

Investigating the Relationship Between Productivity and Exports in Exporting Companies in Guilan Province

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The amount and rate of growth of productivity in each country has a significant impact on the level of living, inflation, unemployment, economic status of society and competitiveness in the world. Improving productivity is the main task of managers and they should play the most role in this regard. On the other hand, the policy of expanding international trade and developing exports has long attracted the attention of economists and policymakers in most countries of the world and is one of the key components of planning. The present research is a descriptive research component based on how data is collected. It is also a type of correlation in terms of data analysis. The statistical population of this research is the export companies of Guilan province. Data analysis in the first part was done using mathematical modeling technique (data envelopment analysis), then Spearman correlation coefficient and regression using spss 19 software. The results showed that there is a meaningful relationship between the percentage of export sales of companies and their productivity. But there is not a significant relationship between the age of the exporting companies and their productivity.

Keywords : Export, Productivity, Data Envelopment Analysis

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