

ALONSO RODRIGUEZ, José Antonio and DONOSO DONOSO, Vicente

Modelling Spanish Export Company Behaviour

Abstract: An enhanced disposition to export, which goes hand-in-hand with an increased likelihood of SME exports, is one of the microeconomic mechanisms for balancing Spanish foreign trade. This article analyses the business factors that clearly affect a firm's predisposition to export its goods and services, in the hope that the insight gained will serve as a tool for export incentive policies. Action along these lines would contribute to eliminating the deficit in the trade balance for goods, one of the most persistent features of the Spanish economy, when, with the country's participation in the Euro Zone, it will no longer be possible to resort to the usual macroeconomic facilities.

Key words: foreign trade, exports, balance of trade, export enterprises, export incentives, Spain.

JEL Classification: D21, F14, L21.

ANCOS FRANCO, Helena

Progressive Configuration of Data Transfers as an Object of International Trade

Abstract: The development of electronic commerce depends largely on the degree of protection that can be secured for data circulating over networks. The global nature of networks and the free exchange of data call for some, likewise global, protection standards which must, however, be respectful of human rights and basic freedoms while serving the interests of international trade. This article discusses the relinquishment of protection of personal data as a fundamental right and the gradual configuration of such details as an object of international trade, in particular in the negotiation of bilateral trade agreements.

Key words: international trade, data transmission, transnational flow of data, electronic data interchange, fundamental rights, trade agreements, bilateral agreements.

JEL Classification: F10, K33, O33.

BALAGUER FRANCH, María José and MARTINEZ ZARZOSO, Inmaculada

Analysis of Trade Flows Between the EU and Mercosur

Abstract: The purpose of this paper is to study trade flows between the European Union and Mercosur. The methodology involves computing revealed comparative advantage and intraindustrial trade indices and analysing mutual trade structures, to then build a gravity model for bilateral trade between countries in the two economic regions. The results obtained indicate that importing and exporting country income and *per capita* income as

well as distance are the relevant variables in terms of explaining bilateral trade volumes between the countries analysed.

Key words: foreign trade relations, comparative advantage, intraindustrial trade, EU, Mercosur.

JEL Classification: F14.

BARCENILLA VISUS, Sara and LOZANO CHAVARRIA, Pablo

Technological Capacity and External Competitiveness. Application of the Technological Gap Theory to the European Union

Abstract: In the research discussed in this paper the technological gap theory is subjected to empirical validation in European Union countries for the period 1973-1993. Of the two parts into which the empirical analysis is divided, the first consists of a statistical analysis of the degree of similarity among European nations in terms of the evolution of the variables that are most relevant to explaining competitiveness on foreign markets. This descriptive analysis is then used in the second stage to build a dynamic panel data model for each of the fifteen industrial sectors considered. The results support the gap hypothesis, although they do not warrant disregarding the importance of other traditional factors that condition the dynamics of international competition in the European context.

Key words: international trade, technological innovation, competitiveness, panel model, EU, Spain, 1973-1993.

JEL Classification: C23, F14, O30.

BATALLER MARTIN, Francisco and JORDAN GALDUF, Josep M^a

The Euro-Mediterranean Area: Expectations, Achievements and Frustrations in the Barcelona Process

Abstract: The Mediterranean is an area rife with problems, but also with potential. It is steadily acquiring greater importance in the European Union's and in particular Spain's geopolitical and geoeconomic concerns. Five years after the first Euro-Mediterranean Conference in Barcelona, and on the eve of yet another such conference, the fourth in the series, some reflection on the results of the approximation process initiated at the Barcelona meeting is in order. The present article first analyses the reasons that justified a strategic response geared to building a Euro-Mediterranean area, then proceeds to discuss the advances made and finally studies the elements needed to ensure further progress.

Key words: regional integration, free trade area, development policy, Euro-Mediterranean Association, EU

JEL Classification: F02, F14, F21.

CANCELO DE LA TORRE, José Ramón and SEQUEIROS TIZON, Julio G.

Monthly Unit Value Indices for Galician Foreign Trade: Methodology and Major Results

Abstract: This paper discusses the main characteristics of the foreign trade unit value indices (UVI) for Galicia, formulated using the same statistical base and methodology as used to formulate the indices for Spain as a whole. The findings show that the analysis of regional trade in nominal terms may be biased and may not reflect actual import and export trends; it is concluded that the use of national UVIs to deflate regional figures is not recommendable as a general rule.

Key words: statistics, regional economy, price index, exports, imports, economic methodology, Spain.

JEL Classification: C43, C81, F10, R10.

CHEBIL, Ali and BRIZ ESCRIBANO, Julián

Export Function for Spanish Horticultural Products

Abstract: This article discusses an analysis of the determining factors in Spanish produce exports to the EU in the period 1974-1998. An export function using co-integration methodology is estimated for this purpose. The variables with explanatory relevance appear to be EU income and, to a lesser extent, competitiveness. Domestic demand is not significant and the dummy-EU variable proves to be significant beginning not in 1986, but in 1991.

Key words: exports, cointegration, vegetables, EU, Spain, 1974-1998

JEL Classification: F14.

