

1 **TITLE: Urban co-opetition in megaregions: measuring competition and cooperation within and**
2 **beyond the Pearl River Delta**
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24 **HIGHLIGHTS:**

- 25 • We develop asymmetric indicators for intercity competition and cooperation using niche overlap
26 theory
27 • Competition and cooperation networks in the PRD are shaped by different development trajectories
28 and cooperation frameworks
29 • Guangzhou is the dominant PRD city in terms of posing competition and providing cooperation to
30 other PRD cities
31

32 **KEY WORDS:** competition; cooperation; niche overlap theory; urban networks; Pearl River Delta
33

34 **ABSTRACT:** Megaregions are often argued to be characterized by complex dynamics of both competition
35 and cooperation. To better understand this ‘co-opetition’, this research draws on network thinking to
36 theoretically conceptualize, methodologically specify, and empirically assess competitive and cooperative
37 relations between a megaregion’s constituent cities. Conceptually, we draw on insights from niche overlap
38 theory to develop a methodology for assessing the direction and strength of cooperative and competitive

39 intercity relations in megaregions. Empirically, the methodology is illustrated for the case of the Pearl River
40 Delta (PRD) by drawing on human mobility big data as a proxy for flows of human capital. By comparing
41 patterns on a regional, provincial, and national scale, insight is gained into the positions and roles of cities
42 within the megaregion. Based on the results, we discuss the added value of this novel framework for
43 understanding megaregional dynamics and reflect on possible avenues for further research.

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54 **1. INTRODUCTION**

55 Megaregions are often hypothesized to function as key territorial units in contemporary economic
56 globalisation. Although there has been much academic debate surrounding its fuzziness as a concept
57 (Harrison & Hoyler, 2015), a megaregion is generally defined as a network of metropolitan centres and their
58 surrounding areas. As they are constituted of geographically clustered and functionally integrated cities,
59 megaregions play a pivotal role in interlocking agglomeration advantages with network externalities (Burger
60 & Meijers, 2016), in turn nurturing their potential as environmentally sustainable (Marull et al., 2013) and
61 economically performant entities (Florida et al., 2008).

62 However, the economic competitiveness of megaregions requires close coordination in terms of a well-
63 organised spatial division of labour, functional specialisation, and sharing of transport infrastructure among
64 centres (Hoyler et al., 2008). Urban policy makers and a range of private actors therefore tend to cooperate
65 across megaregional cities to achieve an economic potential exceeding that of its constituent, individual cities
66 (Meijers, 2005). Paradoxically, these actors are often situated in a competitive environment where positioning
67 themselves favourably compared to the other centres is necessary to preserve their strategic position in the
68 urban network (Goess et al., 2016). For example, city governments and business service firms increasingly
69 rely on the mobilisation of a talented and skilled workforce to compete in a knowledge-intensive services

70 economy. In that regard, it may well be the case that ‘megaregions are not becoming competitive actors
71 within the global economy but rather [...] a new space of competition’ (Wachsmuth, 2015, p. 66). Research
72 towards the concurrence of competition and cooperation within megaregions nonetheless remains relatively
73 scarce.

74 Against the backdrop of megaregions’ relevance as key territorial units and their understudied dynamics of
75 ‘co-opetition’, this paper aims to provide more insight in the competitive and cooperative intercity relations of
76 cities in a megaregion setting. We do so by approaching these relations from a network perspective, which
77 allows to disentangle the underlying mechanisms of competition and cooperation both conceptually
78 (Camagni, 2007) and methodologically (Wall, 2009; Burger, van Oort et al., 2013). By the same token, this
79 allows us to differentiate the analysis in light of the scale of analysis (Li & Phelps, 2018) given that intertwined,
80 scale-dependent dynamics of co-opetition likely coexist in city networks (Burger, 2011; Lai, 2012; Pasquinelli,
81 2013).

82 Even though these aspects of urban competition and cooperation have been linked to some extent in earlier
83 work (e.g., Taylor, 2011), studies that have consolidated both concepts in one coherent framework remain
84 thin on the ground. In the face of this methodological research gap, the primary objective of this paper is to
85 devise a framework that allows to conceptualise and systematically measure competition and cooperation in
86 an urban network for a particular function across multiple scales. In conceptual terms, we build on Wall’s
87 (2009) niche overlap-based approach and introduce a set of indicators – one for competition and one for
88 cooperation – capturing the directional intensity of competition and cooperation between two cities based on
89 their network structures. In addition, we derive four indicators capturing overall competition posed/faced and
90 cooperation provided/received by an individual city. In empirical terms, we illustrate this framework by
91 applying it to the case of the Pearl River Delta (PRD) using a network of daily human mobility at three scales:
92 the region, Guangdong province, and China as a whole. Human mobility flows thereby reflect the spatial
93 distribution of the skills and talent embodied in human capital and functions as a useful proxy for economic
94 development in a knowledge-based economy. The PRD is a sensible choice as a study area as it is often
95 claimed an archetypical megaregion that features strongly in research on both interurban competition (Lu et
96 al., 2017) and cooperation (Xu & Yeh, 2013; Li et al., 2018) in the knowledge economy (Lu & Wei, 2007),
97 and this from a multi-scalar angle (Zhang & Kloosterman, 2014).

98 The remainder of this paper is organized as follows. First, we situate our research in the literature on
99 cooperation and competition in urban systems and link it to a megaregional context. Second, these theoretical
100 ideas are conceptualised drawing on niche overlap theory to distil a measurement scheme that allows to
101 capture competitive and cooperative relations in a region. Third, we introduce the PRD as a case study and
102 assess the direction and intensity of interurban competition and cooperation between its constituent cities.
103 Finally, we reflect on potential improvements of the developed methodology.

104 **2. COOPERATION AND COMPETITION IN URBAN SYSTEMS**

105 Urban systems have long been thought of as being mainly hierarchical in nature (Taylor, 2011). Following
106 Christaller's (1933) central place theory, a system of cities is traditionally characterised by a clear hierarchy
107 in which a few centres at the top rival and dominate others, and in which the position of one city comes at
108 the expense of others. Intercity relations in such a system are inherently competitive: cities essentially
109 compete with each other for market share (Begg, 1999). These market shares are reflected in the extent of
110 the contiguous geographic area a city serves: its hinterland. The larger the surrounding hinterland, the larger
111 the base where the city can offer services. Only higher-order centres are thus able to offer higher-order
112 services in extensive hinterlands and are said to outcompete their lower-order rivals serving limited
113 hinterlands with a limited set of higher-order services. In other words, inter-city competition leads to
114 asymmetric, hierarchical links that structure the urban system (Taylor, 2011).

115 Central place theory falls short, however, in explaining the spatial organization of economic configurations in
116 which cities are effectively carrying out some highly specialised functions despite their relatively small
117 hinterlands (Gordon, 1999). For example, Rotterdam and Amsterdam function as major transport and
118 services hubs regardless of their limited hinterland. Complementing central place theory, this is explained
119 through what Taylor (2010) called central flow theory: as cities are increasingly interconnected at larger
120 scales, the networks in which they are embedded allow them to specialize in certain functions while importing
121 others through mutually beneficial exchanges (Powell, 1987). In such cases, the basis for functional
122 specialization is no longer exclusively determined by the size of a city's local hinterland, but rather by its
123 position within a broader network – its hinterworld (Taylor, 2010): the more connected the hinterworld, the
124 larger the base where the city can offer services. Since the functional specialization of a centre is made
125 possible by exchanging goods and services with other specialised centres, successful cooperation among
126 cities is required for networks to materialize (Begg, 1999). Thus, relations between cities structuring the urban
127 system are not solely competitive, but also potentially cooperative in nature (Burger, 2011).

128 Central flow theory does not imply that competition in networks does not exist or matter. As Taylor and Aranya
129 (2008, p. 2) argue: 'competition is less fundamental but still significant'. To be specific, competition should
130 be thought of as an external network characteristic rather than an internal central place characteristic. As
131 cities increasingly depend on different types of flows that occur at a variety of spatial scales, their
132 competitiveness is primarily derived from the functional links they are able to establish in order to strengthen
133 their relative position in urban networks that stretch from the local to the global scale (Gordon, 1999). One
134 process through which cities compete for a strategic network position are, for example, 'gateway battles'
135 (Taylor, 2011). When two cities strive to become the single access point into a region where there is only the
136 capacity for one, one city will inevitably outcompete the other – e.g. Sao Paulo replacing Rio de Janeiro in
137 connecting the Brazilian finance sector to the world (Rossi & Taylor, 2006). Instead of thinking about
138 cooperation and competition as opposites and as representing networked and hierarchical phenomena
139 respectively, both likely coexist in urban networks (Lai, 2012). City networks are thus shaped by a complex

140 interplay of both competitive and cooperative relations, sometimes referred to as 'co-opetition' (Burger, 2011;
141 Pasquinelli, 2013). In the next two sections, we turn to both types of relations in turn.

