

# **Explain the intensity of exports of small and medium-sized export companies in Guilan province**

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**Small and medium sized businesses in emerging markets are heavily absorbed in export-oriented activities. However, little research is available on export activities. This study proposes and tests a conceptual model that includes the major drivers and barriers to the change in the rates of such companies' exports. The model of this research uses a confirmatory factor analysis to develop hidden hidden structures and model structural equations for model testing and testing. The method of this research is applied in terms of purpose and in terms of nature and method, it is descriptive and in terms of type, and analysis in the branch is correlation. The managers of export companies in Gilan province, which have 75 export companies in recent years, constitute the statistical community of the research. The method chosen by the researcher in this study has been available for inaccurate sampling according to the knowledge of the statistical population. In this research, fieldwork has been used to collect data and information. In the present study, the normalization of data using the Kolmogorov-Smirnov test and the research hypotheses were also investigated using Pearson and Spearman correlation. In the analysis, the software Smart PLS 3.0 has been used. The results show that managers' commitment to export, such as organizational and managerial resource capabilities, is an export stimulus. In addition, the results show that managerial understanding of internal constraints, such as the lack of international experience and international managers, serves as a significant limitation to export development. But contrary to previous findings developed countries, there is no evidence that external fiscal barriers have a significant impact on the size of exports, which indicates the perception of a competitive business environment.**

**Keywords :** **Keywords:** exporting companies. Export volume. Triggers. Obstacles

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