

Network agreements: new empirical evidence on firms and workers

by *Alessandro Manello* | *Elena Grinza* | *Francesco Devicienti* | *Davide Vannoni* | *Università di Torino* | *Politecnico di Torino* | *University of Torino* | *University of Torino*

Abstract ID: 26

Inviato: 03/05/2021

Evento: XIX Workshop Annuale SIEPI

Argomento: XIX Workshop Annuale SIEPI

Parole chiave: Network agreements, productivity, wage

Networking activities of firms have been extensively investigated in the entrepreneurial and managerial fields, from both a theoretical and empirical perspective. Using a large sample of Italian firms, we investigate the effect of participating to formal business network (“contratto di rete”) on firms’ productivity after controlling for detailed characters of the workforce. We find that network participation has a positive effect on labor productivity and TFP, as well as on profitability. The advantages of networking are stronger in the case of smaller SMEs and firms operating in the manufacturing sector.