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Promoting economic development in border areas: An analytical study of the impact of digital business

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Abstract---The research paper contributes to clarifying the importance of digital business in border areas, which enhances the economic development of these areas, by relying on digital technology for what it provides in reducing distances and thus reducing the cost of goods and services, which gives them competitiveness and advantage for trade exchange between border areas of neighboring countries. The descriptive analytical approach was relied upon, which focuses on the importance of digital entrepreneurship in the development of border areas. The study concluded the necessity of optimal exploitation of entrepreneurship to alleviate the economic pressures that focus its operations on inland and coastal cities, in addition to the fair distribution of wealth, especially since it seeks to provide goods and services at the lowest cost, and expand trade exchange with neighboring countries, which enhances inter-trade between countries, and this process contributes to the economic development of border areas.

Keywords---Digital business, border areas, economic development, growth, support.

1- Introduction

Border regions seek a pivotal role in enhancing economic growth and development in these areas, characterized by their proximity to neighboring countries, often endowed with unique opportunities and challenges that set them apart. The importance of economic growth in border regions cannot be emphasized enough, as it not only contributes to the prosperity of society at large but also fosters cross-border cooperation and boosts international trade.

One of the key aspects that has influenced economic growth in border regions is the emergence and rapid advancement of digital businesses, digital technologies, and online platforms, which have opened new horizons for companies in these areas to connect with consumers, expand their markets, and leverage global supply chains. Geographical boundaries are no longer a barrier to trade, and digital businesses have become a driving force behind economic growth in border regions.

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By harnessing the power of digital technology, companies in border regions can overcome traditional challenges such as limited market access, logistical obstacles, and cultural differences. Digital businesses enable them to reach a broader customer base, facilitate transactions smoothly, and streamline supply chain operations. This not only boosts local economies but also creates employment opportunities, fosters innovation, and attracts investments to the region.

Digital businesses continue to extend beyond immediate economic impact and also enhance cross-border cooperation, where companies from different countries can easily connect and engage in mutually beneficial projects. This exchange of ideas, resources, and knowledge stimulates economic growth to a greater extent and enhances the overall competitiveness of the border region.

In this study, we aim to delve into various aspects driving economic growth in border regions, with a particular focus on the pivotal role of digital businesses. We will explore the opportunities and challenges facing companies active in these areas, and discuss strategies for leveraging digital technology to achieve sustainable economic development. By understanding the importance of economic growth in border regions and harnessing the potential of digital businesses, we aim to address the following issue:

How do digital businesses contribute to enhancing economic growth in border regions?

2- The Challenges Facing Border Regions in Contributing to Economic Growth:

Border regions play a crucial role in enhancing economic growth as they serve as gateways for trade and commerce between different countries or regions. However, these regions also face unique challenges that can hinder their potential for growth and development (Babalola & Agbenyegah, 2016).

A. Complexity of Legislation and Customs Procedures: One of the primary challenges facing border regions is the complexity of legislation and customs procedures across borders. Differences in legal frameworks, tariffs, and document requirements can create obstacles for companies operating in these areas, leading to increased costs and trade delays. This underscores the need for streamlined processes and harmonization of regulations to facilitate the smooth movement of goods and services across borders.

B. Infrastructure: The infrastructure gap in border regions poses a significant challenge due to their geographic location. Limited access to transportation networks, communication systems, and other essential infrastructure can impede the efficient flow of goods, restrict connectivity, and hinder business growth in the region. Investing in infrastructure development is crucial to bridge this gap and unlock the economic potential of border areas.

C. Cultural Diversity: Cultural and linguistic diversity can present a challenge for companies operating in border regions. These differences can act as barriers to communication, and variations in business practices and consumer preferences can impact market access and hinder effective business operations. Strategies such as language support, cultural sensitivity training, and market research can help companies overcome these challenges and leverage the diverse consumer base in border regions.

D. Security and Political Stability: Security concerns and political instability in border regions can create uncertainty for companies and investors due to border disputes, smuggling activities, and political tensions that can disrupt trade flows and trigger investment pullback. Collaborative efforts among neighbouring countries and effective border management initiatives are essential to ensure peace, stability, and security in these areas, thereby creating an environment conducive to economic growth.