142 **2.1 Synergy, cooperation, and complementarity in megaregions**

143 At the regional level, Meijers' (2005) notion of 'synergy' is a useful concept to specify cooperation more
144 clearly. Synergy refers to 'the rise in performance of a network through efficient and effective interaction'
145 (Meijers, 2005, p.767). Meijers (2005) distinguishes two mechanisms associated with synergetic relations:
146 cooperation and complementarity. Cooperation or 'horizontal synergy' denotes a situation in which multiple
147 actors have a shared objective so that by collaborating with each other through parallel transaction chains,
148 positive externalities such as economies of scale can be achieved by all actors in the network. One such
149 example entails proximately located cities sharing road, rail, or air infrastructure. Complementarity or 'vertical
150 synergy', in turn, refers to a situation in which each actor specialises in a distinct niche, the serial combination
151 of which leads to positive externalities by enabling each actor to focus on just one core activity. The functional
152 specialization of cities then allows them to fulfil different economic roles, while their physical proximity grants
153 them access to large, overlapping labour and consumer markets throughout an entire region (Camagni,
154 2007). For instance, Amsterdam is held to function as the commercial and financial services centre of the
155 Randstad, whereas The Hague specialises in public administration and Rotterdam operates as the main
156 manufacturing and transport hub (Kloosterman & Musterd, 2001). Hence, the actors constituting cities in the
157 Randstad can benefit from specializations elsewhere in the network. Due to these complementary roles, a
158 degree of interdependence among cities emerges in the form of exchanges of goods, people, and capital.
159 However, these exchanges are in turn made possible through cooperation, i.e. by sharing the infrastructure
160 through which these flows materialize.

161 In other words, cooperation is required for the realisation of complementary specializations, which we label
162 as a form of 'cooperation through complementarity'. Even though Meijers (2005) presents cooperation and
163 complementarity as distinct mechanisms, they are essentially paired: Amsterdam can only fulfil its
164 commercial function since it relies on Rotterdam for the import and manufacturing of goods and vice versa.
165 This interdependency relates to an umbrella definition of 'cooperation' (e.g., by Begg, 1999; and Gordon,
166 1999): since the functional specialization of one centre requires exchanges with other specialised centres,
167 successful cooperation among cities is required for networks to take shape. In other words, exchanges and
168 specialization are seen as mutually conditional and this is the view we adopt in this paper: we interpret
169 cooperation between cities as the exchanges following from complementary orientations.

170 **2.2 Competition in urban regions**

171 Similar to synergetic mechanisms, the logic behind competition can be more clearly specified with regard to
172 megaregions (Burger, van Oort et al., 2013). The competitiveness of cities in megaregions used to be
173 primarily defined by the geographic extent of their market areas and was thus curtailed by the presence of

174 other, physically proximate cities (Gordon, 1999). Therefore, while the physical proximity of nearby cities in
175 a megaregion might have led to confined market areas and strong internal competition in the past, it now
176 presumably allows for complementary relations (e.g., by means of a spatially unfolding division of labour;
177 Meijers, 2007). As such, interurban competition might be evaded by strengthening complementary functional
178 links that stretch beyond the local and regional scale.

179 However, the rise of activities that are less spatially bounded (e.g., inter- or intra-firm online meetings or
180 knowledge collaborations) does not entirely rule out competition. Moreover, megaregions are not necessarily
181 becoming more competitive as a whole, but may well induce competition among its constituent cities
182 (Wachsmuth, 2015). As competition processes now occur at *any* scale, be it international, national, regional
183 or local (Gordon, 1999), interurban cooperation on one scale does not rule out competition on another scale.
184 Two cities might cooperate on the international scale for a particular function but compete on the regional
185 level for that same function. For example, cities in the Yangtze River Delta cooperate for the attraction of
186 capital and a talented workforce internationally by proclaiming their coherence as a megaregion, whereas
187 regionally they are in fact competing over that same pool of resources (Lu et al., 2020). As Wall (2009) points
188 out, there is a need to gain insight into what scales are most likely to be associated with urban competition.

189 **3. METHODOLOGY**

190 **3.1 Niche overlap theory**

191 Niche overlap theory provides a set of analytical tools that is particularly useful in measuring and relating
192 competition and cooperation in network-analytical terms. Niche overlap theory was first developed in the field
193 of ecology to describe competition and complementarity within and between species based on the similarity
194 of their resource needs. It has since been transferred to a variety of domains such as social network analysis
195 (Popielarz & Neal, 2007) and organizational studies (Sohn, 2002; Ingram & Yue, 2008; Mascia et al., 2016).
196 In general, more niche overlap points to stronger competition, whereas less niche overlap indicates possible
197 complementarity.

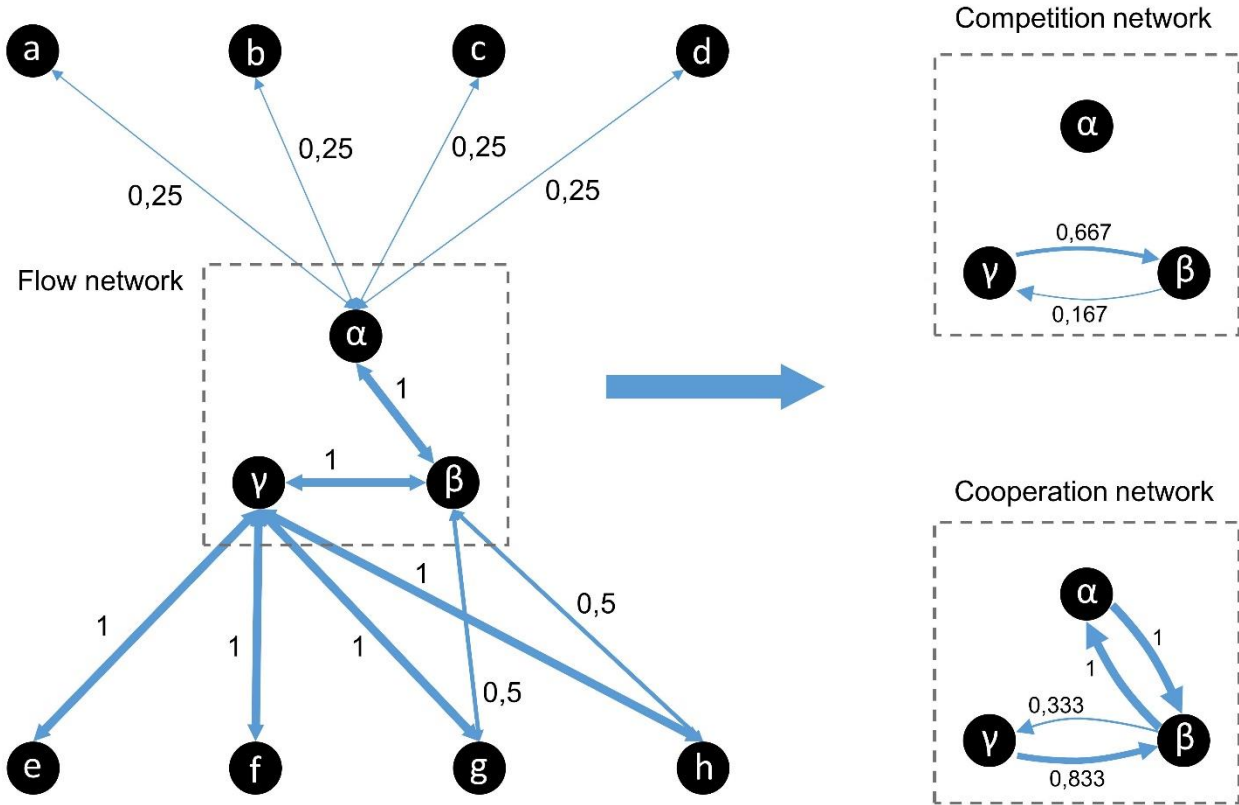
198 Applying this framework to urban networks, the niche of a city can be regarded as the combination of two
199 components: (i) the geographic market area in which the city operates and (ii) the economic function it fulfils
200 within this area (Wall, 2009; Burger, van der Knaap & Wall, 2013). First, geographic niche overlap occurs
201 when two cities serve the same geographic markets. As mentioned, these markets are not characterised as
202 hinterlands comprising physically proximate cities, but rather as sets of flows that can originate from cities on
203 a variety of scales. Second, functional niche overlap occurs when two cities fulfil the same organizational
204 function in the same sector (Wall, 2009).

