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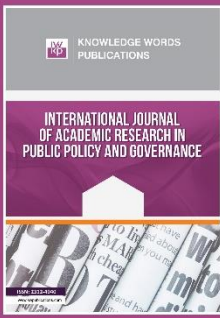
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Internationalization Level Dynamics in the Mexican States

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Abstract

For some scholars who mentioned those global markets would eliminate the commercial world as multinationals, as global companies sell the same things in the same way worldwide. The research method to be used is a correlation for the analysis of the export data, foreign direct investment and public investment within States. The objective of this paper is to analyze the internationalization of the Mexican States in terms of GDP, FDI and public investment of States regarding their level of internationalization.

Keywords: States, Internationalization, Foreign Direct Investment, Mexico, Trade Models.

Resumen

Para algunos teóricos clásicos quienes mencionan que los mercados globales eliminarían el mundo comercial al igual que las multinacionales, ya que las compañías globales venden las mismas cosas de igual forma en todo el mundo. El método de investigación que se utiliza es la correlación para el análisis de los datos de exportación, inversión extranjera directa y la inversión pública dentro de los estados. El objetivo de este trabajo es analizar la internacionalización de los estados mexicanos en función del PIB, la IED y la Inversión pública de los estados respecto a su nivel de internacionalización.

Palabrasclave: Estados, Internacionalización, Inversión Extranjera Directa, México, Modelos de Cambio.

Introduction

The need for markets to compete at international levels is an effect of globalization and the opening of new markets. Smith (1776) mentions that the beginning of internationalization processes have been based on his theory of international trade and its absolute advantage. Then it'll will be seen that will adapt to the changes of globalization that takes in the world every day, as expounded Ricardo (1817), which is no longer necessary to have an absolute advantage but a comparative advantage on the variety of resources available and the place in which it is offered, creating a gain benefits for many producers, while John Stuart (1948) displays the international economy with the difference between exports and imports of a country.

At mid-twentieth century, the internationalization of business was a complex matter of making because there were too many barriers to the incursion of new markets in countries. Other factors like culture are relevant to the issue of internationalization issues. Para Chandler (1962, p.13), strategy can be defined as the determination of basic goals and long-term company goals, and allocation of courses of action and location of the resources needed to carry out these goals. With this, the States can create their own strategy to reach internationalization. In these respects the way that some of the States of Mexico have achieved a level of internationalization through exports and foreign and public investments in the States is reviewed.

Searches on information databases for a study of how the States have developed States that achieved a level of internationalization in Mexico, over the years, making a connection with foreign direct investment (FDI), see the variation of gross domestic product (GDP) and see if there is any positive or negative variation in both parties, and cost of entry and exit.

Background of the Problem

For the study of this work have been sought theorists that talk about the internationalization of countries and adapt it to a point which demonstrates the variables of gross domestic product, foreign direct investment and public investment, a level of dynamism of 32 federal entities of the Mexican republic.

To achieve the goal, it counted with the help of the databases that were in pages INEGI on exports by State and sectors which have increased activity, the databases of Bank of Mexico was consulted to look for the balance of payments of the States. The States with a higher level of internationalization tend to achieve an incentive for companies wishing to invest in Mexico and later grow within the country, which has been the process of internationalization of these States since 2007 and what has been the gap between the more internationalized States and the least, and has increased this gap or been reduced?

Delimitation of the Problem

This research is directed to States that have a level of internationalization depending on exports or having investment.

Therefore, this research is based on the following questions:

- A. What is the process of internationalization of the Mexican States according to their exports?

B. What is the number of States most internationalized of Mexico in terms of gross domestic product, foreign direct investment and public investment?

Rationale

This research seeks the way States achieve a level of internationalization based on exports, foreign direct investment and public investment within States. It tries to resolve the question the level of internationalization of the States has been due to export enterprises?, as States develop differently between them either by the sector that develop, increasing foreign investment and local States, including creating a new kind of competitiveness, making more and more States reach that level of internationalization.

Currently there is a wide gap between States with a high level of internationalization and those with a low level. It is sought the variation of this gap in the period of 2014 based on exports of Mexican States. Although there was no internationalization at the time of these authors as in the contemporary time, they have managed to provide the foundation for understanding the changes occurring in today's economy. Theories of international trade in the classical theorists, with contemporary theories and the changes that have emerged on the internationalization and globalization in the present context are contrasted.

Working Hypothesis

Taking into context, the objective of the research is to analyze the strategies used by States to have a level of internationalization that achieve to assist in the development of their economies. The growth and expansion of these economies are determined by their technology-based exports as these are one of the main goods traded in the world. In Mexico there is cheap labor, attracting the attention of many countries to invest in the States of Mexico even creating goods at lower prices and creating a flow of capital through exports.

