

TOWARDS A PRACTICAL CONCEPTUAL MODEL OF DETERMINANTS OF TERRITORIAL COMPETITIVENESS

A. Morachid R. Benabdelouahed

LARNED Laboratory, FSJES, University of Hassan II, Casablanca, Morocco
rjmorachid@gmail.com, redouanebenabdelouahed@gmail.com

Abstract- Today, the notion of territorial competitiveness continues to gain a major consensus, both in the scientific and political communities. However, the definition of this concept is not at all stable, since even the competitiveness of nations still provokes debate. Likewise, several theoretical reflections and empirical works tackle this theme from several analytical perspectives, something which does not lead to a homogeneous conceptual model making it possible to bring together the factors influencing the dynamics of territorial competitiveness. This work thus outlines the objective of proposing a conceptual theoretical model of the determinants of territorial competitiveness. To do this, first of all, a reading of the concept of competitiveness will be carried out, according to a perspective of oscillation between its three levels, the micro, the macro and the mesoeconomic. Then, the concept of territorial competitiveness will be defined. Finally, our discussions around the work that falls within the framework of two theories, namely: the new geographic economy and the new industrial and territorial organization will make it possible to present, schematically, the conceptual model of the determinants of territorial competitiveness.

Keywords: Territorial Competitiveness, New Industrial and Territorial Organization, New Geographic Economy.

1. INTRODUCTION

In the last two decades, the notion of competitiveness has become more and more a subject of discussion which is debated both in the academic and political fields. However, its prolific use has failed to produce a single, coherent definition or strong proof of its validity.

Initially focused at the national level, the notion of competitiveness was quickly extended to a sub-national spatial level, in particular territorial. In this regard, according to Porter (1990), a nation's competitive advantage is created and maintained through a localized process. [1]. Krugman (1991), had also shown that it is at the territorial scale that the increasing returns and the external economies of proximity and the agglomeration make it possible to increase the productivity of physical capital and human capital, at the same time, of the company and the region [2].

Similar to these advances expressing the weight of the local in boosting overall industrial performance, Pecqueur and Courlet (2013) consider that development centered on a process of revealing specific resources can only be guaranteed with a reconsideration of the local [3]. Because, according to these authors, it is at this geographical rank, on the one hand, that physical capital, human capital and relational capital are built successively, mutually and collectively, on the other hand, that the system of territorial governance tripartite is manifested, bringing together: private economic actors, local authorities and structures coming under the local public administration system.

However, there is not a single economic theory or a theory of geography which, on the one hand, stabilizes the concept of territorial competitiveness, on the other hand, to provide a conceptual, unifying and homogeneous theoretical model, likely to bring together its various determinants. Several theories then tackle the question territorial competitiveness according to several analytical perspectives. What conceptual model theoretical allow to articulate, according to a causal relation, the dynamics of the territorial competitiveness and its various determinants? This is the problem of this research.

In this regard, the present work traces the ambition to conduct a theoretical reflection around the factors that a region should bring together to be competitive. Our goal is mainly triple. First, we seek to conduct a critical reading around the notion of competitiveness, depending on the angle of oscillation between its three levels, the microphone, the meso and macroeconomics. Second, we will define the concept of territorial competitiveness. Third, we will try to elaborate, delimit and illustrate schematically a homogeneous theoretical conceptual model encompassing the determinants of territorial competitiveness. To do this, we will conduct a brief review of critical literature conceptual models of the determinants of territorial competitiveness so that we ultimately, stabilize our discussions around the work that falls within the framework of two theories, namely: the new geographic economy and the new organization industrial and territorial. It is from these theoretical foundations that the proposal of our conceptual model of the determinants of territorial competitiveness.

2. TERRITORIAL COMPETITIVENESS: CONCEPTUAL LIGHT

In the field of territorial economy, the notion of competitiveness continues to win the consensus of researchers. However, the definition of this concept is not at all stable, since even the competitiveness of nations still gives rise to debate. This being the case, we highlight the three layers of competitiveness before focusing on its definition at the territorial level.

