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# **ountries no evidence exists of external cost barri**

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**Small and medium-sized enterprises (SMEs) emerging markets are increasingly engaging in export-related activities. Nevertheless, limited research exists into the export behavior of such firms. This study proposes and tests a conceptual model that includes the main drivers and inhibitors of export intensity for SMEs. The model uses confirmatory factor analysis (CFA) to develop the underlying multi-item constructs and structural equation modeling (SEM) to test the model. Results show that manager's export commitment as well as managerial and organizational resources and capabilities are drivers of export intensity. In addition, the results show that managerial perceptions of internal barriers, such as a manager's lack of international experience and knowledge, act as significant barriers to developing exports. However, unlike previous findings developed countries no evidence exists of external cost barriers having a significant impact on export intensity, which is possibly an indication of a competitive business.**

**Keywords : managerial understanding. Export volume. Triggers. obstacles**

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