Objective Work

This research seeks the way States achieve a level of internationalization based on exports, foreign direct investment and public investment within States. It tries to resolve the question Is the level of internationalization of the States has been due to export enterprises, as States develop differently between them either by the sector that develop, increasing foreign and local investment and States, including creating a new kind of competitiveness, making more and more States reach that level of internationalization. Currently, there is a wide gap between States with a high level of internationalization and those with a low level; the variation of this gap is sought in the period 2014 based on exports of the States of Mexico.

Although there was no internationalization at the time of these authors as in the current times, they have managed to provide the foundation for understanding the changes occurring in today's economy. Theories of international trade in the classical theorists, with contemporary theories and the changes that have emerged on the internationalization and globalization in the present context are contrasted.

Theoretical Framework

The word internationalization ProMéxico (2015), defines it as participation with companies in other States or countries directly, which strengthen the combination of States in global economies through innovation and improvement in production of its companies. The origin of the international word for Rialp (1999) is the set of actions that help achieve a settlement of relatively stable relationships between the firm and the international market, in the path of growth and overall thrust. The Calpe Encyclopedia (2008) defines internationalization as widespread and rapid globalization of markets and internationalization of enterprises.

It can be seen the origins of globalization in the classical theory of internationalization, as Smith (1776) mentions in his book *Inquiry into the Nature and Causes of the Wealth of Nations*, which brings the theory of absolute advantage, making an emphasis that must be recognized that there is a shortage of resources, creating the need to create a line or distribution system. Later Ricardo (1817) shows that it is not necessary that countries have an absolute advantage in any sector of production, but it has to have a comparative advantage, proving that no absolute advantage is a necessary condition for a firm to produce benefits. But you have to bear in mind that market various goods are offered and benefit is obtained when both parties tend to have relative costs; this means that their costs are different for two or more items.

For Mill (1848), in his book *Principles of Political Economy with Some of Their Applications to Social Philosophy* he seeks a way to implement the theoretical knowledge in a more pragmatic way. It is noted that there is a differentiation in the terms of trade a variation between the prices of exports to imports ratio, analyzing the provision for each exporting country depended on imports entering the country. "Reciprocal demand" as Mill (1848), calls it is a balance to be achieved by international exchange rate for each good in different countries.

Internationalization is a constant and evolving process so that theories are updated in context with the time that happens. To Krugman (2006), the course taken by the world trade is very different today to as it was a generation ago and more distinct than a century ago. They often talk about the distances they have been eliminated by the modernization of transport and communications creating a shortening of distances. The Internet has provided almost instant communication and very low costs among people who are at a great distance, on the part of the transport planes have managed to shorten transfer to different physical terrain on the planet.

For Friedman (2005), in his work called *The World is Flat: a brief history of the century*, uses the concept "Earth is flat" by the ease with which people can have contact with different parts of the world, through technological advances in communication, the world has connected in the knowledge centers of the world, creating a global network, achieving an era of innovation and prosperity. But just how can get to create this so-called "era of prosperity" can also be used by terrorism. It mentions that requires a set of innovative which contribute to level the playing field in these areas. The focal point of Friedman's work is to know the phenomenon that raises relocation of industry to reduce costs leveraging a globalized world.

Being contrary to the thinking of Heath (2009), in his *filthy lucre*, he takes the ideas of Ricardo (1817) on the theory of comparative advantage to refute the alarmist thinking of Friedman

on globalization as competition and not as comparative advantage. Tax cuts, the government deregulating markets and wage cuts considers them as a false likeness on competitiveness with markets and the competitiveness of industries. Friedman, who is an advocate of globalization, is differentiating the words company and country. Joseph Heath mentions that those two words have to be used interchangeably, for better study of internationalization.

Contextual Framework

Taking into account the States for their export level using reference databases for the period 2007 to 2014, obtained from the database of government page National Institute of Economics, Geography and Informatics (INEGI, 2016), it can be seen that the States manufacturing accessories for computers, electronics, transport parts and transportation equipment, have a relationship with the States with the highest export of Mexico.

It can be seen in Table 1 that many of the States with a level of production and export of goods are the States that are in the northern border and enjoy more territory than some of the States within the republic that do not have factories focused on these areas. Although not all States that are on the table 1 below have the highest export levels are large, they are not necessarily the maquiladora factories or other, but also for the export of services which may present some States e.g. City of Mexico that exports human capital goods in general as computer accessories or technology that can be observed in States with largest land area and are located on the border with the United States of America more.

