Abstract – Collaboration between partners has been covered extensively in the strategic management literature. In fact, several research surveys have shown that improvement of inter-enterprise collaboration is one of the major issues in Supply Chain Management. Recently, the integration of other corporate performance factors, linked to ethics, sustainable development, or Corporate Social Responsibility, emphasized the limitations of models based on a purely financial short-term orientation. In this context, this paper aims to determine how a relation between two partners can be characterised and how the contribution of the relation to the performance can be evaluated. To achieve this goal, we have developed an integrated framework that is able to analyse and to characterise inter-enterprise relationships based on the Collaborative Value-Added according to several different attributes.

Keywords - Dyadic Relationship, Supply chain collaboration, Balanced ScoreCard, Performance, Collaborative Value-Added.

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