The term competitiveness did not enter economic parlance until after the 1980s, as it had generated much discussion at that time. According to Reinert E. (1995) [4], these are the work of M. Porter in management science, Competitive Strategy, Competitive Advantage and Global Industry Competition at 1980, 1985 and 1986, respectively. Which had greatly influenced the diffusion of this concept, and it is just that after 1990, that the term was too abused and used.

Generally, the meaning of this term differs depending on its spatial scope in which it is used. To this end, it is necessary to differentiate micro, meso and macro competitiveness due to the fact that it develops spatially on three levels: micro-economic level (business competitiveness), territorial level, or meso-economy (territorial competitiveness) and macroeconomic level (national competitiveness).

Regarding the competitiveness of the company, it is a microeconomic concept which remains at the center of national and territorial competitiveness. Usually, it is defined as the ability of a company to be competitive in the market. In this sense the UK industry department defines business competitiveness as:

The capacity of the latter to produce goods and services, demanded by its customers, in an effective and efficient manner in order to profit from a greater market share, and this, in the long term (Budd & Hirmis, 2004). In the same spirit of this definition, Bristow puts forward the following: "microeconomic competitiveness is expressed in terms of performance, productive and commercial, and sustainability" (Bristow, 2005) [5]. From this, the competitiveness of the company is interpreted by a better economic performance and a good commercial result, materializing in a significant market share. But it should also be stressed that the emphasis has also been placed on sustainability. This shows that competitiveness is also defined as the ability to preserve this performance in the long term.

At the national level, there is considerable disagreement on the idea of competitiveness, the term has drawn opposition from several economists, as noted by Martin (2005), Cellini, Soci (2002), and Camagni (2002) [6]. In this wake, several authors consider competitiveness as a synonym of productivity. Similar to this, and for other authors, competitive countries "are those which pursue policies related to productivity improvement" (Feinberg, et al., 2001). Porter, on the other hand, remains skeptical about these considerations as he argues that: the ultimate goal of the policy" (Porter, 1990). Faced with this concern to integrate the non-price and social dimension into the definition of competitiveness, other definitions highlight

the association of the two facets of competitiveness: economic performance and the well-being of citizens. According to Porter, "To Comprehend Competitiveness, one must first understand the source of a country's prosperity" (Porter, 1990). Hence, nations prosperity, based on the high standard of living of citizens, will be the ultimate goal of every economic policy. On the other hand, productivity will no longer be an end in itself.

Moreover, the legitimacy of crossing the concept of competitiveness with that of the sub-national region has sparked a debate which had sometimes taken on a polemical vocation. Moreover, and "given that exchanges today are less and less between nation-states, but rather between regions and territories, the Ricardian-type model of international exchange based on comparative advantage is called into question" (Pecqueur & Courlet, 2013). To this end, these authors propose a solution that would necessarily go through a territorial level, or even a territorial level, where competitiveness by differentiation of the offer would rather be based on the gradual valuation of external economies, in the geographical concentrations of the activity. economic, and the construction of competitive advantages well upstream of the local production systems [3].

Camagni (2006) believes that territories conduct business in a regime of perfect competition rather than advantage because of their inherent inclusivity to the transport of products and factors of production [7]. Still according to him, if the "Adjustment Mechanisms" I guarantee a position in the countries which are unskilled in all productive sectors, the fate of weak regions or territories could well be that of unemployment. mass or even immigration and possible desertification and depopulation, if public income transfers were not adequate. Thus, and in the author's sense, a region could be driven out of business whereas if effectiveness of all of its sectors is lower than that of other regions., because at the level of trade inter territorial the two adjustment mechanisms which make it possible to switch to a system of comparative advantage - price flexibility and currency devaluation - do not exist at all. That said, the concept of territorial competitiveness derives its legitimacy and solidity from a number of elements which can be summarized as follows:

- A few laws governing international trade economy do not apply at the sub national stage, since there is no territorial currency or specific exchange rate for each region;
- The role of the local territory, as the immediate environment of the business, manifests itself in the promotion of competitive instruments relating to the specificities of the locations of individual businesses;
- At the sub-national level, the mobility of factors of production (capital and labor) and of companies is more accentuated than at the international level, therefore, capturing these factors and promoting a healthy economic environment is the subject of a proactive policy which should focus on the issue of territorial competitiveness.