In the elapsed period 2007-2014 has been observed that some States have increased the gap between States exporting other goods which have not been of great need for individual countries. This gap as shown in the tables that Quintana Roo had fewer exports of 40 million dollars was reduced to less than 20 million dollars in the last 7 years.

Table 1. Merchandise exports by State, sector and sub-sector of activity

| | | | | | | | | | | |
|---------|------------------|----------------------|----------------------|----------------------|------------------|----------------------|----------------------|------------------|------------------|------------------|
| Periodo | Baja California | Campeche | Chihuahua | Tamaulipas | Nuevo León | Coahuila de Zaragoza | Jalisco | Sonora | México | Tabasco |
| 2007 | \$ 31,858,677.00 | \$ 29,051,551.00 | \$ 28,094,744.00 | \$ 22,517,429.00 | \$ 19,803,476.00 | \$ 17,469,635.00 | \$ 14,445,990.00 | \$ 12,980,383.00 | \$ 8,643,137.00 | \$ 8,272,595.00 |
| Periodo | Baja California | Campeche | Chihuahua | Tamaulipas | Nuevo León | Coahuila de Zaragoza | Jalisco | Sonora | Tabasco | México |
| 2008 | \$ 32,986,013.00 | \$ 31,837,812.00 | \$ 27,707,590.00 | \$ 23,850,568.00 | \$ 21,765,788.00 | \$ 21,757,037.00 | \$ 15,360,601.00 | \$ 12,035,115.00 | \$ 9,990,789.00 | \$ 9,909,892.00 |
| Periodo | Baja California | Chihuahua | Tamaulipas | Campeche | Nuevo León | Jalisco | Coahuila de Zaragoza | Sonora | México | Tabasco |
| 2009 | \$ 26,741,828.00 | \$ 24,764,103.00 | \$ 18,394,220.00 | \$ 17,593,023.00 | \$ 17,327,012.00 | \$ 15,059,587.00 | \$ 13,891,627.00 | \$ 9,314,179.00 | \$ 7,815,707.00 | \$ 6,951,254.00 |
| Periodo | Chihuahua | Baja California | Campeche | Coahuila de Zaragoza | Nuevo León | Tamaulipas | Jalisco | Sonora | México | Tabasco |
| 2010 | \$ 34,609,043.00 | \$ 28,882,194.00 | \$ 23,556,375.00 | \$ 21,927,806.00 | \$ 21,431,493.00 | \$ 21,308,302.00 | \$ 18,800,995.00 | \$ 13,276,078.00 | \$ 11,149,685.00 | \$ 10,604,902.00 |
| Periodo | Chihuahua | Campeche | Baja California | Coahuila de Zaragoza | Nuevo León | Tamaulipas | México | Tabasco | Jalisco | Sonora |
| 2011 | \$ 38,446,230.00 | \$ 31,335,437.00 | \$ 30,151,512.00 | \$ 27,138,515.00 | \$ 24,595,468.00 | \$ 22,100,606.00 | \$ 16,165,343.00 | \$ 15,541,219.00 | \$ 15,333,202.00 | \$ 14,095,225.00 |
| Periodo | Chihuahua | Baja California | Coahuila de Zaragoza | Campeche | Nuevo León | Tamaulipas | Jalisco | México | Tabasco | Sonora |
| 2012 | \$ 41,765,286.00 | \$ 31,663,051.00 | \$ 31,536,134.00 | \$ 29,354,644.00 | \$ 25,821,504.00 | \$ 22,282,632.00 | \$ 19,379,718.00 | \$ 17,309,609.00 | \$ 14,725,101.00 | \$ 14,638,938.00 |
| Periodo | Chihuahua | Coahuila de Zaragoza | Baja California | Campeche | Nuevo León | Tamaulipas | Jalisco | México | Sonora | Tabasco |
| 2013 | \$ 43,770,979.00 | \$ 32,900,488.00 | \$ 32,229,572.00 | \$ 27,143,792.00 | \$ 25,915,845.00 | \$ 22,943,682.00 | \$ 20,103,118.00 | \$ 18,508,383.00 | \$ 17,824,672.00 | \$ 13,049,654.00 |
| Periodo | Chihuahua | Baja California | Coahuila de Zaragoza | Nuevo León | Tamaulipas | México | Campeche | Jalisco | Guanajuato | Sonora |
| 2014 | \$ 45,594,451.00 | \$ 35,002,851.00 | \$ 34,786,504.00 | \$ 31,531,228.00 | \$ 27,423,025.00 | \$ 22,760,200.00 | \$ 22,461,599.00 | \$ 18,737,712.00 | \$ 17,007,780.00 | \$ 15,611,884.00 |