Understanding and addressing these challenges is crucial to harness the potential of border regions in promoting economic growth. By recognizing the unique conditions facing these areas and implementing targeted policies and initiatives, governments, companies, and stakeholders can work together to create an environment conducive to enhancing digital businesses and unlocking the economic opportunities inherent in border regions. It is important to acknowledge and deal with the unique challenges facing border regions in adopting and leveraging digital businesses. Factors such as regulatory differences,

language barriers, and infrastructure gaps can pose obstacles to digital transformation. Governments and stakeholders must collaborate to create an environment that provides support and incentives for companies in border regions to adopt digital technology and reap its benefits.

3- The Role of Digital Businesses in Border Regions to Enhance Economic Growth:

The role of digital businesses in border regions to enhance economic growth is vital in our interconnected world today, particularly in regions characterized by unique challenges and opportunities. Leveraging digital technology can significantly benefit in overcoming geographical barriers and facilitating cross-border trade (Bosworth & Atterton, 2012). This can be summarized in the following:

- Digital businesses enable companies in border regions to expand their customer base beyond their immediate surroundings. Through e-commerce platforms and online markets, these companies can reach customers in neighboring countries without the need for a physical presence. This opens up new horizons and revenue sources, stimulating economic growth and creating job opportunities.
- Digital businesses reduce transaction costs and streamline cross-border trade operations. Thanks to digital payment systems and online documentation, companies can simplify international transactions, eliminating the need for complex paperwork and reducing the time and costs associated with traditional methods. This not only enhances efficiency but also boosts trust and transparency, encouraging more companies to engage in cross-border trade.
- Digital businesses foster innovation and entrepreneurship in border regions by embracing digital technology. Companies can develop new products and services, enhance their operational capabilities, and adapt to changing global market requirements. This promotes a culture of innovation and drives economic diversification, making border regions more resilient to economic fluctuations.
- Digital businesses facilitate collaboration and knowledge sharing among companies in border regions. Through online platforms and networking opportunities, companies can communicate with each other, exchange best practices, and explore potential partnerships. This collaborative approach enhances cohesion, boosts competitiveness, and collectively drives economic growth.

4- Analysing the Impact of Digital Businesses on Job Creation and Entrepreneurship:

The rise of digital businesses has significantly impacted job creation and entrepreneurship in border regions. With ongoing technological advancements and increasingly accessible communications, individuals and companies in these areas can now participate in the global digital economy like never before. According to the following circumstances (Haltiwanger et al., 2013) (Hao et al., 2023):

- **New Job Opportunities:** Digital businesses have created new job opportunities, particularly in sectors like e-commerce, online marketing, software development, and remote work. These individual opportunities in border regions allow people to leverage their skills and talents regardless of their geographical location. The ability to work remotely and collaborate with international clients and companies has now granted individuals in border regions access to a broader range of employment opportunities that were previously limited by geographic boundaries.
- **Digital Business Growth:** Digital businesses have also flourished by providing a conducive environment for entrepreneurship in border regions. The low entry costs and the ability to reach a global customer base through online platforms have empowered individuals to establish their own businesses and pursue innovative projects. This has led to the creation of local startups and small enterprises that contribute to economic growth and the development of border regions.
- **Facilitating Cross-Border Economic Cooperation:** Digital businesses have facilitated trade and economic cooperation across borders in border regions due to the ease of online transactions. Companies in border regions can now easily engage in international trade, access customers and suppliers beyond their immediate surroundings. This not only expands market opportunities but also encourages collaboration and knowledge sharing between companies on both sides of the border, fostering economic growth and regional integration.

However, it is acknowledged that the impact of digital businesses on creating job opportunities and entrepreneurship in border regions is not without challenges. Access to reliable internet infrastructure, digital skills training, and supportive government policies are crucial factors that must be addressed to fully leverage the potential of digital businesses in driving economic growth in these areas.

5- Potential Benefits of Digital Businesses in Cross-Border Trade and Investment:

The emergence of digital businesses has witnessed a revolution in the way trade and investment are conducted, particularly in border regions. The potential benefits of adopting digital business practices in these areas are of significant importance and can play a pivotal role in driving economic growth (International Monetary Fund et al., 2023).

- One of the primary advantages of digital businesses in cross-border trade is the eradication of physical barriers that traditional trade encounters, such as customs procedures, transportation costs, and logistical complexities. However, with digital platforms, companies can easily engage with customers and partners across borders, thereby reducing the time and costs associated with conventional trade.