If the legitimacy of the concept of competitiveness at a territorial level is almost unanimous among various specialists in territorial and territorial economics, its definition, on the other hand, is not at all stable, this mainly comes down to the lack of a general, coherent and unifying theoretical framework, capable of satisfying the various questions relating to this theme.

3. REVIEW OF THEORETICAL LITERATURE OF CONCEPTUAL MODELS OF TERRITORIAL COMPETITIVENESS

There is no such thing as a single economic theory or a theory of economic geography, which provides a unifying and homogeneous framework for explaining the factors influencing territorial competitiveness. In this regard, several works, of a theoretical and empirical nature, address the issue of territorial competitiveness from several analytical perspectives. Through this review of the literature, we set two objectives. We first seek to examine the most popular conceptual models of territorial competitiveness. Most notably, those that have been developed in an academic setting so that they can be awarded for political purposes. Then, we will try to propose a conceptual model of the determinants of territorial competitiveness based mainly on the combination of two theories, the new geographic economy and the new industrial and territorial organization.

3.1. Model of Drivers of Territorial Competitiveness in UK

The UK government's 'drivers of territorial competitiveness' model (H.M. Treasury, London, 2004) aimed to identify what is commonly recognized by key drivers of territorial productivity [8]. Thus, the said model delineates five key determinants for the competitiveness of the regions of the UK, namely: skills, innovation, entrepreneurship, investment and competitive environment. All of these factors are articulated in a cause and effect scheme as above.

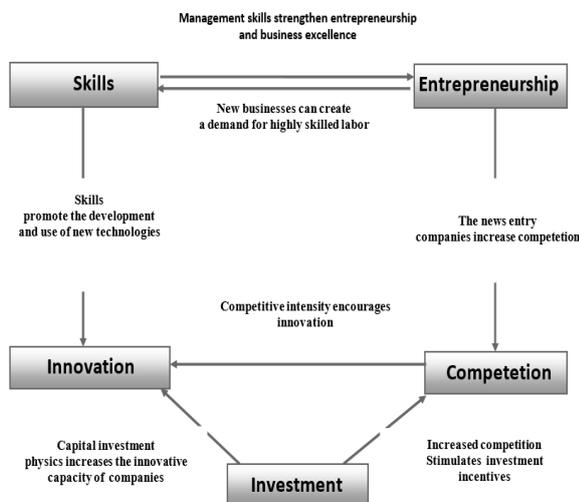


Figure 1. Drivers of territorial competitiveness in UK [8]

According to this model, skills and enterprises are the two basic pillars of territorial competitiveness. Management skills develop the spirit of entrepreneurship, and excellence in the business world, which therefore emerges a business incubator, in return, the latter will be considered as a pool of employment where is developing a highly qualified workforce. Innovation seems to be the key factor in territorial competitiveness and productivity. Competence, competitive rivalry and investment in physical capital are all factors that foster innovation. Skills increase the ability of firms to develop and use technology.

Competitive intensity, as well as investment in physical capital, push companies to innovate by fostering their own creative capacity. The British government has also produced a list of the city's competitiveness drivers, although they differ slightly from those offered in the aforementioned model, they are founding another similar model composed mainly by: economic diversity, a workforce skilled work, connectivity between internal and external, a capacity for strategic planning, innovation and quality of life.