(Units of measurement: Thousands of dollars)

Source: Prepared with data from INEGI 2007-2014



Figure 1. Merchandise exports by State, sector and subsector of activity 2007

(Units of measurement: Thousands of dollars)

Source: Prepared with data from INEGI 2007



Figure 2. Merchandise exports by State, sector and subsector of activity 2014. (Units of measurement: Thousands of dollars)

Source: Prepared with data from INEGI 2014

Table 2. Production of computer equipment, communication, measurement and other equipment, electronic components and accessories.

| Estados | Baja California | Chihuahua | Jalisco | Tamaulipas | Nuevo Leon | Sonora | Aguascalientes | Mexico | Queretaro | Coahuila de Zaragoza |
|---------|-----------------|-----------------|-----------------|-----------------|----------------|----------------|----------------|---------------|---------------|----------------------|
| 2007 | \$20,821,221.00 | \$11,954,650.00 | \$10,344,633.00 | \$ 8,670,253.00 | \$4,305,324.00 | \$2,243,848.00 | \$ 420,432.00 | \$ 257,440.00 | \$ 241,843.00 | \$ 207,684.00 |
| 2008 | \$21,236,112.00 | \$11,477,281.00 | \$11,362,027.00 | \$10,268,277.00 | \$5,689,237.00 | \$2,145,528.00 | \$ 505,006.00 | \$ 255,471.00 | \$ 238,155.00 | \$ 221,703.00 |
| 2009 | \$16,546,315.00 | \$11,805,255.00 | \$11,645,425.00 | \$ 7,908,727.00 | \$3,025,345.00 | \$1,204,967.00 | \$ 663,059.00 | \$ 197,178.00 | \$ 171,798.00 | \$ 154,000.00 |
| 2010 | \$18,326,259.00 | \$16,693,116.00 | \$14,916,594.00 | \$ 8,072,526.00 | \$3,083,133.00 | \$1,623,065.00 | \$ 895,390.00 | \$ 267,813.00 | \$ 247,158.00 | \$ 138,612.00 |
| 2011 | \$20,242,645.00 | \$16,428,992.00 | \$10,964,964.00 | \$ 7,236,670.00 | \$3,157,808.00 | \$1,494,166.00 | \$ 898,544.00 | \$ 410,978.00 | \$ 243,091.00 | \$ 164,050.00 |
| 2012 | \$21,590,223.00 | \$16,650,202.00 | \$13,316,158.00 | \$ 7,484,475.00 | \$3,376,514.00 | \$1,508,754.00 | \$ 908,028.00 | \$ 763,789.00 | \$ 248,533.00 | \$ 115,505.00 |
| 2013 | \$22,356,786.00 | \$16,427,192.00 | \$13,809,926.00 | \$ 7,092,831.00 | \$2,570,630.00 | \$1,859,395.00 | \$ 940,387.00 | \$ 776,059.00 | \$ 276,586.00 | \$ 90,316.00 |
| 2014 | \$22,432,742.00 | \$16,779,587.00 | \$10,867,279.00 | \$ 8,054,417.00 | \$3,671,610.00 | \$1,970,142.00 | \$1,067,080.00 | \$ 962,084.00 | \$ 301,030.00 | \$ 101,546.00 |

(Units of measurement: Thousands of dollars)

Source: Prepared with data from INEGI 2007-2014

In measuring the production of computer accessories, communication, measurement and electronic accessories, it can be seen that the States topping the list do not have much variation in

the strategies implemented, because the table is almost the same positions since 2007 to 2014, this being one of the most important factors related to the level of internationalization of the States in the Mexican republic.



Figure 3. Manufacture of computer, communication, measurement and other equipment, electronic components and accessories 2007
 (Units of measurement: Thousands of dollars)
 Source: Prepared with data from INEGI 2007

Compared to 2007 it can be observed that some States had reduced the number who offered of computer accessories, communication, measurement and electronic accessories, occurred since the middle of 2012 when there was an economic recession which affected the manufacturing industries throughout Mexico, especially in the border area due to the disparity of the dollar against the peso, creating unemployment and increasing the cost of production of components manufactured in these industries.



Figure 4, Manufacture of computer, communication, and measurement and other equipment, electronic components and accessories 2014.
 (Units of measurement: Thousands of dollars)
 Source: Prepared with data from INEGI 2014

In table 3 it can be seen that the States with the highest level of manufacturing electrical equipment and power generation are the States with the highest levels of total exports. The States with the largest production of electrical products and equipment for power generation are the States that are in the Northern border, since foreign investments are more interested in the United States. Technology is one of the most important for industrialization and creation of new technologies given the dependence of the electrical energy factors.

