

# Parent's Control, Local Responsiveness, and Resource Dependence—the Moderating Effect of Social Capital

林繼偉、陳木榮

E-mail: 9417997@mail.dyu.edu.tw

## ABSTRACT

This study explored the impact of the control level of parent company on overseas subsidiaries according to the local responsiveness of overseas subsidiaries resource dependence, resource dependence and social capital theory, takes Multinational Corporations (MNCs) for example. This study is according to MOEAIC announced that invest in the manufacturer register of the China to send the questionnaire, given to the manager of Chinese subsidiaries and filled in by the head office of Taiwan; on the other hand, utilize relationship to help to despatch the questionnaire through making an investment in China and setting up the manufacturer of Taiwan of the factory. Then, the factors of the control level between parent companies and subsidiaries were examined through hierarchical regression analysis. The results showed that the Chinese subsidiaries when reflect the local demand market-seeking, Taiwan parent company except will formal clause had to keep stipulate, can adopt informal control to manage the subsidiaries, in order to prevent conflict and cost that strict control's laying produce from. In addition, the China subsidiaries can set up inter-dynamic relation with the Taiwan parent company and believes in each other, then the social capital that both sides accumulate will strengthen the relation among their local response and control mechanism. Also, Taiwan parent company will promote informal control. Rely on the relation with control mechanism not to have obvious difference to whole resources of subsidiaries, but not distinguish resources relied on with the function, the degree that can find human, research and financial resources depended will influence the control mechanism degree.

Keywords : Control, Local Responsiveness, Resource Dependence, Social Capital

## Table of Contents

封面內頁 簽名頁 授權書.....	iii 中文摘要.....	v 英文摘要.....
要.....	vi 誌謝.....	viii 目.....
錄.....	x 圖目錄.....	xii 表目.....
錄.....	xiv 第一章 緒論 第一節 研究背景與動機.....	1 第二節.....
研究問題.....	6 第三節 研究範圍與限制.....	7 第四節 研究流.....
程.....	8 第二章 文獻探討 第一節 子公司策略角色之文獻探討.....	11 第二節.....
節 資源依賴之文獻探討.....	21 第三節 社會資本之文獻探討.....	27 第四節 控.....
制機制之文獻探討.....	34 第五節 本章小結.....	50 第三章 研究方法 第一.....
節 研究架構.....	51 第二節 研究假設.....	52 第三節 研究變項之定.....
義與衡量.....	60 第四節 研究對象與抽樣方式.....	65 第五節 統計方.....
法.....	66 第六節 問卷之效度與信度.....	67 第七節 本章小.....
結.....	68 第四章 實證分析 第一節 回收樣本描述.....	69 第二節 信度.....
分析.....	73 第三節 假設驗證之統計分析.....	76 第五章 結論與建議 第一.....
節 研究結論.....	89 第二節 理論涵意.....	95 第三節 實務涵.....
意.....	96 第四節 後續研究建議.....	99 參考文獻 中文部.....
份.....	101 英文部份.....	104 附錄 附錄問卷.....
	109	

## REFERENCES

- 一、中文部份 1. Bartlett, C. A. & Ghoshal, S. (1989), "Managing across border:The transnational solution", Boston, MA, Harvard Business School Press. 李宛蓉譯(1992),「無國界管理-全球化競爭下的新管理處方」,遠流出版。 2. Cooper, D. R. & Schindler, P. S.(2003), "Business Research Methods", 8E, McGraw-Hill Education. 古永嘉譯(2003),「企業研究方法」。 3. 于卓民(1998),「國際企業之協調與控制 - 個案之整理與分析」,第三屆企業跨國經營管理研討會論文集,頁249-271。 4. 王中天(2003)。「社會資本:概念、源起、及現況」,國立政治大學國際關係研究中心之問題與研究:第42卷第五期,頁139-163。 5. 余明助(2000),「多國籍企業組織、策略與控制關係

