

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.¹ 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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¹Krugman (1984).

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Table of Contents Determinants Of Export Performance Of Pakistan Evidence

1. Understanding the eBook Determinants Of Export Performance Of Pakistan Evidence
 - The Rise of Digital Reading Determinants Of Export Performance Of Pakistan Evidence
 - Advantages of eBooks Over Traditional Books
2. Identifying Determinants Of Export Performance Of Pakistan Evidence
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Determinants Of Export Performance Of Pakistan Evidence
 - User-Friendly Interface

4. Exploring eBook Recommendations from Determinants Of Export Performance Of Pakistan Evidence
 - Personalized Recommendations
 - Determinants Of Export Performance Of Pakistan Evidence User Reviews and Ratings
 - Determinants Of Export Performance Of Pakistan Evidence and Bestseller Lists
5. Accessing Determinants Of Export Performance Of Pakistan Evidence Free and Paid eBooks
 - Determinants Of Export Performance Of Pakistan Evidence Public Domain eBooks
 - Determinants Of Export Performance Of Pakistan Evidence eBook Subscription Services
 - Determinants Of Export Performance Of Pakistan Evidence Budget-Friendly Options
6. Navigating Determinants Of Export Performance Of Pakistan Evidence eBook Formats
 - ePub, PDF, MOBI, and More
 - Determinants Of Export Performance Of Pakistan Evidence Compatibility with Devices
 - Determinants Of Export Performance Of Pakistan Evidence Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Determinants Of Export Performance Of Pakistan Evidence
 - Highlighting and Note-Taking Determinants Of Export Performance Of Pakistan Evidence
 - Interactive Elements Determinants Of Export Performance Of Pakistan Evidence
8. Staying Engaged with Determinants Of Export Performance Of Pakistan Evidence
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Determinants Of Export Performance Of Pakistan Evidence
9. Balancing eBooks and Physical Books Determinants Of Export Performance Of Pakistan Evidence
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Determinants Of Export Performance Of Pakistan Evidence
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Determinants Of Export Performance Of Pakistan Evidence
 - Setting Reading Goals Determinants Of Export Performance Of Pakistan Evidence
 - Carving Out Dedicated Reading Time

12. Sourcing Reliable Information of Determinants Of Export Performance Of Pakistan Evidence
 - Fact-Checking eBook Content of Determinants Of Export Performance Of Pakistan Evidence
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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