

**Local Networks to Compete in the
Global Era.**

The Italian SMEs Experience

Antonia R. Gurrieri and Luca Petruzzellis

NOTA DI LAVORO 134.2006

NOVEMBER 2006

KTHC - Knowledge, Technology, Human Capital

Antonia R. Gurrieri and Luca Petruzzellis, *University of Bari*

This paper can be downloaded without charge at:

The Fondazione Eni Enrico Mattei Note di Lavoro Series Index:
<http://www.feem.it/Feem/Pub/Publications/WPapers/default.htm>

Social Science Research Network Electronic Paper Collection:
<http://ssrn.com/abstract=944476>

Local Networks to Compete in the Global Era. The Italian SMEs Experience

Summary

This study is concerned with the factors that influence the cooperation among cluster-based firms. Theorists have consistently demonstrated the role and importance of economic externalities, such as knowledge spillovers, within industrial clusters. Less attention has been paid to the investigation of social based externalities, though it has been suggested that these may also accrue from geographical agglomeration. This study explores the development of cooperation between firms operating in a single industry sector and in close proximity. The results suggest that social networking has a greater influence than geographic proximity in facilitating inter-firm co-operation. A semi-structured questionnaire has been developed and the answers were analysed with a stepwise regression model.

Keywords: Networks, Inter-Firm Cooperation, SMEs

Paper accepted to the IMP-conference, Bocconi, September, 2006.

Address for correspondence:

Antonia R. Gurrieri
University of Bari
P.za C. Battisti 1
70121 Bari
Italy
E-mail: a.gurrieri@lex.uniba.it

Introduction

Globalisation and ICTs strongly influence international competition. They impose a necessary transition to a new technological paradigm, which presupposes a reorganisation of the geographical concentration in which spatial processes play a fundamental role. In the passage from a cluster-based system to a global one, dynamic agglomeration economies prove to be the key factor.

The internationalisation process fosters the creation and development of networks of firms, especially small ones, that allow rapid circulation of international knowledge acquired from the variety of international links that knowledge implies. In this context, the ability to pursue a coevolution of the formal and informal links of the networks is fundamental in redefining the concept of geographical and scope proximity.

Therefore, the socio-economic scenario, or as Shapiro and Varian (1999) state the 'network economy', is characterised by five different features, namely differentiation, intellectual property, switching costs, positive feedback and interconnections, that are pushing firms, especially SMEs, towards new strategies and approaches to the market in order to win the fierce competition played around the customer. As SMEs are often very innovative and flexible towards the customer, then cost, quality and delivery represent only the starting points to enter the market of the future. Through concentrated localisation, SMEs are able to exploit the benefit of local responsiveness to the fullest succeeding in providing customers with values and outputs across countries albeit in a different way, while at the same time, through dimensional economies, leveraging volumes across countries and competing globally. Since SMEs benefit from proximity, it is easy to develop and deliver superior value and build long lasting relationships with their most profitable customers and partners.

The success factors regard the industry and competitive conditions of the market (i.e. degree of product innovation, size of the segments, first-mover advantages), information management, resources and capabilities (i.e. skills and expertise of employees, investment in IT), and inter and intra organisational coordination (network and alliance management and skills). Indeed, the internal capabilities should be aligned to external opportunities; the former measures the market opportunities while the latter determines the approach necessary to make a transition, involving factors that regard customers, products, market, industry and organisation.

Territorial differences are extremely important and related to a complex mix of factors ranging from the obvious differences in environmental and geographical conditions, to the various historical events which influenced different areas, to recent economic development which affected different areas to varying degrees, in some cases reducing the differences between stagnant and dynamic areas and increasing them in others. The different environmental, geographical and historical conditions, the different rate of technical progress as well as the varied physical conditions have, over time, led to a division in national industry.

The Italian experience shows that groups of SMEs are able to survive and compete due to labour division within the structure, agglomeration economies and geographical proximity that all affect transaction and communication costs. Within a clusterised structure, path dependence acts as a 'modulator' of the undividable and irreversible structure and as a key factor in the localisation of the group (David 2001).

This paper investigates the social dimensions of networks, analysing the concentration phenomenon among SMEs operating in the same sector or complementary ones. In fact, by exploiting agglomeration economies, firms can be positioned in the market firstly, with the network collective image and then with the firm's specific image. Therefore, a cluster in the South of Italy, with a strong international tradition, has been studied using semi-structured questionnaires, in order to identify the factors relevant for its position. In particular, the paper aims to explore the extent to which firm-specific features, the network position of firms and their local dependency (or degree of geographical openness) contribute to the competitiveness of firms in the region considered.

Literature review

In the past decades management literature (e.g. Golinelli 2005) has deeply investigated the role of regional clusters in the development and growth of firms, especially for issues relating to economic externalities, such as economies of scale or scope and the effects of knowledge diffusion or, as Krugman (1991) defined them, knowledge spillovers.

Previous research (Audretsch 1991; Malerba and Orsenigo 1997) have defined the specific features that play an important role in the firm's sector evolution. Above all, the exchange intensification among

firms, especially SMEs, is shifting ever more towards the network-type. Such a structure is institutional and permits an efficient organisation of the economic and technological activities that occur among the connections of the firms.

Although previous literature concentrates on examining how to develop competitive network models and designing attractive localisations, more recent research is focusing on investigating the impact of proximity on the market structure, business models and buyer-seller relations (Torre and Gilly 1999; Kirat and Lung 1999; Boschma 2005). Networks provide effective and efficient ways of conducting business. The importance of managing inter-firm relationships emerged when many realised that they must collaborate with partner firms or even competitors (giving rise to co-opetition models) in order to compete against others. In general, research on these relations has mainly been from two perspectives: economic and socio-psychological. In the economic approach, transaction costs theory has been extensively used to explain the existence of different inter-firm organisational forms (Rindfleisch and Heide 1997). From a sociological perspective, insights from social exchange theory have been applied to understand why, and how, parties engage in exchange relationships and the impact of power sources and exercise on the compliance of supply chain partners.

Inter-firm interaction or networks in localised clusters cannot be seen in isolation. Research has focused on concepts acknowledged by Porter (1998) as being 'social glue'. Thus, companies need to consider aspects of social structures (Ahuja 2000), social capital, referring to the social structures that determine who is going to interact (Davidsson and Honing 2003), as well as the notions of embeddedness (Granovetter 1985), the mechanism whereby an entrepreneur, firm or organisation becomes part of the local structure involving the creation of social ties with the local environment (Jack and Anderson 2002). Huggins (2000) stressed the importance of co-operative activities and trusting relationships in achieving better competitive advantages for business. Furthermore, Huggins stated that social groups seem to be the most potent form of inter-firm network, and an initial informal structure is the best facilitator.

This argument stresses the importance of clusters and industrial districts as 'social network topography' (Van Dijk and Sverrisson 2003), considering the key elements of the social relationships or 'relational mix' (Lechner and Dowling 2003), and not only using an economic geography perspective.

Networks are often the form of collaboration among firms and especially among high technology firms. They contain elements of the key points that characterise them and are related to the position, type of link, quantity and flow. Firms that form a network usually have specific characteristics and the relations established among the productive units contain tangible elements (production transactions and production factors) and non-tangible elements (tacit knowledge and information exchange). Indeed, elements that have been found to affect the development of inter-firm processes and exchange of inter-firm relations have been generally categorised as technical/structural and social bonds or process and relation integration (Robicheaux and Coleman 1994).

From a theoretical point of view the analysis of networks is rather extensive, due also to their institutional differences. The most commonly applied theoretical approach (Nelson 1994; Dosi and Kogut 1993) is based on the technological specificity of the network, and is founded on the idea that industrial dynamics are strongly influenced by the integration of the co-evolution of technology and internal organisation systems. The growth of a network is conditioned by the events which occur in a specific area, that is, the foundation and growth of a network are linked to local development (Maggioni 2004).

