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Knowledge hiding in a buyer-supplier relationship: A pilot study (Article)

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Abstract

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Knowledge hiding has been the topic of some research in supply chains in the last few years. These studies either identify antecedents of knowledge hiding or its negative consequences. However, studies pertaining to how knowledge hiding adversely affect buyer-supplier relationships are scant. Based on an initial pilot study comprising six semistructured with managers engaged in the process of buying and selling products and services, our results unveil three factors (lack of interpersonal trust, mutual loyalty, and limited interaction), which affect business relationship between managers of buying and supplying firms, when they hide knowledge from each other. This article concludes by discussing its initial contributions to theory. Finally, study limitations and future research direction are articulated.
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