205 When two cities have similar sets of flows for the same function, they are essentially competing for the
206 attraction of the same resource from the same places. Two cities thus compete when their geographic and
207 functional niches simultaneously overlap. In the PRD, for example, both Guangzhou and Shenzhen aim to

208 attract producer services from Beijing and Shanghai (Yeh et al., 2014) and are therefore in competition.
209 Additionally, the amount of geographic niche overlap may differ depending on the scale of analysis. For
210 instance, Guangzhou and Shenzhen could heavily compete on a national scale – i.e., in trying to attract
211 producer services from Beijing and Shanghai – but less so on a provincial or regional scale. Note that the
212 degree of competition is always measured between two cities, and therefore regarded as an attribute of their
213 relation (Wall, 2009). Since this research focuses on just one type of function, niche overlap is considered in
214 terms of geographic market overlap alone. To summarise: *two cities compete if their geographic markets*
215 *overlap at a certain scale.*

216 Following this logic, complementarity occurs when geographic markets do not overlap. Complementarity is
217 however not synonymous with cooperation. As argued, complementarity between two cities only turns into
218 cooperation when a strong, direct interconnection between both cities materializes. For example, Beijing and
219 Shanghai have complementary hinterworlds in terms of advanced producer services given their geographic
220 orientations towards politically important cities and commercially important cities worldwide, respectively
221 (Taylor, 2011; Lai, 2012). Both cities are also strongly interconnected, and they can therefore be said to
222 cooperate. Through their strong connections, Beijing is able to indirectly tap into Shanghai's hinterworld and
223 vice versa. The intensity of their cooperation is proportional to the strength of their intercity flow as well as
224 the degree of non-overlap of their geographic niches. Thus, *two cities cooperate if they have a strong intercity*
225 *connection and complementary geographic markets at a certain scale.*

226 To further illustrate how competitive and cooperative relations are conceptualised based on niche overlap,
227 Figure 1 represents a region comprising three cities α , β , and γ and their weighted link structures for one type
228 of flow originating from cities at a particular scale. First, α and β are connected to different cities (a, b, c & d
229 and g & h respectively) and therefore do not compete. On the other hand, they cooperate given the link
230 between them and their non-overlapping link structures. Second, α and γ have no overlap in their link
231 structures and therefore do not compete either. Despite having complementary niches, they do not cooperate
232 due to the absence of a link between them. Third, β 's geographic market is entirely overlapped by the stronger
233 links of γ and therefore β experiences competition from the latter. The competition posed by β to γ is less
234 intense because β does not compete for the attraction of flows from cities e and f and because γ 's links to
235 cities g and h are stronger and outweigh those of β . Thus, the amount of overlap is determined both by the
236 spatial extent of the niche and by the strength of its links. Similarly, the degree of cooperation between the
237 two is not symmetrical. Given the link between β and γ , they are able to cooperate. However, β 's link structure
238 only renders accessible a limited fraction of the links in g and h. The other way round, γ has stronger
239 connections to g and h and extends the niche of β with two additional connections therefore providing more
240 cooperation to β .



241

242 *Figure 1: schematic overview of competitive and cooperative relations derived from intercity flows. The*
 243 *strength of each flow is given as a ratio from 0 to 1. The competition and cooperation are calculated using*
 244 *Equations (3) and (4) respectively.*

245 Taken together, this example illustrates that intercity competition and cooperation are neither necessarily
 246 opposites nor symmetrical. Conceptualizing both phenomena using niche overlap theory thereby allows us
 247 to derive directed networks of intercity competition and cooperation. These potentially capture complex
 248 situations of cities simultaneously pursuing cooperative interaction and competition, or in short: co-opetition
 249 (Bouncken et al., 2015).

250 3.2 Measuring competition

251 To formalise the above interpretation of competitive and cooperative relations, we use Wall's (2009) method
 252 as a starting point for the measurement scheme. Wall (2009) assesses the absence of geographic market
 253 overlap between two cities in terms of their relative Manhattan distance. The relative Manhattan distance is
 254 a symmetric dissimilarity (SD_{ij}) measure where the lack of niche overlap between the niches of cities i and j
 255 is calculated as follows:

256

$$(1) SD_{ij} = 1 - \sum_{h=1}^p \left[\min \left(\frac{a_{ih}}{\sum_{h=1}^p a_{ih}}, \frac{a_{jh}}{\sum_{h=1}^p a_{jh}} \right) \right] = \frac{1}{2} \sum_{h=1}^p \left| \frac{a_{ih}}{\sum_{h=1}^p a_{ih}} - \frac{a_{jh}}{\sum_{h=1}^p a_{jh}} \right|, i \neq j \neq h$$

257 where SD_{ij} is the symmetric dissimilarity between the niches of cities i and j ; a_{ih} is the strength of the link
 258 between cities i and h , i.e. the value of their flow; where h is a city in a predetermined set of p cities, i.e. all
 259 cities located at a specific scale. In other words, this measure sums the relative differences between the
 260 strengths of the two flows between the same city h and cities i and j respectively. The distance measure is
 261 relative in the sense that the absolute strength of a link is standardised over the absolute sum of the strengths
 262 of all other links both cities have. As a result, the outcome scales from zero to one, where higher values
 263 indicate greater dissimilarity and greater complementarity of geographic markets and therefore less intercity
 264 competition (Wall, 2009).

265 This measure interprets the non-overlapping proportion of two cities niches as being of the same size, i.e. as
 266 being symmetrical. However, niche overlap should be assessed from the perspective of one city. Wall's
 267 (2009) measure thereby does not incorporate two conditions that may lead to asymmetric non-overlap and
 268 thus to asymmetric competition and cooperation. First, the *spatial extent* of only one city's link structure
 269 should matter (e.g., of city i if the overlap of i 's niche by j 's niche is considered). For links of i with every city
 270 h only the relative importance of that link in i 's total link structure is then considered (Burger, van der Knaap
 271 & Wall, 2013). Whether or not j connects with cities that i does not connect to, has no effect on the (non-)
 272 overlapped proportion of i 's niche. Second, for each link of i with every other city h , the *prevalence* of i 's link
 273 strength over j 's link strength with h should be compared on an absolute rather than a relative basis. If j has
 274 a stronger connection with h than i does in absolute terms, the non-overlapped part of i 's niche should
 275 decrease. Taken together, if one city has a spatially more extensive link structure than another and if that
 276 city's links are consistently more prevalent within the overlapping parts of the link structure in terms of
 277 absolute link strength, then the former city should pose more competition to the latter. This is evident when
 278 examining the competition between γ and β in the toy example in Figure 1. In that sense, our proposed
 279 indicator differs from Wall's (2009) indicator as well as others (e.g., the indicator by Burger, van der Knaap
 280 & Wall, 2013)¹.

281
 282 Accordingly, niche overlap is measured using a weighted asymmetric dissimilarity index (AD_{ij}) that indicates
 283 to what extent the link structure of one city is overlapped by the link structure of the other. We therefore
 284 devise an asymmetric dissimilarity index between two cities i and j :

285
$$(2) AD_{ij} = \sum_{h=1}^p \left[\frac{a_{ih}}{\sum_{h=1}^p a_{ih}} * \frac{a_{ih}}{a_{ih}+a_{jh}} \right], i \neq j \neq h$$

286 where AD_{ij} is the proportion of city i 's niche that is not overlapped by city j 's niche. All other terms are the
 287 same as in Equation (1). The first factor within the summation of Equation (2) essentially captures the relative
 288 importance of the link with city h in the link structure of city i while the second factor captures the prevalence
 289 of that link given the strength of city j 's link with city h . Again, the index scales from zero to one, where higher

¹ Burger, van der Knaap & Wall's (2013) indicator does account for asymmetric competition, but only when the extent of overlapped cities changes rather than when the prevalence of one link over the other changes.

290 values indicate greater dissimilarity or non-overlap. In order to obtain the amount of overlap or competition
 291 posed by city j to i , the dissimilarity is simply subtracted from one:

$$292 \quad (3) \textit{Competition}_{ij} = 1 - AD_{ij} = 1 - \sum_{h=1}^p \left[\frac{a_{ih}}{\sum_{h=1}^p a_{ih}} * \frac{a_{ih}}{a_{ih}+a_{jh}} \right], i \neq j \neq h$$

293 where higher values now point to greater similarity and overlap of niches, and thus greater competition posed
 294 by city j to city i .