Another line of research (Burt 1992; Uzzi 1997) studies groups of companies and networks by analysing social capital as output, through structural and social components, or rather, both as a consequence of the interaction between economic agents and as the determining factor of the spread of knowledge. On this point Cowan (2004) maintains that the higher density and local concentration of firms favours a quicker and better spread of knowledge thanks to the agglomeration effect and trust among agents in the productive units. Proximity of productive units becomes fundamentally important in the district areas and industries where external relations as a vehicle for new acquaintanceships tend to be privileged, while the production of knowledge between firms is underestimated.

The geographically situated clusters of productive activities exploit the advantages deriving from the processes of external technological absorption. Therefore, the positioning of a firm within a network induces the unit to follow a specific, but not explicit, technological paradigm and attempt to increase the level. Spillovers, induced by forms of tacit knowledge between the units, represent the competitive advantage of networks in general, even if other aspects, such as the relation between the division of labour and spread of knowledge, produce different paths and environments in which knowledge mechanisms are established. Indeed, it is widely acknowledged now that spillovers not only contribute to the competitiveness of firms, but also of regions. Especially in the 1990s, concepts like innovative

milieux, technological districts, regional innovation systems, learning regions, etc., were introduced to underline the importance of regions as key drivers of innovation (Camagni 1991; Cooke 2001). Tacit knowledge and information within the network are transferred through informal relations. This is facilitated by geographic and cognitive proximity and by cultural background which reduce the distance between different entrepreneurs.

The nature of relationships between firms.

The nature of the relationships between firms requires proximity, including that of localisation and geographical concentration, surpassing and declassing the mono-polarised space concentrated in a single centre-periphery relationship.

There can be different aspects to proximity which may be mathematically interpreted in institutional, proximity, spatial and inter-relational terms. However, from an economic point of view, the starting point is the simple and generic cataloguing (Torre and Gilly 1999; Rallet 2002) of geographic and organisational proximity. Organisation proximity is founded on relational elements based on the logic of belonging to a cluster - which facilitates relations and exchanges between the members - and on similarity, which presupposes a tacit exchange of competence and behaviour. This is mostly found within the networks and permits the regulation of transactions and exchange of information in conditions of uncertainty. The basic requirement for this type of proximity is represented, on the one hand by the basic knowledge for interaction among the firms of the cluster (inter-organisational relation) and on the other by business acumen in coordinating the different forms and levels of knowledge of the different components (intra-organisational relation). The greatest risk represented by organisational proximity is that the circulation of new knowledge leads to a higher level of uncertainty and opportunism.

Other interpretations can arise from the interaction and overlapping of these two categories, such as social, cognitive and institutional proximity. The literature on social proximity (Granovetter 1985; Boschma 2005) retains that economic and social relations are closely linked. From a microeconomic point of view, social relations between agents are based on trust but exclude cultural ties which are studied more at the macroeconomic level.

Cognitive proximity, however, has the advantage of favouring the exchange of information between cluster members through the absorptive capacity of each firm. Prahalad and Hamel (1990) maintain that, while the latter may mean the possibility of routines and the production of spillovers unintended within the cluster, when taken singularly it is the most suitable for knowledge transfer.

Institutional proximity is closely linked to the social and organisational types and deals mostly with macroeconomic issues. The role of institutions is well documented in literature (North 1990) especially because it reduces transaction costs and the risk of uncertainty. Institutional proximity includes both the role played by formal institutions (e.g. laws) and by informal ones (behavioural and cultural norms) in as much as the efficiency guaranteed by an institution leads the others in a valid complementary relationship and permits other types of mechanism (proximity) to function.

Single productive units are characterised by both internal and external elements. In this context the physical proximity, social capital and relational capital become important. The first is the vehicle for the spread of knowledge while the second is the social network (trust, institutions, collectiveness) closely linked to the local community. The last aspect (relational capital) is similar to social capital in the sense that it is representative of the relationship between the players (firms, institutions etc.) but differs from it in that no ties with a particular area/territory are expected. These three concepts centre around the concept of "milieu innovateur", where the term 'milieu' includes the ability of an area to sustain long term competition by continually adapting to external changes.

The absorptive capacity of firms and the quality of the business organisation factor assume greater importance within physical proximity and relational capital. The absorptive capacity of a firm is measured by its aptitude in using and implementing the external information and knowledge. Pilotti (2000) maintains that the division of labour relative to a specific production can be interpreted as a cognitive division of labour. The cognitive elements of knowledge absorption need to be formed between the firm and the context in which it operates, which are founded on the very processes of knowledge and learning (Cohen and Levinthal 1990). Therefore, the transfer of new knowledge between and within the group units, which is the basis of absorption, is more obvious the greater the bank of personal knowledge of each firm (Tura and Harmaakorpi 2005).

Research questions

Since Italian production is mostly carried out by SMEs, based on traditional handcraft with a very restricted market, they try to increase efficiency by organising production on a larger scale, and exploit economies of agglomeration and productive specialisation, through directly providing consumers with tailored and high quality products. The Italian industrial system has been forced to undertake a process of re-engineering and reorganisation for those sectors that were most exposed to international competition. Consequently, the new industrial system mostly organised in clusters, produces outputs, characterised by a close-knit network of specialised and tailored relationships that grant economies of scale on a territorial basis rather than on a dimensional one. The constant challenges and evolution in the demand and supply systems require SMEs to restructure the innovative factors of competitiveness and the inter/intra firm relationships, in order to maintain the competitive position, market shares, niche power and consumer preferences.

This study aims at analysing the role of geographic co-location and the influence of social networks in the development of inter-firm cooperation, especially in an area where place specific history, economic factors, values and culture play an important role in network creation and development (McNaughton and Bell 1999; Brown and McNaughton 2002).

Indeed, entrepreneurial influences (for example, the acquisition of social capital and the use of networks), rather than geographical co-location, are more important in the development of inter-firm cooperation. Three contextual factors can affect the type (structural or social/relational), dependence and dynamics between inter-firm relations: the higher the asset specificity and the fewer the alternative resources, the higher the dependency of a firm on its partner. Social bonds include trust and satisfaction while structural bonds include communication and dependence.

Analytically, the importance of communication for holding a relationship together has been stressed in the literature as the 'glue' that holds together a channel of distribution. Communication and the exchange of information is also characterised as the lifeblood of collaborative inter-firm relations (Sigala, Maroudas and Tsartas 2004). According to the social exchange literature, effective communication between partners is essential to achieve the intended objectives, as it leads to better informed parties, which in turn should make each party more confident in the relationship and more willing to keep it alive. In turn, dependence is created by the relationship investments of partners, that is, asset reciprocity that holds the relationship partners together and creates barriers against leaving the relationship because of the high costs involved. The greater the interdependency, the stronger the relational behaviour. Dependency between organizations results from a relationship in which participants perceive mutual benefits from interactions (Bensaou and Venkatraman 1995).

Literature on networks underlines the organisational processes that underlie alliance decisions. Networks make potential partners aware of each others existence, needs and capabilities, that help to develop the necessary trust (Gulati, Nohria and Zaheer 2000) and make opportunism more costly due to reputation effects (Gulati 1995). Granovetter (1992) identified two distinct components of social structure that influence network formation: the relational components consisting in direct relationships within which the firm is embedded, and structural components which provide knowledge about potential partners that firms may acquire from a variety of social sources.

Trust, an inter-firm relationship quality feature, is conceptualised as 'the firm's belief that the other company will perform actions that will result in positive outcomes for the firm, and it will not take unexpected actions that would result in negative outcomes for the firm' (Gulati 1995). Trust emerges when partners share a variety of experiences and increase their joint action and participation in the relation (Fitzgerald and Willcocks 1994; Heide and John 1990), understand one another's objectives and goals (Moorman, Deshpande and Zaltaman 1993) and when there is an increased commitment and so reduced uncertainty regarding another's behaviour (Henderson 1990). Therefore, the inputs that generate trust are regular interaction, communication, cooperation, joint actions and decision making, and closeness between the parties in a relationship.

