

# Abstract

In this paper, an Export Decision Support Model applied to the Czech Republic is developed, with the aim of finding export opportunities. The model functions using a filtering process in which a stream of data composed of numerous socio-economic indicators representing the world trade is analysed. For their construction, an extensive literature review was developed relying strongly on a previous EDSM targeted as well for the Czech Republic, as at the moment no explicit rule exist describing its appropriate composition. Then, if a given market, determined by its associated matrix of indicators, fulfils the conditions of the model, then it is retrieved as an export opportunity. After the model construction, it is supplied with two streams of data, for 2010 and for 2014 and, the hypothesis that for both years the output is equal is evaluated. With the intention to infer if the constructed model needs periodical recalibrations for its appropriate use. Finally, a local sensitivity analysis is deployed uncovering the behaviour of the different parameters of the model, a novel approach not yet implemented in an EDSM tailor made for the Czech Republic.

**JEL Classification**

F10, F13, F23, M31

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trade

**Author's e-mail**

[karel.couceiro@gmail.com](mailto:karel.couceiro@gmail.com)

**Supervisor's e-mail**

[mejstrik@fsv.cuni.cz](mailto:mejstrik@fsv.cuni.cz)