

*Economics of Science, Technology and Innovation*

# **SUCCESS STRATEGIES AND KNOWLEDGE TRANSFER IN CROSS-BORDER CONSULTING OPERATIONS**

Roger Svensson

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# Success Strategies And Knowledge Transfer In Cross Border Consulting Operations

**Daniela Niemeyer**



## **Success Strategies And Knowledge Transfer In Cross Border Consulting Operations:**

Success Strategies and Knowledge Transfer in Cross-Border Consulting Operations Roger Svensson, 2000-02-29 Success Strategies and Knowledge Transfer in Cross Border Consulting Operations analyzes the international operations of consulting firms Apart from developing a theoretical framework which differs from traditional theories about international trade the main issues analyzed in this book are 1 Success determinants when tendering for international consulting contracts 2 The choice between exports acquisition of a local firm or establishing a greenfield office when entering foreign markets 3 The extent and nature of knowledge transfer to emerging markets 4 The role of development agencies in international consulting projects 5 The trend towards and consequences of more management services included in international projects 6 The effects on competition when state owned consulting firms are allowed to operate in the international market The empirical analysis of these issues is based on a unique database of individual tender documents which Swedish consulting firms have submitted abroad

**Success Strategies and Knowledge Transfer in Cross-Border Consulting Operations** Roger Svensson, 2012-12-06 Success Strategies and Knowledge Transfer in Cross Border Consulting Operations analyzes the international operations of consulting firms Apart from developing a theoretical framework which differs from traditional theories about international trade the main issues analyzed in this book are 1 Success determinants when tendering for international consulting contracts 2 The choice between exports acquisition of a local firm or establishing a greenfield office when entering foreign markets 3 The extent and nature of knowledge transfer to emerging markets 4 The role of development agencies in international consulting projects 5 The trend towards and consequences of more management services included in international projects 6 The effects on competition when state owned consulting firms are allowed to operate in the international market The empirical analysis of these issues is based on a unique database of individual tender documents which Swedish consulting firms have submitted abroad

**The Oxford Handbook of Management Consulting** Matthias Kipping, Timothy Clark, 2012-03-29 Management consultants of various kinds play an important role in the world of business and other organizations This Handbook provides a comprehensive overview of research and thinking on the role history and function of management consultants

*Knowledge Management in the Innovation Process* John de la Mothe, Dominique Foray, 2001-08-31 It is now widely recognized that many of the central unresolved problems in economic policy management and research turn on questions of knowledge Increasingly complex firms and agencies must ask and answer such difficult questions as What is knowledge Where is it Who has it Does the organization lose or gain competitive advantage or effectiveness by sharing knowledge Where can we find the knowledge we need How can we measure knowledge In a knowledge based economy these queries are integral to the pursuits of every policy maker analyst and strategist Knowledge Management in The Innovation Process a joint project between Statistics Canada and Program of Research on Innovation Management and Economy PRIME at the University of Ottawa brings together economic social

measurement and policy views on these critical issues This project fits into an ongoing research program at Statistics Canada to develop meaningful indicators for science technology and innovation in a technology intensive economy It also fits into the ongoing program at PRIME to better understand technology policy and innovation strategy This book tells the story of the dynamic interplay between knowledge and innovation with an eye to developing tools and frameworks for managing knowledge for social and economic benefit Innovation Policy in the Knowledge-Based Economy M.P. Feldman,Albert N. Link,2012-12-06 Scholars in the science and technology field have not collectively questioned much less proposed an agenda for policy makers Now is an appropriate time for such an undertaking First there is a growing belief that the U S national research and development system like that of many industrial nations is changing due to global competitive pressures and advancements in information technology and electronic commerce Second industry s R D relationship with the academic research community is changing not only because of the global competition but also because of alterations in the level of government support of fundamental research As a result policy makers will need to rethink their approaches to science and technology issues This volume is a collection of essays by scholars about innovative policy in the knowledge based economy By knowledge based economy we mean one for which economic growth is based on the creation distribution and use of technology As such innovation policy in such an economy must enhance the creation distribution and use of knowledge that leads to the creation distribution and use of technology This volume considers elements of an innovation policy innovation policy and academic research innovation policy in electronic commerce and innovation policy and globalization issues