H1: Inter-firm cooperation is positively affected by trust

Different cultural values and attitudes (Hofstede 1980) affect models of conduct, standards of performance and inter-personal relationships (Tayeb 1994; Hewett and Bearden 2001). Therefore, trust influences the relational behaviour that firms engage in, especially the cooperative one, and the level of collectivism and/or individualism (Chen, Chen and Meindl 1998). Belonging to a network develop the capabilities of the firm as a result of the learning process. Thus:

H2: The more similar the cultural background the more willing are the entrepreneurs to co-operate.

Methodology and Empirical results

The sample of this study was drawn from the Chamber of Commerce database. It has been chosen the pottery sector that makes a substantial contribution to the remote-rural and regional economies of the area investigated. The population of firms in this sector that meets the criteria of this study consists of 42 from a total of 74 firms. A personal survey was conducted using a semi-structured questionnaire, during July 2005 and January 2006. This generated a total of 40 usable responses.

The area studied was in the province of Taranto, more specifically the town of Grottaglie. This choice was conditioned by the analysis of the relationships between the traditional firms in the area which had founded the family tradition of pottery. The relationships between independent firms with no cross holdings require an hybrid way (e.g. inter-firm co-operation) to replace conventional market contracts as asset specificity increases and evoke substantial trading hazards. Thus, it is possible to identify the network substance in the geographical and social proximities, respectively in the strong bonds with localisation and traditions. This sort of path dependence encouraged the entrepreneurs to set up a consortium in order to defend and promote their products in the international competition.

The firms analysed present the following characteristics:

- *age of the firm*: 60% of the sample was founded in the 1980s,
- *age of the entrepreneur*: the average entrepreneur is 50 years old; the youngest is 19 and the eldest 75,
- *type of firm and competences*: 65% are family businesses and 35% one-man businesses. 50% of the entrepreneurs inherited the capabilities (firm specialisation and the craftsmanship feature) from their parents, while 45% the customers and 5% the accounting system,
- *innovation and changes*: 80% of the heirs has innovated the firm machinery every five years.

The variables considered measured the four forces that, as hypothesised, are at the basis of the cluster. The aim of the paper is to investigate the inter-firm cooperation using dependence, trust and cultural background as exploratory variables.

A five-point semantic differential format was used for the measurement items. The inter-firm cooperation has been measured by the credibility, accuracy, frequency, timeliness and meaningfulness of information exchanges (Anderson and Narus 1990). By aligning supportive inter-firm co-operation, the parties can adapt to changing circumstances. This implies routinisation of information exchanges and joint planning, but does not limit the exchange of information, for example, about product specifications, estimation of costs or production planning to the simple physical proximity (Stern and Reve, 1980, Reve and Stern, 1986). Network closure focuses on the risk of incomplete information and implies that a dense network of interconnected actors enhances information access and reduces risk of opportunistic behaviour by mutually enforcing mechanisms of norms and sanctions (Coleman, 1990) or trust (Granovetter, 1985). The scale achieved a high level of reliability ($\alpha = 0.85$, variance = 0.72).

Moreover, Anderson and Narus (1990) demonstrate that dependence and trust have both been shown to be positively related to cooperation. The effects of trust on cooperation are posited to be different for different level of dependence.

Dependence and its counterpart, power, are regarded by many theorists as central to explaining organisational and interpersonal behaviours (Morgan and Hunt, 1994). Dependence is defined as the degree to which a target firm needs the resources provided by the source firm to achieve its goals (Andaleeb, 1995). All dependence relationships are not likely to exhibit similar characteristics. In this paper the dependence construct has been measured with respondent's perceptions of their need to maintain the relationship among firms. The scale achieved a high level of reliability ($\alpha = 0.83$, variance = 0.77).

Since numerous different conceptualisations of trust exist, the trust scale measured the confidence a party has in the honesty and integrity of their partner. Further, trust has been shown to be critical in relationships where there is a high degree of risk, uncertainty, or lack of knowledge (Coulter and Coulter, 2002). The scale had a five-point format and used the items adopted from Morgan and Hunt (1994). According to them, trust encourage firms: (i) to work towards preserving relationship investments by cooperating with exchange partners; (ii) to resist attractive short-term alternatives in favour of the long-term expected benefits of staying with existing partners; and (iii) to view potentially high-risk actions more favourably because they believe that their partners will not act opportunistically. The purified scale displayed a high level of reliability ($\alpha = 0.84$, variance = 0.81).

Finally, the cultural index was developed by Hofstede (1980) in order to reflect individualism/collectivism and, due to the cluster features, the heritage and family traditions. Since the

shift of Hofstede's index from a national to a local level can cause problems in the analysis, the features of the area investigated renders the adoption the Hofstede construct possible. Therefore, the different local communities on which networks are created, show a path dependence that emphasises the hypotheses on which this index is based. The scale achieved a high level of reliability ($\alpha = 0.87$, variance = 0.85).

A multiple regression has been chosen as the analysis method. Missing values (which were few) were replaced by the average. The correlation coefficients analysis showed that trust and dependence were both significantly correlated (0.82250). Moreover, VIF has been calculated to avoid problems of multicollinearity; the estimates do not show multicollinearity problems, except for the 'dependence' variable (VIF = 7.1248). Therefore, this variable has been eliminated from the regression model.

The results are interesting, considering that R^2 value is 0.66 (see Table 1). The impact of 'Trust' and 'Cultural background' on 'Inter-firm cooperation' is significant (see Table 2), thus confirming the hypotheses H1 and H2.

Table 1: Model Summary(c)

| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate | Durbin-Watson |
|-------|---------|----------|-------------------|----------------------------|---------------|
| 1 | .602(a) | .362 | .304 | 6.3866 | |
| 2 | .818(b) | .668 | .602 | 4.8289 | 2.347 |

a Predictors: (Constant), Trust

b Predictors: (Constant), Trust, Cultural background

c Dependent Variable: Inter-firm cooperation

Table 2: Regression Coefficients(a)

| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. |
|-------|---------------------|-----------------------------|------------|---------------------------|--------|------|
| | | B | Std. Error | Beta | | |
| 1 | (Constant) | -51.425 | 24.464 | | -2.102 | .059 |
| | Trust | .740 | .296 | .602 | 2.499 | .030 |
| 2 | (Constant) | -65.199 | 19.044 | | -3.424 | .007 |
| | Trust | .764 | .224 | .621 | 3.409 | .007 |
| | Cultural background | .427 | .140 | .554 | 3.040 | .012 |

a Dependent Variable: Inter-firm cooperation

Indeed, 'Trust', one of the most frequently quoted social bonds, is viewed as an essential element for successful relationships and concerns the confidence and reliability of exchange partners. 'Cultural background' tightly bonds the inter-firm connection, due not only to culture-led relations but also to family-led ones.

The small firms analysed, that share common values with Southern Italy industrial structure, adhere to the theory of Putnam (1993) on the strong individualist element of the entrepreneur. Most firms in the network have a high level of social capital and a reduced level of technology. These characteristics represent privileged access for new entrepreneurs, i.e. only for those who benefit from the familial transfer of skills and for the apprentices who benefit from the craftsman transfer of local skills. On the other hand, the strong social component and the familial transfer of skills represent the strongest barriers, in that although entry on the local market should potentially be possible for any person with the financial tools and connections however low.

The social motivation at the heart of this typical firm which operates in the area seems to be the unique element. In this context, there is a shift from entry motivation and permanence on the market which follow the logic of profit to choices based on a boost/incentive of ability. Therefore, the culture of cooperation seems to be the basis of the relationships between firms in this area which are founded on trust between families. The strong relationship between firms in this cluster and the specificity of family based skills means the firms are not affected by the competitiveness of emerging economies, especially in terms of costs. In fact, the type of manual labour specific to pottery production is highly traditional and specialised only for those who benefit from the generational know-how.