GUTIERREZ DE GANDARILLA SALDAÑA, Adolfo and HERAS LOPEZ, Luis Javier

Spanish Enterprise Abroad: Empirical Analysis of the Gradualist Theory of Internationalisation

Abstract: Based on the data for a sample of firms whose one common feature is that they engage in foreign direct investments, the present paper analyses whether the pattern of

expansion abroad of Spanish companies can be explained via the gradualist theory of internationalisation proposed by the Uppsala School, whereby the factors influencing this phenomenon can be defined. The analysis is conducted by applying a logistic regression model and the results provide support for the virtual suitability of the theory for studying business internationalisation processes.

Key words: economy internationalisation, multinational companies, foreign expansion, statistical analysis, location theory, international investments.

JEL Classification: F21, F23.

JIMENEZ RIDRUEJO, Zenón, HERRERA REVUELTA, Julio and SANTAMARIA FIDALGO, Jesús

Adjustment of Export Prices in Response to Variations in Exchange Rates in a Context of Imperfect Competition: An Empirical Application to the Automotive Industry in Castile and Leon

Abstract: Foreign trade in the automotive industry has been, and continues to be, the major component of foreign trade in the region of Castile and Leon in the last ten years. The industry's exports account for between 50 and 60% of the total exported by companies in the region, and its imports for between 25 and 30% of the total. An understanding of the different aspects of the dynamics of foreign trade in this sector is therefore instrumental to explaining developments in the autonomous region's foreign trade as a whole. The purpose of the present paper is to analyse the room for manoeuvre open to the automotive industry in Castile and Leon in connection with variations in the peseta exchange rate (pricing-to-market effect) and to study the impact of such variations on export prices (pass through effect). The results indicate that the strategies implemented by the industry to maintain export prices in the importer's local currency vary depending on the target country.

Key words: international trade, imperfect competition, exchange rate, prices, automobile industry, Castile and Leon, Spain

JEL Classification: F13

LOPEZ NAVARRO, Miguel Angel

An Empirical Estimation of the Characteristics of Export Co-operation in Spain

Abstract: The present article describes the most relevant characteristics of a specific type of co-operation agreements, namely horizontal agreements for promoting sales on foreign markets, also known as *export consortia*. The analysis, which is limited to experience

in Spain, is run on a sample of agreements of this nature formalised under the Spanish Foreign Trade Institute's Export Consortium Programme. The survey essentially intends to identify the particularities of such agreements to obtain a fuller understanding of arrangements of this kind, given the scant attention paid in the literature to co-operation among companies of the same nationality as a mechanism for penetrating international markets.

Key words: business strategy, conquest of markets, joint ventures, competitiveness, exports, economy internationalisation, Spain.

JEL Classification: F10.

RUIZ CESPEDES, Tomás V.

Compatible Production Statistical Series and Foreign Trade for Spanish Manufactured Goods, 1966-1996

Abstract: Comparable trade and production figures are requisite to conducting complete analyses of manufactured goods, which should cover aspects ranging from internal and external conditioning factors to the major indicators of the degree to which such goods are marketed abroad or exposed to foreign competition on the domestic arena. This paper provides such statistical series, duly broken down by industry, for Spanish manufactured goods over the period 1966-1996, compiled and processed on the basis of the same breakdown and industry classification criteria.

Key words: macroeconomic magnitudes, production, foreign trade, time series, industrial sector, Spain, 1966-1996.

JEL Classification: C82, F14, L60

ORDEN DE SUSCRIPCION

☐ Sí, deseo suscribirme a las publicaciones que detallo a continuación de acuerdo con las tarifas vigentes:

	ESPAÑA	EXTRANJERO
	1 año	1 año
<input type="checkbox"/> Boletín Económico de ICE (38 números/año)	<input type="checkbox"/> 13.000	<input type="checkbox"/> 17.000
<input type="checkbox"/> Información Comercial Española. Revista de Economía (8 números/año)	<input type="checkbox"/> 10.000	<input type="checkbox"/> 12.000
<i>Suscripción a las dos publicaciones, descuento del 15 por 100</i>		
	Total	

DATOS PERSONALES

Nombre y apellidos

Empresa

Domicilio

C.P. Población

N.I.F. Telef.

Fax

Firma

FORMAS DE PAGO

☐ Cheque adjunto a nombre del Centro de Publicaciones
del Ministerio de Economía
n.º Entidad

☐ Transferencia

ORDEN DE PEDIDO

☐ Sí, deseo adquirir los títulos que detallo a continuación de acuerdo con las tarifas vigentes:

[illegible]

Ejemplar suelto: Boletín: 750 pesetas.

Revista: 2.000 pesetas.

Extranjero: precio del ejemplar, más 300 pesetas de gastos de envío.

DATOS PERSONALES

Nombre y apellidos

Empresa

Domicilio

C.P. Población

N.I.F. Telef.

Fax

Firma

FORMAS DE PAGO

☐ Cheque adjunto a nombre del Centro de Publicaciones
del Ministerio de Economía
n.º Entidad

☐ Transferencia



Información y venta: Paseo de la Castellana, 162, vestíbulo.

28071 Madrid. Teléf. (91) 349 36 47. Fax (91) 349 36 34.

Suscripciones: Pza. del Campillo del Mundo Nuevo, 3.

28005 Madrid. Teléf. (91) 506 37 40. Fax (91) 527 39 51.