295 **3.3 Measuring cooperation**

296 Intercity cooperation is considered as the combined effect of direct exchanges between cities and the degree
 297 of complementarity of their niches. The intensity of the former is proportional to the strength of an intercity
 298 flow while the degree of complementarity is proportional to the non-overlap of geographic markets. Similar
 299 to the competition measure, cooperation is considered as an asymmetric relation between two cities which
 300 can be relatively more important to one city than to the other. Whereas the intensity of direct exchanges is
 301 equal for both cities, the complementarity term should reflect what one city can gain from these exchanges
 302 with the other city. The size of the non-overlapping part of the other city's niche thereby reflects hitherto
 303 untapped connections with other cities. Put differently, by connecting to a city with a complementary niche,
 304 the city gains access to assets originating from the other city's niche it previously had no access to. Recall
 305 that the size of this non-overlapping part of another city's niche is reflected by the asymmetric dissimilarity
 306 index. Complementarity from the perspective of one city should thus be considered in terms of the
 307 dissimilarity of the niche of the city it connects to rather than that of itself. Taken together, the degree of
 308 cooperation 'received' by one city i is then measured as the product of the strength of its direct exchanges
 309 with the other city j and the size of the non-overlapping part of the other city j 's niche:

$$310 \quad (4) \textit{Cooperation}_{ij} = a_{ij} * AD_{ji} = a_{ij} * \sum_{h=1}^p \left[\frac{a_{jh}}{\sum_{h=1}^p a_{jh}} * \frac{a_{jh}}{a_{jh}+a_{ih}} \right], i \neq j \neq h$$

311 where a_{ij} is the strength of the link between cities i and j , i.e., the value of their intercity flow; and AD_{ji} is the
 312 asymmetric dissimilarity between j and i , or the size of the non-overlapping part of city j 's niche from the
 313 perspective of city i . The first term captures the condition of a direct exchange between the two cities, while
 314 the second term reflects the condition of complementary niches. As both terms can theoretically range from
 315 zero to one, both have an equal weight on the outcome of the indicator. The composite cooperation coefficient
 316 then ranges from zero to one, where higher values point to more cooperation.

317 **3.4 Averaging the indicators**

318 Drawing on the above framework, measures of cooperation and competition between any set of city-pairs
 319 can be calculated and bundled in a cooperation and competition matrix. To illustrate, we provide the
 320 competition and cooperation matrix for the toy example of Figure 1 in Table 1.

321 Table 1: competition matrix (left) and cooperation matrix (right) for the toy example of Figure 1.

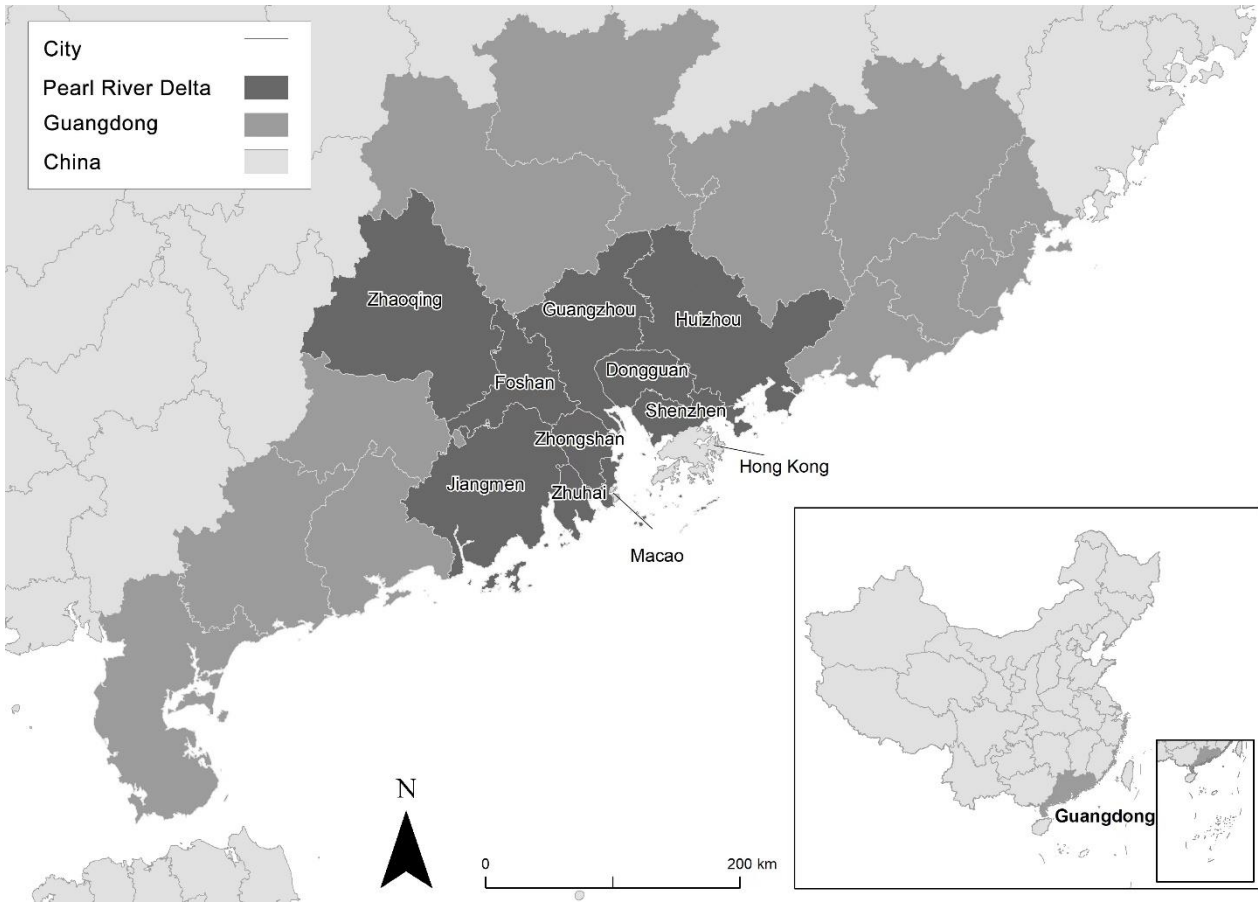
		Comp. faced					Coop. received				
		α	β	γ			α	β	γ		
Comp. posed	α		0,000	0,000	0,000		α		1,000	0,000	0,500
	β	0,000		0,667	0,333		β	1,000		0,833	0,917
	γ	0,000	0,167		0,083		γ	0,000	0,333		0,167
		Coop. provided					Coop. provided				
		0,000	0,083	0,333			0,500	0,667	0,417		

323 Per city, it is then possible to derive two individual competition and two individual cooperation indices. First,
 324 a city's *competitiveness* reflects the average degree of competitive threat it poses to another set of cities. Its
 325 competitive *crowding*² reflects the average competitive threat it faces from these cities. Second, the average
 326 degree of cooperation is calculated per city in terms of the cooperation it receives from other cities – its
 327 *received cooperation* – and the cooperation provided to other cities due to their link with the city in question
 328 – its *provided cooperation*. Taken together, the use of the intercity and city-specific indices then allows for a
 329 thorough understanding of competitive and cooperative relations between a predetermined set of cities.

330 **4. DATA**

331 **4.1 Pearl River Delta**

² The term 'competitive crowding', or 'crowding' in short, has been used to denote the overall pressure of competitive intensity experienced by an actor, both in ecology (e.g., Hurlbert, 1978) and organizational studies (e.g., Ingram & Yue, 2008).



332

333 *Figure 2: location of the PRD and its constituent cities in Guangdong province and China. Hong Kong and*
 334 *Macao are not included in the analysis.*

335 As one of the most researched megaregions in terms of urban competitiveness (Schiller et al., 2015; Lu et
 336 al., 2017) and regional cooperation (Xu & Yeh, 2008; Zhang et al., 2018; Yang et al., 2018), the PRD is the
 337 stage for our analysis. We apply the methodology outlined above to its nine constituent prefecture-level cities
 338 (Figure 2): Guangzhou, Shenzhen, Foshan, Dongguan, Huizhou, Jiangmen, Zhongshan, Zhuhai and
 339 Zhaoqing. The analysis excludes Hong Kong and Macao due to a lack of data availability. However, given
 340 their special administrative status it seems fair to not yet consider them as being fully integrated in the
 341 megaregion. Additionally and relatedly, they are not defined by the administrative-territorial hierarchy that
 342 characterizes urban China (Cartier, 2013; Wu, 2016).

