



The Rise, Evolution and Fall of Inter-Organisational Relationships

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Inter-organisational relationships rise, evolve and could also fall; a phenomenon which is still very poorly understood, despite growing literature. Partners may come up with unique combinations that generate competitive advantages, adopting a large range of forms such as strategic alliances, networks, joint ventures, licensing, franchising or consortia. However, their activities span the traditional boundaries of the firm, which implies challenges in their management to be understood properly: Why and how do inter-organisational relationships rise, evolve, and fall?

This track aims to include emerging debates surrounding their management and to identify issues to be addressed both from a theoretical and a practical viewpoint. Areas of interest include, but are not limited to:

- How can partners identify the right collaborative strategy?
- How can partners set up successful collaborative relationships?
- How can they choose the right partners?
- How can partners make sure that their partners behave in the agreed and therefore expected way?
- What is the role of contracts?
- What is the role of mechanisms that are used to control and enhance collaboration?
- How do these collaborative relationships evolve?
- What is the role of inter-organisational trust?
- How is the inter-linked nature of trust, control and relational risk?
- How are the costs and the benefits of collaboration to be distributed between the partners?
- How can collaborative relationships be evaluated?
- What is the perspective of different actors (suppliers, buyers, institutions)?
- What are the differences in international relationships?
- What are the differences in public-private relationships?

As an opportunity to engage in meaningful discussions with the multi-ethnic community of EURAM, we encourage researchers to present their ideas and concepts conceptually and/or empirically, adopting the stance of theoretical pluralism. Both qualitative and quantitative approaches are welcome, as is innovative conceptual work that challenges the dominant ideas of mainstream literature.