

## Determinants of Export Performance of Pakistan: Evidence from the Firm-Level Data

MUSLEH UD DIN, EJAZ GHANI, and TARIQ MAHMOOD

This paper explores the determinants of export performance at the level of firms in respect of their characteristics and supply side constraints. The analysis is based on a survey of export-oriented firms in four major sectors. The results indicate a relationship between the better performance of foreign-owned firms to their better know-how and resources compared to the domestically owned firms. Export performance is positively affected by the level of investment in market/client oriented technologies. Lack of certification of product and process standards is the main supply side constraint adversely affecting the firms' export performance. Facilitation measures like export processing zones, internationally recognised testing labs, and industrial clusters would be helpful in improving the export performance of firms.

*JEL classification:* F1, L1, L6

*Keywords:* Trade, Exports, Firms, Performance, Manufacturing

### 1. INTRODUCTION

Exports are widely believed to play a crucial role in the development process. Access to the global market allows domestic firms to achieve economies of scale and thus enhance their profitability. Being a source of foreign exchange earnings, higher exports enable a country to meet its growth and development needs through import of capital goods and raw materials. Exports lead to an improvement in economic efficiency by increasing the degree of competition; and contribute to productivity gains through diffusion of technical knowledge and learning by doing.<sup>1</sup> Export-led growth of East Asian countries and the recent growth achievements of India and China through their integration with global markets has brought export promotion to the forefront in development policy agendas of most developing countries.

Despite vigorous efforts to promote exports, Pakistan's exports as a proportion of its GDP have made no significant gains over the years with the country's share in global exports standing at a meagre 0.13 percent. In order to understand why Pakistan's exports have failed to pick up despite favourable export policies, this paper analyses the determinants of export performance at the level of firms in terms of their specific characteristics and supply side constraints. The analysis is based on a survey of export-

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<sup>1</sup>Krugman (1984).

# Determinants Of Export Performance Of Pakistan Evidence

**Ordoñez de Pablos, Patricia,Zhang,  
Xi,Chui, Kwok Tai**



## **Determinants Of Export Performance Of Pakistan Evidence:**

Pakistan Rashid Amjad, Shahid Javed Burki, 2015-04-13 This book discusses the fundamental constraints that need to be overcome to move the economy of Pakistan to higher growth **Identifying Supply-side Constraints to Export**

**Performance in Ecuador** Paulo Correa, Mariam Dayoub, Manuela Francisco, 2007 The authors apply a Heckman selection model to the 2003 Investment Climate Survey ICS to investigate supply side constraints to export performance at the firm level in Ecuador To correct for the non random truncation problems they use the Heckman selection model to estimate the probability of exporting export propensity and the share of total sales that are exported export intensity by Ecuadorian firms They develop a baseline model with 12 independent variables divided into three categories idiosyncratic characteristics technology and business environment The authors develop three other models with the addition of variables related to trade integration business environment and infrastructure Results corroborate with the hypothesis implicit in the Heckman model which considers both decisions made by a firm whether to export and how much of its sales to export to be interdependent In the Ecuadorian case they find three important results for the firm s export performance technology matters infrastructure does not and trade orientation is significant with specialized firms tending to have smaller export intensity when their main trade partners are countries of the Andean Community and the opposite happening if the United States is their main trade partner The authors find a robust and stable relationship for export propensity and intensity with size import of inputs labor regulations in house research and development quality certification web use and foreign ownership Also capacity utilization and trade with the United States positively affect export intensity while trade within the Andean Community has the opposite effect in the outcome variable But they find no significant relationship for the infrastructure variables **Pakistan**

International Monetary Fund. Middle East and Central Asia Dept., 2016-01-12 This Selected Issues paper reviews Pakistan s tax regime evaluates the level and composition of tax revenues and estimates tax buoyancy and efficiency Despite recent progress under the program Pakistan s tax revenue remains very low relative to comparator developing countries and the tax effort expected for the country s level of development This reflects narrow tax bases overgenerous tax concessions and exemptions weak and fragmented revenue administrations and structural features of the economy The findings suggest that unlocking tax revenue potential requires broadening tax bases strengthening revenue administration and taxpayer compliance eliminating distortionary tax expenditures and rationalizing tax policy for greater efficiency and equity through a comprehensive and front loaded reform agenda **Handbook of Research on Managerial Practices and Disruptive**

**Innovation in Asia** Ordoñez de Pablos, Patricia, Zhang, Xi, Chui, Kwok Tai, 2019-08-30 Collaboration in business allows for equitable opportunities and inclusive growth as the economy rises while also permitting partnering organizations to adopt and utilize the latest successful practices and management However a market in stasis may require a displacement in order to allow businesses to grow and create new alliances and partnerships toward a shared economy There is a need for studies

that seek to understand the necessity of market disruption and the best supervisory methods for remaining relevant and profitable in a time of change The Handbook of Research on Managerial Practices and Disruptive Innovation in Asia is an essential reference source that explores successful executive behavior and business operations striving toward a more inclusive economy Featuring research on topics such as employee welfare brand orientation and entrepreneurship this publication is ideally designed for human resources developers policymakers IT specialists economists executives managers corporate directors information technologists and academicians seeking current research focusing on innovative business factors and sustainable economies in Asia Pakistan Development Review ,2007 **Proceedings of the 5th**

