

論文の内容の要旨

論文題目 The Effects of Export Promotion Programs in Developing Countries: Evidence from Country and Firm Level Analyses

(発展途上国における輸出促進プログラムの効果：国および企業レベルの分析に基づくエビデンス)

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International trade has been recognized as one of the key factors of economic growth. Yet, many countries, less developed countries, in particular, face obstacles which constrain their involvement in international trade. In recognition of the importance of trade, governments in both developed countries and developing countries actively use various policy measures and programs to promote export. In this dissertation, **I examine the effects of export promotion programs in developing countries.** To better understand the how these programs work at different levels and suggest ways to improve the efficiency in the context of developing countries, I use econometric analysis to search for evidence **based on country-level data and firm-level data.**

At the country-level, one of the most significant types of export promotion that is also quantifiable and aggregated is aid for trade. Aid for trade is a type of official development assistance given by developed countries and international organizations to developing countries in need of external support to facilitate trade. **I evaluate the effect of aid for trade on export diversification** which is designated as the most desired policy outcome of aid for trade by developing countries. While exports of many developing countries are concentrated in a small range of items, there have not been many efforts to measure the effect of aid for trade on the export structure. Using the Herfindahl–Hirschman Index (HHI) to represent the degree of export concentration, **the findings suggest that, overall aid for trade has had no significant impact**

on recipient countries' export diversity in the short-run. Only one portion of aid for trade which is on trade policy and regulations reduces the concentration as this type is the most explicitly linked to trade. **In the long-run, aid for trade does not contribute to lowering levels of export concentration.** Aid for building productive capacity, which is one of the three categories of aid for trade, is weakly linked to lower concentration. This change is not caused by an increase in export diversity but by the redistribution of shares of existing products.

At the firm-level, theories predict that only productive firms can participate in the international market. However, other external factors such as market information and institutional support also determine the possibility of export. Thus, there are many export promotion programs which provide information and marketing services in developing countries. Moreover, there are several studies which econometrically evaluate such export promotion programs in developing countries. However, most of them do not fully account for self-selection bias which creates endogeneity. To illustrate this endogeneity problem, **I explore how informational seminar on export can promote firms to change their perception, encourage them to prepare, and lead to engaging in export by carrying out a randomized field experiment in Vietnam. The results show that small and medium enterprises (SMEs) in the traditional apparel and textile clusters which participated in the seminar do not change their perception, behavior and export performance after the seminar.** However, the seminars encourage **firms with many sub-contractors and firms with prior export experience,** which possibly embody higher productivity and absorptive capacity, **to (re-)start exporting.**

In line with the previous firm-level analysis which proves the importance of information in export promotion among productive firms, **I further investigate the role of information as well as other types of supports from the government in increasing the chance of exporting.**

This chapter focuses on the personal connection of firms' owner to government officials or politicians as the source of information using the same firm data from Vietnam. In developing countries where markets are not well developed, local government often plays a key role in regulating access to resources. Similarly, information asymmetry is a significant obstacle due to lack of related infrastructure and institution so that personal ties can be an essential source of information. The regression results suggest that **politically connected firms have a higher chance of getting supports from the government. However, government supports do not lead to a higher probability of exports. Information from the government appears to be equally accessible to firms without personal connections. These firms with more information from the government, in turn, are more likely to export directly.**

To sum up, this dissertation finds that some export promotion programs work while others do not. **The effective programs are the ones that either improved productivity or ones that are allocated to productive firms.** Also, information whether through both formal classes or informal personal ties is effectively promoting the export of productive firms, **signifying the importance of information in developing countries.**