

Editorial

In this fourth issue of the Brazilian Administration Review, five articles are made available to our readers and collaborators. To begin with Peter Wanke, Rebecca Arkader and Maria Fernanda Hijjar have carried out a survey with large Brazilian shippers addressing a gap in the literature by investigating the relationship between dimensions of logistics organization sophistication and drivers of logistics outsourcing; the results indicate the possibility of segmenting shippers according to the characteristics of their logistics organization, which may be particularly useful to logistics service providers. In the second article, Rodrigo Bandeira-de-Mello, Rosilene Marcon and Anete Alberton have tested an exploratory structural model of discretionary firm donation using firm and industry level indicators on a Brazilian sample of 101 publicly traded donor firms; the main results suggest that discretionary donation seems to be a strategy for managing conflicting claims in highly stakeholder oriented firms; the characteristics of the firm are more important than industry effects in explaining firm donations; and large firms, showing slack resources, and with a less concentrated ownership structure tend to engage in discretionary donation more intensively. To follow, Danny Pimentel Claro and Priscila B. Oliveira Claro have conducted a survey in the Brazilian Distribution Market of agrochemical products to verify the direct impact of mechanisms to build trust on firm performance. The results show the impact of the mechanisms of calculative, affective belief on performance, highlighting that, even though the environment leads to suspicion and doubts, managers seek trust relationships and attempt to develop them using a combination of a small number of mechanisms to overcome difficulties and perform well. In the fourth text, Mateus A. Feitosa and Benjamin M. Tabak test for the dynamic relationship between market expectations of interest rates and spot interest rates, and a single regression forecasting approach, suggesting that surveys may be useful in assessing market expectations (containing relevant information) and in building the credibility of the Central Bank; within an inflation targeting framework, they are crucial when it comes to receiving timely feedback on market sentiment regarding the conduct of monetary policy. In the fifth and final article, Vania de Fátima Barros Estivaleta, Eugenio Avila Pedrozo and Luciano Barin Cruz strive to understand how the learning process between organizations inserted in networks occurs, from the perspective of the evolution of relationships over time, by carrying out the study of a network of thirteen supermarket companies in the State of Rio Grande do Sul, Brazil. The results reveal that there is a predominance of mutual learning in the initial stages of the companies' relationships and, as the relationships evolve, there is a predominance of unilateral learning; this change can be seen in the adoption of opportunistic behavior and the predominance of structural characteristics of trust in the relationships established by the companies involved.

We hope you all find these articles interesting and enjoy this edition.

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Chief Editor