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The determinants of export performance: a review of the empirical literature between 1987 and 1997. Shaoming Zou, Simona Stan. Shaoming Zou (Assistant Professor of Marketing and International Business, Department of Marketing, University of Missouri, Columbia, USA, and) Simona Stan (Doctoral Candidate, Department of Marketing, University of

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The determinants of export performance: a review of the

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market characteristics)
determinants of export
performance. Moini (1995)
suggested three broad
classes: organizational
characteristics (size,
international experience,
competitive advantages,
etc.);

Determinants of Export Performance: a Study of Large ...

of export performance Access
to foreign markets is a
critical determinant of
export performance. Here,

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the term “foreign market access” is seen as representing the foreign market potential of a country. In that sense, it is a broader notion than the term “market access” as used in trade negotiations.

Determinants of Export Performance - UNCTAD

We explore the relationships among knowledge sourcing, innovativeness, and export performance of a firm, and investigate how these links differ between service and manufacturing companies. Based on survey data from 4347 East German firms, we develop a structural equation model which enables

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us to disentangle the direct and indirect (via innovativeness) impact of knowledge sourcing on a firm ...

Determinants of export performance: differences between ...

Using a sample of Algerian exporters, the study reveals the superiority of discrete resources for boosting export performance and export regularity. These findings provide directions to Algerian SME managers and policymakers as to important factors driving the internationalization process in the developing Algerian context.

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Internal and external determinants of export performance ...

We find that the export performance of different industries is significantly influenced by labour costs, foreign direct investment (FDI) and firm size, and thus open to a variety of explanations offered by traditional and new trade theories.

Determinants of Export Performance: Evidence from Chinese ...

rivals in the industry are important determinants of countries' export performance. Nicholas Herman

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(2008) investigated the cause between export, industrial and production of agriculture in Tanzania using yearly time-series data between 1970 to 2005. Results show that agricultural growth, increased export. Export is also Granger's

DETERMINANTS OF EXPORT PERFORMANCE IN EAST AFRICA COUNTRIES

The results of the study found that the three constructs used as firm-level determinants in the study namely: firm characteristics, firm competencies and capabilities, and firm

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export marketing strategies are generally positively and significantly related to firm"s export performance.

Firm-Level Determinants of Export Performance of Ghanaian ...

Determinants of Exports in Developing Countries.

Abstract. This paper analyses the determinants of exports in developing countries using panel data of 75 countries for the period 1970-2004. The ...
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(PDF) Determinants of Exports in Developing Countries

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The demand side determinants include the capacity of the trading partners which is generally approximated by Gross Domestic Product (GDP) those economies, the prices of exportables, the prices of competing goods in export market and the exchange rate etc. However the political or policy factors also play a very crucial role in this regards.

Determinants of Exports of Pakistan

We examine factors affecting export performance of SMEs in the Kyrgyz Republic. Empirical estimations based on the Enterprise Survey data set reveal that

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correspondence with quality requirements, increasing participation of foreign capital in ownership of firms, availability of financial resources, and labor productivity are important determinants of exporting activities of SMEs.

Determinants of Export Performance of SMEs in the Kyrgyz ...

The dramatic GDP and export growth of Ireland over the last decade forms a marked contrast with that of its nearest neighbour Northern Ireland. In Ireland, export volume growth averaged 15.5% p.a. from 1991 to 1999

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Compared with 6.3% from
Northern

(PDF) THE DETERMINANTS OF EXPORT PERFORMANCE: EVIDENCE FOR ...

Sousa et al. (2008) argue that there could be up to 40 different key export drivers, 31 of which are internal and nine are external. The internal determinants that have been the focus of most studies are those related to the product strategy, price, promotion and distribution.

Key determinants of SMEs' export performance: a resource ...

export performance and

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foreign aid of a country depends upon several factors such as investment and improvements in trade facilitating infrastructure such as roads, ports, and telecommunications.

(PDF) Determinants of Export Performance in Tanzania

profitability of export supply, such as the real effective exchange rate, infrastructure costs, tariff. rates and skilled labour, are also shown to be important. Export demand and the ability to compete. in the export market on the basis of price are not found to be a major constraint to export growth.

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SOUTH AFRICA'S EXPORT PERFORMANCE: DETERMINANTS OF EXPORT ...

Firm size as a determinant of export performance has received particular attention. (Maurel, 2009) and still continues to attract attention in export marketing research. (Kayiya et al., 2014). According to Calof (1994), the proposition that firm size is.

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performance in all sectors that is total export, traditional and nontraditional exports. Gross Domestic Product was

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also found significant in all sectors except traditional sector. However, Inflation Rate and Terms of Trade were found significant determinants to total export and traditional exports.

DETERMINANTS OF EXPORT PERFORMANCE IN TANZANIA

Price competitiveness and foreign income serve as major determinants of any country's export performance which is usually measured by changes in the export volumes (as suggested by export demand theory). But unpredictable exchange rates lead to revenue uncertainty.

DETERMINANTS OF EXPORTS IN

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GHANA (1980-2017)

Analyzing the effects of multiple determinants on different export performance measures, our findings reveal that in addition to firm size, the most promising predictors of export performance are management's motives to internationalize and the use of a differentiation strategy.

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"Using a quantile regression econometric formula, this study examines the relationship between export performance, supply capacity factors and foreign market access. The main determinants of export performance are discussed and the results of the study are explained." --Publisher's description.

Increased participation in

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global value chains is firmly related to the engagement of local producers in international markets through increasing sales in these markets. This study aims to examine factors affecting export performance of SMEs in the Kyrgyz Republic. Empirical estimations based on the Enterprise Survey data set reveal that correspondence with quality requirements, increasing participation of foreign capital in ownership of firms, availability of financial resources, and labor productivity are important determinants of exporting activities of SMEs. Along with this, firms

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in industries with a low technology level demonstrate relatively higher export activities. However, it can also be argued that SMEs do not have enough capability to adopt medium and high technology in their production process, which may lead to concern over the long-term sustainability of their competitiveness in international markets. These findings underline that government policy towards enhancing labor productivity, foreign capital participation associated with the higher availability of financial resources, and knowledge-supporting programs are

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Important Evidence for the export of SMEs in the Kyrgyz Republic.

A wide range of empirical studies has analysed exporter performance, especially the relationship between exports and productivity in the manufacturing sector. By contrast, a detailed investigation of the services sector has remained largely neglected. To close this gap, this paper focuses on the relationship between exports and several performance characteristics in the German business services sector-average wage, productivity, size and turnover profitability-in

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Order to determine whether export premia and self-selection into export markets exist in the business services sector. To ensure the comparability of the results with those from the manufacturing sector, empirical models used to analyse the manufacturing sector are transferred to investigate the business services.

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