

# **The impact of knowledge management capabilities and supplier relationship management on performance among Producer Companies in Rasht Industrial Town**

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**Abstract** The overall purpose of this research is to examine the effect of knowledge management capabilities and management of supplier relationships on performance. The research method is descriptive and its purpose is applied. The method of data collection is field and its tool is a questionnaire. In the present study, the statistical population under study the registration office of the companies affiliated with the organization of registration of documents and real estate of the country, including 200 manufacturing companies in the industrial city of Rasht. In the present study, the standard deviation of the dependent variable was calculated and included in the Cochran formula. Therefore, due to the dispersion of the number of companies throughout Gilan province and lack of access to the company's managers, 131 firms were ed as the statistical sample by using an unpredictable sampling method. Finally, the questionnaires were collected and the data were analyzed using SPSS 23 and v.pls1.04b1 software. By analyzing the data, at 95% level, knowledge management capabilities and supplier relationship management have a significant effect on organizational performance; as well as managing relationships, the effect of knowledge management capabilities on the performance of an organization is mediated. . **Keywords:** knowledge management, supplier relationship management, organizational performance

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