Conclusions

In the end, the present study, though exploratory, has underlined that social bonds are not necessarily independent of structural bonds, that open technological systems and the information flow can greatly influence the significance and impact of the interplay between social and structural bonds and so ultimately the inter-firm relations and dynamics. So, depending on the situation and context, social bonds may be used for reinforcing, supporting and/or inhibiting structural bonds and vice versa. More generally, social bonds may need to be in place before knowledge-based structural bonds develop while contractual arrangements between parties in a relationship can be an antecedent of trust. Moreover, entrepreneurial influences are likely to increase in future importance, as communication technologies, used to build networks between firms, are changing the rules of geography and co-location.

Certainly, the analysis has some limitations, such as the sample size, the area and the variables considered, but could represent a starting point on which to base future research on at least other three factors, i.e. i) institutional bonds, ii) context variables, and iii) market effects.

Despite the limitations listed above, the research attempted to offer a better academic understanding of the role of trust and culture in network competitive advantage. The findings should also be useful to local governance for a better understanding of the network phenomenon and its determinants, in order to develop appropriate programmes in training and supporting the transmission of local, unique capabilities.

References

- Ahuja, Gautam (2000), "The duality of collaboration: inducements and opportunities in the formation of inter-firm linkages", *Strategic Management Journal*, Vol. 21, No.3, 317-343.
- Andaleeb, Syed S. (1995), "Dependence relations and the moderating role of trust: implications for behavioural intentions in marketing channels", *International Journal of Research in Marketing*, 12, 157-172.
- Anderson, James C. and James A. Narus (1990), "A model of distribution firm and manufacturing firm working partnerships", *Journal of Marketing*, 54 (1), 42-58.
- Audretsch, David B. (1991), "New Firm Survival and the Technological Regime", *The Review of Economics and Statistics*, vol. 73, n. 3, 441-450.
- Bensaou, Ben and N. Venkatraman (1995), "Configurations of interorganisational relationships: a comparison of US and Japanese automakers", *Management Science*, 41 (9), 1471 – 1492.
- Boschma, Ron A., (2005), "Proximity and Innovation: a Critical Assessment", *Regional Studies*, 39 (1), 61-74.
- Brown, Peter and Rod B. McNaughton (2002) "Global competitiveness and local networks: a review of the literature", in *Global Competition and Local Networks*, Milford B. Green and Rod B. McNaughton, eds., London: Ashgate Publishing.
- Burt, Ronald S. (1992), *Structural Holes: the Social Structure of Competition*. Cambridge: Harvard University Press.
- Camagni, Roberto (Ed) (1991), *Innovation networks. Spatial perspectives*, London/New York, Bellhaven Press.
- Chen, Chao C., Xiao-Ping Chen, and James R. Meindl (1998), "How can cooperation be fostered? The cultural effects of individualism-collectivism"; *Academy of Management*, 23 (2), 285-304.
- Cohen, Wesley M. and Daniel A. Levinthal (1990), "Absorptive Capacity: a New Perspective on Learning and Innovation", *Administrative Science Quarterly*, 35 (1), 128-152.
- Coleman, James S. (1990), *Foundations of social theory*. Harvard University Press, Cambridge.
- Cooke, Philip (2001), "Regional innovation systems, clusters, and the knowledge economy", *Industrial and Corporate Change* 10 (4), 945-74.

Coulter, K.S. and Coulter, R.A. (2002), "Determinants of trust in a service provider: the moderating role of length of relationship", *Journal of Services Marketing*, 16 (1), 35-50.

Cowan, Robin (2004), "Networks Models of Innovation and Knowledge Diffusion", *MERIT-Infonomics*, 2004-16, Maastricht University.

David, Paul, (2001), "Path Dependence, its Critics and the Quest for "Historical Economics", in Garrouste, Pierre and Stavros, Ioannidis (eds), *Evolution and Path Dependence in Economic Ideas: Past and Present*, pp. 211-225, Cheltenham, Elgar.

Dosi, Giovanni, and Bruce Kogut (1993), "National Specificities and the Context of Change: the Coevolution of Organization and Technology", in *Country Competitiveness: Technology and Organizing of Work*, Bruce Kogut, ed., Oxford: Oxford University Press.

Golinelli, Gaetano M. (ed.) (2005), *Il governo delle relazioni d'impresa*, Sinergie Rapporti di ricerca, 21, dicembre.

Granovetter, Mark (1985), "Economic Action and Social Structure. The problem of embeddedness", *American Journal of Sociology*, 91, 481-510.

Granovetter, Mark (1992), "Problems of explanation in economic sociology", in, *Networks and Organizations: Structure, Form and Action*, Nitin Nohria and Robert Eccles, eds., 25-56. Boston: Harvard Business School Press.

Gulati, Ranjay (1995), "Does familiarity breed trust? The implications of repeated ties for contractual choice in alliances", *Academy of Management Journal*, 38, 85-112.

Gulati, Ranjay, Nohria, Nitin, and Akbar Zaheer (2000), "Strategic Networks", *Strategic Management Journal*, Vol. 21, 203-215.

Heide, Jan and George John (1990), "Alliances in industrial purchasing: determinants of joint action in buyer-supplier relationships", *Journal of Marketing Research*, 27 (1), 24-36.

Henderson, John (1990), "Plugging into strategic partnerships: the critical IS connection", *Sloan Management Review*, 30 (3), 7-18.

Hewett, Kelly and William O. Bearden (2001), "Dependence, trust, and relational behaviour on the part of foreign subsidiary marketing operations: Implication form managing global marketing operations", *Journal of Marketing*, Vol. 65, No. 4, 51-66.

Hofstede, Geert (1980), *Culture's consequences*. Beverly Hills: Sage.

Huggins, Robert (2000), "The success and failure of policy-implemented inter-firm network initiatives: motivations, processes and structure", *Entrepreneurship and Regional Development*, vol. 12, n.2, 111-135 (25).

Kirat, Thierry and Yannick Lung, (1999), "Innovation and Proximity. Territories as Loci of Collective Learning Processes", *European Urban and Regional Studies*, 6, 27-38.

Krugman, Paul (1991), *Geography and Trade*. MIT Press, Cambridge, Mass

Lechner, Christian and Michael Dowling, (2003), "Firm networks: external relationships as sources for the growth and competitiveness of entrepreneurial firms", *Entrepreneurship and Regional Development*, Vol. 15, No. 1, 1-26

Maggioni, Mario A., (2004), "The Rise and Fall of Industrial Clusters: Technology and the Life Cycle of Region", IEB, *Document de Treball2004/6*, 1-39.

Malerba, Franco and Luigi Orsenigo (1997), "The Dynamics and Evolution of Industries", *Industrial and Corporate Change*, vol. 6, 51-87.

McNaughton, Rod B. and Jim Bell (1999) "Brokering networks of small firms to generate social capital for growth and internationalisation", *Research in Global Strategic Management*, Vol. 7, 63-82.

Moorman, Christine, Rohit Deshpande and Gerald Zaltman (1993), "Factors affecting trust in market research relationships", *Journal of Marketing*, 57, 81-101.

Morgan, Robert and Shelby D. Hunt (1994), "The commitment -trust theory of relationship marketing", *Journal of Marketing*, 58, July, 20-38.

Nelson, Richard R. (1994), "The Co-Evolution of Technology, Industrial Structure and Supporting Institutions", *Industrial and Corporate Change*, vol. 3, n.1, 146.167.

North, Douglas C. (1990), *Institutions, Institutional Change and Economic Performance*. Cambridge: Cambridge University Press.

