



# SOCIAL MENTALITY AND RESEARCHER THINKERS JOURNAL

Open Access Refereed E-Journal & Refereed & Indexed

ISSN: 2630-631X



Social Sciences Indexed

www.smartofjournal.com / editorsmartjournal@gmail.com

September 2018

Article Arrival Date: 06.06.2018 Published Date: 16.09.2018 Vol 4 / Issue 11 / pp:354-362

## Contribution Of Strategy Of Supplier Country To The Competition Between Countries Aiming At Development Depending On Export

Doç.Dr, Ayhan ORHAN

Kocaeli University Faculty of Economics and Administrative Sciences, Department of Economics, aorhan@kocaeli.edu.tr, Kocaeli/Turkey

### ABSTRACT

Differentiations arising from prices of goods and services subject to world trade have accelerated orientation of the countries to protective policies. On one hand, policy implementations for regional or transnational integration were started to be considered as the most important obstacle to protective strategy.

On the other hand, competitive production structure that is prominent in sustainable global competition, increased added value and dependency on import in supply of intermediate goods cause to accelerate searches for new policies.

In this study, in which the idea became prominent that policy to decrease dependency on import of intermediate goods in production will make an important contribution to sustainable competitive power, it has been stated that this kind of policy will make a positive contribution to the employment, and strategy of supplier country and its effect on the employment have been emphasized in the study.

**Keywords:** Protectionism, supply, competition, employment.

**Jel code:** O 41

### 1. INTRODUCTION

New orientations in global competition have resulted in more difficulties in transnational competition conditions and occurrence of new competition fields. Differentiations arising from prices of goods and services subject to world trade have accelerated orientation of the countries to protective policies. On one hand, policy implementations for regional or transnational integration were started to be considered as the most important obstacle to protective strategy. Dependency of developing countries on import inputs in production phase and also effects of this structure on macro balances are another dimensions of the discussion.

Different reflection of continuity to supply inputs needed by industrial production on the productivity and efficiency as a result of changes in trade cycle prevents competitive power of the countries in development based on export from being activated through only protective policies. In this period, competitive production structure that is prominent in sustainable global competition, increased added value and dependency on import in supply of intermediate goods cause to accelerate searches for new policies.

Production for increasing export proceeds is possible by importing inputs requiring effective and low cost. In addition, it is clear that reducing dependency on import of intermediate goods in the production will make important contribution to sustainable competitive power. On the other hand, these searches for policies will create an effect on the employment and shape the increase in employment. Strategy of supplier country and its effect on the employment will be emphasized in this study.

### 2. DEVELOPMENT MODEL BASED ON IMPORT

Import substitution sense leading to implementations of self-enclosed economy policies in transnational competition after second half of 19th century is in the shadow of successful economic performances achieved by developing Asian countries which were implementing strategy to develop

depending on export at the same period. Self-enclosed economies, which always applied to institutions such as IMF and World Bank to finance the debt burden increased at this period, had to leave the import substitution policies in view of the reforms and force of free market (Özcan and Özçelebi, 2013;2). Even though growth is regarded as the main underlying reason why developing countries follow outward oriented strategy, the period beginning with technology import has increased import of final technological products, and new technological products have contributed increasing quality of goods and services produced at domestic market as well as they have reflected adversely on domestic consumption.

The best examples of import substitution are Asian countries. In most Asian countries such as South Korea and Taiwan, some structural reforms in particular financial resource in order to make contribution to export developments of the industrial sectors which are intended to provide accumulation of capital. South Korea has imposed limitations to inputs used in production of export articles although it has implemented liberalization in import. Although many Asian countries maintained a protective sense in that period, they also supported export just as South Korea model. The main policy implemented by the countries represented as Asian lions is that they implemented import substitution policy to inputs of export articles which backs up protective sense and provides accumulation of capital (Wade, 1990:125).

When examining main foundations of growth strategy based on export (Özcan ve Özçelebi, 2013; 2);

- ✓ Export increase ensures income growth through foreign-trade multiplier,
- ✓ Foreign currency gained after export might finance import of new production technology,
- ✓ Goods and services competition creates economies of scale and contributes growth ensured by technological progress,
- ✓ Positive externalities arising from the export (in terms of new production and management techniques).

