



Study the Commercial Trading Strategy of Iran and Afghanistan in the Development of Islamic External Trading Principles

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Abstract

Both Iran and Afghanistan need to develop their external trade as one of the main factors behind of economic and social growth and development. In the present, both states are getting involved with sanctions and restrictions of The United States of America, the main question is that how can they increase bilateral trade and what is the appropriate strategy for this? The research method of accomplishing of this paper is descriptive-analytical method by using library's data. The results of this paper show that the political and economic conditions of the two states, and also being neighbor, cultural common aspects and long border need to make an interactive trade because this is the most suitable strategy for both sides. This interaction leads both states to development of the trading through the principles of external trade in Islamic values, and it creates a win-win result for Afghanistan and Iran. In such interactive trading, Iran can neutralize side of the sanctions with helping of Afghanistan, and Afghanistan, whose external trade is in a defensive position against external threats, can take advantages from trade with a reliable trade partner and experience fair trade.

Keywords: *External Trade, Interactive Trade Strategy; Principles of External Trade in Islam; Iran; Afghanistan*

Introduction

Iran and Afghanistan are two neighbors with long-standing historical, cultural, linguistic and religious aspects, and these two states have about one thousand kilometers of common frontier and also with long history of political and economic cooperation. The presence of millions Afghan immigrants in Iran from the Jihad period up to now has added to the dealing political and economic areas of the two states. In the recent days, Iran and Afghanistan's political and economic conditions creates more capacities for an economic dealing, especially in the field of external trade, if these conditions use perfectly, both sides will take advantages of them.

Afghanistan is a consumer country and it needs more investing in short-term for turns into a exported side in the long term. These conditions turn Afghanistan's external trading policies around the two axes: the first one is "export development" and the next one is "import substitution". Although many underdeveloped countries and even developing countries and some developed countries are focused on these two axes for developing, but Afghanistan's conditions are exceptional.

Afghanistan's economy depends on foreign financial and technical assistance and aids. The development of exports and even the implementation of the country's import substitution policy is not possible in the short term without foreign political, technical and financial supports. Most of Afghanistan's goods and services are still imported from abroad, and it takes a lot of time and effort to replace them. The successful implementing of the export development policy, which depends on increasing production capacity and observing qualitative and quantitative standards, requires constructive interaction with the world, especially neighboring and Islamic countries. Afghanistan's agricultural products and minerals, which are considered as the hopes of this country in the development of exports, need advanced technologies that must be imported from abroad. Therefore, provision of capital goods, required technologies and financial engineering are among the current needs of Afghanistan, which must be provided with the help of foreign partners. Maintaining national interests while needing foreign support has created difficult conditions for Afghanistan's economy, which requires tact and strategic planning to pass safely.

Despite these needs, Afghanistan's new political system has not yet been recognized and is facing a kind of non-cooperation from the international community, which has made the conditions more difficult and the country's access to global markets and international networks for the transfer of monetary and financial resources and financial support. It has made foreign technology more limited. In such a situation, Afghanistan should choose an interactive trade strategy with neighboring countries, and the Islamic Republic of Iran is one of the appropriate options in this regard, because Iran is also facing the sanctions of Western countries on the one hand, and is seeking to develop trade with neighboring and Islamic countries, which Afghanistan It is considered one of the most important of them (IRNA, August 30, 1401). On the other hand, some studies have shown that Iran has had the greatest impact on Afghanistan's economic growth among neighboring countries in the last two decades (Khashee, 2018). In addition to these, the high capacity of the two countries for economic cooperation, especially interactive trade, has led to the development of trade facilitation between the two countries and has many benefits for both parties. The present article seeks to answer the question, what is the strategy for the development of interactive trade between Iran and Afghanistan according to the strategic principles of foreign trade in Islam and the current situation in Afghanistan?

Literature Review

In relation to the external trade development strategies of these two countries - Iran and Afghanistan - research has been done separately - more in the case of Iran and less in the case of Afghanistan - but there are few studies regarding the development of trade between the two countries., The extending trade between of these two countries has been studied, but none of them mentioned the strategy of interactive trade.

In the study of the international trade strategies of the resistance economy of the Islamic Republic of Iran based on SWOT model (Saif and Hafeziah, 2013), Strategies have been determined considering the new internal and external conditions. In these strategies, the use of the Islamic Republic of Iran's great natural resources, faithful and efficient human resources, scientific capacities, monitoring of the informal economy, changes in methods, continuous improvement and improvement in programs in the internal dimension, and also, promotion of efficiency, non-stop movement and the direction of diplomacy and active presence in regional and global treaties and cores, identifying new markets, interacting with the

international economy within the framework of the principles of wisdom, honor and expediency and using the transit capacity and the opportunity of direct access to free waterways in the foreign dimension, for the purpose of growth and prosperity And dealing with external threats and internal weaknesses has been emphasized. In this research, interaction with the international economy is mentioned as a strategy in which interactive trade with Afghanistan can be investigated.