Table 3. Production of accessories, electrical appliances and equipment for power generation

| | | | | | | | | | | |
|---------|-----------------|-----------------|-----------------|-----------------|----------------------|----------------------|-----------------|-----------------|---------------|---------------|
| Estados | Nuevo Leon | Chihuahua | Tamaulipas | Baja California | Sonora | Coahuila de Zaragoza | San Luis Potosi | Mexico | Tlaxcala | Cd de Mexico |
| 2007 | \$ 4,159,722.00 | \$ 3,338,890.00 | \$ 2,332,117.00 | \$1,260,537.00 | \$ 624,222.00 | \$ 620,734.00 | \$ 372,130.00 | \$ 360,523.00 | \$ 217,772.00 | \$ 213,253.00 |
| Estados | Nuevo Leon | Chihuahua | Tamaulipas | Baja California | Coahuila de Zaragoza | Sonora | San Luis Potosi | Mexico | Queretaro | Jalisco |
| 2008 | \$ 4,220,117.00 | \$ 3,252,375.00 | \$ 2,540,895.00 | \$1,651,593.00 | \$ 1,426,896.00 | \$ 673,239.00 | \$ 458,196.00 | \$ 378,678.00 | \$ 314,931.00 | \$ 287,729.00 |
| Estados | Nuevo Leon | Chihuahua | Tamaulipas | Baja California | Coahuila de Zaragoza | Sonora | San Luis Potosi | Mexico | Guanajuato | Cd de Mexico |
| 2009 | \$ 3,645,486.00 | \$ 2,671,731.00 | \$ 2,138,940.00 | \$1,443,969.00 | \$ 1,124,599.00 | \$ 589,804.00 | \$ 279,308.00 | \$ 227,905.00 | \$ 181,850.00 | \$ 173,907.00 |
| Estados | Nuevo Leon | Chihuahua | Tamaulipas | Baja California | Coahuila de Zaragoza | Sonora | San Luis Potosi | Mexico | Cd de Mexico | Queretaro |
| 2010 | \$ 4,076,298.00 | \$ 2,974,166.00 | \$ 2,697,422.00 | \$1,717,154.00 | \$ 1,215,853.00 | \$ 914,852.00 | \$ 359,867.00 | \$ 211,996.00 | \$ 206,864.00 | \$ 194,132.00 |
| Estados | Nuevo Leon | Chihuahua | Tamaulipas | Baja California | Coahuila de Zaragoza | Sonora | San Luis Potosi | Mexico | Queretaro | Cd de Mexico |
| 2011 | \$ 4,169,421.00 | \$ 2,807,276.00 | \$ 2,530,314.00 | \$1,395,132.00 | \$ 1,060,817.00 | \$ 818,759.00 | \$ 478,573.00 | \$ 269,896.00 | \$ 260,393.00 | \$ 241,974.00 |
| Estados | Nuevo Leon | Chihuahua | Tamaulipas | Baja California | Coahuila de Zaragoza | Sonora | San Luis Potosi | Queretaro | Mexico | Cd de Mexico |
| 2012 | \$21,590,223.00 | \$16,650,202.00 | \$13,316,158.00 | \$7,484,475.00 | \$ 3,376,514.00 | \$ 1,508,754.00 | \$ 908,028.00 | \$ 763,789.00 | \$ 248,533.00 | \$ 115,505.00 |
| Estados | Nuevo Leon | Chihuahua | Tamaulipas | Baja California | Coahuila de Zaragoza | Sonora | San Luis Potosi | Queretaro | Mexico | Cd de Mexico |
| 2013 | \$ 4,541,036.00 | \$ 3,116,951.00 | \$ 2,452,921.00 | \$1,569,230.00 | \$ 1,434,271.00 | \$ 894,077.00 | \$ 614,446.00 | \$ 563,971.00 | \$ 252,887.00 | \$ 231,639.00 |
| Estados | Nuevo Leon | Tamaulipas | Chihuahua | Baja California | Coahuila de Zaragoza | Queretaro | Sonora | San Luis Potosi | Mexico | Guanajuato |
| 2014 | \$ 4,814,706.00 | \$ 3,195,984.00 | \$ 3,184,247.00 | \$2,168,116.00 | \$ 1,414,370.00 | \$ 1,097,174.00 | \$ 1,057,185.00 | \$ 515,960.00 | \$ 415,231.00 | \$ 222,312.00 |

(Units of measurement: Thousands of dollars)

Source: Prepared with data from INEGI 2007-2014



Figure 5. Manufacture of accessories, electrical appliances and equipment for power generation 2007

(Unit of measure: Thousands of dollars)