Pilotti, Luciano (2000), "Evolutionary and Adaptive Local Systems in Northeast Italy. Strategies of Learning, Leadership and Co-operation", in *Evolutionary Patterns of Local Industrial Systems*, Fiorenza Belussi and Giorgio Gottardi, eds., London: Ashgate.

Porter, Michael E. (1998), "Clusters and the New Economics of Competition", *Harvard Business School Press*, November-December, 77-90.

Prahalad, CK and Gary Hamel (1990), "The Core Competence of the Corporation", *Harvard Business Review*, 68, pp. 79-91.

Putnam, Robert (1993), *Making Democracy Work*. Princeton: Princeton University Press.

Rallet, Alain (2002), "L'Economie de Proximités: Propos d'étape", *Etudes et Recherches*, 33, 11-26.

Riccaboni, Massimo and Fabio Pammolli (2001), "Technological Regimes and The Growth of Networks", *Nelson and Winter Conference*, Aalborg, Denmark, June.

Rindfleisch, Aric and Jan B., Heide (1997), "Transaction costs analysis: past present and future applications", *Journal of Marketing*, 61, 30-54.

Robicheaux, Robert A. and James A., Coleman (1994), "The structure of marketing channel relationships", *Journal of Marketing Science*, 22, 38-51.

Shapiro, Carl and Hal R. Varian (1999), *Information Rules*. Cambridge: Harvard University Press.

Sigala, Marianna (2004), "ASPQual model: measuring ASP SQ in Greece", *Managing Service Quality*, 14 (1), 103-114.

Sigala, Marianna, Leonidas Maroudas and Paris Tsartas (2004), "In search of a collaboration quality model: futurizing the tourism supply chain", *Proceedings of the Annual EuroCHRIE Conference: Global Issues and Trends in the Hospitality and Tourism Industries*. Ankara, Turkey: Bilkent University, School of Applied Technology and Management, Ankara: November, 3-7, 2003.

Tayeb, Nonir (1994), "Organizations and national culture: methodology considered", *Organization Studies*, 15 (3), 429-446.

Torre, Andrea and Jean P., Gilly (1999), "On the Analytical Dimension of Proximity Dynamics", *Regional Studies*, 34, pp. 169-180.

Tura, Tomi and Vesa Harmaakorpi (2005), "Social Capital in Building Regional Innovative Capability", *Regional Studies*, vol.39, n.8, 1111-1125.

Uzzi, Brian (1997), "Social Structure and Competition in Interfirm Networks: the Paradox of Embeddedness", *Administrative Science Quarterly*, vol. 42, 35-67.

Van Dijk, Meine Pieter and Sverrisson Árni, (2003), "Enterprise clusters in developing countries: mechanisms of transition and stagnation", *Entrepreneurship & Regional Development*, Vol 15, n. 3 / July-September, 183-206.

NOTE DI LAVORO DELLA FONDAZIONE ENI ENRICO MATTEI

Fondazione Eni Enrico Mattei Working Paper Series

Our Note di Lavoro are available on the Internet at the following addresses:

<http://www.feem.it/Feem/Pub/Publications/WPapers/default.html>

<http://www.ssrn.com/link/feem.html>

<http://www.repec.org>

<http://agecon.lib.umn.edu>

NOTE DI LAVORO PUBLISHED IN 2006

| | | |
|------|---------|--|
| SIEV | 1.2006 | <i>Anna ALBERINI: Determinants and Effects on Property Values of Participation in Voluntary Cleanup Programs: The Case of Colorado</i> |
| CCMP | 2.2006 | <i>Valentina BOSETTI, Carlo CARRARO and Marzio GALEOTTI: Stabilisation Targets, Technical Change and the Macroeconomic Costs of Climate Change Control</i> |
| CCMP | 3.2006 | <i>Roberto ROSON: Introducing Imperfect Competition in CGE Models: Technical Aspects and Implications</i> |
| KTHC | 4.2006 | <i>Sergio VERGALLI: The Role of Community in Migration Dynamics</i> |
| SIEV | 5.2006 | <i>Fabio GRAZI, Jeroen C.J.M. van den BERGH and Piet RIETVELD: Modeling Spatial Sustainability: Spatial Welfare Economics versus Ecological Footprint</i> |
| CCMP | 6.2006 | <i>Olivier DESCHENES and Michael GREENSTONE: The Economic Impacts of Climate Change: Evidence from Agricultural Profits and Random Fluctuations in Weather</i> |
| PRCG | 7.2006 | <i>Michele MORETTO and Paola VALBONESE: Firm Regulation and Profit-Sharing: A Real Option Approach</i> |
| SIEV | 8.2006 | <i>Anna ALBERINI and Aline CHIABAI: Discount Rates in Risk v. Money and Money v. Money Tradeoffs</i> |
| CTN | 9.2006 | <i>Jon X. EGUIA: United We Vote</i> |
| CTN | 10.2006 | <i>Shao CHIN SUNG and Dinko DIMITRO: A Taxonomy of Myopic Stability Concepts for Hedonic Games</i> |
| NRM | 11.2006 | <i>Fabio CERINA (lxxviii): Tourism Specialization and Sustainability: A Long-Run Policy Analysis</i> |
| NRM | 12.2006 | <i>Valentina BOSETTI, Mariaester CASSINELLI and Alessandro LANZA (lxxviii): Benchmarking in Tourism Destination, Keeping in Mind the Sustainable Paradigm</i> |
| CCMP | 13.2006 | <i>Jens HORBACH: Determinants of Environmental Innovation – New Evidence from German Panel Data Sources</i> |
| KTHC | 14.2006 | <i>Fabio SABATINI: Social Capital, Public Spending and the Quality of Economic Development: The Case of Italy</i> |
| KTHC | 15.2006 | <i>Fabio SABATINI: The Empirics of Social Capital and Economic Development: A Critical Perspective</i> |
| CSRM | 16.2006 | <i>Giuseppe DI VITA: Corruption, Exogenous Changes in Incentives and Deterrence</i> |
| CCMP | 17.2006 | <i>Rob B. DELLINK and Marjan W. HOFKES: The Timing of National Greenhouse Gas Emission Reductions in the Presence of Other Environmental Policies</i> |
| IEM | 18.2006 | <i>Philippe QUIRION: Distributional Impacts of Energy-Efficiency Certificates Vs. Taxes and Standards</i> |
| CTN | 19.2006 | <i>Somdeb LAHIRI: A Weak Bargaining Set for Contract Choice Problems</i> |
| CCMP | 20.2006 | <i>Massimiliano MAZZANTI and Roberto ZOBOLI: Examining the Factors Influencing Environmental Innovations</i> |
| SIEV | 21.2006 | <i>Y. Hossein FARZIN and Ken-ICHI AKAO: Non-pecuniary Work Incentive and Labor Supply</i> |
| CCMP | 22.2006 | <i>Marzio GALEOTTI, Matteo MANERA and Alessandro LANZA: On the Robustness of Robustness Checks of the Environmental Kuznets Curve</i> |
| NRM | 23.2006 | <i>Y. Hossein FARZIN and Ken-ICHI AKAO: When is it Optimal to Exhaust a Resource in a Finite Time?</i> |
| NRM | 24.2006 | <i>Y. Hossein FARZIN and Ken-ICHI AKAO: Non-pecuniary Value of Employment and Natural Resource Extinction</i> |
| SIEV | 25.2006 | <i>Lucia VERGANO and Paulo A.L.D. NUNES: Analysis and Evaluation of Ecosystem Resilience: An Economic Perspective</i> |
| SIEV | 26.2006 | <i>Danny CAMPBELL, W. George HUTCHINSON and Riccardo SCARPA: Using Discrete Choice Experiments to Derive Individual-Specific WTP Estimates for Landscape Improvements under Agri-Environmental Schemes: Evidence from the Rural Environment Protection Scheme in Ireland</i> |
| KTHC | 27.2006 | <i>Vincent M. OTTO, Timo KUOSMANEN and Ekko C. van IERLAND: Estimating Feedback Effect in Technical Change: A Frontier Approach</i> |
| CCMP | 28.2006 | <i>Giovanni BELLA: Uniqueness and Indeterminacy of Equilibria in a Model with Polluting Emissions</i> |
| IEM | 29.2006 | <i>Alessandro COLOGNI and Matteo MANERA: The Asymmetric Effects of Oil Shocks on Output Growth: A Markov-Switching Analysis for the G-7 Countries</i> |
| KTHC | 30.2006 | <i>Fabio SABATINI: Social Capital and Labour Productivity in Italy</i> |
| ETA | 31.2006 | <i>Andrea GALLICE (lxxix): Predicting one Shot Play in 2x2 Games Using Beliefs Based on Minimax Regret</i> |
| IEM | 32.2006 | <i>Andrea BIGANO and Paul SHEEHAN: Assessing the Risk of Oil Spills in the Mediterranean: the Case of the Route from the Black Sea to Italy</i> |
| NRM | 33.2006 | <i>Rinaldo BRAU and Davide CAO (lxxviii): Uncovering the Macrostructure of Tourists' Preferences. A Choice Experiment Analysis of Tourism Demand to Sardinia</i> |
| CTN | 34.2006 | <i>Parkash CHANDER and Henry TULKENS: Cooperation, Stability and Self-Enforcement in International Environmental Agreements: A Conceptual Discussion</i> |
| IEM | 35.2006 | <i>Valeria COSTANTINI and Salvatore MONNI: Environment, Human Development and Economic Growth</i> |
| ETA | 36.2006 | <i>Ariel RUBINSTEIN (lxxix): Instinctive and Cognitive Reasoning: A Study of Response Times</i> |