Regarding to Afghanistan, some studies have dealt with the issue of Iran-Afghanistan trade, especially in the conditions of sanctions (Mehrgan and et al, 1401) and have concluded that the restrictions caused by the sanctions not only did not decrease Iran-Afghanistan trade, but also increased it. In this type of research, although some proposals have been made for the development of trade between the two countries, interactive trade has not been mentioned as a strategy. In "Afghanistan's National Export Strategy" and also in the annual strategic plans of the Ministry of Industry and Trade in the previous government of Afghanistan, there is no specific approach towards the development of trade with Iran. Therefore, interactive trade as a strategy for the development of bilateral trade between Iran and Afghanistan is examined for the first time in this research.

Main Approaches of External Trade Development Strategies

In the framework of conventional economics, three main approaches have been proposed in international trade strategies and these three approaches were classified by Demartino: the first one is "Progressive Nationalism", the next one is "Neoclassical Vision" and final one is "Internationalist Egalitarianism" (Demartino, 2003, 191).

According to progressive nationalists, international trade is set of challenging issues, controversial and has national winners and losers. They seek "strategic trade" and advocate policies and strategies in external trade that ensure that each country can obtain the available benefits and advantages, and protect itself from possible losses and damages.

Neoclassical theoreticians defend the theory of free trade because it is beneficial for both sides. They tried to show how business models based on the natural differences of countries can seek increasing efficiency and social welfare for everyone around.

Egalitarians have defended the theory of "fair trade" as a means to develop the plan of global justice and have demanded conditions for international trade that lead to equality of opportunities at the world level. They have questioned the neoclassical idea that economic growth and efficiency can only be achieved through the free market and are looking for ways that are consistent with the goal of developing equality and basic freedoms and ensure economic growth and efficiency (Haman).

The external trading development strategy of Iran and Afghanistan cannot be placed in the framework of the progressive nationalists' approach or the classical approach, because it is not compatible with the objectives and ideals of the two countries, nor with their economic and social conditions. The fair-trading approach is considered a suitable option for the development of trade between the two countries, but within the framework of the principles and strategies of foreign trade in Islam, which provides more grounds for interaction.

External Trade Development Strategies with an Islamic Approach

The Islamic strategies of international trade are defined and determined in the framework of the objectives and economic principles of Islam as a part of a macro structure, coherent and systematic school elements. Efficiency combined with economic justice in order to realize social justice and welfare of all in the path of exaltation and nearness to God, which is at the center of the economic goals and principles of Islam and directs the economic actions of Muslims, is also prevalent in international trade, and principles such as strengthening foundations The economy of Muslims in front of non-Muslims, the independence

and economic security of Muslims, the lack of influence and domination of infidels over Muslims, the unity and unity of Muslims, the promotion of the culture of halal trade, and the need to observe Sharia rules in business are embedded in this direction.

1. Economic Strengthening of Muslims

One of the principles that should be considered in the international trade strategies of every Islamic country is the speech of the economic foundations of the people against non-Muslims, which is stated in the Noble Verse *﴿وَأَعِدُّوا لَهُمْ مَا اسْتَطَعْتُمْ مِنْ قُوَّةٍ﴾* ... ("Become as strong as you can to face your enemies." It is inferred. Although the verse directly refers to the issue of war and the strengthening of defense and combat forces and equipment (Tabatabayi, 1390 AH, 9, 114), but it can be generalized to other issues, including economic issues, because sometimes economic war is more dangerous than war. It is military. An example of an economic war was the economic siege of the Muslims of Sadr al-Islam in the branches of Abi Talib by the polytheists of Mecca, which put more pressure on the Muslims than military wars. The American economic war against the Islamic Republic of Iran, is present example, that has more dangerous effects than the military war.

In present world, where the economy is the center of international relations and policies, and countries use every opportunity and capacity to strengthen their economy and hit the economy of rival countries, and Islamic countries, due to their justice-seeking nature, are more exposed to economic pressures from global arrogance and There are warring countries, strengthening economic foundations and as a result gaining economic authority is vitally important for Islamic countries. Economic authority means that the country has reached the stage of self-sufficiency in such a way that it has the ability to meet its needs at a high level of prosperity (Cooperation Office of the District and University, 2034, 2014). One of the fields in which this issue should be taken seriously and viewed as a strategy is international trade. Not only the Islamic governments, the individual Muslims in their business with others should pay attention to the issue of economic strengthening of Muslims as a religious duty, because the honorable verse has addressed the general public, while in the previous verses, the Prophet Mohammad was the addressed. The reason for this is that the enemy threatens the interests of the individual as well as the interests of the Islamic community as a whole. Therefore, in addition to the government, every person should also feel duty (Haman., 115).