**International Asia Conference on Industrial Engineering and Management Innovation (IEMI2014)** Ershi Qi,Qin Su,Jiang Shen,Feng Wu,Runliang Dou,2015-01-19 The 5th International Asia Conference on Industrial Engineering and Management Innovation is sponsored by the Chinese Industrial Engineering Institution and organized by Xi an Jiaotong University The conference aims to share and disseminate information on the most recent and relevant researches theories and practices in industrial and system engineering to promote their development and application in university and enterprises **Policy Solutions for Economic Growth in a Developing Country** Nassir Ul Haq Wani,2024-06-17

Perspectives on Afghanistan s Trade and Development offers a rich and varied policy analysis for those who wish to design a policy to bolster exports from Afghanistan and for academicians researchers and students who wish to gain greater insight into this developing economy *Management Strategies to Survive in a Competitive Environment* Hasan Dincer,Serhat Yüksel,2021-04-27 Competition is present for almost every sector nowadays Therefore it is vital for companies to develop a set of strategies in order to survive in the competitive environment of a globalized world This book discusses how and why not every strategy is appropriate for every sector The volume offers a qualified and comprehensive analysis to determine effective competitive strategies taking into account the many different factors that affect company performance

**Sustaining Tanzania's Economic Development** Oliver Morrissey,Joseph Semboja,Maureen Were,2024 This book investigates the performance of firms and households in Tanzania and the strategies they adopt to navigate shocks achieve sustainability and build resilience to sustain their growth and development The contributions show that Tanzania like many countries faces a challenging future but is better positioned to do so than it has been Creative Textile Industry Hafsa Jamshaid,Allah Dad,2024-08-29 This book gives a comprehensive overview of the creative textile industry and its sectors involved in South Asian countries namely Pakistan India and Bangladesh It provides basic knowledge about the textile fabric manufacturing techniques processing and design method used for the development of creative textile products from the three countries in the past till the 1900s to the present 2023 and discusses the future challenges and prospects It introduces the concept of a multi species design process as the future need to obtain a sustainable product cycle of creative textile fabrics The content of this book appeals to academic researchers industrial practitioners and policymakers who are

interested in the creative textile industry in South Asia its economics and sustainability      *World Development Report 1987*  
,1987 This report consisting of two parts is the tenth in the annual series assessing development issues Part I reviews recent trends in the world economy and their implications for the future prospects of developing countries It stresses that better economic performance is possible in both industrial and developing countries provided the commitment to economic policy reforms is maintained and reinforced In regard to the external debt issues the report argues for strengthened cooperation among industrial countries in the sphere of macroeconomic policy to promote smooth adjustment to the imbalances caused by external payments in developing countries Part II reviews and evaluates the varied experience with government policies in support of industrialization Emphasis is placed on policies which affect both the efficiency and sustainability of industrial transformation especially in the sphere of foreign trade The report finds that developing countries which followed policies that promoted the integration of their industrial sector into the international economy through trade have fared better than those which insulated themselves from international competition      *Special Economic Zones in South Asia* Aradhna Aggarwal,2024-03-28 Growth enhancing structural change a relocation of labour from low to high productivity sectors is increasingly perceived as inextricably linked with the sustainable development agenda In the pursuit of structural change policymakers have pinned their hopes on targeted policy tools such as special economic zones SEZs These geographically demarcated spaces designed to attract investment with a wide set of advantages have become de rigueur however a systematic evaluation of evidence informed policymaking is scarce due to conceptual and practical challenges This book fills that gap and shows that SEZs are no shortcut to economic development their success in driving economic transformation depends on the complex interplay of sociopolitical economic and strategic factors This book contributes to the burgeoning literature on SEZs by providing the first systematic evaluation of the SEZ policy It adopts the policy cycle approach to organise policy evaluation into three hierarchical layers input evaluation agenda building output evaluation policy designs and outcome evaluation immediate effects of SEZs on firms behaviour and performance with special reference to South Asian countries The strategy is to bring together the findings of microeconomic evaluations to draw macro inferences on the contribution of SEZs to the broader objectives of structural transformation and competitiveness Part I of the book delves into development challenges facing the region lays out theoretical foundations underlying the relevance of SEZs in addressing them and examines the relevance of SEZs in the context of South Asia Part II evaluates the policy first at systemic level to gauge whether and how the policy is rooted in broader development goals and then at the design level to examine the fit between the policy goals and designs Part III presents a counterfactual evaluation of the impact of SEZs on investment climate export competitiveness of firms technology and innovation and knowledge linkages of SEZ firms with the wider economy The final chapter concludes by discussing the emerging challenges and the way forward This will be a useful reference for academics researchers policymakers and professionals in international trade and business public policy