To determine specialization in export of industrial products, which are the source of growth and have high added value, as a development strategy is enough to describe growth strategy based on export. It is determined in the development strategy towards export that countries would specialize in the sectors where they have a comparative advantage and thus they would increase imports and become industrialized. Another remarkable point of this strategy is that labor factor in the countries which can make craft production is the source of employment increase. Increase in capacity utilization caused by the strategy having a positive reflection on foreign trade will result in expansion of scale, and supporting policies which encourage export with the effect created by economies of scale will result in an advantage for foreign competition. As a result of foreign competition, increase in rates of capacity utilization, productivity growths and use of new technology will have a positive influence on growth of the country (Egeli, 2001; 151).

Main difficulty in implementation of development strategy towards export is that productive sectors and sub-sectors providing added value can't encourage sufficiently. On the other hand, it is important to execute a stable exchange rate policy which both export and profits of exporters can be secured. In this case, main duty of both financial authority and political authority is to execute policies to secure financial and real markets. If developing countries that are in a struggle for industrialization pursue development strategy towards export or an import-substitution development strategy, government assistance will become an obligation. Critical process here is that government assistance would not turn into government interventionism.

In development strategy towards export, domestic industrial surplus should be in price and quality which can compete in international trade. Exchange rate system is of first priority in economies that implement growth strategy based on export underlying outward-oriented economy implementation. While overvalued exchange rate policy keeps prices of imported goods low price, it causes prices of

export articles to be higher than the usual prices. While overvalued exchange rate subsidizes the import, it causes a tax effect on export (Egeli, 2001; 154).

Relationship between export of industrial production and growth is important in growth strategy based on export. Incentive system to increase especially export of industrial goods becomes prominent in this strategy. Strengths of the strategy are that country specializes in the fields where it has comparative advantage and transfers its investment resources to these fields; increase in employment capacity of the countries where labor is intensive; increase in rates of capacity utilization through the increase of competition in foreign trade; strengthening national companies against foreign competition; and productivity growth supported by new technologies (Krueger, 1974; 287). Production supported by new technology is shaped by foreign demand. Seeking for new markets will be accelerated by the countries since foreign demand will support ever-growing production. And it will increase the growth rate depending on increasing revenue of the country which will stimulate export by creating a multiplier effect. Increase in the export capacity will increase also foreign exchange receipts and thus it will finance new investments. On the other hand, direction of national economy towards export and seeking for new markets will make important contributions that technology would become dynamic.

Structure of the employment is another important subject to achieve and use new technology and increase the production efficiently. For that, it is required to analyze employment of the country. Quality and quantity of the labor force especially required for the fields of export should be determined according to the results obtained and an educational planning should be prepared. Number of the institutions, which provide vocational training towards the need of intermediate staff especially required for ensuring a rapid development, and quality of the education should be enhanced as well as enhancing quality of the educational institutions in any field.

### **3. EFFECT OF GROWTH STRATEGY BASED ON EXPORT ON GLOBAL ECONOMIC COMPETITION**

Increasing trend of globalization causes competition factor to become prominent in international trade. Competition, which follows an increasing trend for trade in goods and services, causes countries and companies intend to play a bigger part in global markets to maximize their efforts to control and increase their competitive capacities. Competition that is one of the determinants for elements such as development, welfare, growth and progress shapes policy objectives of the countries. Countries having competitive capacity take important advantages in terms of productivity. While growth and enrichment promoted by the productivity have critical influence on investment policies of the countries, they can cause foreign investors to allocate more capital to the given countries. The investments made will also enable to reduce unemployment by making a positive contribution to the employment.

Cost element is the most important factor which determines competitive capacity of the countries. Fees, energy prices, raw material and exchange rates are effective elements of cost. Decreasing costs strengthen price advantage and market standings of the countries. On the other hand, however, qualified staff won't come and the competition intended to be increased can't be ensured completely as the prices are kept low. Legal arrangements should be made to prevent the given condition and also tax burden particularly in the fees should be reduced. Another element affecting competitive capacity is technological advancements. R&D expenses supporting technological advancements have an important place in budgets of the countries. R&D works is an important element which affects competitive capacity. However, it is not proper to say R&D works would be effective without arranging competitive power of the market. Another criterion of the competitive power is to provide increase in productivity. Productivity growth especially in public institutions will have a positive influence on competitive capacity of the country.

Countries should have the ability to increase real income of the people by using free and fair market conditions and accordingly to produce goods and services including suitable standards for international competitive power (Aktan and Vural, 2004; 60). National properties and production are main sources of the prosperity of the countries. Protection and use of national property and represent it to production area depend on decisions and abilities of policy makers and those who manage the production process. It is possible to meet domestic and foreign demands sufficiently by means of quality and marketing of the product. For that reason, it is required to pay attention exchange rate policies while determining price policies (Adigüzel, 2013; 3-4). Besides, it is required to raise quality and scope of social policies in order to increase prosperity of the country and real income of the people.