2. Independence and Economic Security of Muslims

Economic independence means that a society does not rely on others to secure its economic interests, and the management and control of its economic affairs is not in the hands of others. Economic independence is different from self-sufficiency. Self-sufficiency is when a society provides all its needs from within and does not rely on imports; However, independence is whether it needs imports or not, but it does not depend on foreign countries in providing basic needs in such a way that it surrenders to their oppressive policies and demands. Therefore, economic independence does not mean severing economic relations with other countries, but it means having a powerful relationship (Haman, 200).

The most explicit verse of the Qur'an in this regard is the verse known as Nafi Sabila, *﴿وَلَنْ يَجْعَلَ اللهُ لِلْكَافِرِينَ عَلَى الْمُؤْمِنِينَ سَبِيلًا﴾* "God has never made a way for unbelievers to dominate the believers." Since the position of the word "mustache" in the sentence is "silver in the context of negation" which conveys the public, the meaning of the verse is that the disbelievers should not dominate the believers in any way - military, political, cultural and economic- (Makaram, Shirazi, 1371, 4, 175). It is clear that one of the ways of the domination of the infidels over the believers is economic domination (Ekhwani Kazemi, 1387, 194). whose means and route of influence is international trade. Therefore, believers should enter into international trade knowingly and with the standards of faith so that there is no opening for the influence of infidels and their domination over believers. The Holy Qur'an says: *﴿وَلَا تَهِنُوا وَلَا تَحْزَنُوا وَأَنْتُمْ خَيْرٌ مِنَ الَّذِينَ كَفَرُوا لَا يَخْلُقُ أَهْلَ الْبَيْتِ لِلْعَالَمِينَ﴾* (Al-Imran/3, 139). "do not grieve and do not grieve, and you will be exalted if you are believers, and do not be weak and don't be sad! And you are superior if you believe." In this honorable

verse, the criterion of superiority over the infidels is the faith of the believers. The battle of faith in international trade is a conscious and conscious trade so as not to lead to dominance.

One of the consequences of lack of economic independence is endangering the economic security of a country. The meaning of economic security in the field of international economy is that the economic interests and interests of the Islamic society are not threatened by other countries (Tawakli, 2018, 252). Economic security is disturbed when the provision of basic needs of the people of the society becomes a problem and the worry about the lack of provision or the possibility of not providing the basic needs causes people to be deprived of their comfort (Akhwan Kazemi, 1387, 186). A society that depends on others to provide its basic needs does not have economic security, because whenever it does not want to give in to their demands, it faces economic sanctions and has problems in providing its basic needs. In addition, a dependent economy suffers from corruption and internal rent, which somehow endangers economic security.

3. Convergence and Unity of Muslims

Convergence is a type of international system that actors are always able to coordinate interests, resolve disputes, and collect profits through interactions (Puchala, 1972, 277). The common feature of this definition with other definitions is the coordinated movement of the members of a group towards achieving a specific goal or goals, which is the expansion of commercial cooperation between Islamic countries in the first stage, economic and political cooperation in the next stages, and finally the unity and cohesion of the Islamic Ummah. It is arenas.

Convergence in Islam is a political mechanism created in order to reach the Quranic principle of unity and integration of Muslims (Al-Imran/3, 103). The Quran has called Muslims to gather around the axis of the Quran and the Sunnah (Tabatabayi, 1390 AH, 3, 369) and not to divide and scatter and has warned against differences and conflicts (Anfal/8, 46) so that they do not become scattered and as a result weakened (Haman, 9, 95).

Today, the unity that gives strength and the difference that frustrates have more differences in the international arena. The international relations of Muslims, especially in the field of economy, if it is regulated and established by prioritizing the unity and unity of Muslims, it will strengthen and make them more invulnerable. This issue can also be deduced from the verses of the Qur'an, especially the verses that forbid Muslims from friendship with infidels (Al-Imran/3, 28; Ma'idah/5, 51) and asked them not to see honor in friendship with infidels (Nisa'/4, 139).

Although it is not possible to conclude from the verses of the Qur'an that the complete severing of economic and commercial relations with infidels (Makaram Shirazi, 1371, 4, 410), but at least it can be inferred to give priority to Muslims and observe the side of caution in establishing economic and commercial relations with infidels. The reason for this is the standard given by such verses, which is that establishing relations with the infidels increases the possibility of weakening the Muslims by the infidels and harming their religion (Mutahnah/60, 1), especially that Islamic teachings do not show the privilege of the infidels. The historical example of this issue is related to the beginning of Islam, when the Jews of Medina controlled internal trade and the Arab polytheists controlled foreign trade. The Prophet Mohammad wanted to get the Muslims out of the power of those two. Therefore, the interests of the Jews and the interests of the polytheists collided with each other and they united against the believers, just as today the interests of the Jews have collided with the interests of the mainly Christian owners of exploitative companies against the nations and the oppressed (Mughniyeh, 1424 AH, 3, 109).