*Technology and Markets for Knowledge* Bernard Guilhon,2012-12-06 This book provides a unique set of empirical and theoretical analyses on the conditions determinants and effects of the exchange and trade of technological knowledge This work delivered by the research team lead by Bernard Guilhon shows that technological knowledge is more and more traded and exchanged in the market place When and where contractual interactions are implemented by an institutional set up which makes the exchange better reliable for both parties The new evidence provided by the book moreover makes it possible to appreciate the positive role of major knowledge rent externalities provided by the new quasi markets for technological knowledge Trade in technological knowledge leads in fact as the book shows to higher levels of division of labor specialization and efficiency in the production and distribution of new technological knowledge This dynamics is considered a part of a broader process where the generation of technological knowledge is itself becoming closer to the production of goods so that the division of labour among learning organization plays a growing role Exchange of technological knowledge takes part because the conditions for appropriability are now far better than currently assumed by a large traditional literature The analysis carried out through the book builds upon the notion of localized technological knowledge and suggests that the exchange of technological knowledge is not a spontaneous atmospheric process **The**

**Role of Networks in the Internationalization of Management Consulting Firms: A critical View on traditional**

**Theory** Nils Laacks, 2010-01-13 Inhaltsangabe Introduction The French economist Jean Fourasti had already predicted the expansion of the service sector in his early work in 1949 Accordingly the economies of the developed countries were prognosticated a division into the three major branches agriculture manufacturing and services with an increasing domination of the latter over time In fact the actual growth of the tertiary sector even surpassed Fourasti's expectations Knowledge intensive business services constituted the fastest growing sector in Western economies at the end of the twentieth century Within this group of knowledge intensive business services management consulting represents one of the fastest growing business models Before the first economic slowdown in the consulting industry started in 2000 the global market for advisory services had grown at rates between 10 and 15 percent In Europe the turnover of the consulting sector rose about twenty seven percent annually during the second half of the nineties Growth today represents one of the key success factors in the consulting business and firms have to reach certain growth rates in order to stay competitive There are mainly two different strategies for enterprises to achieve the goal of prosperous growth Firms can either follow the strategy of diversification or internationalization An increasing number of consulting firms decides to expand business activities into international markets in order to stay competitive and take advantage of new possibilities associated with globalization Empirical studies have shown that the propensity of firms to internationalize not only accounts for large multinational corporations but also for small and medium sized firms Therefore scientists and economists have put attention to the internationalization efforts of management consulting firms Nevertheless scientific literature about the internationalization of these business models is still scarce Most of the existing theories are based on empirical findings that refer specifically to material goods and are thus often criticized for not adequately reflecting the unique characteristics of services Numerous internationalization theories have been developed during the last forty years While common theories focus on aspects such as transaction costs or knowledge about a particular market approaches that are more recent underline the central role of relationships and international networks In my study I

**Knowledge Capital and the "New Economy"** Pontus Braunerhjelm, 2012-12-06 According to its proponents the new economy is associated with sustainable growth increased demand for labor and zero inflation On the micro level this bright avenue into the future is propelled by knowledge capital flexibility and new ways of organizing production such as clusters and networks Progress in information technology together with massive deregulation on the national and the international levels have been credited with setting this development into motion The concept of the new economy has been rapidly embraced by politicians as it seems to offer a way out of the traditional trade off between unemployment and wage inflation However empirical evidence regarding the microeconomic mechanisms of the new economy is scarce Knowledge Capital and the New Economy Firm Size Performance and Network Production intends to narrow this gap by empirically analyzing the composition of knowledge capital and how knowledge capital is distributed across firms of different size Moreover the impact of knowledge capital on firms profitability and

