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Sugata Marjit, Moushakhi Ray



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## Export Profitability, Competition and Technology

Sugata Marjit<sup>a</sup>, Moushaki Ray<sup>b</sup>

<sup>a</sup>Centre for Studies in Social Sciences, Calcutta, R-1, Baishnabghata Patuli Township, Kolkata, West Bengal 700094, India

<sup>b</sup>Salesian College, Siliguri, Don Bosco Road, Jalpaiguri District, West Bengal 734001, India

marjit@gmail.com

rmoushaki@gmail.com

## I. Introduction

Recent years have been experiencing a surge in the literature of firm heterogeneity and export decision-making in the presence of productivity differential and non-trivial costs of exports. Starting with the works of Helpman (2006) and Melitz and Redding (2012) the literature discusses various facets of the problem, both theoretically and empirically (e.g., Melitz and Ottaviano 2008, Ianchovichina et.al., 2000, Roy 2003 and Krugman 1979). A general theoretical framework is used for modelling firm heterogeneity in differentiated product-market in the presence of monopolistic competition. They generally highlight the relationship between the profit of a firm and its productivity. Although Melitz and Redding use the concept of 'technology', there is no discussion about the impacts of technological improvements on the behaviour of a firm and its profitability. Though the role of technology is certainly crucial in analysing a firm's behaviour, the inter-relationship among technology, competition and export is nowhere discussed in the literature. The present paper is an attempt to this end, where the problem is posited from an altogether different angle. It seeks to identify the direction of export incentives for a firm when there is a change in the domestic market structure (i.e. a change in the

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