It should be noted that the strengthening of the infidels means the relative weakening of the Muslims, just as the weakening of the infidels means the relative strengthening of the Muslims. So, if trade with a non-Muslim country strengthens that country, especially if that country is hostile to Islamic countries or even one of them, such as the Zionist regime, such trade weakens Muslims and is in conflict

with the principle of Islamic unity and unity.

4. Good Business Development

One of the issues emphasized in Islam is "good trade", which requires good export and import goods and services, as well as good export and import processes. The word "good" is a Qur'anic word (Baqarah/2, 168) that is specific to halal. In the framework of this concept, goods and services are good that are halal, clean and free of personal, social and environmental harm (Tawakli, 2018, 219). "Halal" is something that does not have a prohibition, and "good" refers to pure things that are compatible with healthy human nature, as opposed to "evil" that human nature hates (Makaram Shirazi, 1371, 1, 569). The sanctity of trading these goods between Islamic countries and their import is certain for Islamic countries, but regarding their export to non-Islamic countries, there is a difference of opinion among jurists and their sanctity is not certain (Tawakli, 2018, 229).

Many verses of the Qur'an (including Baqarah, 57, 168, 172, 173, and 267; Ma'idah, 3; Nahl, 16 and 115) are used those human possessions should be lawful and good. Just as being good should be observed in eating and drinking and other occupations, it should also be observed in acquiring property because if a person's business is unwholesome, the income from it will also be unwholesome, and then the possessions will also be unwholesome. Considering that a part of human income may be obtained through foreign trade, the verses include this case as well.

Considering good trade in the foreign trade policies of Islamic countries not only helps to culture this kind of trade among Islamic countries, but it will also be effective in promoting and spreading it among other nations. In addition, observing the principle of good trade by Muslims increases their commercial credit in the world and leads to the prosperity and growth of their foreign trade.

5. Compliance with Sharia Regulations In Business

The famous phrase "first jurisprudence, then business" talks about the importance of observing Sharia rules in Islamic business. This phrase is taken from the saying of Hazrat Ali who addressed the merchants and said: "O business of merchants! The jurisprudence then the merchant, the jurisprudence then the merchant, the jurisprudence then the merchant..." (Cliny, 1407 A.H., 5, 150) The most important legal rules in trade in general and international trade in particular, including such things as "no interest in transactions (Al-Baqarah, 275 and 276) and "satisfaction is necessary in the transaction" (Nasa, 29). Due to the fact that the goals of foreign trade in Islam are not only economic and also include cultural, political and social goals (Tawakli, 2018, 163), the principle of observing Sharia rules is considered a strategic principle. Compliance with Sharia rules in cases such as the conditions of commercial items, the characteristics of the commercial parties and the conditions of the transaction shows itself (ibid., 167-190), which is influential in determining the strategies of Iran and Afghanistan as two Islamic countries.

Analyzing the External Trade Development Strategies of Afghanistan

Afghanistan's foreign trade development strategies - at least in theory - have been the ability of that country's political relations. During the time of the British, the development of trade was followed through exchanges with the British and sometimes the Indian subcontinent, and during the time of the Russians, through trade with the Soviet Union and Eastern Bloc countries, and during the period of American and NATO dominance, through trade with countries aligned with the United States. America Although in practice, like Pakistan and Iran, it has played a role in the development of foreign trade. After Pakistan, which has been a strategic trading partner of Afghanistan for mainly political reasons, Iran has always been a reliable trading partner for Afghanistan in special and critical situations, meaning that whenever Afghanistan has problems with its trading partners, especially Pakistan, it has turned to Iran. For example, in the years between 1330-1340, when the Afghan trade missions in the cities of Peshawar and Chaman, Pakistan were closed by the government of that country, the Afghan government signed a

transit agreement with the government of Iran, according to which, Afghanistan's export goods were transported by land. It will be transferred to Mashhad and from there to Khorramshahr by rail (Tebab Institute, 1374, 1979). In recent years, the issue of Chabahar port was raised after the government of Pakistan repeatedly created problems for the transit of Afghanistan's commercial goods.

In "Afghanistan's National Export Strategy 2018-2022", which is the latest national document in the field of export development, Afghanistan's goals, sectors, support and strategic cooperation in the field of foreign trade, especially export development, have been considered. In this national document, the foreign trade development strategy is followed by strengthening the private sector in the agricultural, mining and handicraft sectors, and products such as fruits and vegetables, dry fruits, saffron, carpets, marble and granite, precious stones and jewelry are introduced as a strategy. Is. Empowering the private sector by increasing commercial awareness, developing skills, improving the business environment, supporting investment and easy access to credits as strategic support, and developing regional cooperation and membership in the World Trade Organization as strategic cooperation.

