wobec poprzednich są dowodem, że wzrosło zainteresowanie, w ostatnich latach, władz centralnych i lokalnych obszarem przygranicznym. O powodzeniu współpracy ponadgranicznej decydują ostatecznie jej wymierne korzyści dla społeczności lokalnych regionów granicznych, wynikające z tej współpracy. [6, s. 128] O efektach współpracy transgranicznej decydują możliwości stron współpracujących, a także istotność barier, na jakie napotyka współdziałanie z udziałem polskich uczestników. Wśród występujących przeszkód utrudniających współpracę należy wymienić [2, s. 93]:

- bariery natury prawnej, np. nieprecyzyjne uprawnienia władz regionalnych do prowadzenia współpracy zagranicznej, odmienność krajowych struktur podziału administracyjnego,
- bariery natury ekonomicznej, polegające na asymetrii możliwości finansowych stron, dysproporcje w dostępie do środków pomocowych Unii Europejskiej,
- bariery natury społecznej, w językowe, bariery natury organizacyjnej, brak doświadczenia w zakresie instytucjonalizacji współpracy.

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THE ROLE OF INSTITUTIONS IN THE FRAMEWORK OF TRANSFRONTIER COOPERATION IN SME SECTOR. THE CASE OF NORD-EAST REGION OF POLAND

In EU SME sector plays the most important role, because 15 million small and medium enterprises on the territory EU employs 66% labour force and its part in the whole turnover of EU economy is about 56.2 %.

In Poland exists 2 million small and medium enterprises, which are 97 % of total number of enterprises. In podlaskie voivodship (district) exists 82% of enterprises, which nearly 99% of them in SME sector are. Definition of small enterprise in polish practice considers this enterprises, which employ no more than 50 labourers and net value of merchandises and services sold by it is less than 5 mln Euro in the last year. Medium enterprise employs no more than 250 workers and net value of profits from solding merchandises, services and financial operations on the market is no more than 40 million Euro. In the practice in Poland at the local level small firms are rather family firms and they employ frequently 5-6 persons, medium enterprises employ about 50 people and net value of sold merchandises and services is no more than 2 million Euro. [5, 4]

Also international cooperation is supported on this two models of action on the international market, in many cases, it will be transfrontier market, where is easy to establish cooperation with partner, to organise sellers, to count on knowledge about neighbours, exchange the information or sometimes on support of local/regional government in contacts with partners from other side of border. Sometimes, the proprietors of SME in border regions are the same nation, like minority in our country and inverse. Than will be easier to establish business relationships, because of cultural neighbourhood, knowledge of attitudes, models of negotiations with partners, this same (or close) language and culture. It's much better, when partners are not competitors in this same products or services, but it is some kind of compensation in production or services. Much better now, when exists institutional base for cooperation (logistics, spedition and transport, free trade institutions, commodities in frontier control, good frontier infrastructure, privileges for bussinessman at the border passes, financial services, e.g. international cooperation by banks, insurance, legal and trade service made by ambasses or consulates on both side of border, marketing, free zones etc.). SME sector never profits from commodities at the international market accessible only for reach biggest companies, which create usually the branches governed by firm-mother and provide the process of globalisation. However, very strange situation, which was described by Zbigniew Kurcz in his crossborder studies, particularly visible at the polish-tcheque frontier. He mentioned Poles and Tcheques don't want to work for each others, but they voluntary work for others proprietors, from reach western countries, e.g. for Germans, Dutchmen, Austrians, French, than there are very poor polish-tcheque economic activity on this border. [3]

The opportunities in the sphere of transfrontier cooperation of SME sector are sometimes the results of spontaneous, natural process of exchange. We could observe it at the beginning of '90 in the development of small, bazaar commerce, sometimes primitive exchange of merchandises between people. For development of Polish SME enterprises, this kind of commerce was very fruitful and gave big benefits for national budget, nearly 15 billion DM (i.e. 7 billion of Euro in present currency) constiute exceptionally profitable for transfrontier region situation. In counting out of 284.000 inhabitants of Bialystok, capital of north-eastern region of Poland, 25.000 merchants lived only from bazaars, but it must be multiplied

by small producers of textiles, toys, shoes, tools, fruits, vegetables and so on.

- Transfrontier cooperation of SME on regional level ought to be institutionalised - on the one hand and joined in system of regional marketing - on the other, than will be effective. Situation in Central and Eastern Europe is much more complicated, because of necessity of transformation, privatisation and in effect of it - building modern capitalist economy with a system of modern institutions. We know from daily life practice, that reconstruction of an old house is sometimes more complicated and much more expensive, than building of new one. General example of transfrontier cooperation with belarussian enterprises, which have not been reconstructed in modern sense and there does not exist a modern system of socio-economic institutions in the environment illustrated very well by consequences of specific forms of peripheric economy on polish and lithuanian enterprises. Influence of corruption, bureaucratic anarchy in decisions, lack of modern banks and services, not existing market and marketing, troubles on the border, legal disturbs, incompetence and particularly - lack of honesty in transactions, loosing not only profits, but sometimes also engaged capital. It does not recompense many conveniences, like low price of competent and well educated labour force. The same problems exist also in the case of cooperation with Kaliningrad District and with Ukraine, where uncertainty is maybe more present, than in Belarus, because of anarchy and political risk. From the polish small bussinessman's and enterpreneur's point of view from region of Podlaskie or Warminsko-Mazurskie Voivodships risks of transaction are sometimes measured by financial troubles or bancruptcy of his firm. The chance is transforming in the threat. Shallow polish (and lithuanian) regional market of products and services, however force them to looking for the chance outside of their own region and they have possibility to cooperate with transfrontier partners. They may choose between countries, where the level of institutionalisation is relatively high or much more risky, but profound and profitable market cooperation with belarussian, ukrainian or russian partner. Level of institutionalisation and regulations will be still much more developed after the access of Poland, Lithuania and Latvia to European Union, but also when the transformation process in Russia (Kaliningradskaja Oblast') and Ukraine increase. The political situation in Belarus and the most profound changes in international environment, particularly in Russia, may cause a new situation in the region. The Russian financial crisis influenced from 1998 to last months of this year on economy in whole of regional market (Community of Independent States and Baltic Sea Region). Last events have shown us opportunities of reconstruction of cooperation's links between bussinesses on both sides of eastern border of Poland. [2]

