

The Sharing Profits from a Logistics Alliance: A Decision Framework

Anna Tatarczak

Maria Curie-Skłodowska University, Poland
anna.tatarczak@umcs.pl

Abstract

The implementation of logistics cooperation, relates to facets of management. Given this situation, the main aim of the paper is to propose the framework for the sharing of profits from horizontal logistics cooperation. The scope of this paper explores the research gap that exists in the decision-making process of choosing allocation methods in order to share the profits fairly from the point of view of the various alliance members. These considerations identify a practical and academic foundation for further research. The main implication for research is the proven possibility for using the proposed framework for choosing an allocation method in the case of cooperating companies. From a manager's perspective, the research results could be the basis for the extension of the scope of measures used in making decisions in both the partner selection and profit sharing process.

Keywords: innovation management, logistics, horizontal cooperation, game theory