



CONCEPTUAL PAPER

Export Barriers and Their Role In Reducing the Export Capability of Libyan Small and Medium Enterprises

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Abstract

Internationalization is defined as a process and the approach that organizations go through in their pursuit to expand their operations to foreign markets, which is a concept examined through different models; Uppsala and I-M. Moreover, market entry modes vary according to the objectives of the organization, where exportation forms the most common type of entry mode during internationalization. However, several export barriers may face companies while they go through the different exportation stages from studying its feasibility until they are able to commit to several contracts in several international markets. In this research, the export barriers facing Libyan small and medium enterprises are examined through a wide sample of the registered companies for exportation. The results show that there are several differences between the companies in different exportation phases in their perception towards each barrier. Moreover, the final results show that the most important export barriers facing Libyan SMEs are related to domestic government support, foreign currency instability and meeting international quality standards.

Keywords: Internationalization; Export Barriers; Libya

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