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**THE OBSTACLES PREVENTING THE SMALL FIRMS IN IRAQ TO  
EXPORT**



**MASTER OF SCIENCE MANAGEMENT**

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**THE OBSTACLES PREVENTING THE SMALL FIRMS IN IRAQ TO  
EXPORT**

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**UUM**  
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## Abstrak

Prestasi eksport selalunya diambilkira sebagai salah satu faktor penting dalam memacu pertumbuhan ekonomi sesebuah negara. Eksport dapat meningkatkan keberkesanan pengeluaran kilang, mengatasi kekangan dagang yang lebih mencabar dan menangani keutamaan pasaran yang berbeza di pasaran antarabangsa yang kompetitif. Kajian ini menyelidik kekangan untuk mengeksport yang dihadapi oleh syarikat kecil di Iraq. Empat kekangan diambilkira dari perspektif teori sebagai pembolehubah yang memberi kesan kepada kejayaan syarikat-syarikat ini untuk mengeksport, iaitu (i) infrastuktur, (ii) polisi dagangan, (iii) rasuah, jenayah dan keselamatan, dan (iv) kewangan. Penyelidikan empirikal dijalankan dengan pendedaran borang soal selidik kepada sektor industri tekstil and makanan di Iraq. Kedua-dua sektor industry tekstil dan makanan adalah berpotensi tinggi untuk mengeksport tetapi didapati bergelut dengan pengiktirafan antarabangsa. Kekurangan atau kekangan dan insentif dilabelkan sebagai faktor asas. Keputusan analisis dari data terkumpul diperolehi dari responden menunjukkan kedua-dua sektor makanan dan tekstil menghasilkan keputusan yang sama di mana jawapan-jawapan adalah hampir sama. Kedua-dua sektor menghadapi isu dan masalah yang sama dalam mengutarakan jalan ke hadapan. Syarikat-syarikat kecil dari kedua-dua sektor, dengan produk yang cukup berbeza, memerlukan kepimpinan keusahawanan, strategi dan inovasi untuk mengambil peluang ke atas perubahan perundangan di peringkat antarabangsa, keadaan faktor dalam negara yang memberangsangkan dan bantuan kerajaan untuk berjaya bersaing di pasaran antarabangsa.

**Kata kunci:** prestasi eksport, syarikat kecil di Iraq, kekangan mengeksport, aktiviti mengeksport.

## Abstract

Export performance is usually taken as one of the important factors in driving a country's economic growth. Exports can improve the firm's production efficiency, overcome higher trade barriers and address different market preferences in the competitive international markets. This study investigates the obstacles faced by the small Iraqi firms to export. Four obstacles are considered from a theoretical perspective, as variables that have affected the success of these firms to export, which are (i) the infrastructure, (ii) trade policies, (iii) corruption, crime and security and (iv) finance. The empirical research was conducted through a questionnaire distribution concerned with the textile and food industry sectors in Iraq. Both textile and food industry sectors are of high export potential, but are found to be struggling with international recognition. The impediments or barriers and also the incentives were labelled as the core factors. The results of data analysis obtained from data collected from respondents show that both food and textile sectors have produced similar outputs where their answers are nearly same. Both sectors face the same issues and problems in suggesting the way forward. The small firms in both sectors, with very different products and strategic advantages, require entrepreneurial leadership, strategy and innovation to take advantage of the changing international regulations, favourable domestic factor condition and government support to compete successfully in the international markets.

**Keywords:** export performance, Iraqi small firms, exporting obstacles, exporting activity.

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## **CHAPTER ONE**

### **INTRODUCTION**

#### **1.1 Introduction**

This chapter provides a brief idea of what this thesis is about by presenting the background of the study that focuses on the perspectives of small firms and their concepts in Iraq context to do exporting. The problem statement as the justification for this study is described, while the research questions that go in line with research objectives are provided.

Previous studies on the standardisation of small firms in Iraq and Arab nations have stressed that challenges of the effect of firm's size and international experience contribute to the conversion of small firms into international firms (Maqsoom & Charoenngam, 2014; Julian & Ahmed, 2012), but yet to be proven empirically. This shows that further studies are needed towards understanding the exact issues undermining the internalization of small firm, in particular the export of small firms in Iraq. This study intends to provide the solutions to the existing gaps in identifying the factors that hinder the exporting intention and activities of small firms in Iraq. The scope of the research which delimits the study is explained at the end of the chapter. Besides, the significant of the research to both academics and practitioners are suggested in this study.

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