industrial economics and regional integration      **Economic Growth and Financial Development** Muhammad Shahbaz, Alaa Soliman, Subhan Ullah, 2021-09-21 This book looks into the relationship between financial development economic growth and the possibility of a potential capital flight in the transmission process It also examines the important role that financial institutions financial markets and country level institutional factors play in economic growth and their impact on capital flight in emerging economies By presenting new theoretical insights and empirical country studies as well as econometric approaches the authors focus on the relationship between financial development and economic growth with capital flight in the era of financial crisis Therefore this book is a must read for researchers scholars and policy makers interested in a better understanding of economic growth and financial development of emerging economies alike      **Trade Policy Issues in Asian Development** Prema-chandra Athukorala, 1998-11-05 This study examines issues of trade and policy in developing Asian economies such as Sri Lanka Malaysia India Indonesia Pakistan South Korea Taiwan and Thailand

**Malaysia and the Muslim World: Harnessing the OIC Market Through Trade and Islamic Finance (UUM Press)** Irwan Shah Zainal Abidin, 2021-03-01 As the collective voice of the Muslim world and as the second largest inter governmental organisation after the United Nations the Organisation of Islamic Cooperation OIC is without doubt the best platform for the Muslim community or the Ummah to address issues which have afflicted them in so many ways be it politically economically or socially Since September 11 2001 Islam and the Islamic community worldwide has been attacked into so many unjust accusations which is now known as Islamophobia The basic premise of this book is that one of the main factors which caused this unnecessary prejudice hate and fear against Islam and the Muslim world is the fact that the Muslim community has failed to optimally harness its economic potentials to build a greater and stable political and social community which they have all the capacities to become This book argues that one of the solutions to overcome this state of affair is for a few like minded countries in the OIC like Malaysia to initiate policies and programmes of economic empowerment for the Muslim world This can be done by enhancing Malaysia OIC trade and investment linkages and promoting crucial sectors such as Islamic finance and Islamic social finance This book is not merely to provide detailed discussions on these issues based on the empirical results but also highlighted some policy implications and provides future directions for Malaysia to play a crucial role in unlocking the economic potentials of the Ummah so that it can be strengthened further for the betterment of the Muslim world at large      **Export-oriented Industrialization in Developing Countries** Pitou van Dijk, Hans Linnemann, Harmen Verbruggen, 1987 This study describes and analyses in depth the transformation taking place in world manufacturing industry and its impact on the economies of newly industrialising countries In Part One the causes and characteristics of export oriented industrialisation are studied often using world wide cross country analyses Trade policies and export strategies underlying such industrialisation processes get much attention Part Two mainly deals with the domestic preconditions for and consequences of export oriented manufacturing production on the basis of detailed case

studies of seven East and South East Asian countries      **Risks and Resilience of Emerging Economies** Tanmoyee Banerjee Chatterjee, Arpita Ghose, Poulomi Roy, 2023-08-10 This book is an innovative exercise to unravel recent advances in development fundamentals in emerging economies through Indian lens that include various aspects of macroeconomics international trade finance and issues connected to social sector that have become more important in post pandemic world The book throws light on efficacy of existing policies and need of reform in policy framework to enhance growth and development and reduce gender disparities in the context of India and other emerging economies The papers included in different chapters use frontline techniques to discuss various issues that in turn will be of great help for graduate and postgraduate teaching as well as for research The book substantially contributes to the growing literature on issues relating trade development finance and social sector in light of threat posed by COVID 19 pandemic in emerging market economies and extends the frontiers of knowledge      Foreign Direct Investment in South Asia Pravakar Sahoo, Geethanjali

Nataraj, Ranjan Kumar Dash, 2013-10-01 During the 1990s the governments of South Asian countries acted as facilitators to attract FDI As a result the inflow of FDI increased However to become an attractive FDI destination as China Singapore or Brazil South Asia has to improve the local conditions of doing business This book based on research that blends theory empirical evidence and policy asks and attempts to answer a few core questions relevant to FDI policy in South Asian countries Which major reforms have succeeded What are the factors that influence FDI inflows What has been the impact of FDI on macroeconomic performance Which policy priorities reforms needed to boost FDI are pending These questions and answers should interest policy makers academics and all those interested in FDI in the South Asian region and in India Pakistan Bangladesh Sri Lanka and Pakistan      **Economic Journal** , 2003      **Trade Competitiveness Diagnostic Toolkit** Jose Guilherme Reis, Thomas Farole, 2012-03-12 This toolkit provides a framework guidelines and practical tools for conducting an analysis of a country s trade competitiveness in terms of growth and share performance diversification and quality

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