According to Kiston et al. (2004) there is not a single solid and coherent theoretical justification for the choice of these drivers, or even several theories seem to be implicitly integrated into this conceptual framework of territorial competitiveness. On the one hand, this reflection refers to the theory of territorial endogenous growth, since innovation is considered as a key factor of this model, on the other hand, this framework seems to be much more influenced by the cluster theory of (Porter , 2010,2004, 1998) [1], [9], because it emphasizes territorial productivity as a primary indicator of territorial performance and advocates the promotion of clusters as an integral component of territorial strategies. R. Martin (2005) makes the same observation, emphasizing three similarities between Porter's industrial cluster model and said model. In this regard, the author notes:

- First, professional skills are part of the “factor supply conditions”;
- Second, competition concerns the “rivalry and strategy” component;
- Third, the localized interaction of the four diamond elements of Porter's competitive advantage is believed to promote investment and innovation. Similarly, Martin (2005) returns to this report, to emphasize the following limitations:
- Lack of a cause and effect relationship between innovation and competition, knowing that a high rate of innovation at the firm level could well increase their rivalry;
- Also, the relationship between competition and business must be highlighted, since a highly competitive environment can itself stimulate an entrepreneurial culture;
- In addition, there is nothing about this scheme that is inherently territorial;
- Finally, what also matters is not simply the definition of a few key determinants or “Drivers” of competitiveness, but also how these “Drivers” are meant to develop and interact in a territorial context.

3.2. European Union Model of Territorial Productivity

According to the European Union's sixth report on social and economic situation; "Despite some highly competitive fact and some noncompetitive businesses in all regions, there's many characteristics that are shared to regions which affect the competitiveness of all companies that exist within their walls" (European Competitiveness Commission, 1999). As this report shows us, seven characteristics common to the different European regions represent a sine qua non for the competitiveness of the companies that set up there, namely:

- Physical and social infrastructure, human capital and favorable conditions of territorial accessibility;
- Labor market skills;
- Research and technological development;
- Concentration of companies in growth sectors;
- Effectiveness of public institutions;
- Small enterprises;
- And investments of direct foreign capital.

According to this report, in an increased economy, these factors can significantly contribute to the success of businesses and must at the very least identify a basic minimum in order to prevent placing them at a considerable disadvantage in comparison to those located in other areas. In addition, he asserts that the success of each company will tend to increase the competitiveness of a region to the extent that it allows externalities that aid in the development of other companies in same sector or in different sectors, something that will stimulate the attraction of new investments in the region.

Taking into account the characteristics raised, a number of indicators for measuring competitiveness could be suggested, reflecting their underlying causes. Nevertheless, mindful of the difficulty that arises in the development of a homogeneous scale. As a result, this report includes a definition of territorial competitiveness which accepts more consensus, in this case, a definition in terms of results rather than 'in terms of causes.

Thus, by defining competitiveness as being: "The capacity to produce goods and services which meet the test of international markets, while maintaining high and sustainable levels of income", or more generally, "The ability of industries, enterprises, regions, industries and regions to generate income and employment when exposed to international competition", European Commission adopted the Gross Domestic Product (GDP) by inhabiting as a proxy variable for territorial competitiveness. Commonly, GDP per capita is accepted as a composition of three other variables represented by the following formula:

$$GDP/Population = GDP/ Employment$$

$$*Employment/Working\ age * Working\ age/Population$$

$$GDP/Population = Domestic\ product\ per\ capita$$

$$GDP/ Employment = GDP\ per\ person\ employed\ or\ labor\ productivity$$

$$GDP/ Working\ age = Total\ employed\ as\ a\ percentage\ of\ working\ age\ population$$

The model used to enhance and quantify European region's competitiveness is illustrated in the diagram below:

