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Government Export Promotion
in Germany and the UK from an
Organisational Economics Perspective

With 15 Figures and 18 Tables

Physica-Verlag

A Springer Company

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ISSN 1431-1933

ISBN-10 3-7908-1730-9 Physica-Verlag Heidelberg New York

ISBN-13 978-3-7908-1730-0 Physica-Verlag Heidelberg New York

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Physica-Verlag is a part of Springer Science+Business Media

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Printed in Germany

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Typesetting: Camera ready by the author

Cover: Erich Kirchner, Heidelberg

Production: LE-TEX, Jelonek, Schmidt & Vöckler GbR, Leipzig

SPIN 11756361

Printed on acid-free paper – 88/3100 – 5 4 3 2 1 0

Acknowledgements

There are many people who made the preparation of this book possible, providing help in both content and other matters. My first thanks go to Professor Andres Rodriguez Posé for unimposing supervision, collegiality, patience and encouragement. I also owe thanks to Professor Ian Gordon for comments, and to Professor R.J. Bennett, with whom the work started.

Several friends and colleagues read draft chapters and were willing to engage in discussions. I am grateful to Catarina Cardoso, Yonn Dierwechter, Jacob Jordan, Charles Maddison, Andy Pratt, Karen West, Matthias Wissman, and to Ruth O'Rourke for her editing work.

Many others helped by keeping me in good spirits. Among my colleagues I would like to thank in particular Yiannis Chorianopoulos, Liljana Grubovic, Holger Münt, Miguel Jimenez, Cesar Nava-Escudero, Juan Osorio, Hulya Özdil, Asato Saito, Javier Sanchez, Murat Yalcintan. Outside LSE I was fortunate to have the encouragement and friendship of Isa Brekowski, Tassilo Herrschel, Carol Kidwell, Don MacMenamin, Cornelia Messing, Olga Milosavljevic, Uli Pfeiffer, Govind Venuprasad, Regine Wagner, and my family. Without them the book would never have been completed.

It would also have been impossible without the many people who readily shared their time and knowledge in interviews. I am very grateful to all individuals listed in the Annex and hope that they may somehow benefit from university research. Equally, I am grateful for financial support from the Friedrich Flick Foundation and the London School of Economics and Political Science.

The book is dedicated to my grandparents and grandaunts, who taught me that a new beginning is a matter of personal choice.

April 2006

Iris A. Hauswirth

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List of abbreviations

AHKs	Außenhandelskammern – overseas chambers of commerce
AHS	Außenhandelsstelle – a body set up jointly by the chambers of industry and commerce and the association of trade corporations in Northrhine-Westphalia to execute the trade fair programme and the consultancy programme of the Northrhine-Westphalian ministry of economics
AUMA	German umbrella organisation for the trade fair industry and main player in the German trade fair support
BAW	Bundesamt fuer Wirtschaft – an agency of the BMWi
BCC	British Chambers of Commerce
BDI	Top umbrella associations of German industry
BEDG	British European Design Group
BESA	British Educational Suppliers Association
BFAI	Bundesagentur für Außenwirtschaft – German Office for Foreign Trade
BMWi	Bundesministerium für Wirtschaft und Arbeit – German Ministry of Economics and Technology
BOTB	British Overseas Trade Board
BPF	British Plastics Federation
BPI	British Phonographic Industry Association
BTI	British Trade International
CBI	Confederation of British Industry
CEBIT	the world's largest annual trade show for information and telecommunications technology
CEMA	Circuit Equipment and Materials Association
COI	Central Office of Information
CSSA	Computing Services and Software Association
D-A, D-B, ..., D-X	Interviewees in Germany
DFG	Durchführungsgesellschaft – Trade fair company
DIHK	Deutscher Industrie- und Handelskammertag – umbrella organisation of the German Chambers of Industry and Commerce
DIHT	former acronym for DIHK
DIP	Dokumentations- und Informationssystem für Parlamentarische Vorgänge - parliamentary documentation system
DMA	Direct Marketing Association

DTI	Department of Trade and Industry
ECGD	Export Credit Guarantee Department
EIC	Energy Industries Council
FCO	Foreign and Commonwealth Office
FEI	Federation of the Electronics Industry
FMCEC	Federation of Manufacturers of Construction Equipment and Cranes
FT	Financial Times
GDP	Gross Domestic Product
IBS	International Business Schemes
ICT	Information and Communication Technology
IHK	Chamber of Industry and Commerce
IMF	International Monetary Fund
ISG	Institut für Sozialforschung und Gesellschaftspolitik – Institute for social research and policy
JEPD	Joint export promotion directorate
KFW	Kreditanstalt fuer Wiederaufbau
LGA	Landesgewerbeamt – executive agency for the Ministry of Economics and Technology
MPA	Music Publishers' Association
NAFTA	North Atlantic Free Trade Agreement
NAO	National Audit Office, UK
NIE	New Institutional Economics
NPM	New Public Management
OE	Organisational Economics
OECD	Organisation for Economic Co-operation and Development
PLASA	Professional Lighting and Sound Association
PPMA	Processing and Packaging Machinery Association
PR	Property rights
QMS	Quality Management Surveys
REMM	Resourceful, Evaluative, Maximising Man
SBAC	Society of British Aerospace Companies
SESA	Support for Exhibitions and Seminars Abroad
SME	Small and medium size enterprises
SMM	Sector Market Matrix
SMMT	Society of Motor Manufacturers and Traders
TIA	Telecoms Industry Association
TPUK	Trade Partners UK
UK-A, UK-B, ..., UK-X	Interviewees in the UK
UKOP	United Kingdom Official Publications
VDMA	Verband der Investitionsgüterindustrie – Federation of German engineering industries
VFM	Value for money