Chart I: National Exporting Strategy of Afghanistan's framework

| <i>Strategic Objectives</i> | <i>Strategic Productions</i> | <i>Strategic Supports</i> |
|--|------------------------------|---|
| <i>Enriching private sector</i> | <i>Dried fruits</i> | <i>Managing quality</i> |
| <i>Improving business and investment</i> | <i>Fruits and vegetables</i> | <i>Facilizing trading</i> |
| <i>Formalizing informal activities</i> | <i>Saffron</i> | <i>Developing skills</i> |
| <i>Accessing to update data</i> | <i>Marble</i> | <i>Supporting investment</i> |
| <i>Achieving to peace and stability through economic growing</i> | <i>Carpet</i> | <i>Accessing credits</i> |
| | <i>Gemstones</i> | <i>Expending regional cooperation</i> |
| | | <i>Getting membership of Trading Organization</i> |

Source: National Exporting Strategy of Afghanistan

In order to examine strategies from the perspective of internal strengths and weaknesses and external opportunities and threats in the framework of the SWOT model, internal and external factors affecting the development of Afghanistan's international trade are statistically evaluated using the opinions of experts and after obtaining the necessary quorum for the index. Quantitative "Content Validity Ratio (CVR)" and quantitative index "Content Validity Index (CVI)" of SWAT matrix were formed. Based on the obtained matrix, four categories of strategies in the form of "offensive (SO)", "conservative (WO)", "competitive (ST)" and "defensive (WT)" strategies were identified for the development of Afghanistan's international trade and were subjected to a qualitative test. Then, by using the final score of internal and external factors, Afghanistan's current position among the four strategies was determined. The sum of the final score of internal and external factors was calculated as 1.697 and 1.671 respectively.

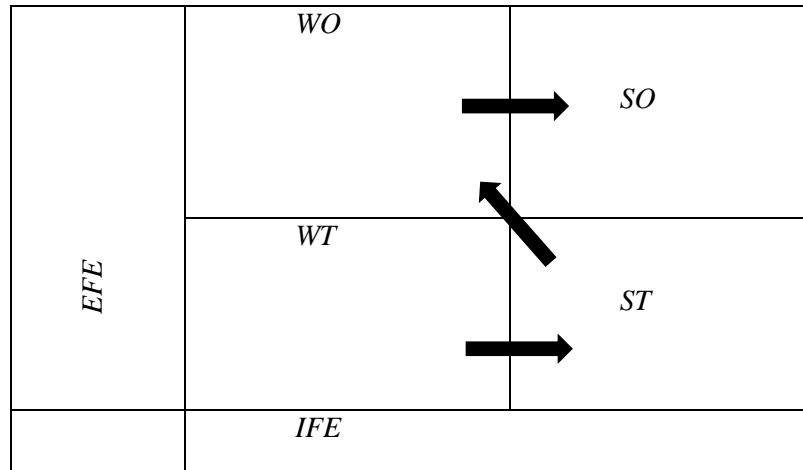


Chart II: Pathway of the developing international trading of Afghanistan

The intersection of the two final scores shows a point in the range of defensive strategies of the strategies matrix, which indicates that Afghanistan's foreign trade is in a defensive situation in terms of internal and external factors. This point shows that the most appropriate strategies for the current conditions of Afghanistan's foreign trade are strategies with a defensive approach. In a situation where Afghanistan is facing many internal weaknesses and external threats in its international trade, it should try to reduce its weaknesses and minimize the damage caused by external threats by adopting defensive strategies.

Considering the abundance of weaknesses and threats of Afghanistan's foreign trade in comparison with its strengths and opportunities, it is appropriate to pay attention to conservative strategies after achieving success in defensive strategies in order to overcome internal weaknesses. After reducing the weaknesses, it becomes possible to deal with external threats by using internal strengths and enter into competitive strategies to finally reach offensive strategies. Figure 2.4 shows the appropriate development path of Afghanistan's international trade strategies.

| | | |
|------------|--|--|
| <i>EFE</i> | <p><i>WO:</i></p> <ul style="list-style-type: none"> • <i>Taking advantages of WTO</i> • <i>Bringing foreign investments</i> • <i>Utilizing benefits of technology</i> • <i>Enforcement Islamic financial services</i> | <p><i>ST:</i></p> <ul style="list-style-type: none"> • <i>Improving infrastructures</i> • <i>Supporting exported productions</i> • <i>Limiting imported productions</i> |
| | <p><i>WT:</i></p> <ul style="list-style-type: none"> • <i>Improving productions' equality</i> • <i>Preventing from corruptions</i> • <i>Improving monetary services</i> • <i>Improving electronic infrastructures</i> • <i>Enriching accessibility to markets</i> | <p><i>ST:</i></p> <ul style="list-style-type: none"> • <i>Improving natural advantages</i> • <i>Establishing chambers</i> • <i>Encouraging young generations into economic areas.</i> |
| | <i>IFE</i> | |

Chart II: Phases of the developing international trading of Afghanistan

In all the above cases, which are considered as strategies for the development of Afghanistan's trade from the defensive to the offensive stage, interaction with Iran is constructive, and Afghanistan's need for economic and commercial cooperation with Iran arises from this.