Signs of economic revival are following:

- revival small bazaar commerce in Poland (and Lithuania),
- much more frequent presence of small bussinessmen from region on international foires in the region in Kaunas, Bialystok, Suwalki, Kaliningrad, Grodna,
- announcements in regional journals, official publications of local governments and in internet about will to establish new cooperations,

- reference to contacts with commercials and bussinesses partners before the crisis, partners, whose honesty in the interests was paradoxically verified by crisis,

- increasing of total number of people from this countries at the boarding passes,

- revival in the contacts between local government (mostly official neighbour visit is accompanied by bussinesman), by this way more than 1000 bussinesmen from podlaskie voivodship contacted with partners,

- increasing number of scientific conferences concerning this problematics, export-import, international and euroregional cooperation in border area,

- opening new polish banks in cooperation (Kredyt Bank in Lithuania, Polish Invest Bank in cooperation with Priobank from Belarus, Pekao S.A. in Vilnius, Bank of Development Agriculture and Kredyt Bank in Kaliningrad. [1, p. 188]

- cooperation in the domain of marketing, consulting, market research, regional strategies and mass-media, which create good atmosphere for SME relationships and increase bilateral confession, growing role of insurance companies (polish KUKI - Corporation of Insurance Credits for Export) in turnover with external partners,

- implementation european programs, particularly in the domain, tourist exchange, natural environment, agriculture, but particularly important - in modernisation of boarding pass complexes (Budzisko-Kalvarija, Ogrodniki -Lazdijai - road, Trakiszki-Mockawa rail connexions with Lithuania, Goldap-Gusiew, Bezledy, Gronowo-Mamonowo with Kaliningrad Oblast', Kuznica Bialostocka-Grodna road and rail connection, Bobrowniki - TIR Terminal, Polowce - rail terminal, Koroszczyna - car and TIR Terminal, Terespol-Brest - railway), the most important for regional transportation is modernisation and construction of expressway from Helsinki to Warsaw by Kaunas and Bialystok Via Baltica with participation of european founds (ISPA, Interreg, PHARE Cross Border Cooperation CBC), which is advanced in Latvia and Lithuanie, but not yet in Poland (big troubles are at the belarussian border and particularly - at the border of Kaliningrad District, which may increase yet after implementation the visa's regulations according to "Schengen" regime). [5]

- creation common enterprises like joint-ventures, franchising, export of marchandises to other markets (a kind of strategic alliances with for example lithuanian companies, for export to Russia, with firms from Kaliningrad for export to Russia, Kazakhstan, activity in special zone in Brest with german firms from this zone for belarussian market), supplies in the production process and import from other markets etc. It considers especially the activity of polish small bussiness in Special Zone in Suwalki and in Special Zone in Brest and much less in Grodna), where polish chocolate, milk and other alimentation products, furniture (for ex. kitchen furniture and equipments with montage in belarussian houses and offices) are produced, wholesalers cooperation (selling of meat, alimentation, textil and lether products) is established,

- regional bourse of alimentary and agriculture products is the place of contacts and transactions on the small scale with eastern sellers, suppliers and wholesalers,

- regional programs based on accession funds or bilateral programs (PAUCI - Poland-America-Ukraine Cooperation Initiative, Polish-British Found of Support Entrepreneurship, British-Know How Found with a small grants programme, PHARE STRUDER Polish Hungarian Assistance to Restructuring their Economies The Structural Development of Selected Regions, III Long-Term Programme for Enterprises and Entrepreneurship with Euro-Info Centers and foires like Europartenariat, Ibex, Interprise) [4, pp. 146-9]

- the chance of transfrontier cooperation SME on north-eastern border is to be suppliers for big companies or commercial groups, e.g. last decisions concerning to build in Russia Auchan may involve many polish big enterprises, which have many small and medium suppliers, because it is more profitable for Auchan to cooperate with polish firms then with West.

In summary of this part, I would underline, SME sector is the one of most important factors of transfrontier cooperation, which may enlarge market chances of existing enterprises, limited by barriers on local market and week demands of local population. For many of regional small enterprises transfrontier, cooperation is an unique chance of development and create new economic reality in more and more globalised by big international companies. On this field exist many niches, which are not so profitables for principal market actors, e.g. transnational companies.

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ТЕОРЕТИЧЕСКИЕ АСПЕКТЫ ГЛОБАЛИЗАЦИИ И ЕЁ РАЗВИТИЕ В СОВРЕМЕННЫХ УСЛОВИЯХ.

Глобализация является ключевым параметром, характеризующим процессы мирового развития на рубеже XXI века. Однако глобализация не является совершенно новым явлением. По мнению ряда аналитиков, 100 лет назад глобализация мировой экономики была ничуть не меньшей чем сейчас. Но в отличие от того времени сегодня значительно воз-