

Abstract

Coopetition in high level is a main determinant in effort to increase competitiveness clusters. It takes at least phase clusters have formed maturity cycle. Maturity stage materialized in the form of increasingly the cooperation between companies in these clusters. It is based on the findings of research that cluster can make to developed agglomeration. Highly cooperation and competition (coopetition) among entrepreneurs in the same cluster is an ultimately signal, in which an industrial cluster prepare to extended form. Characteristics of clusters that meet those criteria most importing in an affecting to the formation of more complex clusters. The final formation is agglomeration economy, in which the creation of an integrated system of supply chain industry from downstream to upstream. This study used 124 companies in small and medium-scale of wood furniture in Jepara (Central Java) and industrial cluster of rattan furniture in Cirebon (West Java). The sampling technique purposive sampling method. Technically withdrawal of data using questionnaires, interviews, and focus group discussion (FGD). Analysis of data using stages multiple linear regression. This study shows evidence that coopetition affect the cluster externalities. Companies that only emphasizes the cooperation among cluster members cannot create knowledge spillover in the form of either cluster externalities associated with access to technology, access to capital, access and joint marketing, institutional access and access to the supply chain. Likewise, with companies that emphasize competition among the members of cluster also has no impact on cluster externalities. Even the implementation of the cooperation strategy with only considering competition only, may negatively affecting the cluster externalities. The impact of cluster externalities in the form of access to technology, access to capital, access and joint marketing, institutional access and access to the supply chain affect the company's performance.

Keywords:

Coopetition, Cluster, Externalities, competitiveness, company performance