



Investigating the Existing Barriers in Export Performance of Small and Medium Scale Enterprises Case Study: Iran's Isfahan Stone Industrial Cluster

Morteza Raei Dehaghi

Assistant Professor, College of Management and Accounting, Department of Industrial Management,
Mobarakeh Branch, Islamic Azad University, Mobarakeh, Isfahan, Iran

dr_mraidehaghi@yahoo.com.ph

Abstract

The governments across the world have recognized the importance of small and medium-scale enterprises and their role in economic growth, social solidarity, employment, and regional and local development. This study aims to investigate the existing barriers in export performance of small and medium-scale enterprises. It is causal research and has an applicable purpose. In order to test the proposed hypotheses and perform statistical analyses, field study has been utilized. The required data has been gathered by means of questionnaire. The statistical population included 1400 managers and deputies of *Isfahan Stone Industrial Cluster* among which 211 persons were selected. Confirmatory factor analysis was employed to confirm validity and reliability of the questionnaire which was obtained through the Cronbach's alpha coefficient equal to 0.744. The hypotheses were tested by means of structural equation modeling and Lisrel software. Given data analysis, the results indicate that internal barriers of the firm, including companies' internal barriers and product barriers, as well as external barriers, such as industry entry barriers, market barriers and environmental barriers, are effective on export performance of the firm.

Keywords: Internal barriers to exports, external barriers to export, export performance, small and medium- scale firms, *Isfahan stone industrial cluster*

Suggested Citation:

Dehaghi, M. R. (2020). Investigating the Existing Barriers in Export Performance of Small and Medium Scale Enterprises Case Study: Iran's Isfahan Stone Industrial Cluster. *Journal of Business Management and Economic Research (JOBMER)*, Vol: 4, Issue: 4, 335-350.