



Developing Strategic Partnerships Framework Between Large Firms and Local SMEs in South Africa: A Theoretical Exploration

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Abstract

The development of strategic partnerships between large firms and small to medium-sized enterprises (SMEs) in South Africa has been identified as a critical area for enhancing economic growth, innovation, and job creation. However, limited research exists that specifically addresses the theoretical underpinnings guiding such partnerships. Theoretical synthesis methods will be employed, drawing from existing literature on business strategy, entrepreneurship, and international business, particularly focusing on partnerships between large firms and SMEs in developing economies. The theoretical framework will integrate conceptual models and empirical evidence to construct a robust analytical model. The theoretical framework presented offers a structured approach to understanding and enhancing strategic partnerships between large firms and local SMEs in South Africa, providing valuable insights for practitioners and policymakers alike. Policymakers should encourage government interventions that support the development of shared value propositions and cultural sensitivity training programmes. Practitioners are advised to prioritise building trust through regular communication and mutual respect.

Keywords: *Sub-Saharan, Africanization, Network Theory, Organisational Behaviour, Cooperative Strategies, Globalization, Cross-Cultural Management*

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