

Table of Contents

Chapter	Description	
	Page	
	Title Page	i
	Title Page 2	ii
	Acknowledgements	iii
	Declaration	v
	Acronyms	vi
	Abstract	xi
	Table of Contents	xii
	List of Figures	xix
	List of Tables	xxvi
1	Introduction	
	1.1 Globalization	1
	1.2 Large Scale Manufacturing	1
	1.3 Small Firms	2
	1.4 Research Theme	3
	1.5 Aims and Objectives of Research	4
	1.6 Thesis Organization	5
2	Literature Survey and Research Methodology	
	2.1 Literature Review	
	2.1.1 Employment Generation and SMEs	8
	2.1.2 Globalization	9

2.1.3	SMEs and Globalization	11
2.1.4	Internationalization of Firms	13
2.1.5	SMEs Exporting	15
2.1.6	SMEs and Pakistan	16
2.1.7	Entrepreneurship in Pakistan	17
2.1.8	Five World Economies	20
2.2	Research Methodology	
2.2.1	Introduction	20
2.2.2	Research Analytics	20
2.2.3	Comparing Statistics and DM	21
2.2.4	The Old and New Data Paradigms	22
2.2.5	Inductive Reasoning Methodology	23
2.2.6	Hypothesis-Driven Analysis	24
2.2.7	Data-Driven Discovery Paradigm	24
2.2.8	The Symbiosis of Statistics and DM	25
2.3	Analytical Methods Overview	27
2.3.1	Parametric Statistics	27
2.3.1.1	χ^2 Test of Independence	27
2.3.1.2	ANOVA	28
2.3.2	Nonparametric Tests	29
2.3.2.1	Mann-Whitney Test	29
2.3.2.2	Kruskal Wallis (K-W) Test	29
2.3.3	Categorical Data Analysis	30
2.3.3.1	Binary Logistic Regression	30
2.3.3.2	Categorical Regression	31
2.3.4	Machine Learning Techniques	31
2.3.4.1	Decision Trees	32
2.3.4.2	Support Vector Machines	33
2.3.4.3	Principal Component Analysis	33
2.3.4.4	Clustering Techniques	34
2.3.4.5	Performance Measures	35

2.4	Data Pools and Filters	36
2.4.1	World Development Indicators	36
2.4.2	Globalization Indicators	37
2.4.3	Doing Business Indicators	38
2.4.4	GEM Entrepreneurial Indicators	39
2.4.5	Enterprise Survey Indicators	
2.4.5.1	SMEs Obstacles	40
2.4.5.2	Trade Parameters	41
2.4.5.3	Innovation/Technology Parameters	42
2.5	Choosing a Statistical Processor	42
2.6	Research Issues and Ensuing Chapters	43
3	Manufacturing Exports and World Economies	45
3.1	Manufacturing Exports Share	48
3.1.1	Exports Share Levels	51
3.1.2	Statistical Significance Tests	52
3.2	Manufacturing Exports per Capita	54
3.2.1	Statistical Significance Tests	56
3.2.2	Share of Manufacturing Exports per Capita	59
3.3	Inter and Intra Economy Block Exports	59
3.3.1	Establishing Statistical Significance	61
3.3.2	Exporting Intensity Ratio	64
3.4	Value added Manufacturing and GDP	66
3.4.1	Levels of VAM Contribution to GDP	67
3.4.2	Dynamics of VAM Contribution Levels	69
3.4.3	Statistical Significance Tests	71

3.5	Manufacturing Exports & GDP	73
3.5.1	Testing Statistical Significance	77
3.5.2	Dynamics of Manufactures Exports	80
3.6	GDP Correlation with Manufacturing Exports	83
3.7	Globalization and World Economies	87
3.7.1	Exploring Globalization Parameters	88
3.7.2	Kruskal-Walis Pairwise Tests	91
3.7.3	Globalization and Manufacturing Exports	92
3.7.4	Predictive Modeling	92
3.7.5	Dealing with Multicollinearity	95
3.7.6	z-Transformations & MLR Modeling	98
3.7.7	Residual Analysis	99
3.8	Chapter Summary	102
4	Internationalization and Enterprises around the Globe	106
4.1	International Orientation in Economy Blocks	107
4.1.1	Exporting Intensity	111
4.1.2	Technology Scales	114
4.1.3	Manufacturing and Exporting	116
4.1.4	Manufacturing and Technology Scales	120
4.2	Internationalization and World Economies	122
4.2.1	IO and Technology Scales	124
4.2.2	Manufacturing Enterprises	126
4.2.3	Manufacturing and Exports	128
4.2.4	Nonparametric Tests	132
4.3	Entrepreneurial Climate	134
4.3.1	Business Parameters	135
4.3.2	Importing and Exporting	136

