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## **Clusters – an attempt to respond to the globalisation challenge? The case of furniture cluster in Wielkopolska**

**Abstract:** The study starts with a review of possible channels of a cluster's influence on the competitiveness of companies-cluster members. Next, using the literature and the results of their empirical research, the authors describe Wielkopolska's furniture cluster.

The research shows that co-operation is clearly underappreciated and perceived mainly as a competitive game strategy within the confines of industries. The companies under study are afraid to enter into co-operative relationships, especially with competitors. They do not see either the benefits accruing from co-operation with rivals or a connection between locally available resources and their competitive position.

**Keywords:** cluster, globalisation, Poland, competitiveness, co-operation, rivalry.

**JEL codes:** L11, L14, L68.