

1. Record Nr.	UNINA9910452596803321
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Titolo	Pathways to African export sustainability [[electronic resource] /] / Paul Brenton, Olivier Cadot, and Martha Denisse Pierola
Pubbl/distr/stampa	Washington, D.C., : World Bank, c2012
ISBN	1-280-88197-6 9786613723284 0-8213-9560-2
Descrizione fisica	1 online resource (140 p.)
Collana	Directions in development. Trade
Altri autori (Persone)	CadotOlivier PierolaMartha Denisse
Disciplina	338.5
Soggetti	Exports - Africa Sustainability - Africa Electronic books.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references.
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Sommario/riassunto

African exporters suffer from low survival rates on international markets. They fail more often than others, incurring time and again the setup costs involved in starting new relationships. This high churning is a source of waste, uncertainty, and discouragement. However, this trend is not inevitable. The high "infant mortality" of African exports is largely explained by Africa's low-income business environment and, once properly benchmarked, Africa's performance in terms of exporter failure is no outlier. Moreover, African exporters show vigorous entrepreneurship, with high entry rates into n