Chart III: Commercial Sides of Afghanistan 2020 (Measuring by million dollar)

| <i>Import</i> | | <i>Export</i> | |
|---------------------|---------------|-------------------|---------------|
| <i>Country</i> | <i>Amount</i> | <i>Country</i> | <i>Amount</i> |
| <i>Iran</i> | <i>1104</i> | <i>Pakistan</i> | <i>311</i> |
| <i>China</i> | <i>986</i> | <i>India</i> | <i>406</i> |
| <i>Pakistan</i> | <i>732</i> | <i>China</i> | <i>55</i> |
| <i>Kazakhstan</i> | <i>648</i> | <i>Turkey</i> | <i>16</i> |
| <i>Uzbekistan</i> | <i>549</i> | <i>Iran</i> | <i>8</i> |
| <i>Japan</i> | <i>186</i> | <i>UAE</i> | <i>26</i> |
| <i>Turkmenistan</i> | <i>450</i> | <i>Iraq</i> | <i>14</i> |
| <i>India</i> | <i>390</i> | <i>Araba</i> | <i>7</i> |
| <i>Malaysia</i> | <i>336</i> | <i>Germany</i> | <i>5</i> |
| <i>UAE</i> | <i>198</i> | <i>Japan</i> | <i>2</i> |
| <i>Araba</i> | <i>153</i> | <i>Tajikistan</i> | <i>3</i> |
| <i>Tajikistan</i> | <i>96</i> | <i>Others</i> | <i>23</i> |

Source: Statistic of 2020

The Areas of Development of Interactive Trading Between Iran and Afghanistan

Iran and Afghanistan have various fields for the development of interactive trade, which originates from the cultural commonality, neighborhood and economic advantages of interaction between the two countries. The most important areas of commercial interaction between the two countries can be evaluated from two perspectives of value and economy.

1.Fields of Business Development From a Value Point of View

There is no doubt that both countries seek to develop trade with Islamic standards. This issue is considered an important field for cooperation and commercial interaction. Strengthening the economic foundations of Muslims, the independence and economic security of Muslims, the influence and invincibility of Islamic countries, the convergence and unity of Islamic societies, the promotion of the culture of halal trade and the need to observe Sharia rules in trade are among the basic principles that are important for both countries and can be a suitable ground for development of their foreign trade.

For more than four decades, the Islamic Republic of Iran has shown that it cares about the independence of countries, it is neither domineering nor domineering, and it seeks a just and fair economic relationship with all countries. In the foreign trade strategy of Islamic Iran, Muslim countries, especially neighboring countries such as Afghanistan, are more important because, in addition to the right of Islamic brotherhood, they also pay attention to the right of neighborliness. This issue should be

important for Afghanistan as well, because it needs reliable and consistent business partners to develop its foreign trade.

Iran is considered the most important Islamic country that wants to adapt and implement the Islamic economy in various economic activities, especially in the field of foreign trade. Since the victory of the revolution and the establishment of the Islamic system in Iran, the most important strategy of the Islamic Republic in foreign trade has been the expansion of commercial exchanges, especially trade with Islamic countries based on the general principle of "honor, wisdom and expediency". In the third principle of the constitution, on "regulating the country's foreign policy based on the standards of Islam, fraternal commitment to all Muslims and unwavering support for the oppressed of the world"; In the 11th principle, it is emphasized on the effort for the economic unity of the Islamic world and in the 152nd principle, it is emphasized on the denial of any kind of domination and domination and the defense of the rights of all Muslims, which in a way reflects the Quranic principle of "Islamic brotherhood". In paragraph 28 of the 20-year vision document of the Islamic Republic of Iran, it is emphasized on "the effort for greater convergence between Islamic countries" and paragraph 31 on the effort to transform the group of Islamic countries and friendly countries in the region into an economic pole, which are the main criteria of the foreign trade strategies of the Islamic Republic. It shows Iran. In the fifth development plan (1390-1394), the export development strategy has been emphasized, especially in the service sector and the production of high-tech products, and its realization with the help of regional and Islamic and friendly countries has been measured with the aim of reducing dependence on the monetary system of the colonial system. In the general policies of the 7th plan, the strengthening of economic ties with the priority of the neighbors is emphasized.