Even though domestic market demand is predominant in determining national income of the developing countries and employment policies, main element of prosperity is revenues gained as a result of business done with other countries. For that reason, policy makers should measure and evaluate continuously the competitive capacity. It is proposed that competitive capacity of countries' economies is ensured by increased level of welfare and real income on one hand and trade balance on the other hand. Export failure that composes a decreasing effect on real income affects competitive power adversely. Power of the country can be mentioned in international competition if increased income after export is performed at least at or over welfare level of the country. OECD measures competitive capacity according to mean value of manufacturing industry export in domestic and foreign competition in transnational trade, unit labor cost in manufacturing industry which produces goods subject to export and also value of consumer price index which is calculated and explained over currency unit generally accepted in international trade (Adigüzel, 2013; 4).

The following table illustrates elements which determine competitive capacity of the countries following development model based on export.

Measures of the Country for Competitive Potential	Measures of the Country for Management Process	Measures of the Country for Competitive Performance
<ul style="list-style-type: none"> <li>-Comparative advantage</li> <li>-Cost competitiveness</li> <li>-Productivity</li> <li>-Price competitiveness</li> <li>-Technology indicators</li> <li>-Accessibility to resources</li> <li>(can vary by industries)</li> </ul>	<ul style="list-style-type: none"> <li>-Connection with international business world</li> <li>-Government policies</li> <li>-Education/Training</li> </ul>	<ul style="list-style-type: none"> <li>-Exporting market share</li> <li>-% share of manufacturing industry in total output</li> <li>-Balance of payments</li> <li>-Export growth</li> <li>-Profitability dependency</li> </ul>

**Reference:** is formed by the author by quoting partially from the article, Adigüzel Muhittin, (2013), "Measurement of Global Competitive Power and an Assessment in the Context of Turkey", Journal of Academic View, Issue: 37, Web access: <http://www.akademikbakis.org>, Date Accessed, 29.04.2015.

Foreign trade multiplier of Keynes is one of the most important main approaches to growth strategy based on export. Export variable provides expansion in output for the economies where unutilized capacity and lack of employment are in. This increase creating a multiplier effect affects total income in a positive manner (Ramos, 2001:613-614). Another approach suggests that countries having no difficulty in supply of intermediate goods for their manufacturing in terms of capacity sufficiency of import should have manufacturing opportunities which can finance easily the investments that are condition for development. The remarkable point is here foreign exchange bottlenecks. Size of the export should be enough to provide foreign exchange receipts required for import and also export should make contribution to economic growth. Productivity increasing after export at high rate stimulates specialization in export products and provides advantages to sectors of export articles which yield high money in terms of distribution of resource (Magnabosco and Lima, 2014;3-6).

As for another approach which is the basis of strategy of supplier country underlying this study, it is associated with economies of scale that make capital-intensive manufacturing. In recent periods, technological advancement makes significant contributions to current output of manufacturing

industry which manufactures capital-intensive goods. In this case, countries with limited domestic market direct towards foreign demand through the export. In most of developing countries, the given scale of manufacturing develops and makes high profits in export (Kazgan, 1988; 47-49).

In most economic crises causing severe damages for economies of the countries, international competition which disturbs balance of foreign trade against the export has revived protectionism policies again. Countries implementing protective policies should have a say primarily in sectors which manufacture goods subject to export. According to thesis of infant industries, domestic demand surplus and goods subject to export would have been put under protection against foreign competition at the end of manufacturing process. On the other hand, protective policies have an effect reducing foreign exchange expenses of public and private sectors depending on import (Kalaycı, 2011; 77-83). Main objective of protective policies is to consist of a process to protect infant industries against foreign competition. The country may face with same reaction from the country which they do when the process is prolonged. In this case, export of the countries targeting development based on export will slow down. Domestic market of goods and services will expand as much as the amount of unachieved export. And prices and accordingly inflation move downward.

