



SUMMARY

A comparative study of regional productive development in Chile, el Salvador, Paraguay and Uruguay: The role of cooperation between enterprises

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INTRODUCTION

Theory indicates that collaboration and networking between private companies is a main determinant of why some regions have more local development compared to others. Network analyses have also identified the positive impact of collaborative networks between companies on things like business innovation, financial results, and regional development. It is therefore important to determine the degree of collaboration between companies and the network structure of such collaborations to better understand the role of collaboration on regional development.

WHAT THEY WILL DO

This collaborative 17-month research project aims to: 1) characterize the production specializations of Chile, el Salvador, Paraguay and Uruguay, 2) analyze the collaborative networks between companies in selected sectors and regions, 3) analyze the determinants and effects of cooperation between companies in the case studies, and 4) establish production development policy recommendations for each case.

HOW THEY WILL DO IT

The research will involve four phases. In the first, quantitative data from secondary sources will be used to develop economic and production indicators by sectors and regions. In the second phase, a survey will be designed for small and medium-sized enterprises (SMEs) and large companies to apply the network analysis methodology. In the third, an econometric analysis will be conducted to identify the determinants and effects of cooperation between companies. The final phase will involve the creation of a results summary for each country, a comparative analysis between countries, and public policy recommendations.

EXPECTED RESULTS

Among the principal results expected is the generation of knowledge and evidence regarding the role played by collaboration between companies in regional production development. For a better understanding between the stakeholders, the following outputs will be developed: interactive online maps with the production specializations and cooperative business networks in selected sectors, seminars for dissemination and exchange, and policy briefs. At the same time, working documents will be prepared, as well as an academic article for publication in a peer-reviewed journal.