# Connect, compete and change for inclusive growth





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#### **ABSTRACT**

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The first annual flagship report of ITC on the topic of SME internationalization. The report highlights the fundamental role SMEs have in addressing global income inequality and presents a new analytical framework to measure, identify and enhance SME competitiveness. It introduces a working definition of firm competitiveness and introduces the SME Competitiveness Grid as a tool to classify determinants of firm competitiveness according to how they affect competitiveness and according to the layer of the economy at which this determinant intervenes. The report provides 25 country profiles containing SME competitiveness pilot assessments. It informs ITC's work in strengthening SMEs and trade and investment support institutions (TISIs). The case studies illustrate how ITC assistance fits within the wider evidence on SME competitiveness and describe practical steps to strengthen SME competitiveness at the firm level. Includes bibliographical references (p. 217-235).

Descriptors: SMEs, Competitiveness, Statistics, Economic Indicators, International Value Chains, Case Studies, Country Profiles.

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