#### **4. PART OF TURKEY IN INTERNATIONAL ECONOMIC COMPETITION**

Transnational commercial competition is measured by “World Economic Forum” and “International Management Development Institute”. Changes in welfare and standards of living in the countries as a result of commercial competition are monitored in the studies conducted by either institution. “Calculation of growth index” measures growth capacities of the countries in next period. Technology intensive goods in globalizing economy are subjected to trade by developed countries and labor-intensive goods are subjected to trade by developing countries. In today’s world economy in which integrations eliminate the commercial limitations, transnational competition has begun to turn into competition between the companies. Markets in which high-technology products are subjected to trade more are involved in the objectives of countries especially those pursue the development strategy based on export. Countries intend to make more investment in direction of the given objectives consider the income as a resource which they may generate through export.

Turkey has faced with bad conditions in terms of productivity rates in comparison with developing countries. Competitive power of the country in quality and pricing of the goods subjected to international competition and accordingly incomes generated by foreign trade have reduced since the number of medium sized industrial enterprises is high. Another problem is that there is no critical industrial investment fields related to goods and services prominent in international competition. Turkey that couldn’t develop sufficiently in services, agriculture and energy sectors remains dependent on import especially for energy and raw material. Conditions composing the general framework of development model based on export that has been implemented in Turkey have adverse effects on competitive capacity. Important reasons in this regard are that energy input prices are high compared to rival countries, lack of qualified labor force, intensive bureaucracy and low rates of capacity utilization and productivity. Furthermore, in Turkey where especially rate of young labor force is high, it is important in terms of increasing competition to determine which fields have lack of qualified labor force and raise number and qualities of vocational and technique schools and courses to train this labor force both by government support and by encouraging the private sector.

Turkey’s economy that has a status of developing country should enhance his competitive power in foreign markets. It is required to direct towards technological investments of high added value and so gain speed to be a leading sector for the manufactured goods. In this context, Lisbon strategy demonstrated by European Union comes into prominence (Turan, 2006;3).

In this scope,

- ✓ Institutions and companies manufacturing export –oriented goods and services, policies and assistance mechanisms which will have a voice in international competition should be established.
- ✓ It is required to enable technological devices and internet network to be used effectively.
- ✓ R&D activities specific to sectors which will be leader in technology production should be backed up unconditionally.
- ✓ Coordination between the government, company and institutions producing technology (universities, techno parks, technology centers, etc.) should be established. Besides, R&D activities should be encouraged in different ways by allocating share from the budget (such as support subsidies or tax incentives).

## 5. STRATEGY OF SUPPLIER COUNTRY CAN BE A SAMPLE MODEL FOR TURKEY?

Transnational competition has a direct influence on productivity and therefore resource utilization. As predicted by classical economists, transnational welfare doesn't inherit. Welfare isn't formed by use of natural resource, labor, interest rates and monetary value but it arises from the production potential when all the given conditions come together (Arda, 2009;3). Transnational competition results in advantage of the trading countries if the production is made more effectively than other countries. For that reason, prerequisite for international trade is that there should be a partnership, not a competition, between countries producing final products and supplier countries. However, trade strategies of countries producing final products and supplier countries between each other have an impact especially on costs and therefore price levels. While Turkey that is a developing country pursues the growth strategy based on export, it should be capable to compete with other countries at the same status over strategies of supply instead of discussing his competitiveness with the countries that are manufacturer of final products and services.

In global competition, while outsourcing underlies economic successes of the developed countries which produce final products and services, it is remarkable that they are in close cooperation with supplier countries (Bakan et.al, 2012; 142). In the basis of strategy of supplier country,

- ✓ Supplier country has to have experience and resources to manage the trade,
- ✓ Human capital of supplier country has to be powerful,
- ✓ Supplier country has to have policies to meet needs of the developed countries which are in need of external source,
- ✓ It should be experienced in trade agreements which will result in win-win.
- ✓ Price policies should be agreeable between the supplier countries and countries requiring sources.

Requirements of the developed countries requiring external sources come into prominence while conducting a market research. Alternative supplier countries always stay as a strong commercial trump card of the developed countries. Any country can't meet inputs used in the production process though domestic sources. Domestic and foreign sources should be used productively and effectively in production process. It is also important especially for the competition size of international trade. Most of the developed countries determine their policies of inputs within the frame of efficiency, continuity and security. For that reason, many developed countries and developing countries including Turkey that has determined depending on manufacturing capacity develops policies for national input supply and tries to implement these policies.

