

Abstract Submitted
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Empirical study on salesmanship network of the top electronic companies in China¹ LING CHEN, YUE-PING ZHOU, DA-REN HE, Yangzhou University — We empirically investigate the top electronic company salesmanship network. In the network the vertices are defined as companies, two vertices are connected by an edge when they sale a common product. A product is defined as an act. The total sale income is defined as the vertex weight. Some statistical properties have been obtained. Among the properties, weight properties are more interesting. The cumulative vertex weight distribution shows a power law, the relationship between the averaged weight of the vertices, which have the same degree, and the vertex degree shows an exponential arising, and the relationship between the averaged weight of the vertices, which have the same act degree, and the vertex act degree shows a power law. These results indicate that the salesmanship competition is vehement in China.

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