

## FLEXIBILITY IN BUYERSELLER RELATIONSHIPS%0A

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34 The Analysis of Flexibility in Buyer-Seller Relationships Chapter 3 The Analysis of Flexibility in Buyer-Seller Relationships from a Transaction Cost Economics Perspective 3.1 Flexibility 3.1.1 A Definition of Flexibility Flexibility is a very prominent subject in everyday parlance as well as in economic theory. In [Flexibility in Buyer-Seller Relationships | SpringerLink](#) In marketing research, industrial buyer-seller relationships are frequently analyzed by Transaction Cost Economics (TCE). The TCE rationale tends to emphasize the benefits of reduced flexibility in re  
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### The influence of flexibility in buyer seller relationships

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The flexibility with which buyer-seller relationships are governed has been proposed to be an important antecedent to the productivity of knowledge. One important premise of the resource-based view of the firm is that flexibility in trading relationships motivates the speed, ease, and cost of responding to new knowledge, new technologies, market changes, or other developments that arise.

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