343 As with other research interested in capturing networked phenomena in China through a multiscale lens
 344 (Zhang & Kloosterman, 2014; Li & Phelps, 2018), the degree of competition and/or cooperation posed by
 345 cities may differ depending on the scale of analysis. Therefore, the method is applied separating flows on a
 346 regional, provincial and national level. On the regional scale, niche overlap between all city-pairs is calculated
 347 using geographic market areas that are defined by connections with other PRD cities. Provincially, flows with
 348 other cities of Guangdong province are the focus of the analysis. Bisecting both scales is particularly relevant

349 as the erstwhile dominant provinces are increasingly replaced by urban agglomerations such as the PRD as
350 the main level at which the state aims to regain planning control of fragmented urban space (Wu, 2016;
351 Harrison & Gu, 2021; Wu & Zhang, 2022). Finally, geographic markets based on links with extra-provincial
352 cities are considered to determine competition and cooperation for national flows.

353 **4.2 Intercity mobility flows**

354 As urban networks are multiplex in nature, deciphering one type of flow reveals patterns specific to that
355 particular function (Burger et al., 2014). In this research, daily intercity flows of people are chosen to specify
356 functional links as they comprehensively depict a broad range of functional intercity interactions resulting
357 from tangible socioeconomic processes such as daily commutes, business travel and tourism. Specifically,
358 human mobility constitutes one of the most important drivers of the spatial distribution of productivity and
359 economic development among cities in the shape of human capital. People that are physically present in the
360 same location have a higher chance of transferring valuable skills, competencies and tacit knowledge as
361 these transfers are facilitated by lower communication costs, higher likelihoods of chance meetings and
362 greater mutual trust arising through frequent face-to-face contacts (Storper & Venables, 2004; Agrawal et al.,
363 2006). By moving between cities, knowledge obtained in one location is transferred to the next and its value
364 is partially relocated. Accordingly, the geographic pattern of human mobility flows plays a determining role in
365 the spatial distribution of productivity and economic growth among cities (Faggian & McCann, 2009). Indeed,
366 daily intercity mobility is a significant factor in shaping urban economic growth in China (Lei et al., 2021). Our
367 research thus gauges the economic competition between cities over the attraction of human capital as well
368 as their cooperation in terms of allowing access into each other's aggregated pools of talent.

369 In order to gather data on the strength of intercity mobility flows, we make use of Baidu Mobility Data³ from
370 January 1st to January 9th (China Data Lab, 2020). This dataset comprises aggregated and anonymized
371 location records of smartphones⁴ that are turned on and use Baidu Maps, the web mapping app of Baidu,
372 China's largest search engine provider. A mobility flow from one city to another is detected through changes
373 in a device's location. Consequently, the mobility flows represent actual demand for mobility rather than
374 implicitly derived supply side data. The potential of Baidu mobility data for analysing intercity geographical
375 patterns has been demonstrated before (e.g., by Cui et al., 2020; and Zhang et al., 2022).

³ Since we want to capture a representative sample of general spatial patterns of population movements in China, data from January 1st 2020 until January 9th 2020 are used. This cushions daily fluctuations and excludes large-scale distortions caused by the Chunyun travel rush from the 10th of January onwards and the first COVID-19 travel restrictions from the 23rd of January onwards (Wei & Wang, 2020). Because COVID-19 travel restrictions have been in place at least in someplace in China from the initial outbreak until the time of writing (November 2022), we believe the ten day pre-COVID-19 window to be the only representative sample of general spatial mobility patterns.

⁴ Data originating from phone location records are inevitably subject to sampling bias (Kitchin, 2013). However, prior research shows that differential phone ownership among different demographic groups does not dramatically distort estimates of overall population mobility, even in non-Western contexts (Weselowski et al., 2013). Indeed, smartphone penetration in China has significantly increased over the past years and reached 64 % in March 2020. Still, a slight bias towards young, highly-educated, high-income urban dwellers remains (China Internet Network Information Centre, 2020).

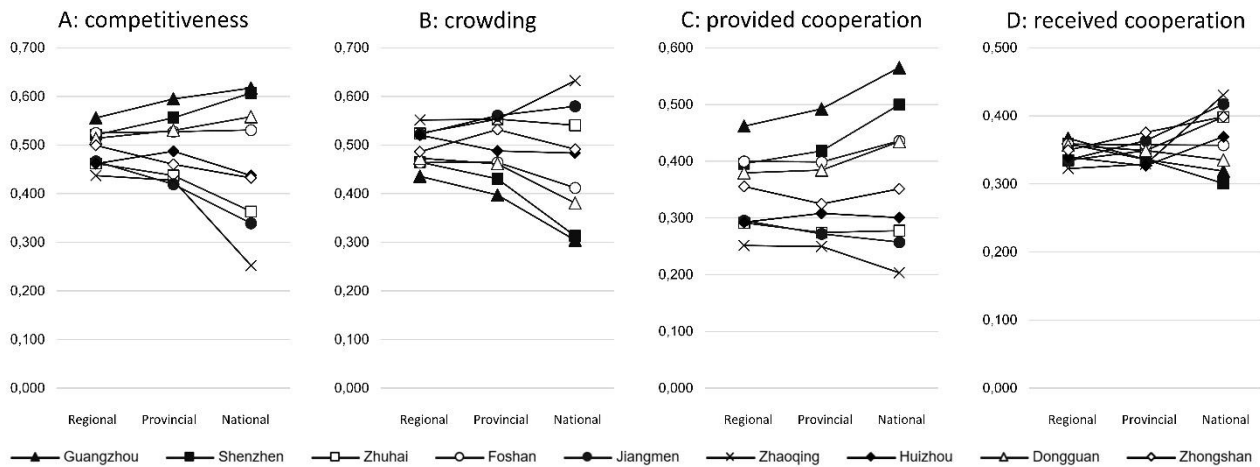
376 By multiplying the daily in- and outflow intensities of every city with their respective top destinations and
377 origins and aggregating opposite directional flows from all days, an undirected matrix of $335 * (335 - 1) / 2 =$
378 $55\,945$ flows between all 335 spatial units at the prefectural level and above in China is constructed. Since
379 the flow values are considerably positively skewed and include zero values, the $\log(x + 1)$ of all values is
380 used. The data is then normalised with a min-max normalization in order to obtain values from zero to one
381 reflecting the intensity of an intercity mobility flow. Equations (3) and (4) are then applied to all 72 city-pairs
382 in the PRD considering their sets of mobility flows bounded by the regional, provincial, and national scale.

383 **5. RESULTS & DISCUSSION**

384 Our results comprise three cooperation matrices and three competition matrices, of which the city-specific
385 indices are highlighted in Figure 3 and of which the strongest intercity relations are visualised in Figure 4. All
386 city-specific and intercity values are given in Figure 5. Based on the derived networks of competition and
387 cooperation, a series of general observations can be made. Drawing on these, we then examine the PRD's
388 two main centres: Guangzhou and Shenzhen.

389 **5.1 General observations**

390 First, differences between PRD cities in terms of their posed/faced competition and provided/received
391 cooperation increase with scale (Figure 3). In general, this can be traced to most cities having many strong
392 criss-cross links within the region in the face of few cities establishing strong ties with distant cities. Regional
393 geographic niches tend to be similarly sized and thereby produce intercity competition and cooperation
394 coefficients that vary little (e.g., from 0,393 to 0,604 for competition; Figure 5a). This observation reflects the
395 emergence of a polycentric landscape with diffuse and fragmented labour markets at the expense of clear,
396 spatially bounded hinterlands surrounding each city (Ren et al., 2020). Provincially and nationally, differences
397 between cities' network structure are more marked, and competition measures therefore exhibit more
398 variation. Only a handful of cities have an outwardly oriented market, e.g., Guangzhou and Shenzhen, and
399 thereby pose significant competitive pressure to cities with more local labour markets, e.g., Zhaoqing and
400 Jiangmen. Similarly, the latter receive more cooperation as they benefit from connecting to a city with an
401 extensive national embeddedness, more so than is the case provincially or regionally.