Source: Prepared with data from INEGI 2007)



Figure 6. Manufacture of accessories, electrical appliances and equipment for power generation 2014 (Unit of measure: Thousands of dollars)

Source: Prepared with data from INEGI 2014

It can be seen in Table 4 that some regions are more attractive for investment by automotive companies. It can be seen that there is a variation in retrospect with the size of the State and the level of investment that are in the States. Taking for example the level of production that is in Aguascalientes is proportional to its size as the number one that has the largest land area. It can also be seen that some of the States that does not have such a high level of exports as are other States, specializes in the manufacture of parts for transport, this being an important internationalization factor by foreign investment in automotive industry. It does not is considered too important for the explanation of the industrialization of the States as are technological accessories and accessories of electricity generation.

Table 4. Manufacture of transport equipment.

| Estados | Coahuila de Zaragoza | Chihuahua | Puebla | Sonora | Guanajuato | Tamaulipas | Mexico | Nuevo Leon | Aguascalientes | Baja California |
|---------|----------------------|-----------------|-----------------|-----------------|-----------------|----------------|----------------|----------------|-----------------|-----------------|
| 2007 | \$ 9,682,512.00 | \$ 7,561,470.00 | \$ 6,739,926.00 | \$ 4,646,217.00 | \$ 4,566,359.00 | \$4,254,001.00 | \$3,942,245.00 | \$3,884,510.00 | \$3,648,453.00 | \$2,094,398.00 |
| Estados | Coahuila de Zaragoza | Puebla | Chihuahua | Sonora | Mexico | Nuevo Leon | Guanajuato | Aguascalientes | Tamaulipas | Baja California |
| 2008 | \$12,488,742.00 | \$ 7,960,529.00 | \$ 7,231,961.00 | \$ 5,478,763.00 | \$ 4,591,014.00 | \$3,654,390.00 | \$3,619,492.00 | \$3,515,760.00 | \$3,043,375.00 | \$2,304,420.00 |
| Estados | Coahuila de Zaragoza | Puebla | Chihuahua | Sonora | Nuevo Leon | Mexico | Guanajuato | Aguascalientes | Baja California | Tamaulipas |
| 2009 | \$ 7,202,178.00 | \$ 5,448,715.00 | \$ 5,014,080.00 | \$ 4,581,899.00 | \$ 3,503,133.00 | \$3,411,641.00 | \$3,391,595.00 | \$2,801,452.00 | \$2,125,355.00 | \$2,104,291.00 |
| Estados | Coahuila de Zaragoza | Sonora | Puebla | Chihuahua | Mexico | Guanajuato | Nuevo Leon | Aguascalientes | Tamaulipas | Baja California |
| 2010 | \$12,548,297.00 | \$ 7,158,790.00 | \$ 7,079,332.00 | \$ 6,541,303.00 | \$ 6,094,881.00 | \$5,560,894.00 | \$5,499,009.00 | \$4,192,334.00 | \$2,835,944.00 | \$2,676,655.00 |
| Estados | Coahuila de Zaragoza | Puebla | Mexico | Chihuahua | Nuevo Leon | Sonora | Guanajuato | Aguascalientes | Baja California | Queretaro |
| 2011 | \$15,593,021.00 | \$ 8,963,593.00 | \$ 8,633,177.00 | \$ 7,632,618.00 | \$ 7,074,825.00 | \$6,700,696.00 | \$6,290,978.00 | \$4,550,877.00 | \$3,444,019.00 | \$3,183,757.00 |
| Estados | Coahuila de Zaragoza | Puebla | Mexico | Chihuahua | Nuevo Leon | Sonora | Guanajuato | Aguascalientes | San Luis Potosi | Baja California |
| 2012 | \$18,943,324.00 | \$10,541,256.00 | \$ 9,280,343.00 | \$ 8,713,724.00 | \$ 7,247,797.00 | \$6,793,366.00 | \$6,764,851.00 | \$4,737,032.00 | \$4,092,891.00 | \$4,039,805.00 |
| Estados | Coahuila de Zaragoza | Mexico | Chihuahua | Sonora | Puebla | Guanajuato | Nuevo Leon | Aguascalientes | San Luis Potosi | Queretaro |
| 2013 | \$21,524,536.00 | \$10,032,126.00 | \$ 9,498,731.00 | \$ 9,390,805.00 | \$ 9,180,711.00 | \$8,367,760.00 | \$8,257,383.00 | \$5,222,647.00 | \$4,809,907.00 | \$4,397,394.00 |
| Estados | Coahuila de Zaragoza | Mexico | Guanajuato | Nuevo Leon | Chihuahua | Puebla | Sonora | Aguascalientes | Tamaulipas | San Luis Potosi |
| 2014 | \$23,158,145.00 | \$13,890,925.00 | \$12,977,605.00 | \$11,517,671.00 | \$10,350,839.00 | \$8,780,635.00 | \$7,130,456.00 | \$6,748,306.00 | \$6,538,757.00 | \$5,944,743.00 |

(Units of measurement: Thousands of dollars)

Source: Prepared with data from INEGI 2007-2014

Figure 7. Production of transport 2007.