In this context, Turkey has to take part in supply chain of world's trade. On the other hand, it should pay attention to domestic use of intermediate goods of which it depends on import and also develop an investment strategy for the given intermediate goods. Public should support the strategies specified at least at purchase side. Industry and sub-sectors, which intend to move towards production system based on advanced technology, should accelerate R&D works. Just as most of the developing countries, Turkey should be in an active struggle for manufacturing goods and services which are not produced domestically or which are inadequate. It is required to encourage intensive investments especially for supply and production of main input articles. In global competition process, effective and productive use of domestic sources is important for trading countries. For that reason, developing countries are in need of external source in order to increase their competitive capacities and economic growth performances. The given countries turn towards fulfilling their need of source with external source instead of making big investments for supply of input.

## 6. RESULTS

Countries aiming at growth based on export have arrived at a consensus to protect domestic industry in compliance with global trade competition. In this model, product differentiation and economies of scale come into prominent in new period. The given strategy points out that countries can make production over the goods they have competitive advantage in the conditions of free market. In other words, it is important to specialize over the products having a potential to create market breadth in international trade. In this regard, foreign source become prominent as well as domestic sources. In the recent period, it has been begun to adjust macro policies especially between the developed countries along with integration of international markets. It is predicted that technology producing countries will become prominent for the new demand model arising from protective policies and macro adjustment. It is important whether Turkey's economy has a production process which will contribute to this accommodation process or not.

Turkey insisted on a concept of protective policy until 1980's. The implemented import substitution policies caused adverse results as private sector with insufficient accumulation of capital couldn't come into play. The reason of rapidly increasing foreign trade deficit is that products manufactured by input import couldn't reach sufficient amount of market share and that foreign exchange bottleneck. It is seen that in 80's development model based on export is backed up liberalization of export. This situation, however, raised dependency of export on import increasingly. Increase in use of foreign sources rather than domestic sources in manufacturing goods subject to export had an adverse impact on balance of foreign trade. Turkey that has manufacturing industry and sub-sectors producing intermediate goods has a competitive power over consumption goods. Turkey has competitive advantage in labor intensive sectors according to comparative advantages theory. Competitive power is pretty weak in information intensive (involving technology) sectors.

Foreign trade is one of the main elements for growth as it makes contribution to enrichment and welfare level of national economies. When considering in terms of completing growth level and contributing to sustainable development level, it has a critical importance for national economy to establish commercial relations with foreign markets. It is regarded as an obstacle that Turkey that has the potential to find important markets in today's global trade of goods and services intensifies the export generally to some countries. Turkey that has adapted the growth policy based on export has to develop new policies towards global trade.

Increasing dependency on import of inputs which has adverse impact on growth and development model based on export and also risks of further period associated with the raw material that is the most important input of the production process should be eliminated. Production towards the increase of export revenues is possible only through import of inputs requiring effective and low cost. In addition to this, it is obvious that reducing dependency on import of intermediate goods in the production will make an important contribution to sustainable competitive power. In this context, policy seeking with regard to change of country's production strategy should not be supported only

by policies including protective senses but also new policies should be developed by considering evaluations within the scope of social policy concept and it should be kept in mind that this kind of policies will create an impact to enhance employment.

Finally, it can be a different viewpoint in this regard that Turkey can be manufacturer of intermediate goods where it can be in the supplier position for the countries manufacturing final products and services instead of market seeking in markets of final products and services. Strategy of supplier country may make positive contributions to development of bilateral trade especially with EU countries. Labor force advantage of Turkey's economy is an important advantage between the similar countries. In recent periods, instead of focusing on production based on high technology, manufacturing and selling intermediate goods by establishing a supply chain with the countries that produce advanced technology will contribute to welfare and growth of the country. Generating policies in which labor force can be used as absolute advantage will move industry of the country to the position of alternative country where countries producing high-tech products can procure their intermediate goods. Turkey should make the best of its opportunity with young labor force while manufacturing intermediate goods and accessing and using new technology. An analysis of employment and analysis of vocational training should be conducted according to qualities required by domestic and foreign investments. Qualified vocational and technique schools and courses should be opened both by government support and by encouraging private sector in this regard in order to raise labor force at the required quality and quantity. Moreover, it is required to increase quality and scope of social policies implemented to enhance prosperity of the country and real income of the people.

Turkey that can look in detail instead of overlooking the global competition and makes effort to be number one supplier of the developed countries will make significant contributions to income growth and level of welfare in further period.