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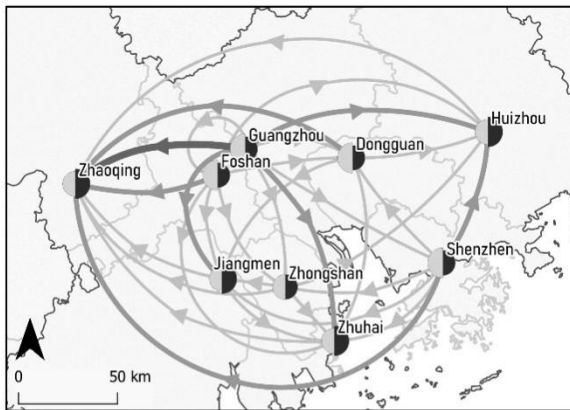
403 *Figure 3: the city-specific scores of competitiveness (a), crowding (b), provided cooperation (c) and received*
 404 *cooperation (d) of all nine PRD cities based on their regional, provincial and national geographic markets.*

405 Second, these differences in competition across cities have a clear geographical dimension. As evident from
 406 Figure 4e (and to a lesser extent from 4b and 4d), cities on the east bank of the Pearl River tend to pose
 407 more competition to those on the west bank. This can be traced to the different stages of the PRD's economic
 408 development. At first, production activities gradually permeated from the 'front shop' of Hong Kong to the
 409 industrializing 'back factory' comprising the nearby inland cities of Shenzhen, Dongguan, Guangzhou and
 410 Foshan (Zhang & Kloosterman, 2014; Ren et al., 2020). Since then, the manufacturing powerhouses on the
 411 east bank have gained from Hong Kong's knowledge spillovers and initiated a shift towards a services-based
 412 economy (Shiller et al., 2015). Concurrently, the lagging cities on the west bank (and Huizhou) are
 413 increasingly functioning as the new low-end manufacturing hubs. The current urban division of labour in the
 414 PRD is therefore one of high-end services in the main east bank centres such as Shenzhen and Guangzhou
 415 – services that require the attraction of talent nationwide –, whereas local pools of low-skilled labour seem to
 416 suffice for manufacturing centres such as Zhongshan and Jiangmen (Li et al., 2022). As a result, the niches
 417 of the higher-order cities out-overlap those of the lower-order cities and increasingly do so at larger scales.

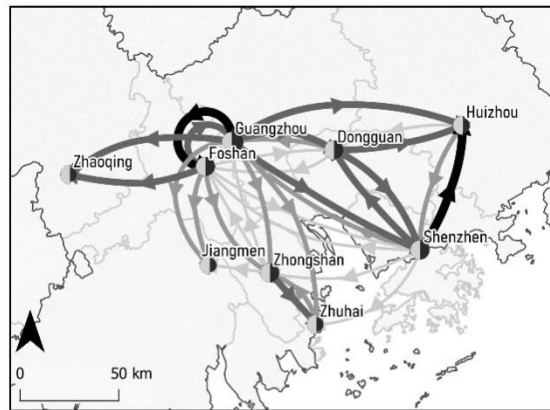
418 Third, cooperative relationships are generally stronger between cities that are more proximate, further
 419 reinforced by existing cooperation frameworks (Figure 4b, 4d, 4f). On the one hand, these frameworks include
 420 bottom-up alliances between local policy makers responding to concrete needs for intercity cooperation,
 421 especially in the realm of infrastructure development (Li & Wu, 2018). Examples thereof include the
 422 integration between Guangzhou and Foshan through the joint construction of the GuangFo metro line (Zhang,
 423 Shen & Gao, 2021) and the negotiation of Zhuhai, Jiangmen, Foshan and Guangzhou policy makers over
 424 the Guangzhou-Zhuhai railway construction (Xu & Yeh, 2013). Both projects have extended population
 425 mobility on the west bank and ameliorated the cooperation of Guangzhou with Foshan, Jiangmen and Zhuhai,
 426 with the latter receiving 22%, 15%, and 12% more cooperation than average from Guangzhou on the
 427 provincial scale (Figure 5d). On the other hand, top-down regional plans are imposed by the central

428 government to actively shape coherent city-regional units. These prevent intercity competition and achieve
429 more coordinated regional development (Wu, 2016; Wu & Zhang, 2022). The success of such top-down
430 plans often varies in space. For example, the National Development and Reform Commission's (NDRC)
431 Outline of the Plan for the Reform and Development of the PRD (2008–2020) promotes close cooperation
432 between three subclusters of cities in the PRD: an eastern cluster comprising Shenzhen, Dongguan and
433 Huizhou; a central cluster comprising Guangzhou, Foshan and Zhaoqing; and a western cluster comprising
434 Zhuhai, Zhongshan and Jiangmen (Enright et al., 2019). Although the former two clusters have materialised
435 their cooperation to some extent (most visible in Figure 5e), cooperation between the latter three cities
436 remains limited. The averages of the intercity cooperation indices in the Shenzhen cluster and Guangzhou
437 cluster respectively amount to 11,7% and 9,4% above the average on the national level, whereas this is only
438 3,8% in the Zhuhai cluster (Figure 5e).

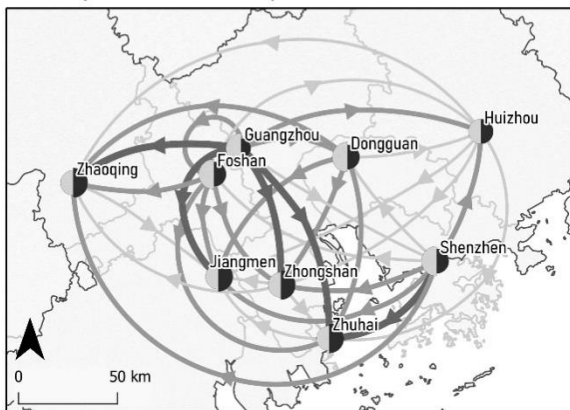
A: competition based on regional markets



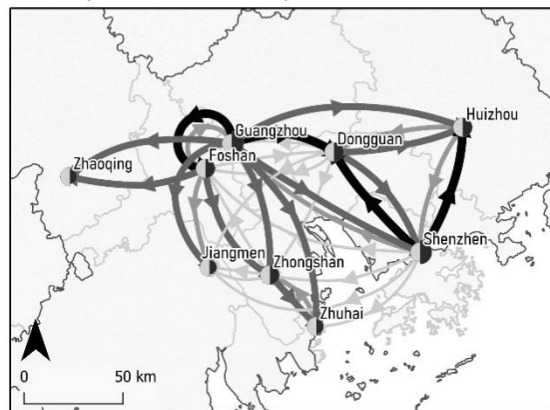
B: cooperation based on regional markets



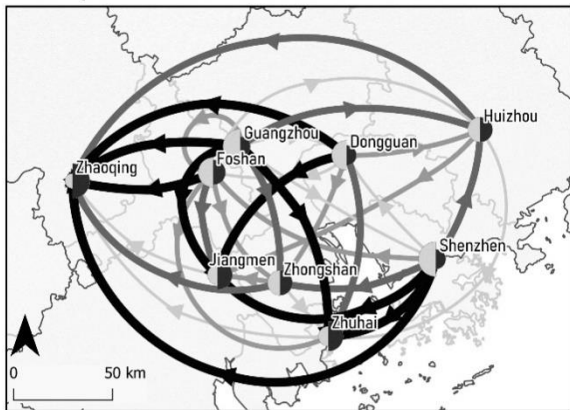
C: competition based on provincial markets



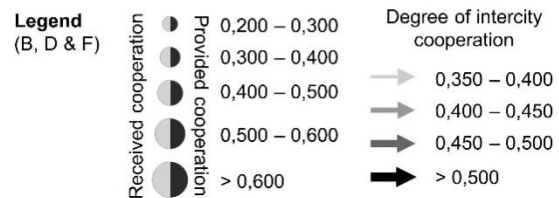
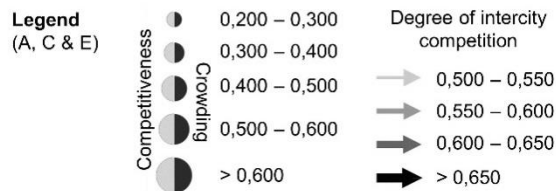
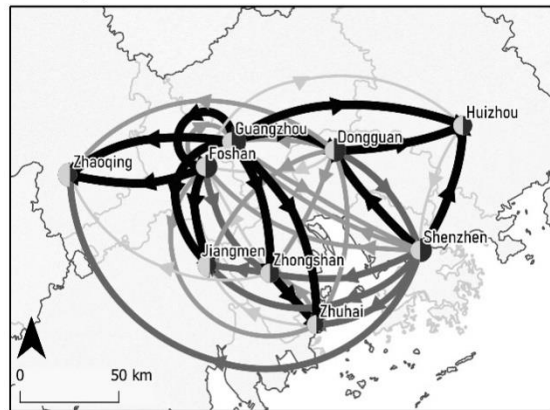
D: cooperation based on provincial markets



E: competition based on national markets



F: cooperation based on national markets



439

440 Figure 4: overview of the strongest competitive (left) and cooperative (right) relations between cities in the
441 PRD based on their regional (top), provincial (middle) and national geographic markets (bottom).