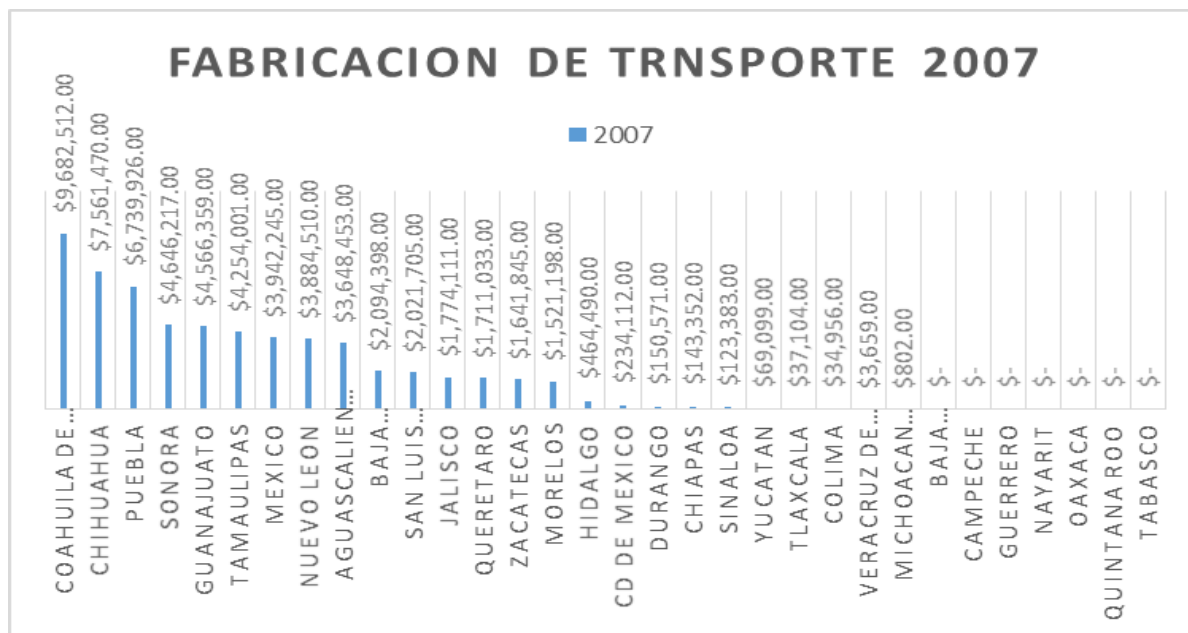


Figure 7. Production of transport 2007.
 (Units of measurement: Thousands of dollars)
 Source: Prepared with data from INEGI 2007