- Digital businesses also open up new horizons for expanding markets. By leveraging e-commerce platforms and digital marketing strategies, companies in border regions can access a global customer base. This enables them to diversify their customer portfolio and tap into markets that have not been exploited yet, ultimately boosting their sales and revenues.

- Digital businesses facilitate seamless communication and collaboration between companies and stakeholders in different countries. These processes can enhance opportunities for cross-border investments, as investors can easily access information, conduct remote audits, and make decisions from a distance. Additionally, they promote knowledge exchange and innovation, allowing companies to learn from global best practices and adapt them to their local contexts.

- Digital businesses contribute to job creation and skill development in border regions. With the expansion of digital companies, there is an increasing demand for digital skills and expertise. This provides an opportunity to enhance the local workforce, ensuring that individuals in border regions are equipped with the necessary skills to participate in the digital economy.

The potential benefits of digital businesses in cross-border trade and investment are vast. By embracing digital technology and leveraging digital platforms, companies in border regions can overcome traditional barriers, access global markets, attract investments, and drive economic growth. Policymakers and stakeholders need to recognize and support the role of digital businesses in harnessing the full potential of border regions and promoting sustainable economic development.

6- Addressing Digital Business Barriers and Constraints in Border Regions

When it comes to digital businesses, it is critical to attempt to address the barriers and constraints that may impede their effectiveness in border regions. Border regions often face unique challenges due to cross-border legislation, cultural differences, and infrastructure constraints (Medeiros et al., 2023).

A. Harmonizing Regulations and Policies: One of the key barriers is regulatory complexity. There may be varying regulations and laws from different countries related to digital businesses, such as taxation, data protection, and intellectual property rights. These complexities can lead to confusion and uncertainty for companies operating in border regions. Governments and policymakers must collaborate to harmonize regulations and create an enabling environment for the thriving of cross-border digital businesses.

B. Fostering a Common Culture: Cultural differences can also be a challenge. Border regions often have diverse populations who speak different languages and have diverse customs and preferences. Businesses need to adapt their digital strategies to meet the needs and preferences of these diverse audiences. Enabling digital platforms, content, and marketing campaigns to be localized can help to bridge the cultural gap and increase customer engagement in border regions (Wróblewski & Kasperek, 2019).

C. Infrastructure Optimization: Constraints in infrastructure can impede the growth of digital businesses in border regions. Reliable internet connectivity, logistics networks, and transportation networks are crucial for conducting online transactions and efficiently delivering products and services. Governments and the private sector must invest in enhancing the digital infrastructure in these areas to ensure the availability of necessary tools and resources for business prosperity.

D. Economic and Commercial Cooperation between Neighbouring Countries: Stakeholder collaboration is the key to overcoming these barriers. Governments, companies, industry associations, and educational institutions must work together to develop training programs, provide financial support, and encourage knowledge sharing to enable companies in border regions to adopt digital technologies. These collaborative approaches can help address the unique challenges faced by

businesses operating in these areas and unlock the full potential of digital enterprises to support economic growth. (Chirodea et al., 2024)

while digital businesses hold great promise for economic growth in border regions, it is essential to address the barriers and constraints that may impede their success. By addressing regulatory complexities, adapting to cultural differences, and investing in digital infrastructure, stakeholders can create a conducive environment for business growth and contribute to the economic development of these regions.

7- Strategies and Policies to Enhance Digital Businesses in Border Regions:

Promoting digital businesses in border regions is crucial for driving economic growth and strengthening cross-border collaboration. These regions often face unique challenges due to their geographical location and the presence of multiple authorities. However, they also present significant opportunities for companies to leverage new markets and capitalize on the advantages of digital technology. (Freiling, 2007)

- Governments and policymakers must develop comprehensive strategies and policies. First and foremost, it is essential to establish a regulatory environment that facilitates cross-border trade and removes barriers to digital entrepreneurship. This can include harmonizing regulations, simplifying customs procedures, and reducing bureaucratic obstacles.

- Governments must invest in rapidly developing digital infrastructure. High-speed internet connectivity, reliable communication networks, and access to advanced technology are fundamental for the prosperity of businesses in the digital world. Governments must prioritize the modernization and expansion of digital infrastructure in border regions to attract companies and enable seamless operations.

