

1. Record Nr.	UNINA9910826627803321
Autore	Brenton Paul
Titolo	Pathways to African export sustainability // Paul Brenton, Olivier Cadot, and Martha Denisse Pierola
Pubbl/distr/stampa	Washington : , : World Bank, , 2012
ISBN	1-280-88197-6 9786613723284 0-8213-9560-2
Edizione	[1st ed.]
Descrizione fisica	xiv, 122 pages : illustrations ; ; 23 cm
Collana	Directions in development. Trade
Altri autori (Persone)	CadotOlivier PierolaMartha Denisse
Disciplina	338.5
Soggetti	Exports - Africa Sustainability - Africa
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.
Nota di contenuto	Contents; Acknowledgments; About the Authors; Abbreviations; Introduction; Chapter 1 Export Survival: What We Know about Africa; Export Survival: A First Pass at the Evidence; Figures; 1.1 Average Export Survival by Origin Country, 1979-2010; Do African Exports Really Survive Less Long?; 1.2 Average Export Survival by Destination, 1979-2010; 1.3 Sub-Saharan Africa's Exports Relative to Comparator Group, 1960-2010; 1.4 Average Export Survival by Exporter (Origin) Income, 1979-2010; 1.5 Average Spell Survival by Importer (Destination) Income, 1979-2010 1.6 Kaplan-Meier Survival Function for Developing-Country Originating Products in OECD Markets 1.7 Kaplan-Meier Survival Function for Sub-Saharan Africa-Originating Products in OECD Markets; 1.8 Average Spell Survival and Exporter-Country Income, 1979-2010; 1.9 Export Survival and Income by Sector, 1979-2010; Tables; 1.1 Cox Regression Results: Estimation of Export Spell Hazard Rates, All Developing Countries; Understanding Entry, Exit, and Survival Decisions; 1.10 Sunk Costs and the Frequency of Exits; 1.11 Number of New Export Lines (HS 6) against Income Levels 1.12 Export Growth Decomposed, 1990-2005 1.13 Entry and First-Year

Entrants' Survival Rates at the Firm Level; Annex 1A: The Basic Analytics of Survival; Annex 1B: The Basic Toolkit of Empirical Survival Analysis; Notes; References; Chapter 2 Countries, Institutions, and Policies; Comparative Advantage; 2.1 Average Spell Survival and Comparative Disadvantage; 2.2 Traveling through Diversification Cones; 2.3 Evolution of Sectoral Shares with Income Levels; Trade Costs and the Business Environment; Boxes; 2.1 Examples of Non-Tariff Barriers and Their Costs in Southern Africa
2.4 Constraints to Survival
2.5 First-Year Survival Rates and Business Environment Measures in the Origin Country; 2.6 First-Year Survival Rates and Financial Development; 2.1 Survival Versus Business Environment Measures in African Countries: Correlations; Standards and Their Enforcement; 2.2 A Malian Mango's "Soldier's Run"; Annex 2A: Survey of African Exporters on Export Survival; 2A.1 Survey of African Exporters on Export Survival: Distribution of Exporters by Exporter Type; Notes; References; Chapter 3 Survival, Contracts, and Networks; Exports, Firms, and Survival; Learning and Synergies
3.1 Source of Client Contact, 2009
3.2 Importance of Barriers to Export: Regular Exporters (Number of Responses), 2009; 3.1 Origin and Destination of Emigrant Stocks by Region; 3.2 Origin and Destination of Emigrant Stocks by African Region, Percent of Total Emigration; 3.3 Occupational Changes of Internal and International Migrants: Burkina Faso, 2009; 3.3 Export-Spell Hazard Rate Estimates: Cox Regressions; Notes; References; Chapter 4 Policy Implications; Thinking Strategically: Export-Expansion Paths
4.1 Effect of Prior, Non-OECD Experience on First-Year Survival Rates by Region of Origin

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 new products and markets despite formidable hurdles created by poor infrastructure, landlocked boundaries for some, and limited access to major sea routes for others. African exporters experiment a lot, and they frequently pay the price of failure. What matters for policy is how to ensure that viable ventures survive. Research carried out for this book demonstrates that governments can and should help to reduce the rate of failure of African export ventures through a mixture of improvements in the business environment, as well as well-targeted proactive interventions. The business environment can be made more conducive to sustainable export entrepreneurship through traditional policy prescriptions such as reducing transportation costs, facilitating trade through better technology and workflow in border management, improving the effectiveness of banking regulations to ensure the availability of trade finance, and striving for regulatory simplicity and coherence. In addition, governments can help leverage synergies between exporters. Original research featured in this book shows that African exporters improve each other's chances of survival when a critical mass of them penetrates a given market together. They also benefit from diaspora presence in destination markets. With adequate donor support and private-sector engagement, export-promotion agencies and technical-assistance programs can help leverage those synergies.
