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THE DYADIC RELATIONSHIPS IN TAIWAN'S ENTERPRISE NETWORK: FORMATION AND EFFECTIVENESS OF RELATIONSHIP

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Many scholars have discussed the concept of interorganizational network, but few empirical studies have been conducted to investigate the nature of various types of network. The present study collected data regarding interorganizational relationships from 250 Taiwan enterprises which purchase products from and have dyadic relationships with a large-scale enterprise in Taiwan. Two major findings manifest in the results. First, across different stages in the formation of relationship, quality of relationship and competition benefit showed an inverse V curve. Secondly, the similarity between organizational culture and quality of the relationship were both important factors for predicting the benefit of the relationship, satisfaction of cooperation, and the probability of relationship change. Using benefit and satisfaction as indicators, interorganizational network could be categorized into four groups, highlighting the indigenous characteristics in dyadic relationships in Taiwan's enterprise network.

Keywords: interorganizational network, dyadic relationships, organizational culture