A: competition based on regional markets

	Guangzhou	Shenzhen	Zhuhai	Foshan	Jiangmen	Zhaoqing	Huizhou	Dongguan	Zhongshan	Crowding
Guangzhou		0,468	0,413	0,471	0,418	0,393	0,413	0,461	0,448	0,436
Shenzhen	0,524		0,437	0,493	0,441	0,417	0,445	0,493	0,469	0,465
Zhuhai	0,573	0,540		0,549	0,501	0,471	0,488	0,535	0,534	0,524
Foshan	0,525	0,489	0,442		0,445	0,418	0,436	0,484	0,472	0,464
Jiangmen	0,575	0,538	0,495	0,550		0,471	0,487	0,532	0,530	0,522
Zhaoqing	0,604	0,565	0,516	0,581	0,523		0,515	0,560	0,550	0,552
Huizhou	0,571	0,553	0,485	0,539	0,489	0,466		0,546	0,515	0,520
Dongguan	0,531	0,507	0,445	0,501	0,448	0,424	0,453		0,476	0,473
Zhongshan	0,542	0,507	0,464	0,515	0,467	0,438	0,455	0,500		0,486
Competitiveness	0,556	0,521	0,462	0,525	0,467	0,437	0,461	0,514	0,499	

B: cooperation based on regional markets

	Guangzhou	Shenzhen	Zhuhai	Foshan	Jiangmen	Zhaoqing	Huizhou	Dongguan	Zhongshan	Coop. received
Guangzhou		0,416	0,310	0,475	0,321	0,299	0,338	0,421	0,357	0,367
Shenzhen	0,465		0,300	0,369	0,275	0,238	0,411	0,485	0,330	0,359
Zhuhai	0,427	0,367		0,336	0,318	0,208	0,235	0,317	0,469	0,335
Foshan	0,529	0,366	0,271		0,335	0,332	0,279	0,362	0,393	0,358
Jiangmen	0,439	0,333	0,315	0,414		0,243	0,221	0,321	0,397	0,335
Zhaoqing	0,458	0,318	0,227	0,460	0,270		0,225	0,321	0,301	0,323
Huizhou	0,463	0,510	0,234	0,341	0,222	0,205		0,467	0,272	0,339
Dongguan	0,484	0,499	0,266	0,375	0,272	0,245	0,388		0,326	0,357
Zhongshan	0,431	0,355	0,407	0,428	0,350	0,241	0,242	0,342		0,350
Coop. provided	0,462	0,396	0,291	0,400	0,295	0,251	0,292	0,380	0,356	

C: competition based on provincial markets

	Guangzhou	Shenzhen	Zhuhai	Foshan	Jiangmen	Zhaoqing	Huizhou	Dongguan	Zhongshan	Crowding
Guangzhou		0,465	0,359	0,437	0,343	0,350	0,406	0,440	0,378	0,397
Shenzhen	0,530		0,387	0,465	0,367	0,374	0,441	0,472	0,406	0,430
Zhuhai	0,637	0,602		0,578	0,483	0,487	0,539	0,580	0,520	0,553
Foshan	0,560	0,523	0,417		0,403	0,411	0,461	0,500	0,438	0,464
Jiangmen	0,639	0,600	0,508	0,587		0,504	0,535	0,583	0,529	0,561
Zhaoqing	0,634	0,594	0,498	0,581	0,489		0,530	0,577	0,520	0,553
Huizhou	0,582	0,555	0,436	0,516	0,411	0,420		0,526	0,456	0,488
Dongguan	0,558	0,525	0,414	0,495	0,396	0,403	0,465		0,434	0,461
Zhongshan	0,619	0,583	0,479	0,560	0,464	0,470	0,520	0,561		0,532
Competitiveness	0,595	0,556	0,437	0,527	0,419	0,428	0,487	0,530	0,460	

D: cooperation based on provincial markets

	Guangzhou	Shenzhen	Zhuhai	Foshan	Jiangmen	Zhaoqing	Huizhou	Dongguan	Zhongshan	Coop. received
Guangzhou		0,410	0,264	0,440	0,272	0,276	0,330	0,397	0,297	0,336
Shenzhen	0,467		0,259	0,345	0,238	0,222	0,409	0,467	0,279	0,336
Zhuhai	0,466	0,400		0,350	0,310	0,216	0,258	0,335	0,455	0,349
Foshan	0,563	0,387	0,254		0,308	0,331	0,293	0,366	0,357	0,357
Jiangmen	0,496	0,377	0,326	0,445		0,261	0,254	0,351	0,400	0,364
Zhaoqing	0,490	0,342	0,220	0,466	0,253		0,244	0,333	0,284	0,329
Huizhou	0,469	0,513	0,211	0,326	0,201	0,198		0,457	0,240	0,327
Dongguan	0,502	0,519	0,240	0,362	0,242	0,236	0,404		0,286	0,349
Zhongshan	0,485	0,398	0,420	0,456	0,351	0,257	0,272	0,369		0,376
Coop. provided	0,492	0,418	0,274	0,399	0,272	0,250	0,308	0,384	0,325	

E: competition based on national markets

	Guangzhou	Shenzhen	Zhuhai	Foshan	Jiangmen	Zhaoqing	Huizhou	Dongguan	Zhongshan	Crowding
Guangzhou		0,487	0,244	0,377	0,210	0,152	0,287	0,400	0,276	0,304
Shenzhen	0,507		0,250	0,385	0,215	0,155	0,297	0,413	0,283	0,313
Zhuhai	0,688	0,678		0,600	0,414	0,323	0,504	0,616	0,501	0,541
Foshan	0,579	0,589	0,327		0,301	0,223	0,392	0,517	0,388	0,412
Jiangmen	0,685	0,673	0,478	0,640		0,383	0,557	0,655	0,567	0,580
Zhaoqing	0,704	0,691	0,531	0,674	0,545		0,604	0,687	0,621	0,632
Huizhou	0,618	0,613	0,384	0,549	0,367	0,280		0,590	0,466	0,484
Dongguan	0,544	0,540	0,297	0,458	0,273	0,202	0,373		0,359	0,381
Zhongshan	0,614	0,604	0,395	0,562	0,387	0,298	0,482	0,587		0,491
Competitiveness	0,617	0,607	0,363	0,531	0,339	0,252	0,437	0,558	0,432	

F: cooperation based on national markets

	Guangzhou	Shenzhen	Zhuhai	Foshan	Jiangmen	Zhaoqing	Huizhou	Dongguan	Zhongshan	Coop. received
Guangzhou		0,431	0,227	0,421	0,238	0,223	0,301	0,409	0,301	0,319
Shenzhen	0,448		0,209	0,312	0,195	0,169	0,355	0,453	0,265	0,301
Zhuhai	0,550	0,489		0,405	0,329	0,202	0,281	0,402	0,529	0,398
Foshan	0,623	0,444	0,240		0,269	0,258	0,273	0,393	0,355	0,357
Jiangmen	0,598	0,467	0,370	0,521		0,232	0,273	0,422	0,457	0,417
Zhaoqing	0,640	0,461	0,291	0,614	0,315		0,303	0,445	0,375	0,431
Huizhou	0,562	0,646	0,226	0,368	0,191	0,167		0,535	0,259	0,369
Dongguan	0,539	0,578	0,220	0,350	0,200	0,174	0,350		0,269	0,335
Zhongshan	0,564	0,480	0,437	0,497	0,323	0,203	0,267	0,418		0,399
Coop. provided	0,565	0,500	0,277	0,436	0,257	0,203	0,301	0,435	0,351	

442

443 Figure 5: competition (left) and cooperation (right) indices for every city pair based on regional (top), provincial
 444 (middle) and national (bottom) geographic markets. Darker tones indicate higher values. The highest and
 445 lowest values of the intercity and individual indicators are in bold.

446 **5.2 Guangzhou**

447 As the cultural, administrative, and political epicentre of the PRD, Guangzhou is the most competitive, least
 448 crowded and most cooperative city across all scales (Figure 3). Given its administrative status as the
 449 provincial capital, this dominance is most pronounced in terms of its provincial hinterland (Ma, 2005).
 450 Guangzhou has deep-rooted historical ties with other provincial cities which translates into it being the central
 451 hub for the province to this day (Ng & Xu, 2014). Provincially, there is a gap with Shenzhen's competitiveness
 452 and provided cooperation of 0,039 and 0,074, respectively (Figure 5c). In other words, Guangzhou has

453 stronger ties with cities from Guangdong province (other than those in the PRD) and provides more access
454 to untapped connections to the PRD cities than Shenzhen.