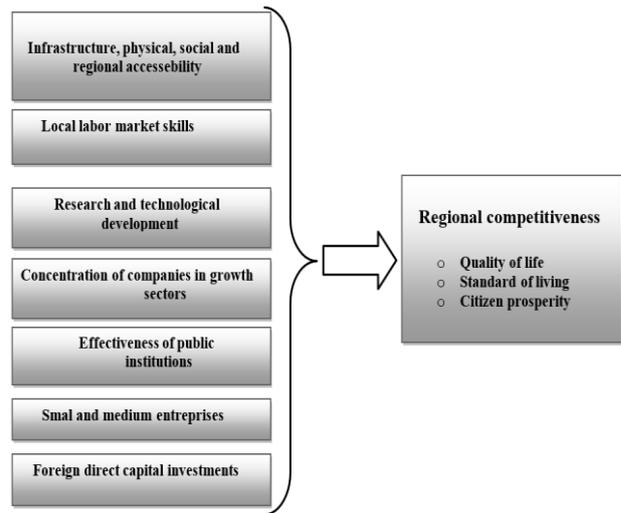


Figure 2. Determinants of the competitiveness of the regions of the European Union

Admittedly, the models presented above identify a variety of determinants of territorial competitiveness. However, they seem to escape a clear and explicit theoretical positioning. Something that does not allow us to retain a single common thread channeling the mechanisms of action between territorial competitiveness and its various determinants. In line with the ideas of theoretical and empirical work on the New Geographic Economy and the New Industrial and Territorial Organization, we suggest, within the framework of this work, that this mechanism is none other than that of localization, of agglomeration of economic activity and the creation of territorial networks of local businesses.

3.3. Towards a Proposal for a Theoretical Conceptual Model of Territorial Competitiveness

Theoretical reflections as well as empirical work relating to the two theories, the new geographic economy (NEG) and the new industrial and territorial organization (NOIT) go through the same gateway in order to delimit the factors that influence territorial competitiveness, in this case the location and concentration of economic activity at local and territorial level. The first, through a certain number of models, among others, of the center-periphery (Krugman, 1991), of innovation, agglomeration and territorial growth (Thisse & Ottaviano 1998) and of local knowledge spillovers and congestion effects (Potter & Duranton, 2009) [10], examines the factors of agglomeration and dispersion of economic activity at the territorial level. The second, according to the plural proximity approach (geographical, institutional, organizational, relational and cognitive) and various research works, in particular those associated with clusters (Porter, 2003, 1998), with specific resources of the territory and with systems. productive areas (Pecqueur, et al. 2013, 2008), as well as the notion of economic proximity (Zimmerman & Rallet, 2007), emphasizes the analysis of the process of territorialized networking of local economic and non-economic actors and its influence on the dynamics of territorial competitiveness.

Thus, the considerations of these two theories fall within the line of research of Alfred Marschal. In this regard, this author considers that "The regions of a given country are characterized by unequal levels of economic performance. These differences in performance can be explained by the forces of agglomeration" (Marschal, et al. 1920). As a result, all of this work highlights the importance of local external economies, Marshallian, associated with the spatial and territorial agglomeration of economic activity, in the emergence of territorial competitive advantage and thus improving territorial competitiveness. Krugman (2004), through his work, sought to explain why territorial industrial development had every reason to be uneven. To this end, it uses various economic and geographic notions, ranging from the consideration of localization economies to cumulative causality and the spillover effects of demand and supply, upstream and downstream, downstream. going through traditional theories of localization.

For Porter (1998), local clusters of industrial specialization are considered the key elements of territorial success. The regrouping of several similar and related firms generates various external economies which represent sources of increasing returns for these companies in question, in particular the existence of a pool of specialist employees and networks of support institutions. Also, this regrouping intensifies the rivalry between the companies and generates the knowledge spillovers between them. Something that stimulates innovation and ultimately promotes competitiveness in favor, on the one hand, of these companies belonging to the same clusters and, on the other hand, of the territories of their establishments (Salvador, et al., 2006). The two aforementioned theories are considered, in our opinion, as the most suitable framework to deal with the issue of factors influencing territorial competitiveness, for two main reasons:

- First, the two theories deal with the issue of territorial competitiveness and its determinants using the same action mechanism, namely: the concentration and polarization of economic activity at the level of local productive territories;
- Second, the words of each of these two theories perfectly meet the limitations of the other.