之研究「以台商海外子公司為例」，國立成功大學企業管理研究所碩士論文。6. 司徒達賢(1995)，策略管理，台北：遠流。7. 林彩梅(1994)，多國籍企業論。第四版，台北：五南圖書出版公司。8. 林珍如(1999)，「台灣資訊電子業國際營運之管理控制制度研究」，國立東華大學國際企業管理研究所碩士論文。9. 林雅惠(2003)，「影響母公司對子公司控制機制選擇因素之研究 - 以大陸台商為例」，私立大葉大學國際企業管理研究所碩士論文。10. 林美秀(2004)，「台商外派中國之經理人社會關係連帶與控制機制之關係研究 - 兼論信任之干擾效應」，私立大葉大學國際企業管理研究所碩士論文。11. 吳明隆(2000)，SPSS統計應用實務，二版，文魁資訊股份有限公司。12. 吳思華(2000)，「策略九說」，台北：臉譜出版社。13. 吳萬益、吳雅蓉與劉界富(2002)，「國際企業之策略性角色、組織結構、人力資源策略與組織績效之關係 - 在台子公司之實證」，輔仁管理評論，第九卷第一期，頁151-196。14. 耿舜(2005)，「子公司技術能力對母公司技術能力的影響 - 以大陸台商為例」，私立大葉大學國際企業管理研究所未出版碩士論文。15. 黃俊英(1994)，企業研究方法，台北：東華書局。16. 曾紀幸(1996)，「多國籍企業在台子公司網路組織型態及其母公司管理機制選擇之關係」，國立政治大學企業管理研究所博士論文。17. 曾紀幸、司徒達賢、于卓民(1998)，「多國籍企業網路組織類型與管理機制選擇之關係 - 在台外商公司之產品交易實證研究」，管理學報，第十五卷第一期，頁1-26。18. 曾志弘(2001)，「多國籍企業子公司自主權與主導行為影響因素之研究 - 以多國籍企業在台子公司為例」，中山大學企業管理研究所博士論文。19. 張紹勳、張紹評、林秀娟(2000)，SPSS For Windows統計分析-初等統計與高等統計，台北：松崗公司。20. 孫啟能(1997)，「我國多國籍企業內部網路連結型態與控制機制之研究」，大葉工學院事業經營研究所碩士論文。21. 孫國青(2000)，「社會資本說的台灣產業印證—社會資本的形成，發展與維繫」，國立臺灣大學國際企業學研究所碩士論文。22. 經濟部投資業務處，<http://www.idiv.org.tw>。23. 趙琪(2001)，「資源依賴與交易成本對海外子公司控制機制之影響 - 台灣企業與大陸子公司之實證研究」，中山管理評論，第九卷第一期，pp.87-109。24. 廖明坤(2003)，「台商大陸子公司決策自主權影響因素之研究」，國立政治大學企業管理研究所博士論文。25. 鄭惠芳(2004)，「跨國企業大陸子公司本土化影響因素之研究」，國立中山大學企業管理研究所碩士論文。26. 謝光乙(2003)，「多國籍企業之社會資本、通路策略、知識流通之實證研究 - 以在台外商為例」，國立高雄第一科技大學行銷與流通管理研究所碩士論文。27. 羅家德(2003)，企業關係管理。初版，聯經出版事業股份有限公司。