- Fostering collaboration and knowledge sharing between businesses, academic institutions, and government entities is crucial. Establishing innovation centers, incubators, and cross-border business networks can facilitate the exchange of ideas, encourage partnerships, and promote an entrepreneurial spirit. Governments can also support training programs and capacity-building initiatives to enhance the digital skills of the local workforce and ensure they are well-equipped to participate in the digital economy.

- Developing digital businesses through the provision of tax incentives, grants, and financial support to stimulate growth in border regions. Governments should also consider offering financial incentives to companies, especially startups and small-to-medium enterprises, that establish a presence in these regions, as they may face additional challenges in cross-border operations.

- Cross-border collaboration and international partnerships are of paramount importance for border regions. Governments must actively engage in diplomatic efforts to strengthen bilateral and multilateral frameworks that facilitate digital trade, data sharing, and regulatory cooperation. This can enable companies to access larger markets, leverage shared resources, and capitalize on cross-border synergies.

Border regions can harness the power of digital businesses to drive economic growth, create job opportunities, and enhance regional integration. By embracing the digital revolution in these areas, the benefits can accrue to local companies and contribute to broader economic development and prosperity.

8- The Role of Government and Stakeholders in Supporting Digital Business Initiatives

The success of digital businesses heavily depends on a supportive ecosystem that fosters innovation, encourages entrepreneurship, and provides the necessary resources and infrastructure for growth. The role of government and stakeholders in supporting digital business initiatives cannot be overstated when it comes to driving economic growth in border regions.

A. Policies and Regulatory Frameworks: Governments play a critical role in establishing policies and regulations that promote a conducive environment for the thriving of digital businesses. This includes initiatives such as tax incentives, grants, and financing programs specifically designed to support the growth of digital businesses. By providing financial support and reducing bureaucratic obstacles, governments can attract and incubate digital entrepreneurs, encouraging them to establish their businesses in border regions.

B. Academic and Industry Support with Training: Particularly, industry associations, educational institutions, and research organizations have a vital role in supporting digital business initiatives. These stakeholders can collaborate with the government to develop training and educational programs that equip individuals with the digital skills necessary for success in the digital economy. By fostering cooperation between academia and industry, stakeholders can enhance research, development, and innovation, as well as facilitate knowledge exchange, creating a robust system that supports the growth of digital businesses. (C.-L. Chen et al., 2021)

C. Mentorship and Guidance: Stakeholders can contribute by providing mentorship and guidance to digital entrepreneurs, sharing their expertise and experiences to help them navigate the challenges and complexities of operating digital businesses. By offering networking opportunities and connecting entrepreneurs with potential investors and partners, they can also facilitate the growth and expansion of digital businesses in border regions.

D. Collaboration between Governments and Stakeholders: To drive economic growth in border regions through digital businesses, it is essential for governments and stakeholders to closely cooperate, harmonizing their efforts to create a supportive and thriving environment. By providing the necessary resources, infrastructure, and support, they can empower digital entrepreneurs, attract investments, and foster innovation, ultimately propelling economic prosperity in these regions. (Martínez-Peláez et al., 2023).

9- 9. Prospects for Driving Economic Growth through Digital Businesses in Border Regions:

The role of digital businesses in driving economic growth in border regions cannot be overstated. We have explored diverse strategies and factors contributing to this growth, including improved connectivity, reduced trade barriers, and enhanced cross-border collaboration. As technological progress continues and global markets become increasingly interconnected, the latent potential of digital businesses to spur economic development in border regions is immense (McCarthy, 2015).

- There are challenges and future prospects that must be addressed. One of the key aspects is the necessity to maintain investment in digital infrastructure and communications. Border regions must prioritize the development of reliable and high-speed internet connectivity, as well as the implementation of advanced technological solutions such as 5G networks. This will ensure that companies can fully leverage digital platforms and reach a wider customer base.

- The need for governments and policymakers to collaborate with businesses and stakeholders to create a conducive regulatory environment. This includes streamlining customs and trade procedures, harmonizing regulatory approaches, and promoting digital entrepreneurship. By fostering a supportive environment that enables innovation and digital transformation, border regions can attract greater investment and create sustainable economic growth.