| | | |
|------|---------|---|
| ETA | 37.2006 | <i>Maria SALGADEO</i> (lxxx): <u>Choosing to Have Less Choice</u> |
| ETA | 38.2006 | <i>Justina A.V. FISCHER and Benno TORGLER</i> : <u>Does Envy Destroy Social Fundamentals? The Impact of Relative Income Position on Social Capital</u> |
| ETA | 39.2006 | <i>Benno TORGLER, Sascha L. SCHMIDT and Bruno S. FREY</i> : <u>Relative Income Position and Performance: An Empirical Panel Analysis</u> |
| CCMP | 40.2006 | <i>Alberto GAGO, Xavier LABANDEIRA, Fidel PICOS And Miguel RODRÍGUEZ</i> : <u>Taxing Tourism In Spain: Results and Recommendations</u> |
| IEM | 41.2006 | <i>Karl van BIERVLIET, Dirk Le ROY and Paulo A.L.D. NUNES</i> : <u>An Accidental Oil Spill Along the Belgian Coast: Results from a CV Study</u> |
| CCMP | 42.2006 | <i>Rolf GOLOMBEK and Michael HOEL</i> : <u>Endogenous Technology and Tradable Emission Quotas</u> |
| KTHC | 43.2006 | <i>Giulio CAINELLI and Donato IACOBUCCI</i> : <u>The Role of Agglomeration and Technology in Shaping Firm Strategy and Organization</u> |
| CCMP | 44.2006 | <i>Alvaro CALZADILLA, Francesco PAULI and Roberto ROSON</i> : <u>Climate Change and Extreme Events: An Assessment of Economic Implications</u> |
| SIEV | 45.2006 | <i>M.E. KRAGT, P.C. ROEBELING and A. RUIJS</i> : <u>Effects of Great Barrier Reef Degradation on Recreational Demand: A Contingent Behaviour Approach</u> |
| NRM | 46.2006 | <i>C. GIUPPONI, R. CAMERA, A. FASSIO, A. LASUT, J. MYSLAK and A. SGOBBI</i> : <u>Network Analysis, Creative System Modelling and DecisionSupport: The NetSyMoD Approach</u> |
| KTHC | 47.2006 | <i>Walter F. LALICH</i> (lxxx): <u>Measurement and Spatial Effects of the Immigrant Created Cultural Diversity in Sydney</u> |
| KTHC | 48.2006 | <i>Elena PASPALANOVA</i> (lxxx): <u>Cultural Diversity Determining the Memory of a Controversial Social Event</u> |
| KTHC | 49.2006 | <i>Ugo GASPARINO, Barbara DEL CORPO and Dino PINELLI</i> (lxxx): <u>Perceived Diversity of Complex Environmental Systems: Multidimensional Measurement and Synthetic Indicators</u> |
| KTHC | 50.2006 | <i>Aleksandra HAUKE</i> (lxxx): <u>Impact of Cultural Differences on Knowledge Transfer in British, Hungarian and Polish Enterprises</u> |
| KTHC | 51.2006 | <i>Katherine MARQUAND FORSYTH and Vanja M. K. STENIUS</i> (lxxx): <u>The Challenges of Data Comparison and Varied European Concepts of Diversity</u> |
| KTHC | 52.2006 | <i>Gianmarco I.P. OTTAVIANO and Giovanni PERI</i> (lxxx): <u>Rethinking the Gains from Immigration: Theory and Evidence from the U.S.</u> |
| KTHC | 53.2006 | <i>Monica BARNI</i> (lxxx): <u>From Statistical to Geolinguistic Data: Mapping and Measuring Linguistic Diversity</u> |
| KTHC | 54.2006 | <i>Lucia TAJOLI and Lucia DE BENEDICTIS</i> (lxxx): <u>Economic Integration and Similarity in Trade Structures</u> |
| KTHC | 55.2006 | <i>Suzanna CHAN</i> (lxxx): <u>“God’s Little Acre” and “Belfast Chinatown”: Diversity and Ethnic Place Identity in Belfast</u> |
| KTHC | 56.2006 | <i>Diana PETKOVA</i> (lxxx): <u>Cultural Diversity in People’s Attitudes and Perceptions</u> |
| KTHC | 57.2006 | <i>John J. BETANCUR</i> (lxxx): <u>From Outsiders to On-Paper Equals to Cultural Curiosities? The Trajectory of Diversity in the USA</u> |
| KTHC | 58.2006 | <i>Kiflemariam HAMDE</i> (lxxx): <u>Cultural Diversity A Glimpse Over the Current Debate in Sweden</u> |
| KTHC | 59.2006 | <i>Emilio GREGORI</i> (lxxx): <u>Indicators of Migrants’ Socio-Professional Integration</u> |
| KTHC | 60.2006 | <i>Christa-Maria LERM HAYES</i> (lxxx): <u>Unity in Diversity Through Art? Joseph Beuys’ Models of Cultural Dialogue</u> |
| KTHC | 61.2006 | <i>Sara VERTOMMEN and Albert MARTENS</i> (lxxx): <u>Ethnic Minorities Rewarded: Ethnostratification on the Wage Market in Belgium</u> |
| KTHC | 62.2006 | <i>Nicola GENOVESE and Maria Grazia LA SPADA</i> (lxxx): <u>Diversity and Pluralism: An Economist's View</u> |
| KTHC | 63.2006 | <i>Carla BAGNA</i> (lxxx): <u>Italian Schools and New Linguistic Minorities: Nationality Vs. Plurilingualism. Which Ways and Methodologies for Mapping these Contexts?</u> |
| KTHC | 64.2006 | <i>Vedran OMANOVIĆ</i> (lxxx): <u>Understanding “Diversity in Organizations” Paradigmatically and Methodologically</u> |
| KTHC | 65.2006 | <i>Mila PASPALANOVA</i> (lxxx): <u>Identifying and Assessing the Development of Populations of Undocumented Migrants: The Case of Undocumented Poles and Bulgarians in Brussels</u> |
| KTHC | 66.2006 | <i>Roberto ALZETTA</i> (lxxx): <u>Diversities in Diversity: Exploring Moroccan Migrants’ Livelihood in Genoa</u> |
| KTHC | 67.2006 | <i>Monika SEDENKOVA and Jiri HORAK</i> (lxxx): <u>Multivariate and Multicriteria Evaluation of Labour Market Situation</u> |
| KTHC | 68.2006 | <i>Dirk JACOBS and Andrea REA</i> (lxxx): <u>Construction and Import of Ethnic Categorisations: “Allochthones” in The Netherlands and Belgium</u> |
| KTHC | 69.2006 | <i>Eric M. USLANER</i> (lxxx): <u>Does Diversity Drive Down Trust?</u> |
| KTHC | 70.2006 | <i>Paula MOTA SANTOS and João BORGES DE SOUSA</i> (lxxx): <u>Visibility & Invisibility of Communities in Urban Systems</u> |
| ETA | 71.2006 | <i>Rinaldo BRAU and Matteo LIPPI BRUNI</i> : <u>Eliciting the Demand for Long Term Care Coverage: A Discrete Choice Modelling Analysis</u> |
| CTN | 72.2006 | <i>Dinko DIMITROV and Claus-JOCHEN HAAKE</i> : <u>Coalition Formation in Simple Games: The Semistrict Core</u> |
| CTN | 73.2006 | <i>Ottorino CHILLEM, Benedetto GUI and Lorenzo ROCCO</i> : <u>On The Economic Value of Repeated Interactions Under Adverse Selection</u> |
| CTN | 74.2006 | <i>Sylvain BEAL and Nicolas QUÉROU</i> : <u>Bounded Rationality and Repeated Network Formation</u> |
| CTN | 75.2006 | <i>Sophie BADE, Guillaume HAERINGER and Ludovic RENO</i> : <u>Bilateral Commitment</u> |
| CTN | 76.2006 | <i>Andranik TANGIAN</i> : <u>Evaluation of Parties and Coalitions After Parliamentary Elections</u> |
| CTN | 77.2006 | <i>Rudolf BERGHAMMER, Agnieszka RUSINOWSKA and Harrie de SWART</i> : <u>Applications of Relations and Graphs to Coalition Formation</u> |
| CTN | 78.2006 | <i>Paolo PIN</i> : <u>Eight Degrees of Separation</u> |
| CTN | 79.2006 | <i>Roland AMANN and Thomas GALL</i> : <u>How (not) to Choose Peers in Studying Groups</u> |

