

Northumbria Research Link

Citation: Demirbas, Dilek (2009) The political economy of government programs on export success: a logit model for a Turkish survey. *Journal of East-West Business*, 15 (3-4). pp. 316-339. ISSN 1066-9868

Published by: Taylor & Francis

URL: <http://dx.doi.org/10.1080/10669860903436218>
<<http://dx.doi.org/10.1080/10669860903436218>>

This version was downloaded from Northumbria Research Link:
<https://nrl.northumbria.ac.uk/id/eprint/1454/>

Northumbria University has developed Northumbria Research Link (NRL) to enable users to access the University's research output. Copyright © and moral rights for items on NRL are retained by the individual author(s) and/or other copyright owners. Single copies of full items can be reproduced, displayed or performed, and given to third parties in any format or medium for personal research or study, educational, or not-for-profit purposes without prior permission or charge, provided the authors, title and full bibliographic details are given, as well as a hyperlink and/or URL to the original metadata page. The content must not be changed in any way. Full items must not be sold commercially in any format or medium without formal permission of the copyright holder. The full policy is available online: <http://nrl.northumbria.ac.uk/policies.html>

This document may differ from the final, published version of the research and has been made available online in accordance with publisher policies. To read and/or cite from the published version of the research, please visit the publisher's website (a subscription may be required.)

The Political Economy of Government Programs on Export Success: A Logit Model for a Turkish Survey

Author: Dilek Demirbas ^a

Affiliation: ^a Newcastle Business School, Northumbria University, Northumbria, United Kingdom

Abstract

This article examines the differences between exporter and nonexporter small and medium enterprises (SMEs) in Turkey to understand the impact of government programs on their export decisions. The empirical data are from a survey of 300 Turkish SMEs (150 exporters and 150 nonexporters) in Turkey. As our question is why some SMEs are exporting while others of a similar size are not, although the government export promotion programs are same for all SMEs, the dependent variable should be dichotomous, and the applicable analytical model should come from the binary-choice genre of models, namely. Results suggest that government export-promoting programs, size of the firms, and manufacturing status of the firms contribute positively to export performance in SMEs, but barriers such as educational level of managers, lack of financial resources, lack of language knowledge, too many government regulations, and high taxes negatively affect the export performance of Turkish SMEs.

Keywords: export; government; logit models; SMEs