二、英文部份

1. Baliga, B. R. & Jaeger A. M. (1984), "Multinational corporations: Control systems and delegation issues", *Journal of International Business Studies*, 15(2), 25-40.
2. Baron, RM and Kenny, DA(1986), "The moderator-mediator distinction in social psychological research: conceptual, strategic, and statistical considerations", *Journal of Personality and Social Psychology*, 51, 1173-1182.
3. Bourdieu, P.(1986), "The forms of capital, in: J.G. Richardson (ed.): *Handbook for Theory and Research for the Sociology of Education*", 241 – 258
4. Barney, J. B.(1991), "Firm Resources and Sustained Competitive Advantage", *Journal of Management Science*, 17, 99-120.
5. Burt, R. S.(1992), "Structural Holes: The Social Structure of Competition, Harvard University Press", Cambridge, MA.
6. Birkinshaw, J. M. & Morrison, A. J.(1995), "Configurations of strategy and structure in subsidiaries of multinational corporations", *Journal of International Business Studies*, 26(4), 719-753.
7. Bjorkman, I. & Lu, Y.(2001), "Institutionalization and bargaining power explanations of HRM Practices in international joint ventures—the case of Chinese--Western joint ventures", *Organization Studies*, Berlin, 22(3), 491-512.
8. Besanko, D., Dranove, D., Shanley, M. & Schaefer, S.(2004) "Economics of Strategy", John Wiley & Sons, INC.
9. Coleman, J. S.(1988), "Social capital in the creation of human capital", *American Journal of Sociology*, Vol.94, S95-S120.
10. Doz, Y. L. & Prahalad, C.K.(1984), "Patterns of strategic control in multinational corporations", *Journal of International Business Studies*, 15(1), 55-72.
11. Davis, G. F. & Powell, W. W.(1992), "Organizational-Environment Relations", *Handbook of Industrial and Organizational Psychology*.
12. Devellis, R. F.(1991), "Scale development: Theory and application", Newbury Park, CA: Sage.
13. Egelhoff, W. G.(1984), "Patterns of control in U.S., UK, and European multinational corporation", *Journal of International Business Studies*, 15(fall), 73-84.
14. Fukuyama, F.(1995), "Trust: Social virtues and the creation of prosperity", London: Hamish Hamilton.
15. Gay, L. R.(1992), "Educational Research Competencies for Analysis and Application", 1st ed., New York: Macmillan.
16. Granovetter, M. S.(1973), "The Strength of Weak Ties", *American Journal of Sociology*, 78(6), 1360- 1380.
17. Govindarajan, V. & J. Fisher (1988), "Strategy, Control Systems, and Resource Sharing: Effects on Business-Unit Performance", *Academy of Management Journal*, 33(2), 259-285.
18. Ghoshal, S. and Nohria, N.(1989), "Internal differentiation within multinational corporations", *Strategic Management Journal*, 10(4), 323-338.
19. Grant, R. M.(1991), "The Resource-Based Theory of Competitive Advantage: Implication for Strategy Formulation", *California Management Review*, 33(3), 114-136.
20. Gupta, A. K. and Govindarajan, V.(1991), "Knowledge flows and the structure of control within multinational corporations", *Academy of Management Review*, 16(4), 768-792.
21. Hamilton , R. D. & Kashlak, R. K.(1999) , "National influences on multinational corporation control system selection", *Management International Review*, 39(2), 167-189.
22. Hewett, K. & William, O. B.(2001), "Dependence, Trust and Relation Behavior on the Part of Foreign Subsidiary Marketing Operations: Implications for Managing Global Marketing Operations", *Journal of Marketing*, Vol.65, 51-66.
23. Hill, C. W. L. (2002), "International Business: Competing in the global marketplace", 3rd edition, Irwin Inc. co., USA.
24. Jarillo, J. C. & Martinez J. I.(1990), "Different roles for subsidiaries: the case of multinational corporations", *Strategic Management Journal*, 11, 501-512.
25. Linder, S.(1961), "An Essay on Trade Transformation", New York.
26. Lin, N.(2000), "Social Capital: A Theory of Social Structure and Action", UK: Cambridge Uni. Press.
27. Mintzberg, H.(1979), "The structuring of organizations", Englewood Cliffs, NJ: Prentice - Hall.
28. Martinez, J. I. & Jarillo, J. C.(1989), "The evolution of research on coordination mechanisms in multinational corporations", *Journal of International Business Studies*, 20(3), 489-514.
29. Martinez, J. I. & Jarillo, J. C.(1991), "Coordination demands of international strategies", *Journal of International Business Studies*, 22(3), 429-444.
30. Nahapiet, Janine & Sumantra Ghoshal(1998), "Social capital, intellectual capital, and the organizational advantage", *Academy of Management Review*, Vol.23, No.2, 242-266.
31. Nunnally, J. C.(1978), "Psychometric Theory", McGraw-Hill, I., New York, NY.
32. Ouchi, W. G.(1977), "The relationship between organizational structure and organizational control", *Administrative Science Quarterly*, 24, 833-848.
33. Pfeffer, T. J. & G. R.

Salancik(1978), " The External Control of Organizations ", New York: Harper & Row. 34. Prahalad, C. K. & Doz, Y. L.(1981), " An approach to strategic control in MNCs ", Sloan Management Review, 22(Summer), 5-13. 35. Porter, M.E.(1986), " Changing Patterns of International Competition ", California Management Review, 2(winter), 9-41 36. Prahalad, C.K. & Y.L. Doz.(1987), " The multinational missionbalancing local demands and global vision ", New York: The Free Press. 37. Putnam, R. D.(1993), " The prosperous community: Social capital and public life ", American Prospect, Vol.13, 35-42. 38. Rugman, A. M. & Hodgetts, R. M.(1995), " International Business - A Strategic Management Approach ", USA: McGraw- Hill, Inc. 39. Thompson, J.D.(1967) , " Organizations in action ", New York: McGraw-Hill Book Company. 40. Taggart, J. H.(1997a), " An Evaluation of the integrationresponsiveness framework: MNC manufacturing subsidiaries in the UK ", Management International Review, 37(4), 295-318. 41. Taggart, J. H.(1997b), " Autonomy and procedural justice: A framework for evaluating subsidiary strategy ", Journal of International Business Studies, 28(1), 51-76. 42. Taggart, J. H.(1998), " Strategy shifts in MNCs subsidiaries ", Strategic Management Journal, 19, 663-681. 43. Tsai Wenpin & Sumantra Ghoshal(1998), " Social capital and value creation: The role of intrafirm networks ", Academy of Management Journal, Vol.41, No.4, 464-476. 44. Tsai Wenpin (2000), " Social capital, strategic relatedness and the formation of intraorganizational linkages ", Strategic Management Journal, Vol.21, 925-939. 45. Ulrich, David & Jay B. Barney(1984), " Perspectives in organizations : Resource dependence, efficiency, and population ", Academy of Management Review, 9(3), 471-481. 46. Wernerfelt, Birger(1984), " A Resource-based View of the Firm ", Strategic Management Journal, 5, 171-180. 47. Y.Luo(2003), " Market-seeking MNEs in an emerging market: How Parent-subsidiary links shape overseas success ", Journal of International Business Studies, 34, 290-309.