| | | |
|------|----------|--|
| CTN | 80.2006 | <i>Maria MONTERO</i> : <u>Inequity Aversion May Increase Inequity</u> |
| CCMP | 81.2006 | <i>Vincent M. OTTO, Andreas LÖSCHEL and John REILLY</i> : <u>Directed Technical Change and Climate Policy</u> |
| CSRM | 82.2006 | <i>Nicoletta FERRO</i> : <u>Riding the Waves of Reforms in Corporate Law, an Overview of Recent Improvements in Italian Corporate Codes of Conduct</u> |
| CTN | 83.2006 | <i>Siddhartha BANDYOPADHYAY and Mandar OAK</i> : <u>Coalition Governments in a Model of Parliamentary Democracy</u> |
| PRCG | 84.2006 | <i>Raphaël SOUBEYRAN</i> : <u>Valence Advantages and Public Goods Consumption: Does a Disadvantaged Candidate Choose an Extremist Position?</u> |
| CCMP | 85.2006 | <i>Eduardo L. GIMÉNEZ and Miguel RODRÍGUEZ</i> : <u>Pigou's Dividend versus Ramsey's Dividend in the Double Dividend Literature</u> |
| CCMP | 86.2006 | <i>Andrea BIGANO, Jacqueline M. HAMILTON and Richard S.J. TOL</i> : <u>The Impact of Climate Change on Domestic and International Tourism: A Simulation Study</u> |
| KTHC | 87.2006 | <i>Fabio SABATINI</i> : <u>Educational Qualification, Work Status and Entrepreneurship in Italy an Exploratory Analysis</u> |
| CCMP | 88.2006 | <i>Richard S.J. TOL</i> : <u>The Polluter Pays Principle and Cost-Benefit Analysis of Climate Change: An Application of Fund</u> |
| CCMP | 89.2006 | <i>Philippe TULKENS and Henry TULKENS</i> : <u>The White House and The Kyoto Protocol: Double Standards on Uncertainties and Their Consequences</u> |
| SIEV | 90.2006 | <i>Andrea M. LEITER and Gerald J. PRUCKNER</i> : <u>Proportionality of Willingness to Pay to Small Risk Changes – The Impact of Attitudinal Factors in Scope Tests</u> |
| PRCG | 91.2006 | <i>Raphaël SOUBEYRAN</i> : <u>When Inertia Generates Political Cycles</u> |
| CCMP | 92.2006 | <i>Alireza NAGHAVI</i> : <u>Can R&D-Inducing Green Tariffs Replace International Environmental Regulations?</u> |
| CCMP | 93.2006 | <i>Xavier PAUTREL</i> : <u>Reconsidering The Impact of Environment on Long-Run Growth When Pollution Influences Health and Agents Have Finite-Lifetime</u> |
| CCMP | 94.2006 | <i>Corrado Di MARIA and Edwin van der WERF</i> : <u>Carbon Leakage Revisited: Unilateral Climate Policy with Directed Technical Change</u> |
| CCMP | 95.2006 | <i>Paulo A.L.D. NUNES and Chiara M. TRAVISI</i> : <u>Comparing Tax and Tax Reallocations Payments in Financing Rail Noise Abatement Programs: Results from a CE valuation study in Italy</u> |
| CCMP | 96.2006 | <i>Timo KUOSMANEN and Mika KORTELAJINEN</i> : <u>Valuing Environmental Factors in Cost-Benefit Analysis Using Data Envelopment Analysis</u> |
| KTHC | 97.2006 | <i>Dermot LEAHY and Alireza NAGHAVI</i> : <u>Intellectual Property Rights and Entry into a Foreign Market: FDI vs. Joint Ventures</u> |
| CCMP | 98.2006 | <i>Inmaculada MARTÍNEZ-ZARZOSO, Aurelia BENGOCHEA-MORANCHO and Rafael MORALES LAGE</i> : <u>The Impact of Population on CO2 Emissions: Evidence from European Countries</u> |
| PRCG | 99.2006 | <i>Alberto CAVALIERE and Simona SCABROSETTI</i> : <u>Privatization and Efficiency: From Principals and Agents to Political Economy</u> |
| NRM | 100.2006 | <i>Khaled ABU-ZEID and Sameh AFIFI</i> : <u>Multi-Sectoral Uses of Water & Approaches to DSS in Water Management in the NOSTRUM Partner Countries of the Mediterranean</u> |
| NRM | 101.2006 | <i>Carlo GIUPPONI, Jaroslav MYSLAK and Jacopo CRIMI</i> : <u>Participatory Approach in Decision Making Processes for Water Resources Management in the Mediterranean Basin</u> |
| CCMP | 102.2006 | <i>Kerstin RONNEBERGER, Maria BERRITTELLA, Francesco BOSELLO and Richard S.J. TOL</i> : <u>Klum@Gtap: Introducing Biophysical Aspects of Land-Use Decisions Into a General Equilibrium Model A Coupling Experiment</u> |
| KTHC | 103.2006 | <i>Avner BEN-NER, Brian P. McCALL, Massoud STEPHANE, and Hua WANG</i> : <u>Identity and Self-Other Differentiation in Work and Giving Behaviors: Experimental Evidence</u> |
| SIEV | 104.2006 | <i>Aline CHIABAI and Paulo A.L.D. NUNES</i> : <u>Economic Valuation of Oceanographic Forecasting Services: A Cost-Benefit Exercise</u> |
| NRM | 105.2006 | <i>Paola MINOIA and Anna BRUSAROSCO</i> : <u>Water Infrastructures Facing Sustainable Development Challenges: Integrated Evaluation of Impacts of Dams on Regional Development in Morocco</u> |
| PRCG | 106.2006 | <i>Carmine GUERRIERO</i> : <u>Endogenous Price Mechanisms, Capture and Accountability Rules: Theory and Evidence</u> |
| CCMP | 107.2006 | <i>Richard S.J. TOL, Stephen W. PACALA and Robert SOCOLOW</i> : <u>Understanding Long-Term Energy Use and Carbon Dioxide Emissions in the Usa</u> |
| NRM | 108.2006 | <i>Carles MANERA and Jaume GARAU TABERNER</i> : <u>The Recent Evolution and Impact of Tourism in the Mediterranean: The Case of Island Regions, 1990-2002</u> |
| PRCG | 109.2006 | <i>Carmine GUERRIERO</i> : <u>Dependent Controllers and Regulation Policies: Theory and Evidence</u> |
| KTHC | 110.2006 | <i>John FOOT (lxxx)</i> : <u>Mapping Diversity in Milan. Historical Approaches to Urban Immigration</u> |
| KTHC | 111.2006 | <i>Donatella CALABI</i> : <u>Foreigners and the City: An Historiographical Exploration for the Early Modern Period</u> |
| IEM | 112.2006 | <i>Andrea BIGANO, Francesco BOSELLO and Giuseppe MARANO</i> : <u>Energy Demand and Temperature: A Dynamic Panel Analysis</u> |
| SIEV | 113.2006 | <i>Anna ALBERINI, Stefania TONIN, Margherita TURVANI and Aline CHIABAI</i> : <u>Paying for Permanence: Public Preferences for Contaminated Site Cleanup</u> |
| CCMP | 114.2006 | <i>Vivekananda MUKHERJEE and Dirk T.G. RÜBBELKE</i> : <u>Global Climate Change, Technology Transfer and Trade with Complete Specialization</u> |
| NRM | 115.2006 | <i>Clive LIPCHIN</i> : <u>A Future for the Dead Sea Basin: Water Culture among Israelis, Palestinians and Jordanians</u> |
| CCMP | 116.2006 | <i>Barbara BUCHNER, Carlo CARRARO and A. Denny ELLERMAN</i> : <u>The Allocation of European Union Allowances: Lessons, Unifying Themes and General Principles</u> |
| CCMP | 117.2006 | <i>Richard S.J. TOL</i> : <u>Carbon Dioxide Emission Scenarios for the Usa</u> |