Considering the current situation of Afghanistan, which has suffered a lot from the 20 years of occupation by America and its allies (NATO) and is now in unfavorable economic conditions, the most important strategy in the field of foreign trade can be Islamic integration and trade with neighboring and Muslim countries. The change in the country's political system has increased the priority and importance of this strategy, because non-Islamic countries, mostly in the West, do not have a good relationship with the Islamic Emirate of Afghanistan and have even blocked Afghanistan's foreign exchange reserves abroad and are seeking economic sanctions. In such conditions, the development of trade with Islamic countries, especially neighboring countries, will be a suitable solution.

Currently, Afghanistan has the most trade with Islamic countries, both in terms of commercial value and the number of countries (in exports). There are 8 Islamic countries among the first 11 countries for the export of Afghanistan's goods and services, and 10 Islamic countries are among the first 26 countries for the import of goods and services to Afghanistan (Central Statistics Office, 2019, 245-246). Pakistan, Turkey, Iran, United Arab Emirates, Iraq, Saudi Arabia, Kazakhstan and Tajikistan are Islamic countries to which Afghanistan exports the most. Iran, Pakistan, Kazakhstan, Uzbekistan, Turkmenistan, Malaysia, United Emirates, Tajikistan, Turkey and Indonesia are the Islamic countries from which Afghanistan imports the most (ibid).

Picture

Among Islamic and neighboring countries, Afghanistan's most imports in 2018-2019 were from Iran. This shows that Iranian goods and services are in good demand in Afghanistan. After Iran, the second source of Afghanistan's imports is China, and the third is Pakistan (ibid). In the convergence strategy, Islamic countries, especially Iran, can replace China. Afghanistan's trade balance with all Islamic countries is negative. One of the advantages of the convergence strategy is that Afghanistan can have a fairer trade with Islamic countries, especially the Islamic Republic of Iran, and clear goods.

This strategy has another advantage for Afghanistan from the perspective of foreign trade development, and that is paying the price of goods and services with national money. Due to the fact that Afghanistan has a negative trade balance and is facing problems in providing major international

currencies, especially the dollar, it can solve a part of its currency problem in this way and make its trade with countries like the Islamic Republic of Iran less costly. This policy will also be welcomed by Iran because it seeks to remove the dollar from its foreign exchange.

In general, Afghanistan, especially in the conditions of the rule of the Islamic Emirate, is in dire need of integration with Islamic countries, and this can be the most important strategy of that country in choosing trading partners for the development of foreign trade. Among the Islamic countries, the expansion of trade with those countries that have good relations with Afghanistan and the Islamic Emirate on the one hand, and share cultural and language with the people of Afghanistan, and on the other hand, have an angle with the domination system, such as the Islamic Republic of Iran, can better contribute to the development of trade. Foreigners of Afghanistan should help.

In sum, Iran's value-oriented view of foreign trade and Afghanistan's need for value-oriented commercial partnerships have created a suitable environment for the commercial interaction of the two countries, which, if combined with the economic advantages, commercial capacities and economic needs of the two countries, will provide more grounds for the expansion of trade. It provides interaction.

3. One View of the Business Development Area

Agricultural products, especially garden products, is one of the fields in Afghanistan has a natural advantage. The natural advantage should be transformed into an acquired advantage by investing in improving the quality of products, increasing the productivity of production factors, the quality of packaging, processing and achieving the added value chain, especially by using advanced and knowledge-based technologies. Iran can cooperate with Afghanistan in these fields.

Afghanistan's mines and minerals are considered the second capacity of this country in the development of exports that Iran can invest and it has succeeded. Although there is no accurate estimate about the value of Afghanistan's mines, geological studies indicate that the country is rich in minerals and its high capacity in case of extraction and processing, in the development of exports. According to estimates, Afghanistan has countless mines that remain untouched. The known mines of Afghanistan include coal, uranium, salt, cream, silver, gold, sulfur (sulfur), barium sulfate, iron, zinc, tin, fluorite, talc, magnesium, mica, copper and lapis lazuli, fireproof cotton (asbestos), mercury., bauxite, nickel, lead, tungsten (tungsten), lithium and ruby (red) and oil and gas (Dehghan, 1386, 163), which due to technical and capital problems, only coal, salt and cream are available in a significant amount and up to Some oil and gas have been extracted. Despite the identification, no work has been done to extract other mineral resources and the government has not been able to use these sources of income (Erfani, 1389, 109-104).

Afghanistan's external trading statistics indicates the low share of mineral items in the country's export portfolio. Marble and granite, decorative stones and jewelry are the few mineral products that are included in the export package. The mining sector is one of Afghanistan's natural comparative advantages, which can be turned into an acquisition advantage with targeted policy making, planning and investment. In the development of Afghanistan's external trade, the development of the mining sector and the diversification and competitiveness of its products should be one of the strategies, because this sector can be considered as one of the drivers of the country's economy. Iran can provide serious assistance to Afghanistan in these fields.

