

Risks and Rewards in Export Entrepreneurship from the Indian Sub Continent

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Abstract

This conceptual/technical paper focuses on rewards and risks in Export Entrepreneurship from the Indian subcontinent. An entrepreneurship model has been developed based on years of industry experience of researchers, for new entrepreneurs with a low capital base of around Ten thousand US dollars. An international B2B export contract has been discussed considering the export risks involved. SAARC, member countries trade statistics have been analyzed for relevance to Michael E. Porter Value chain model. An electrifying real life case study of Iron Ore Exporter from India has been included for reference purpose. Students and faculty of undergraduate and postgraduate management programs form the primary target audience for this conceptual/ technical paper.

Keywords: SAARC, Export Entrepreneurship, B2B, Entrepreneurship, Value Chain.

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