| | | |
|------|----------|---|
| NRM | 118.2006 | <i>Isabel CORTÉS-JIMÉNEZ and Manuela PULINA: <u>A further step into the ELGH and TLGH for Spain and Italy</u></i> |
| SIEV | 119.2006 | <i>Beat HINTERMANN, Anna ALBERINI and Anil MARKANDYA: <u>Estimating the Value of Safety with Labor Market Data: Are the Results Trustworthy?</u></i> |
| SIEV | 120.2006 | <i>Elena STRUKOVA, Alexander GOLUB and Anil MARKANDYA: <u>Air Pollution Costs in Ukraine</u></i> |
| CCMP | 121.2006 | <i>Massimiliano MAZZANTI, Antonio MUSOLESI and Roberto ZOBOLI: <u>A Bayesian Approach to the Estimation of Environmental Kuznets Curves for CO₂ Emissions</u></i> |
| ETA | 122.2006 | <i>Jean-Marie GREETHER, Nicole A. MATHYS, and Jaime DE MELO: <u>Unraveling the World-Wide Pollution Haven Effect</u></i> |
| KTHC | 123.2006 | <i>Sergio VERGALLI: <u>Entry and Exit Strategies in Migration Dynamics</u></i> |
| PRCG | 124.2006 | <i>Bernardo BORTOLOTTI and Valentina MILELLA: <u>Privatization in Western Europe Stylized Facts, Outcomes and Open Issues</u></i> |
| SIEV | 125.2006 | <i>Pietro CARATTI, Ludovico FERRAGUTO and Chiara RIBOLDI: <u>Sustainable Development Data Availability on the Internet</u></i> |
| SIEV | 126.2006 | <i>S. SILVESTRI, M PELLIZZATO and V. BOATTO: <u>Fishing Across the Centuries: What Prospects for the Venice Lagoon?</u></i> |
| CTN | 127.2006 | <i>Alison WATTS: <u>Formation of Segregated and Integrated Groups</u></i> |
| SIEV | 128.2006 | <i>Danny CAMPBELL, W. George HUTCHINSON and Riccardo SCARPA: <u>Lexicographic Preferences in Discrete Choice Experiments: Consequences on Individual-Specific Willingness to Pay Estimates</u></i> |
| CCMP | 129.2006 | <i>Giovanni BELLA: <u>Transitional Dynamics Towards Sustainability: Reconsidering the EKC Hypothesis</u></i> |
| IEM | 130.2006 | <i>Elisa SCARPA and Matteo MANERA: <u>Pricing and Hedging Illiquid Energy Derivatives: an Application to the JCC Index</u></i> |
| PRCG | 131.2006 | <i>Andrea BELTRATTI and Bernardo BORTOLOTTI: <u>The Nontradable Share Reform in the Chinese Stock Market</u></i> |
| IEM | 132.2006 | <i>Alberto LONGO, Anil MARKANDYA and Marta PETRUCCI: <u>The Internalization of Externalities in The Production of Electricity: Willingness to Pay for the Attributes of a Policy for Renewable Energy</u></i> |
| ETA | 133.2006 | <i>Brighta BERCEA and Sonia OREFFICE: <u>Quality of Available Mates, Education and Intra-Household Bargaining Power</u></i> |
| KTHC | 134.2006 | <i>Antonia R. GURRIERI and Luca PETRUZZELLIS: <u>Local Networks to Compete in the Global Era. The Italian SMEs Experience</u></i> |

(Ixxviii) This paper was presented at the Second International Conference on "Tourism and Sustainable Economic Development - Macro and Micro Economic Issues" jointly organised by CRENoS (Università di Cagliari and Sassari, Italy) and Fondazione Eni Enrico Mattei, Italy, and supported by the World Bank, Chia, Italy, 16-17 September 2005.

(Ixxix) This paper was presented at the International Workshop on "Economic Theory and Experimental Economics" jointly organised by SET (Center for advanced Studies in Economic Theory, University of Milano-Bicocca) and Fondazione Eni Enrico Mattei, Italy, Milan, 20-23 November 2005. The Workshop was co-sponsored by CISEPS (Center for Interdisciplinary Studies in Economics and Social Sciences, University of Milan-Bicocca).

(Ixxx) This paper was presented at the First EURODIV Conference "Understanding diversity: Mapping and measuring", held in Milan on 26-27 January 2006 and supported by the Marie Curie Series of Conferences "Cultural Diversity in Europe: a Series of Conferences.

2006 SERIES

| | |
|-------------|--|
| CCMP | <i>Climate Change Modelling and Policy</i> (Editor: Marzio Galeotti) |
| SIEV | <i>Sustainability Indicators and Environmental Valuation</i> (Editor: Anna Alberini) |
| NRM | <i>Natural Resources Management</i> (Editor: Carlo Giupponi) |
| KTHC | <i>Knowledge, Technology, Human Capital</i> (Editor: Gianmarco Ottaviano) |
| IEM | <i>International Energy Markets</i> (Editor: Matteo Manera) |
| CSRM | <i>Corporate Social Responsibility and Sustainable Management</i> (Editor: Giulio Sapelli) |
| PRCG | <i>Privatisation Regulation Corporate Governance</i> (Editor: Bernardo Bortolotti) |
| ETA | <i>Economic Theory and Applications</i> (Editor: Carlo Carraro) |
| CTN | <i>Coalition Theory Network</i> |