- Partnerships and collaboration between border regions are crucial for driving economic growth through digital businesses. By sharing resources, knowledge, and best practices, neighbouring regions can collectively benefit from their respective strengths and overcome shared challenges. This can lead to the creation of cross-border digital ecosystems that enhance innovation, entrepreneurship, and economic prosperity.

- We anticipate further advancements in digital technologies, such as artificial intelligence, blockchain, and the Internet of Things. These technologies have the potential to drive industrial revolution and create new opportunities for companies in border regions. It is essential for governments, businesses, and educational institutions to adapt to and embrace these emerging technologies to remain competitive in the global market.

10- A Study on Digital Businesses in China's Border Regions:

There is a significant body of literature that examines digital businesses in China and their contribution to border regions, similar to studies by (Huo et al., 2024), (Yang et al., 2024), (Kalbaska et al., 2017), and (K. Chen et al., 2024). This includes the growth of the microfinance industry and how policies have either facilitated or constrained the expansion and diversification of digital businesses in the financial sector in border regions, particularly concerning the provision of small loans by both banks and non-banking institutions.

a. Government Contribution: This is primarily attributed to a strong interest in studying the structural changes that have occurred in rural financial intermediaries and what it means for their operations. For

example, regional climate centres are the focus of many studies, most of which analyse how their work has been affected by the reforms carried out over the past few decades to regulate and govern them, their regulatory environment, and the institutional factors that contributed to the crisis of regional climate centres in 2011. The tangible responsibility of the central government in supporting development strategies in border regions while maintaining financial sustainability.

b. Stakeholder Contribution: In addition to those who have emerged on the scene since 2005, such as PSBC, VTBs, multi-stakeholder companies, and regional shareholding companies. This research often analyses what the emergence of these new microfinance institutions means for the microfinance environment, but there has been only a limited amount of empirical investigation into how these new actors operate at the local level, how they are perceived and utilized by local populations, or their impact on livelihoods and development in border regions.

C. Financing: Through practices of aggregating financial capital through informal social networks. Generally, this has led to policy recommendations aimed at "improving" the financial system as a whole and providing specific financial services (especially small loans). The roots of these prescriptions generally lie in a financial perspective characterized by a "financial systems approach" to microfinance. Specifically, they often portray the financial system of China's border regions as "unsustainable" and "inefficient," and advocate for further market liberalization through the privatization of regional climate centers and other state-controlled financial institutions, with these recommendations being made on the basis that government subsidies create "distortions" and thus render the financial system of China's border regions less efficient and unsustainable. Furthermore, government regulation and oversight of the financial sector are often framed in negative terms, such as dampening free market operations, restricting institutional entry, and creating credit shortages. Government actions are depicted as prohibiting competition, preventing optimal resource allocation, and stifling entrepreneurship.

D. Development for Border Regions: Through calls for further financial market liberalization concerning the regulation of interest rates, services, institutional practices, forms of ownership, and geographic restrictions; some research goes even further, advocating for widespread privatization through changes in property rights and the privatization of collectively-owned agricultural land, which can then be used as collateral for loans. This prescription is largely based on the influential work of an economist who portrays land with ambiguous or collective ownership rights as "dead capital." However, what these literatures fail to acknowledge is the fact that this portrayal of land rights has been strongly contested and criticized, both in the global microfinance movement and specifically in the Chinese context.

11- Conclusion

Through the institutional trajectory of digital businesses in border regions, the research paper demonstrates that border regions are experiencing different times, either integration and contraction, or expansion and diversification. This applies to digital businesses as a means of facilitating local development, as well as digital businesses seeking to reach border regions and achieve greater profits through investment. Border regions have also played a pivotal role in shaping broader local socioeconomic development, and it is essential to focus on the social, economic, cultural, and political processes and practices involved in shaping local actors' perceptions and understandings. At the same time, digital businesses must undertake an assessment of the linear causal impact of scaling their services on specific aspects of local development.

To study the Chinese system that has witnessed integration and contraction or expansion and diversification over the past decades, the various ways in which border regions are supported have been addressed. This applies to government-supported financial services as a means of facilitating local development, in order to reach various actors in border regions by drawing on government-supported microfinance programs in the dynamic processes of local socioeconomic development, and the complex and diverse reproduction of livelihoods of border region actors, with a focus on detailed field work in these regions.

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