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The Relationship of Trust and Information Sharing: A Comparative Study of Suppliers in the U.S. and China

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Abstract:

Trust is essential for a business relationship within a supply chain. On the basis of 208 responses from suppliers in the U.S. and China this study empirically tests the relationship between trust and each of five types of manufacture-supplier information sharing. High trust can lead to frequent information sharing between suppliers and manufacturers, such as in new product development, manufacturing process, logistics, and quality control. High trust also cause frequent financial information sharing between buyers and suppliers for Chinese and Japanese brand supply chains while it is not supported for western brand supply chains after in-depth comparative study of four groups suppliers in the U.S. and China.