455 Nationally, Guangzhou remains the prime city of the PRD, yet here it faces more competition from Shenzhen
456 (0,487; Figure 5e) than provincially (0,465; Figure 5c). It nonetheless remains instrumental in providing
457 cooperation at this scale, most notably to Foshan (0,623) and Zhaoqing (0,640; Figure 5e). Guangzhou's
458 and Foshan's city centres are located a mere 20 km apart and comprise a physically and functionally
459 integrated urban area (Chen & Yeh, 2022). Local policy makers of both cities have mostly focused on socio-
460 economic integration, e.g., through constructing shared transport infrastructure such as the GuangFo metro
461 line (Zhang, Shen & Gao, 2021). Such integration efforts require close governance and are beneficial as they
462 facilitate human mobility and easier access to each other's talent pools (Li & Wu, 2014). Guangzhou thereby
463 functions as a platform through which Foshan's actors can tap into nationally important connections, e.g.,
464 through Guangzhou's international airport. Interestingly, Foshan simultaneously poses most competition to
465 Guangzhou on the regional level (0,471; Figure 5a) indicating their double-sided 'co-opetitive' relation.
466 Zhaoqing, on the other hand, receives most of its cooperation from Guangzhou as it further extends
467 Zhaoqing's limited niche outside Guangdong.

468 As an 'Economic Circle' planned for in the NDRC's PRD development plan, the ongoing cooperative ties
469 between Guangzhou, Foshan and Zhaoqing are illustrative of envisaged integration efforts effectively taking
470 place. The regional plan focuses on cooperation in the infrastructure realm (e.g., on the construction of rail
471 and expressways), industry complementarity, as well as on intercity knowledge transfers (Enright et al.,
472 2019). It is therefore unsurprising to see the concentration of human capital springing from Guangzhou's
473 nationally ingrained network being diffused towards nearby Foshan and Zhaoqing.

474 **5.3 Shenzhen**

475 Although Shenzhen is overshadowed by Guangzhou regionally and provincially, it has become a leading city
476 at the national level. Its firm national basis allows Shenzhen to bridge the gap with Guangzhou on the national
477 level as their average degrees of competitiveness (0,617 and 0,607 resp.; Figure 5e) and crowding (0,304
478 and 0,313 resp.; Figure 5e) are nearly equivalent. This is clearly visible in Figure 4, with Shenzhen's
479 increase/decrease of its competition/cooperation measures being steeper for the provincial than the national
480 level compared to Guangzhou. The city thereby plays a pronounced role in connecting the PRD to cities of
481 national importance in comparison to the provincial and regional scale. It has, for example, stronger links
482 with Beijing and Chengdu than Guangzhou does, although very marginally so. Parallel to mobility flows,
483 Beijing-Shenzhen is in fact one of the most influential city dyads in China's inter-firm service (Pan et al., 2017)
484 and technological knowledge networks (Ma et al., 2015). Shenzhen's strategy of becoming a(n)
485 (inter)national hub parallel to Guangzhou has been actively pursued by policy makers through infrastructure
486 construction – i.e., Shenzhen has the third busiest airport of China and functions as a central high speed rail
487 hub – which plays a major role in its overall competitiveness. This pursuit of attracting human capital largely

488 stems from Shenzhen's ambition to become a high-tech and creative city (Lu et al., 2017), although it
489 continuously has to find new ways to attract the limited supply of talents (Ng & Xu, 2014).

490 Huizhou and Dongguan both benefit significantly from Shenzhen's hub function as it provides them most
491 cooperation on all scales. This is a result of both strong intercity ties – they are located on the same bank of
492 the Pearl River, thus naturally falling more under Shenzhen's sphere of influence – and Shenzhen's national
493 orientation complementing Huizhou's and Dongguan's regional orientation. Both cooperative aspects have
494 actively been stimulated through inter-governmental cooperation frameworks, starting with the PRD's 1994
495 'Economic Region Urban Cluster Plan' in which the three cities were appointed as the region's eastern
496 development core (Enright et al., 2019). In addition, the Shenzhen, Dongguan and Huizhou city boards have
497 formalised their agreements on topics such as transport planning to allow for direct courses of action in
498 infrastructure development. Over time, however, the Dongguan municipal government has steered away
499 from close cooperation with Shenzhen in pursuit of an individual development path. As a result, the Shenzhen
500 government is increasingly leaning towards Huizhou as its primary cooperation partner (Zhang & Sun, 2019).
501 With Shenzhen fulfilling a more complementary role for Huizhou than Dongguan, the result is a stronger
502 tangible cooperative relation with the former (0,646) than with the latter (0,578; Figure 5f) on the national
503 level.

504 Shenzhen still remains less embedded in the region than Guangzhou in terms of providing (0,565 and 0,500;
505 Figure 5f) and receiving cooperation (0,319 and 0,301; Figure 5f) despite its similarly-sized national network.
506 In this regard, it comes as no surprise that Shenzhen is aiming to ameliorate its direct regional connectivity
507 – instrumental for tangible cooperation to materialize – with cities on the west bank that hold great potential
508 as cooperative partners. For instance, in response to Hong Kong's westward bridge connection with Macao
509 and Zhuhai and Guangzhou's similar advances towards Dongguan, Shenzhen and Zhongshan have now
510 allied over the construction of a new bridge to cut travel times and allow for industrial transfers between them
511 (Li et al., 2022). Developments equivalent to these will likely alter mobility patterns and influence both
512 cooperative and competitive relations in the region.

513 **6. CONCLUSION**

514 The main contribution of this paper is the development of a comprehensive framework that allows formalizing
515 competition and cooperation in city networks by drawing on a niche overlap approach. While most
516 megaregions research focuses either on competitive or cooperative intercity relations, we argue that they are
517 essentially two sides of the same coin (even though not being exact opposites). Competition results from
518 overlapping market areas whereas cooperation results from spatial complementarity and direct exchanges
519 among cities. Operationalizing both aspects as asymmetric attributes of an intercity relation allowed us to
520 shed a new light on the megaregional dynamics of the Chinese PRD.

521 While the PRD is exemplary in terms of its convergence of local and national efforts of regional integration,
522 it is also subject to intense competitive pressures that prevent individual cities of pursuing more spatially

523 complementary paths (Li et al., 2022). Regionally, the PRD's constituent cities are highly integrated and
524 compete for often subtle variations in market orientation. This leads to large overlapping labour markets and
525 points to a suboptimal spatial configuration thereof. When considering flows at the provincial and national
526 scale, the gap between the region's higher-order services centres and low-end manufacturing centres
527 becomes evident. The national orientation of the main centres, most notably Guangzhou and Shenzhen,
528 simultaneously leads to more competitiveness posed and cooperation provided to their neighbouring PRD
529 cities. In sum, then, Guangzhou remains the main gateway into the region, especially on the provincial level.

530 The results also indicate that the spatial organization of both competitive and cooperative relations are not
531 the result of a 'natural' logic of networked economies, but rather an outcome of place-specific processes such
532 as institutionally arranged cooperation agreements and path-dependent political and socioeconomic
533 developments. This points to a broader conclusion stemming from our analysis: the indices developed here
534 are best interpreted alongside other network measures (e.g., density and centrality measures; cfr. Zhang et
535 al., 2018) and qualitative data (e.g., interview data; cfr. Lai, 2011). Even though network thinking has become
536 a key scientific paradigm for describing macroscopic relations – both competitive and cooperative – among
537 collective actors like cities (Camagni, 2007), conceptual limitations remain (Watson & Beaverstock, 2014).

538 Finally, we highlight some limitations of this research and propose potential extensions of our methodology.
539 First, we believe that a wider consideration of *international* mobility flows in the framework would render
540 interesting insights. As cities in the PRD become increasingly dependent on transnational mobility networks,
541 examining links with major international centres seems particularly pertinent given the proximity of Hong
542 Kong and Macao. For instance, if connections with nearby Hong Kong were taken into account, Shenzhen
543 would likely surpass Guangzhou in terms of its international competitiveness (Ng & Xu, 2014). Second,
544 differentiating between different types of flow data (e.g., commute data, business travel and touristic trips)
545 would allow for a more nuanced analysis. We adopted a broad definition of market overlap based on *any*
546 form of daily mobility, but for a more thorough understanding of *functional* differentiation across cities and
547 their associated geographic market orientations, our method could be adapted to allow for comparisons
548 across functions by applying it using different types of flow data. Third and finally, extending this framework
549 to compare different megaregions seems a worthwhile avenue for further research, especially since our
550 developed indicators are scored within a standardised interval, enabling comparisons between megaregions
551 from similar (e.g., urban agglomerations across China) or different geographical contexts (e.g., the Randstad,
552 PRD and San Francisco Bay Area). Moreover, the competition and cooperation measures are not clearly
553 bound by geographical scale and therefore enable applications beyond megaregions.

554 7. REFERENCES

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