

Supplemental Materials for: Contract Theory: Implications for Biopharmaceutical Alliance Structure and Performance

This supplemental file contains:

1) Cross-correlation table with standard errors reported in brackets:

None of the pairwise correlation coefficients are too high.

2) A table of Variance Inflation Factors (VIFs):

None of the variance inflation factors are too high. As logistic regression does not generate VIFs, these values were generated using the corresponding regression model for alliance structure.

1. Appendix

Table 1 Cross-correlation table

Variables	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
1.year	1.000															
2.deal_value	0.339 (0.000)	1.000														
3.exclusive	0.054 (0.013)	0.109 (0.000)	1.000													
4.worldwide	-0.017 (0.448)	0.083 (0.000)	0.392 (0.000)	1.000												
5.innov_size	-0.034 (0.117)	0.068 (0.002)	-0.004 (0.856)	-0.026 (0.228)	1.000											
6.innov_private	0.023 (0.288)	0.001 (0.960)	0.010 (0.634)	-0.035 (0.108)	-0.169 (0.000)	1.000										
7.partner_size	0.001 (0.973)	0.204 (0.000)	-0.064 (0.004)	0.045 (0.037)	-0.125 (0.000)	-0.019 (0.372)	1.000									
8.partner_private	-0.083 (0.000)	-0.098 (0.000)	-0.005 (0.834)	-0.067 (0.002)	-0.029 (0.177)	-0.049 (0.024)	-0.207 (0.000)	1.000								
9.alliance_experience	0.024 (0.267)	0.170 (0.000)	-0.013 (0.554)	0.118 (0.000)	-0.071 (0.001)	-0.009 (0.696)	0.629 (0.000)	-0.165 (0.000)	1.000							
10.innov_law_score	-0.061 (0.005)	0.014 (0.513)	-0.011 (0.616)	0.060 (0.006)	-0.102 (0.000)	-0.042 (0.054)	0.016 (0.451)	0.023 (0.298)	-0.011 (0.622)	1.000						
11.part_law_score	-0.106 (0.000)	0.034 (0.119)	-0.046 (0.034)	0.091 (0.000)	0.083 (0.000)	-0.017 (0.439)	0.037 (0.090)	-0.092 (0.000)	0.161 (0.000)	0.124 (0.000)	1.000					
12.relative_industry_exp	-0.009 (0.664)	0.075 (0.001)	-0.028 (0.204)	0.036 (0.095)	-0.347 (0.000)	0.062 (0.005)	0.553 (0.000)	-0.061 (0.005)	0.384 (0.000)	0.035 (0.109)	-0.030 (0.166)	1.000				
13.diff_country	0.073 (0.001)	0.026 (0.236)	0.053 (0.015)	-0.147 (0.000)	0.073 (0.001)	-0.002 (0.935)	0.034 (0.116)	0.015 (0.478)	-0.041 (0.060)	-0.062 (0.004)	-0.129 (0.000)	-0.006 (0.783)	1.000			
14.bio_to_other	-0.050 (0.022)	0.091 (0.000)	-0.034 (0.118)	0.004 (0.859)	-0.230 (0.000)	0.034 (0.117)	0.571 (0.000)	-0.094 (0.000)	0.445 (0.000)	0.051 (0.020)	0.098 (0.000)	0.448 (0.000)	0.064 (0.003)	1.000		
15.risk	0.003 (0.898)	-0.074 (0.001)	-0.087 (0.000)	-0.045 (0.039)	-0.060 (0.006)	-0.006 (0.778)	-0.015 (0.500)	-0.037 (0.094)	-0.041 (0.061)	0.009 (0.683)	0.018 (0.398)	0.025 (0.255)	-0.017 (0.432)	0.036 (0.094)	1.000	
16.npd_cycle	0.226 (0.000)	0.114 (0.000)	0.164 (0.000)	-0.196 (0.000)	0.178 (0.000)	-0.041 (0.062)	-0.114 (0.000)	0.017 (0.430)	-0.156 (0.000)	-0.030 (0.165)	-0.082 (0.000)	-0.178 (0.000)	0.097 (0.000)	-0.130 (0.000)	-0.103 (0.000)	1.000

Significance levels in parentheses

VIF Table

Table 2 Variance Inflation Factors (VIFs)

Variable	VIF
partner_size	2.44
alliance_experience	1.80
relative_industry_exp	1.68
bio_to_other	1.65
worldwide	1.36
exclusive	1.32
innov_size	1.27
npd_cycle	1.27
deal_value	1.24
year	1.23
part_law_score	1.12
partner_private	1.08
diff_country	1.08
innov_law_score	1.05
innov_private	1.04
risk	1.03
Mean VIF	1.35