In this regard, the two theories consider that the tendency towards the agglomeration of economic activity, which is explained and reinforced by the effect of external economies, is at the origin of the choice of the location of companies seeking to take advantage of advantages of the underlying positive interdependencies. Courlet returns to this mechanism to define it as a certain number of externalities which can take several forms and be distinguished according to the sphere of economic activity, from a small agglomeration of companies to a large region made up of several industries, passing through an isolated industry (Courlet & Pecqueur, 2013). To this end, the author considers that the high productivity which is linked to the increase in the total volume of production does not necessarily lead to the building of large production units.

Hence, economies of scale do not only find their origin in the manifestation of internal economies, which increase with the size of firms, but also in the manifestation of external economies permitted by the economic environment in which they are located. enterprises in the form of industrial clusters. In this regard, the work of the NOIT, as suggested by Martin and Sunley (2003), has its limits, since it tells us little about the way in which agglomerations develop, or on the contrary, about the reason why they can also decrease. Also, they do not put forward arguments or explanations around the way in which the clusters impact the territorial economy as a whole. On the other hand, these shortcomings represent for the NEG the key questions of its different models, since the said theory focuses on the factors influencing the agglomeration and the dispersion of economic activity on the scale of the sub-national region.

On the other hand, the NEG also has shortcomings which could only be corrected by resorting to the work of the new industrial and territorial organization. In this regard, it intentionally and for methodological reasons abandons the influence of institutional, social and cultural factors on the emergence of business agglomerations (Potter, 2009). In addition, it does not take into account the strategic behavior of firms and neglects the importance of social relations and its influence on the development of the industrial agglomeration (Coissard, 2007) [11]. Finally, this theory makes no reference to the importance of the territory as "A set of socio-economic and institutional relations anchored spatially" (Colletois, et al., 2005), or even, the role of the territory as: "magnet for industrial activity" (Perrin, 1991) [12].

Martin (1996), propose a comparison between the two theories while emphasizing the different points of divergence in terms of their fundamentals, namely: nature of externalities, type of agglomerations, nature of competition within the market local and social and cultural characteristics of agglomerations, the following table briefly presents this comparison: The comparison between the theories of the "New Geographic Economy" and the "New Industrial and Territorial Organization" [13]. This therefore makes it possible to question the possibility of founding a theoretical framework allowing a more detailed, adequate and exhaustive study of the factors favoring the agglomeration and the territorialized networking of local firms and having, in the end, the inequality between subnational regions of a given country in terms of competitiveness.

The figure then shows us a unifying theoretical framework which makes it possible to found a single mechanism that conducts the influence of a certain number of elements on the dynamics of territorial competitiveness. These are, in this case, external economies relating to the process of localization, agglomeration and territorialized networking of local businesses. It is from this theoretical framework that the conceptual model of the determinants of territorial competitiveness can be developed. According to the review of the theoretical literature consulted within the framework of this work, five explanatory variables influence the dynamics of territorial competitiveness. The

table below presents them succinctly. The nature of the influence of these variables as well as the bibliographic sources are also highlighted.

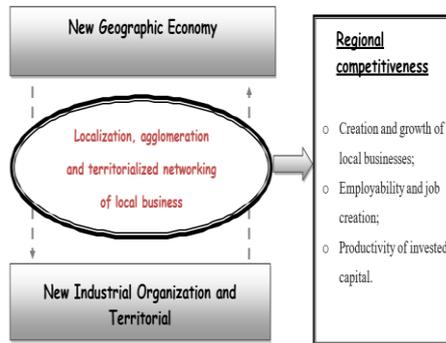


Figure 3. Conceptual theoretical framework of the determinants of territorial competitiveness

The literature review [13] also puts stress on the circumstances in which the aforementioned explanatory variables impact the dynamics of territorial competitiveness. This implies the influence of moderating variables which could appease or, on the contrary, strengthen the causal links. These are characteristics relating to the territorial investment atmosphere.