## REFERENCES

- Adıgüzel Muhittin, (2013), "Measurement of Global Competitive Power and an Assessment in the Context of Turkey", *Journal of Academic View*, Volume: 37, Web access: <http://www.akademikbakis.org>, the Date accessed, 29.04.2015.
- Ahmad, Jaleel, and Andy C.C., Kwan, (1991), "Causality between Exports and Economic Growth: Empirical Evidence from Africa", *Economics Letters*
- Aktan, Coskun Can and Yasar Vural, (2004), "Competitive Power and Competition Strategies", TISK Publications, C.II, Ankara
- Arda, Mehmet, (2009), "A Competition Index for Turkey" EDAM Publications, Istanbul
- Balassa, Bela, (1978), "Exports and Economic Growth: Further Evidence", *Journal of Development Economics*, June.
- Bakan, İsmail et. al., (2012), "Criterion for Selecting Supplier in Outsourcing of Turkey", *KSIÜ, İİBF Journal*.
- Çelebi, I., (1991), "Outward Oriented Growth and Turkey", E Publications, I.B, Istanbul.
- Egeli, Hüseyin Avni, (2001), "Industrialization Strategies in terms of Foreign Trade and Evaluating them in terms of Turkey", *Manas University, Journal of Social Sciences*.
- Eckhard, Siggel, (2007), "The Many Dimensions of Competitiveness: International Competitiveness and Comparative: A Survey and Proposal for Measurement", July, Venice international University, Italy.
- Greenaway, David, and David Sapsford, (1994b), "Exports, Growth, and Liberalization: An Evaluation", *Journal of Policy Modeling*.



- Kalaycı, İrfan, (2011), “Protectionism against Global Financial Crisis”, Journal of Audit Court, Volume: 83.
- Kazgan, Gülten, (1988), “Outward Oriented Growth in Economy”, Altın Kitaplar, Istanbul.
- Kibritçiöğlü, Aykut, (1996), in “A Conceptual Approach to International Competitive Power”, International (Macro), economic readings, TDFOB Publishing, Ankara,
- Krueger Anne O., (1974), “Foreign Trade Regimes and Economic Development: Turkey”, NBER Conference Series, Vol: 1.
- Magnabosco, Ana Lelia and Gilberto Tadeu Lima, (2014), “Increasing Returns to Scale and Verdoorn’s Law: Panel Data Investigation on Labor Productivity Growth”, Department of Economics University of São Paulo, Brazil, Web Access: [http://prpg.usp.br/dcms/uploads/arquivos/cpgipe@usp.br/Ana%20Lelia%20e%20Gilberto%20Lima\\_Returns%20to%20Scale%20and%20Verdoorn%27s%20Law.pdf](http://prpg.usp.br/dcms/uploads/arquivos/cpgipe@usp.br/Ana%20Lelia%20e%20Gilberto%20Lima_Returns%20to%20Scale%20and%20Verdoorn%27s%20Law.pdf), the Date Accessed; 01.05.2015.
- Özcan, Burcu and Oğuzhan Özçelebi, (2013), “Does Hypothesis for Growth based on Export Apply to Turkey?”, Management and Economy, Issue: 20 Volume:1.
- Ram, Rati., (1985), “Exports and Economic Growth: Some Additional Evidence”, Economic Development and Cultural Change.
- Ramos, Francisco F. Ribeiro F.F.R., (2001), “Exports, Imports, and Economic Growth in Portugal: Evidence From Causality and Cointegration Analysis”, Economic Modeling, Vol. 18, No: 4, Web Access: <https://plagiarism.repec.org/ribeiroramos/ribeiroramos1.pdf>, the Date Accessed: 30.04.2015.
- Reppas, Panayiotis A. ve Dimitris K. Christopoulos, (2005), “The Export-Output Growth Nexus: Evidence F from African and Asian Countries”, Journal of Policy Modeling, 27.
- Rose, Andrew K., (2004), “Do WTO Members Have More Liberal Trade Policy?”, Journal of International Economics, Vol. 63, Issue 2.
- Saçık, Sinem Yapar, (2009), “Relation of Foreign Trade Policy and Economic Growth: A Study in Theories” KMU, İİBF Journal, Year: 11, Volume: 16.
- Turan, Seyida, (2006), “Index of Competitive Power and Turkey”, Konya Chamber of Commerce, Research Report of Survey Research Service, Konya,
- Wade, Robert, (1990), “Governing the Market: Economic Theory and the Role of Government in East Asian Industrialization”, Princeton University Press.
- Winters, Alan L., Mcculloch, Neil and Mckay, Andrew, (2004), “Trade Liberalization and Poverty: The Evidence So Far”, Journal of Economic Literature, Vol. 42, No. 1.