On the one hand, for cooperation between Iran and Afghanistan is the production of cereals, especially the strategic products of wheat, corn and oilseeds in Afghanistan. Although these items have not had a significant share in Afghanistan's export basket, but due to the favorable climate, high-quality land, especially in the field of rain-fed crops, and abundant water resources, it has the capacity to gain a relative advantage, especially in the current international situation and the war in Russia. and Ukraine, which has made it difficult to supply the strategic product of wheat to the world markets. By investing in

the production of wheat and other grains and through extra-territorial cultivation, Iran can meet the internal needs of Afghanistan and help increase the country's exports.

On the other hand, due to the restrictions caused by the embargo, Iran has a problem in providing its needs for industrial raw materials, equipment, spare parts, etc., and Afghanistan can help Iran in providing. (Iran Online Room, June 19, 2018). Afghanistan also needs Iran's markets for the export of some dried fruits, crops and agricultural productions as well as mineral items such as marble, coal, iron ore and other mineral resources, that have acceptable export capacities (Haman., 23 Aban 1400). These cases, in addition to many other cases, including investment in Afghanistan's transportation and communication infrastructure, providing energy and fuel needed by Afghanistan, as well as service and transit cooperation, are many areas for the development of interactive trade between the two countries, which will lead to a win-win result for It has two sides.

Solutions for the Development of Interactive Trade Between Iran and Afghanistan

In order to realize the interactive trade development strategy between Iran and Afghanistan, several solutions should be seriously considered and pursued by both states:

1. The government of the two countries should accept that the economic relationship between both sides should be upgraded from the level of normal commercial interactions and exchanges to the level of extensive economic cooperation and creation of economic entanglement.
2. Negotiations related to preferential trade between the two countries should be seriously resumed in order to facilitate and expand trade and remove tariff and non-tariff barriers from their path.
3. Independent payment systems between the two states should be established through the establishment of brokerage relationships in each other's countries in order to facilitate payments and the transfer of monetary and financial resources.
4. Legal support and visa and residence facilities for businessmen and investors of the two countries should be created with the cooperation of the Iran-Afghanistan Chamber and the Herat Chamber of Commerce and Investment.
5. Using the clearing solution in order to create a trade balance between the two countries. Considering the decrease in Afghanistan's foreign exchange earnings and Iran's foreign exchange restrictions, the issue of clearing, especially in the fields of extraterritorial mining or agriculture, helps the development of trade between the two countries. The clearing of Iran's export items for Afghanistan's import items, especially agricultural and mineral products, increases the trade between the two countries.
6. Development of the Chabahar port infrastructure and using it as a safe way for Afghanistan to access open waters.
7. Organization of free trade zones between two countries and creation of common border markets.
8. Establishing joint transport companies in order to regularize the movement of goods between the two countries.

Result

As two Muslim and neighbor states, they also have the same language and a lot of cultural and historical commonalities, they need cooperation and constructive interaction in various areas, including external trade. In order to advance Afghanistan's external trade policies, especially in the areas of export

development and import substitution, it needs foreign investment to improve the quantity and quality of domestic productions and reliable business partners to import technology and export final productions. The empirical conditions of Afghanistan's economy show that this country in a defensive situation in terms of external trade, which should minimize its external trade damage through interaction with friendly and mostly Muslim neighboring countries. This is possible in the light of the strategic principles of Islamic international trade, based on which, the expansion of trade with independent Islamic countries and adhering to Islamic values and principles is at the top of Afghanistan's external trade development strategies. The Islamic Republic of Iran is one of the Islamic states that can be a strategic partner for Afghanistan in the development of international trade of it. For this reason, Iran and Afghanistan can choose interactive trade as a strategy for the development of their bilateral trade and in this way give more depth to their economic cooperation.

Considering Afghanistan's relative advantage in mineral materials and agricultural productions, including grains and garden productions, Iran can invest in these areas and Afghanistan can use Iran's technical and engineering services to turn its natural comparative advantage into an acquired comparative advantage. This work can be done through the industrialization of agriculture and the use of Iran's advanced and knowledge-based technologies in order to prevent the sale of raw materials and benefits from the entire value chain. Another relative advantage in Afghanistan's commercial items is the country's mines, which have a high capacity for export development. Iran's targeted investment in mining and processing Afghanistan's minerals and then exporting them can be an important field in the development of interactive trade between the two countries.

In the current situation, especially with the rise of the Taliban and the creating of the Islamic Emirate, the development of interactive trade between Iran and Afghanistan, while helping the convergence and unity of Muslims and the development of trade between Islamic countries, will also increase the commercial income for both states. Another achievement of this strategy is to help the commercial and economic independence and as a result the economic security of the two states, which saves them from dependence on non-Islamic hegemonic countries, especially the United States of America and its allies.

In order to realize the interactive trade strategy between Iran and Afghanistan, streamlining trade processes, exchange based on the national currencies of both sides, currency cooperation, clearing of goods and services, and political support for trade trends are among the most important strategies.

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