

International engagement and performance of New Zealand firms

Lynda Sanderson, The New Zealand Treasury

Thursday 11th August, 12.30 - 2.00 pm

Old Government House, corner Princes Street and Waterloo Quadrant, Auckland.

Abstract

This seminar outlines recent findings from a programme of research on the determinants and consequences of international engagement by New Zealand firms. The research programme is designed to address two central questions: (1) How do characteristics of the firm and the economic environment influence the ability and incentives of New Zealand firms to become internationally engaged? (2) What effect does international engagement have on subsequent firm performance? These questions are addressed using longitudinal firm-level data from Statistics New Zealand's prototype Longitudinal Business Database. Specific topics discussed include the role of experience in determining firms' expansion into new export markets, causal relationships between export market entry and firm performance, and the pre- and post-acquisition performance of New Zealand companies which have been subject to foreign acquisition.

Biography



Lynda Sanderson is a Senior Analyst at the New Zealand Treasury and a Ph.D. candidate at the University of Waikato. Her primary research interest is the microeconomic analysis of firm performance and behaviour, particularly around the determinants and consequences of international engagement among New Zealand firms. Lynda has an MPhil from the University of Waikato on the ongoing mobility patterns of New Zealand and UK migrants to Australia, undergraduate degrees in Japanese, Economics and Linguistics (Canterbury) and a BCA(Hons) in Economics (Victoria). Prior to joining the Treasury in May 2011, Lynda has worked for the Reserve Bank of New Zealand and the Ministry of Economic Development.

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