High-growth SMEs in Latin America's service sector: Six case studies (High-Growth Enterprises: What Governments Can Do to Make a Difference)

This chapter analyses six case studies of high growth and innovative SMEs in the service sector in three Latin American countries (Brazil, Chile and Mexico). The investigation addresses the five central themes studied in the overall HGSME project (i.e. innovation, business practices, networking patterns, financing and the use of intellectual assets). The authors found that there are some common traits influencing the success of the studied SMEs: business relationships with large firms; previous international experiences of the entrepreneurs; and knowledge customisation and adaptation of global businesses to local markets. The study also analyses the environment for entrepreneurship in Latin America, the main characteristics of dynamic entrepreneurship in the region, and puts forward policy recommendations.

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