



Transcending competition between cross-border territories

Building a strategic partnership for a common vision of development of a cross-border territory may be challenging in an inherently competitive field such as the economy. Not only economic players, but also territories themselves are in competition (e.g. tax differentials).

Before working to structure governance in this area, the competitive relationships that may exist between public authorities and semi-public agencies must be transcended. It is necessary to break the reflex of championing solely one's territory (establishment of new companies and localisation of jobs, a purely national view of economic sectors in the territory), because cooperation is often a "win-win" situation. Public-sector players must build a common philosophy of cooperation with regard to government policies that support economic development.