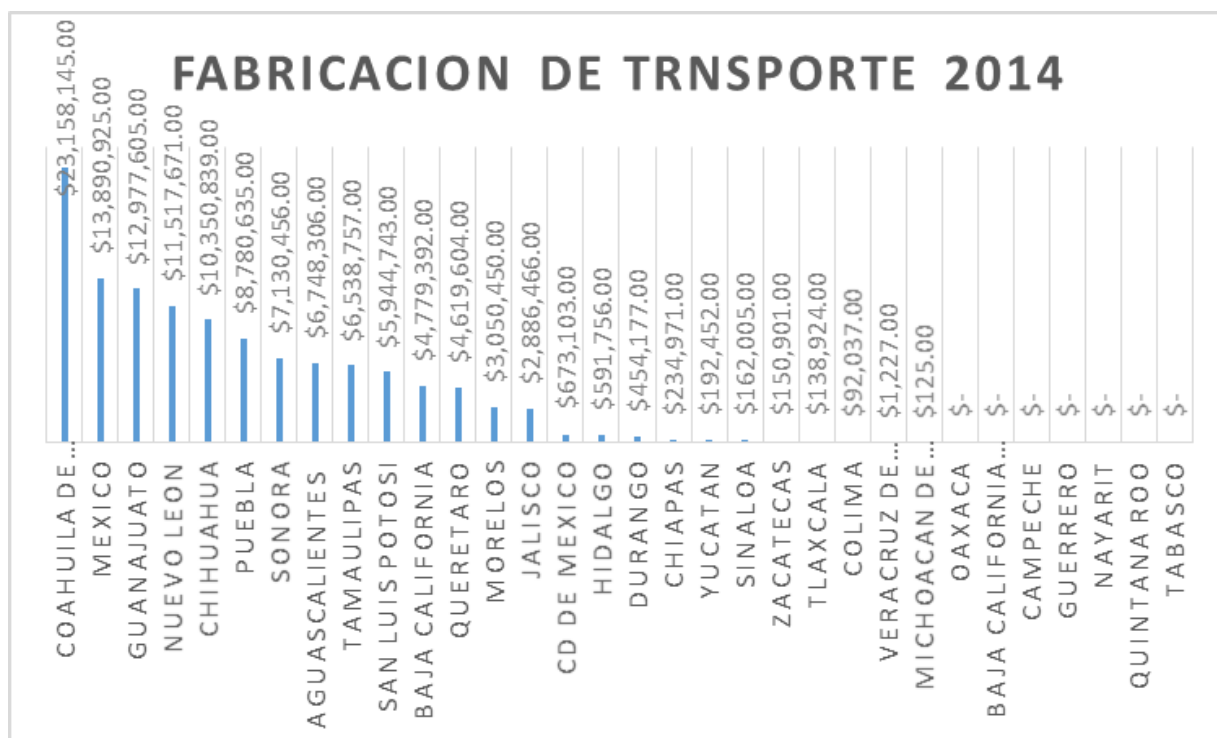


Figure 8. Production of transport parts 2007.
 (Units of measurement: Thousands of dollars)
 Source: Prepared with data from INEGI 2007

Methods

The methods that were used in the research are the analytical method, documentary method and descriptive method. The main objective is to give a theoretical framework on the internationalization of the States according to their exports, manufacturing of computer equipment, communication, measurement and other equipment, electronic components and accessories, accessories manufacturing, electrical appliances and computer generation of electricity and transportation equipment manufacturing.

Analysis of Results

In connection with the revised linked to research literature exposed at work, it can be reached the analysis that the States are in a competitive market. It has found a niche in the investigation, since the necessary data is not found available to achieve greater longitudinal study than the exposed at work. The key lies in identifying the sector or subsector which is more profitable to export, either temporal goods or goods that transcend over time. Implementing new forms of technology which help States to manufacture the goods or services required to achieve export them and achieve accessibility for millions of people.

However, it requires an investment which helps businesses within States reduce production costs and have incentives for safe and efficient production, aided by collaborative economies and by help from the State government and Mexico in general. These incentives achieve an innovation in production, breaking paradigms established by countries that are in a higher stratum of internationalization.

The need for markets increases in accelerated form by the emerging economies and the development of markets suffering over time. This requires a level of production and investment which encourages States to produce the goods that attract attention from other countries to invest in Mexico. It is necessary to implement new strategies to attract investments from other countries to obtain a level of internationalization to achieve development in the economy of the States. It requires a structure of State policies for the expansion, investment and hiring specialized human capital to achieve continued growth and industry study.

The policy States do not often allow achieving development by foreign companies due to normativity and barriers that are imposed on new firms to enter the States. The relationship is between companies and the State that has to be close to having a mutual benefit, to gain entry into the competitive world in which we find ourselves these days. It requires creating a network among companies seeking labor and skills of States to implement their technology appropriately and achieve an optimal level of production.

However, it can be seen that there has been an increase in exports of States, where there are more and more inroads into foreign markets, with the aim of manufacturing computer equipment, communication, measurement and other equipment, electronic components and accessories, accessories manufacturing, electrical equipment and power generation and transportation equipment manufacturing.

Conclusions

The impact it has had foreign companies in the States of Mexico according to the export of technological products has been favorable since it has increased the level of internationalization of the States. The States that do not have technology for the manufacture of parts for computer accessories electricity or transport do not have that increase or stimulus to help the economies of States to achieve the level of internationalization that need to attract foreign investment and produce more.

One of the primary factors are that these companies generate benefits to States through the resources which account for manufacturing goods, like property, trained personnel and capacity to expand. The type of business is also important, it is required to observe the needs of the world to observe the trend and determine if there is an increase or decrease, in order to reach innovate in goods or services that have greater demand throughout the world and become competitive on the required market industry.

To achieve that Mexican markets become more competitive requires an implementation and technological knowledge necessary to continue operating competitively, achieving benefits for the company and for the State. Further research on consumers and markets is required to achieve making changes and innovations necessary to maintain the leadership of these companies. Also, it is needed attracting funds from foreign investments to implement the competitive advantage that is required for this accelerated internationalization which is suffering the world over time.

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