

Chapter 1 : Trading Places – SMEs in the Global Economy

The book provides an excellent discussion on the importance of SMEs in the global economy. Through a number of different case study examples and discussion of various elements of the internationalization process, this book provides an outstanding resource for the study of SMEs that operate in the international market.

SMEs and international trade Trading places: Despite renewed debate over the relative merits of globalisation and open trade following the U. S presidential election and EU referendum in the UK, many – as I – believe that international trade is essential to the long-term stability of the global economy. While we are now seeing an upswing in performance following a relatively shaky , the IMF recently warned of the risk on global growth of isolationist, trade-restrictive policies. International trade is often considered in the context of nation-to-nation buying and selling; economic growth and trade flows. We frequently talk about the balance of trade; surpluses and deficits. In practice, however, international trade is dependent on individual businesses, often SMEs, transacting with their counterparts in different countries. It is reliant on businesses of all sizes forging relationships with customers, suppliers and service providers in other territories. Certainly there are a number of country-specific factors to manage including time zones, cultural nuances, border regulations, legal practices, languages and currencies. But equally, there are a number of universal challenges encountered by businesses, irrespective of location. While the rise of digital technology has enabled SMEs to partially overcome some of these challenges, common themes remain in the factors preventing them from taking part in international trade. Cashflow was cited as the second biggest obstacle, followed by managing overseas payments. Furthermore, in its report, Levelling the Trading Field for SMEs , the World Trade Organisation cited difficulty in accessing trade finance as a key constraint for all SMEs, but particularly those in developing countries. The report goes on to cite findings from the Asian Development Bank, which reveal that more than half of the requests made by SMEs for trade finance are rejected, compared with just seven per cent for multinational companies. Our own GBM research highlights disparity in the ease of accessing finance across the world. Rather, a lack of both awareness and understanding of non-traditional forms of finance is hampering ambition to trade overseas. Leveraging receivables finance As banks across the world have invariably stepped in and out of the commercial finance market much like the hokey cokey, independent asset based financiers have stepped-up to support SMEs trading both domestically and overseas. A good example of this is Maas Aviation, a specialist aircraft painting business handling contracts for Airbus, and supported by our local teams throughout Ireland, Germany and the Netherlands. While governments across the world decide whether it is in their economic interests to take an open or restricted approach to global trade, more-and-more SMEs are seeing the benefit of having a presence outside of their domestic environments. While challenges still exist, business owners across the world would do well to remember that when it comes to funding and support, there are options available beyond their traditional banking partners.

Chapter 2 : Trading places: SMEs and international trade | Bibby Financial Services Asia

Lester Lloyd-Reason and Leigh Sear bring together leading researchers and thinkers in this critical guide to the ongoing, worldwide research shaping the role played by SMEs within today's global economy.

Chapter 3 : Lester Lloyd-Reason (Author of Trading Places)

"Traditional and Emergent Forms of Global Trading," Chapters,in: Trading Places - SMEs in the Global Economy, chapter 3 Edward Elgar Publishing. Leslie E. Palich & D. Ray Bagby, " Trade Trends in Transatlantica: A Profile of SMEs in the United States and Europe," Chapters,in: Trading Places - SMEs in the Global Economy, chapter 4.

Chapter 4 : Table of contents for Trading places--SMEs in the global economy

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Chapter 5 : Trading Places ? Smes in the Global Economy by L Lloyd-Reason Ebook PDF

Trading Places - SMEs in the Global Economy Reviewer(s): Margaret Fletcher (Centre for Internationalization and Enterprise Research (CIER), Department of Management, University of Glasgow, Glasgow, UK).

Chapter 6 : SMEs in the Global Economy: Policy Perspectives

Various chapters have identified that the trading environment for SMEs interested in developing global markets has shifted considerably over the last ten years, creating a set of new barriers, challenges and opportunities for the global SME.

Chapter 7 : Trading places “ SMEs in the global economy - CORE

Lester Lloyd-Reason and Leigh Sear bring together leading researchers and thinkers in this critical guide to the ongoing, worldwide research shaping the role played by SMEs within today's global economy. The expert contributors contend that the past twenty years have seen an explosion in research.

Chapter 8 : Trading Places: SMEs and international trade

Get this from a library! Trading places--SMEs in the global economy: a critical research handbook. [Lester Lloyd-Reason; Leigh Sear;] -- A guide to the research shaping the thinking and influencing the literature in the area of international Small and Medium Sized Enterprises (SMEs).

Chapter 9 : Trading Places: Smes in the Global Economy (September 30, edition) | Open Library

'Trading Places' provides a critical guide to ongoing research from around the globe shaping current thinking and influencing the literature in the area of international Small and Medium Sized Enterprises (SMEs).