

# **The impact of Knowledge Management Capabilities and Supplier Relationship Management on Corporate Performance in Insurance Companies in Guilan**

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**The aim of this study was to evaluate the impact of impact of knowledge management capabilities and supplier relationship management on manufacturing performance in Rasht. This study population are manufacturing companies in Rasht that they number were about 193 companies. Data were collected through questionnaires. Due to the limited population Cochran sampling formula was used and by a random sampling of 127 companies was ed. Questionnaires were distributed between the top managers of companies. The content validity was confirmed by using university professors and reliability through Cronbach's alpha was variable. Structural equation modeling results showed that knowledge management has a significant and positive impact on the supplier relationship management and also on the Company's performance. Results also showed that the supplier relationships management of has positive and meaningful impact on corporate performance.**

**Keywords : Knowledge Management, Supplier Relationship Management and Corporate Performance**

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