In view of what was presented by the conceptual theoretical model of the determinants of territorial competitiveness, which is considered as a "set of relationships offering a coherent and understandable explanation of a management phenomenon" (Roussel, 2002) be shown in Figure 4 [13].

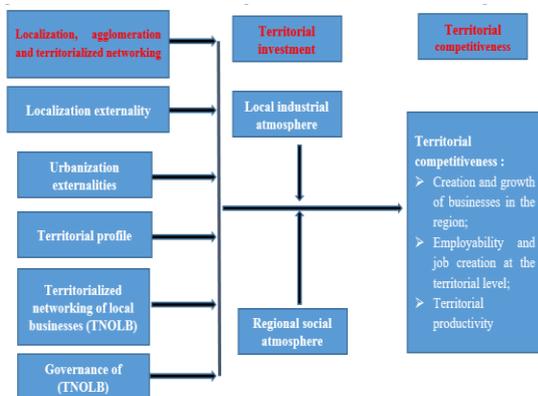


Figure 4. Conceptual theoretical model of the determinants of territorial competitiveness

By way of summary, the externalities relating to the location, agglomeration and territorialized networking of local businesses, the territorial profile of the region and the territorial investment environment are all elements influencing the dynamics of competitiveness. territorial. More precisely, six variables explain said dynamic.

• First, the location externalities from which companies can benefit following their choice of setting up near a specialized and concentrated employment area as well as their strategic commercial partners, are at the origin of a self-reinforcing mechanism. localization and agglomeration of companies, ultimately promote the revitalization of the competitiveness of the regions.

• Second, the externalities of urbanization, which are internal to an industrial agglomeration but external to the company, represent savings enabling the latter to benefit from them through its choice of location in a metropolitan region. This has advantages linked mainly to the sophistication of investment platforms, a highly skilled workforce and a city-dwellers market characterized by high consumption and a trend towards its diversification. Being considered as forces of agglomeration of companies at the level of urban areas, all these elements will then have a positive effect on the competitiveness of the regions.

• Third, by virtue of its specification and its reputation as a collaborative dynamic, the territorial profile of a given region is also at the origin of its attractive and competitive strength. On the one hand, these are the distinctive skills resulting from industrial specialization as well as the interconnectivity of territorial, productive territories, administrative territories and scientific and intellectual ones, allow local businesses, upstream, to benefit from specific resources (specific natural resources, qualification and expertise, technologies, etc.) and, in downstream, to present a distinctive offer anchored in the region. On the other hand, such specifications push local players to pool their resources around one or more cooperation projects of different categories. However, the two components of the territorial profile will be positively linked to territorial competitiveness.

• Fourth, the positive externalities linked to localized information and knowledge spillovers encourage local businesses to join territorial networks of organizations. This is one of the determining factors of performance, both individual and collective. In other words, this networking process which embodies the triptych of proximity-interaction-coordination boosts the performance of companies as well as their areas of operation. According to the literature, it is the entrepreneurial culture and the culture of innovation that are at the origin of the company's decision to network in a given territory. Ultimately, these two factors have a positive effect on the region's competitiveness.

• Fifth, as sole guarantor of sustainability and prosperity of territorial networks, their governance is a determinant of territorial competitiveness. Two components are the basis of this impact relationship. The first relates to the institutional configuration of the governance of the territorialized networking of companies. The second relates to the role that these governance actors can play in order to establish cohesion and preserve the reciprocal interests of the stakeholders of said networks and more specifically those of local businesses.

