



Fulfilling the Export Potential of Small and Medium Firms

Brian Levy, Albert Berry, Jeffrey B. Nugent

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Fulfilling the Export Potential of Small and Medium Firms Brian Levy, Albert Berry, Jeffrey B. Nugent *Fulfilling the Export Potential of Small and Medium Firms* addresses the question, 'How can economic policy contribute to a strong export performance by small and medium enterprises (SMEs) in developing countries?' In today's increasingly integrated world economy, such a performance can make a significant difference to the growth, employment creation and income distribution of many developing countries. The study uses information from specifically designed surveys of SME exporters in Japan, Indonesia, Korea and Colombia, together with a range of evidence from other sources, to ascertain what types of support within the areas of technology, marketing and finance are most useful to SME exporters and how such support can best be provided to them. The quality of the support systems is found to vary widely among the four countries. Finally, a number of policy conclusions are put forward.

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