



## Análisis de la influencia de las estrategias verticales en la obtención de resultados empresariales [

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Analítica

This paper analyses the academic literature about the relationship between the companies and their suppliers. The purpose of it is to find out how the form of governance affects the results of the firms. We take into account two kinds of variables. The first one is associated with the Transaction Costs Theory, and reflects the efficiency derived from choosing a form of governance according to the characteristics of the transactions. The second one collects the social part of the business relationships; this aspect will affect the form of governance because it could push the partners to lesser levels of formalization. The result of this work is showed by twelve hypotheses. These hypotheses link the characteristics of the transactions and the relational trust to the form of governance, and they link these two last factors to the results of the organization. Finally, we think that it will be convenient to complete the research with an empirical contrast, and we propose the main future steps of the research

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