• Sixth and finally, the territorial investment climate exerts a moderating effect, through its two levers, the local investment atmosphere and the territorial social atmosphere, the first of which is directly linked to (local) industrial activity, while the second relates to the overall framework of (social) investment characterizing the region where the company is located. In short, these elements will likewise modify the relationship of influence between the factors mentioned above and territorial competitiveness.

4. CONCLUSION

By way of conclusion, by this discussion we have tried to contribute advantageously in the stability of the definition as well as the legitimacy of the concept of territorial competitiveness. Moreover, the combination of the two theories, namely, the new geographical economy, and the new industrial and territorial organization, allowed us to found a theoretical framework highlighting the factors allowing the theoretical explanation of the dynamics of the competitiveness of the subnational region. They are of two different types, but which, at the same time, complement each other:

On the one hand, these are the microeconomic mechanisms that impact the agglomeration dynamics and the cost of locating businesses and ultimately influence the spatial organization of their productive concentrations at a local and territorial level;

On the other hand, there are institutional, socio-economic and cultural factors, which explain the mutual influences that characterize the process of territorialized networking of local economic actors around the activities and productive projects as well as the practices interorganizational managerial issues resulting from it.

This work thus made it possible to respond to the limits revealed in the conceptual models of the work carried out around our research proposals, given that they often present restrictive lists of some conventional factors of territorial competitiveness (Taxation; investment support; business law; labor code and working atmosphere infrastructure; land tenure; living environment;) without being able to put forward clear and explicit foundations or theoretical positions. In particular, this concerns academic work attributed to political ends.

In addition, the theoretical conceptual model illustrated in this work, represents a favorable and adequate scientific framework for decision support, for the benefit of institutional metamangers who take charge of all or part of the development and local competitiveness mission and territorial. In this regard, some managerial and political implications can be organized as follows:

- First, strengthening of the policy of the concentration of productive activity, by encouraging the regrouping of local economic and non-economic actors around specific areas, so as to form incubators of productive units with a strong industrial specialization, allowing the pooling of material resources and the constitution of intangible assets in skills and know-how, in order to found public goods of local dimension and of general interest playing in favor of the territorial economic and social fabric;
- Second, building a territorial competitive advantage on the basis of mechanisms for revealing and co-constructing specific territorial resources, while ensuring the alignment of visions, the reconciliation of decisions, and the collective management of actions, and in activating, seeing, generating situations of plural proximity (geographic, organizational, cultural, institutional, cognitive, and relational) between all the actors concerned by the issue of territorial competitiveness;
- Finally, inculcation in the actors concerned of the culture of territorialized networking of organizations, around

innovative fields, in order to take advantage of the resulting synergies, while ensuring the diversity of membership of member organizations (private companies, universities, training establishments, think tank centers, start-ups, consulting firms, research laboratories, etc.).

This research traces quest paths from the intersection of two disciplinary fields, in this case, territorial economy and industrial economy. Thus, we propose as a line of research to engage in a comparative study in terms of competitiveness between several sub-national regions in the Moroccan context, while focusing on based on the conceptual framework developed in this work, in order to confirm or deny it.

FUTURE SCOPE

Numerical models are more used in modeling complex theories [14-16], it will be interesting to study the numerical conceptual model of the determinants of territorial competitiveness.

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BIOGRAPHIES



Ahmed Morachid was born in Rabat, Morocco in 1975. He is a Ph.D. student at University of Hassan II, Casablanca, Morocco since 2017. He has the expertise in the territorial intelligence and development, determinants of territorial competitiveness and attractiveness.



Redouane Benabdelouahed was born in Sidi Bennour, Morocco in 1981. He received the Ph.D. degree from University of Hassan II, Casablanca, Morocco since 2014. He is a member of Research Laboratory New Economy and Development, an Author of a book, SPSS for Business Intelligence and a Coordinator of the Master's degree "Commercial and marketing Engineering". He is a consultant in Business Intelligence and the President of the research center and the strategic analyses. His research interests include Economic intelligence, business intelligence, territorial intelligence, informal economy, digital marketing, social networks and big data.