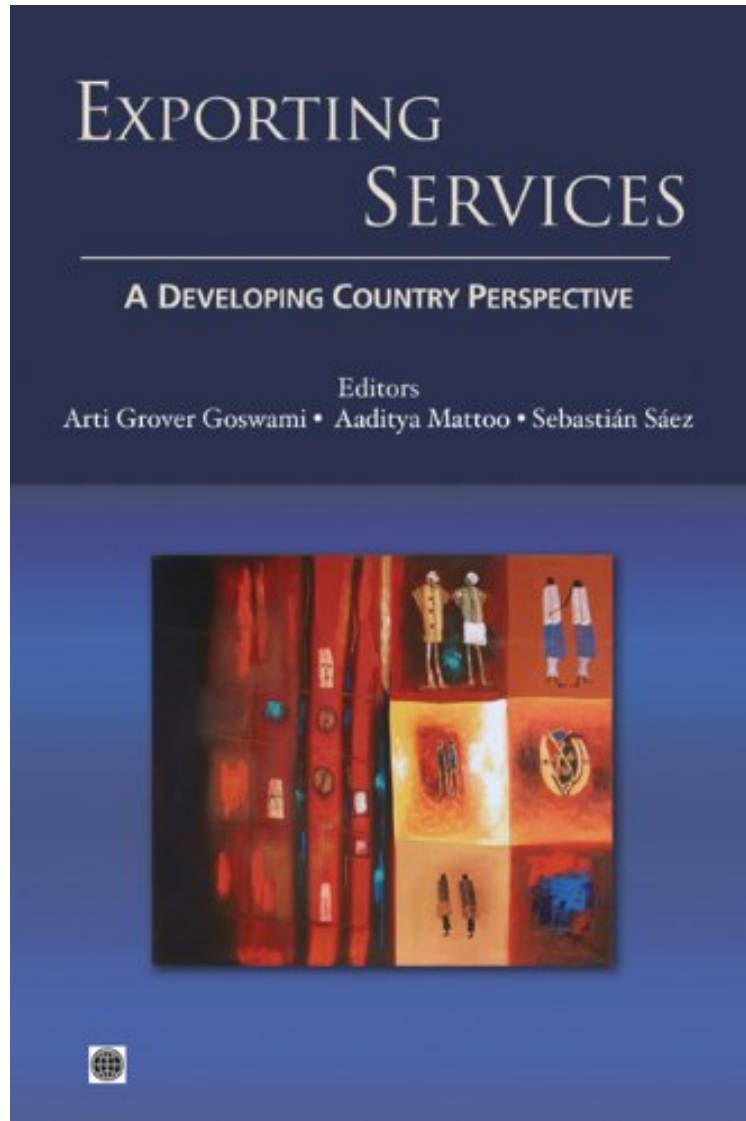


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# Exporting Services: A Developing Country Perspective (Trade and Development)

*Aaditya Mattoo, Sebastian Saez, Arti Grover Goswami*  
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**Aaditya Mattoo, Sebastian Saez, Arti Grover Goswami : Exporting Services: A Developing Country Perspective (Trade and Development)** before purchasing it in order to gage whether or not it would be worth my time, and all praised Exporting Services: A Developing Country Perspective (Trade and Development):

The past two decades have seen exciting changes with developing countries emerging as exporters of services.

Technological developments now make it easier to trade services across borders. But other avenues are being exploited: tourists visit not just to sightsee but also to be treated and educated, service providers move abroad under innovative new schemes, and some developing countries defy traditional notions by investing abroad in services. "Exporting Services: A Developing Country Perspective" takes a brave approach, combining exploratory econometric analysis with detailed case studies of representative countries: Brazil, Chile, the Arab Republic of Egypt, India, Kenya, Malaysia, and the Philippines. Two questions lead the analysis: How did these developing countries succeed in exporting services? What policy mix was successful and what strategies did not deliver the expected results? The analysis evaluates the role of three sets of factors: First, the fundamentals, which include a country's factor endowments, infrastructure, and institutional quality; second, policies affecting trade, investment, and labor mobility in services; and third, proactive policies in services designed to promote exports or investment. The case studies illustrate the complex nature of reforms and policy making in the service sector as well as the benefits of well-implemented reforms. Although success seems to be explained by a set of conditions that are difficult to replicate, common features can also be identified. Several countries have adopted policies to support exports, especially exports of information technology-related services. This resource will be valuable for policy makers, experts, and academics who are engaged in efforts to reform service and investment policies in their own country.