4.3.3	Taxation	138
4.3.4	Contracting and Legal Aspects	140
4.3.5	Entrepreneurial Climate (EC) and K-W Tests	141
4.4	Pathology of Enterprises	145
4.4.1	Obstacles in Entrepreneurship	145
4.4.2	Economy specific Obstacles	147
4.4.3	Internationalization and Obstacles	150
4.5	Trading Practices	154
4.5.1	Economy specific Trade Practices	155
4.5.2	Internationalization and Trade Practices	159
4.6	Innovation and Technology	162
4.6.1	Economy specific Parameters	164
4.6.2	Internationalization and Innovation	166
4.7	Chapter Summary	169
5	Internationalizing SMEs in Pakistan	
5.1	Pakistan and Asian Economies	178
5.1.1	SMEs and Selected Asian Economies	179
5.1.2	SMEs and Manufacturing Sector	180
5.1.3	Exporting Trends	183
5.1.4	Analysis of Export Indicators	186
5.1.5	Entrepreneurial Climate	189
5.2	Analyzing Enterprises in Pakistan	
5.2.1	Import/Export Scenario	191
5.2.2	Pathology of Enterprises	192
5.2.2.1	Statistical Analysis	195
5.2.2.2	Causality Analysis: Electricity And Corruption	197
5.2.3	Innovation in SMEs	198
5.2.3.1	Innovation and Enterprise Sectors	200
5.2.3.2	Significant of Innovation Parameters	202
5.2.4	Trading Practices	204
5.2.4.1	Sales in Domestic Markets	204

5.2.4.2	Sales through Exporting	205
5.2.4.3	K-W Tests of Significance	207
5.2.4.4	Direct Exporting Correlation	207
5.2.4.5	Supervised Learning Approach	209
5.2.4.6	Enterprise Comparisons	210
5.2.4.7	Enterprise Clustering	212
5.3	Characterizing Exporting SMEs	215
5.3.1	Pilot Study	215
5.3.2	Reducing Dimensionality	216
5.3.3	Association Analysis: Two-way Table	218
5.3.4	Association Analysis: Three-way Tables	219
5.3.5	BLR Analysis	222
5.3.6	CR Analysis	224
5.3.7	CR Outputs Adequacy	226
5.3.8	Supervised Learning Methodologies	228
5.3.9	Analyzing DM-based Solutions	232
5.4	Chapter Summary	235
6	Research Findings and Recommendations	
6.1	Research Findings	244
6.1.1	Manufacturing Exports in World Economies	245
6.1.2	GEM Databases	247
6.1.3	Entrepreneurial Climate	249
6.1.4	IFC's ES Indicators	249
6.1.5	Enterprises in Pakistan	251
6.1.6	Concluding Remarks	254
6.2	Recommendations	
6.2.1	Time Series Analysis	256
6.2.2	Evolutionary Classification	256
6.2.3	Rough Set Theory	257
6.2.4	Graphical Taxonomy	258
6.2.5	ABM and SMEs	258

6.2.6	GEDI Ranking and SMEs	259
6.2.7	Special SMEs	259
6.2.8	Extending Scope of ES Indicators	260
References		261
Appendices		
A0	Globalization Parameters and Manufacturing Exports	274
A	Appendix A – GEM Data Mining	281
B	Doing Business attributes	287
C	IFC Enterprise Survey: Obstacles Dataset	292
D	Data Mining Streams for Internationalization & Obstacles	294
E	IFC Enterprise Survey: Trading Practices	297
F	Data Mining Streams for Internationalization & Trading Parameters	302
H	MSME, SMEs and Pakistan’s Databases	305
I	Outputs of Stepwise Categorical Regression	315
J	MSMEs Databases of Seven Asian Developing Economies	318