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Corporate Social Capital and Liability Roger Th.A.J. Leenders, Shaul M. Gabbay, 2013-03-09 In studies of inter organizational relations IOR s there is a tendency to look at dyads of firms and to consider networks as aggregates of such dyads But there are several roles for a third party a go between This chapter looks at a go between not in the sense of a middleman who intermediates in existing production or trade such as an agent wholesaler retailer and not in the sense of an entrepreneur who intermediates in the realization of new potential in connecting supply and demand It looks at a go between in the sense of a relationship counsellor for the development and maintenance of social capital providing support in setting up adapting and ending cooperative relations between others Or in yet different terms to help in the embedding of relations in Granovetter s 1985 sense Uzzi 1997a Such roles may be performed by middlemen or entrepreneurs but also by specialized agents who do not play a direct role in linking stages in a chain of production and distribution as middlemen and entrepreneurs typically do Indeed some of the roles require an independence that is served by not having a direct stake in the relations that need to be developed I propose that the analysis yields a perspective for looking at the roles of trade and industry associations in European business systems and of banks and trading houses in Japanese enterprise groups Kigyo Shudan *Proceedings, Annual Convention of the Investment Bankers' Association of America* Investment Bankers Association of America, 1914 Economic Review , 2004 *Bankers Magazine* , 1912 **Proceedings of the ... Annual Convention of the Investment Bankers Association of America** Investment Bankers Association of America. Convention, 1914 Bankers' Magazine and State Financial Register , 1912 Banking , 1921 **I.B.A. of A. Bulletin** Investment Bankers Association of America, 1928 List of Blue sky laws is included in v 1 no 1 Brief of Blue sky laws in v 1 no 3 additional information in subsequent numbers **United States Investor** , 1928 *Coast Banker* , 1922

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