

Impact of the co-operation and competences on the innovating behaviour: an econometric micro study of the companies French.

Syoun Negassi, Kefi Mohamed Karim

LASI, U. Paris 1

kefikarim@yahoo.fr

Far from being a recent phenomenon, the technological co-operation remains one of the phenomena of the economic reality which knew a significant growth since the beginning of the eighties. In particular, the share of the intra European technological co-operations in the total of the technological co-operations is of more than 25%, during the seventy decade, with less than 9% during the first half of the nineties. This reduction is compensated by the rise of the co-operations between European and American companies (in the high technology sectors), co-operations which almost doubled between the first half of the twenties and the first half of the nineties.

Economists have offered diverse explanations for the phenomenon of inter-firm co-operation. The transactional approach considers co-operation as an intermediary institution between market-based exchanges and plain integration of activities (Pisano, 1990). Another strand of the literature sees this behaviour as part of a strategic game in which co-operation advantages member firms, as opposed to non-member firms. A third explanation sees co-operation as a means for the member firms to internalise spillovers. Mainly based on the game theory framework, the literature on co-operation and spillovers is too broad and too diverse for an exhaustive survey to be presented here (see De Bondt, 1997).

Without neglecting its considerable contribution, this various work implicitly supposes as given the capacity of the firm to get involved in such technological cooperation agreements. However, we should carefully consider the following concerns: Are all the companies able to take part in agreements of industrial and strategic alliance to carry out projects of R&D and to innovate?

As Arora and Gambardella (1994) underline, are the firms all "equivalently well placed", to take part in such relations of co-operation? Is it sufficient to have good motivations to collaborate? Do the firms have the same chances to join to partners to carry out efficiently projects of R&D and innovation?

The purpose of this paper is to determine and to analyze the cooperation agreements, not only in one contractual logic, but also according to skill logic. The crucial issue raised here is that the industrial agreements of alliance are distinguishable from the strategic one by taking into account technological skills of the firms.

Therefore, the aim of this paper is double: on the one hand, we will defend the idea according to which the participation of the companies in agreements of industrial and strategic alliance falls under a logic of creation of resources. On the other hand, we will demonstrate that this engagement relies primarily on their technological skills (by an empirical study).

Likewise, the agreement of the industrial and strategic alliance is often perceived like a vehicle privileged for the development of innovations and projects of R&D. Thus the relationship Skills, co-operation and innovation is fundamental to design the agreement of alliance in a technological skill perspective of the firms.