Internationalization strategy and performance of small and medium size enterprises

NBB Conference: "International trade: threats and opportunities in a globalised world"

Discussion by Vincent Rebeyrol (TSE)

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Importance of studying SMEs when they start to export

$\Rightarrow$ Which firms will eventually become superstars?

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  $\Rightarrow$ 4 types of exporting SMEs: BG, BI, TI, BAG

Main findings

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  - are more productive, do more RD, are more capital intensive
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- firms that engage in two way trade perform better than the one way traders

    $\Rightarrow$ two way traders are different

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- What about Zara?

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Comments (firm dynamics)

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- H4 (failure rate): only related to age, not to scope

  $\Rightarrow$ size on the domestic market should matter

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- Why don't you use your typology in this section?