international competitiveness is also examined Finally we compare cluster dynamics and the institutional set up in Europe and the U S with the purpose of identifying regulations that seem to hinder a conducive environment for expanding and dynamic European clusters The results of this study emphasize the role of knowledge capital and flexibility Thus irrespective of how sustainable the new economy turns out to be the policy implications in terms of providing institutions that facilitate knowledge enhancing economic activities flexible markets and transparent incentive structures are undeniable Countries that fail in this respect may find themselves trailing in the international growth and welfare rankings *Institutions and Systems in the Geography of Innovation* M.P. Feldman,Nadine Massard,2012-12-06 This volume provides a collection of theoretical articles and empirical studies on innovation and location by focusing on the institutions and systems that mediate knowledge spillovers The objective is to provide an international comparison using a variety of approaches The volume is organized around the three themes The first focuses on theoretical work that attempts to advance our understanding of knowledge externalities and systems on innovation The second section provides empirical studies that attempt to measure these impacts The final section considers future challenges to regional economic development policy in the face of economic integration and globalization The Technological Evolution of Industrial Districts Fiorenza Belussi,Giorgio Gottardi,Enzo Rullani,2012-12-06 Fiorenza Belussi Giorgio Gottardi and Enzo Rullani This volume collects some papers presented at the Vicenza conference The Future of Districts held in June 1999 organised by the Department of Technology and Management of Industrial Systems of the Faculty of Engineering of Padua University with the collaboration of several engineers industrial economists and experts in the issue of technology management This was the starting point of a long lasting and painful collective discussion the results of which are documented here during many meetings of this itinerant group including the workshop in Padua organised by Professor Luciano Pilotti and held in May 2001 Systems governance knowledge within firm networks at the Department of Economics of the University of Padua and the recent international research seminar held in May 2002 in Rome at the Tagliacarne Institute within the EU sponsored project Industrial districts re location processes identifying policies of EU enlargement West East ID The reason we decided to organise this book was not only to underline the importance of the industrial district ID model as a tool of propulsive local growth in a country like Italy On the contrary the idea that moved us was the theoretical dissatisfaction with the way in which the phenomenon of local development and industrial clustering of specific industries was treated in the international approach of the various disciplines

*Technological Systems in the Bio Industries* B. Carlsson,2012-12-06 Technological Systems in the Bio Industries An International Study represents a comprehensive interdisciplinary and systematic effort to understand the nature and role of technological change in a rapidly evolving arena of economic activity that can be loosely referred to as the bio industries These include biomedical industries that deliver goods and services used in health care including those based on genetic engineering as well as applications of biotechnology in other industries such as agriculture food production and the forest

industries This volume is the third in a continuing series of studies on technological systems it seeks to identify and address new sets of conceptual and methodological issues in analyzing innovation systems particularly as regards the delimitation of relevant systems The book makes an in depth comparison of the biomedical clusters in Sweden and Ohio It also sheds light on the emergence of new science based technological systems

**The Economics of Persistent Innovation: An Evolutionary View** Christian Bas, William Latham, 2009-06-04 William Latham Christian Le Bas Persistence of firm innovative behavior became an important topic in applied industrial organization with the publication of the seminal empirical work of P Geroski and his colleagues 1997 Evidence that firms innovate persistently has led previous studies to focus on the determinants of innovation persistence and on its heterogeneity across industries technologies and countries The aims of this book are 1 to illumine the scale and scope of the phenomenon of persistence in innovation and 2 to account for the principal factors that explain why some firms innovates persistently and others do not Because this book deals intensively and extensively with the subject of firm innovation persistence which is not as yet a well known term we need to provide a nontrivial definition of it that encompasses the full range topics we want to address and aids our understanding of how they are related to each other We begin with a careful identification of innovation Our first definition is drawn from K Pavitt 2003 innovation processes involve the exploration and exploitation of opportunities for a new or improved product process or service based either on an advance in technical practice or a change in market demand or a combination of the two While this definition is clear and conforms well to both our empirical and theoretical perspectives some elaboration may help to clarify the concept

**Entrepreneurship: Determinants and Policy in a European-US Comparison** David B. Audretsch, R. Thurik, Ingrid Verheul, Sander Wennekers, 2005-12-27 Without a clear and organized view of where and how entrepreneurship manifests itself policy makers have been left in uncharted waters without an analytical compass The purpose of this book is to provide such an analytical compass for directing how public policy can shape and promote entrepreneurship We do this in two ways The first is to provide a framework for policymakers and scholars to understand what determines entrepreneurship The second is to apply this framework to a series of cases or country studies In particular this book seeks to answer three questions about entrepreneurship What has happened over time Why did it happen And what has been the role of government policy The cornerstone of the book is the proposed Eclectic Theory of Entrepreneurship The goal of the Eclectic Theory is to provide a unified framework for understanding and analyzing the determinants of entrepreneurship The Eclectic Theory of entrepreneurship integrates the different strands from relevant fields into a unifying coherent framework At the heart of the Eclectic Theory is the integration of factors shaping the demand for entrepreneurship on the one hand with those influencing the supply of entrepreneurs on the other hand The key to understanding the role of public policy is through identifying those channels shifting either the demand for or the supply of entrepreneurship by policy instruments The findings in this book show that by utilizing the framework provided by the Eclectic Theory of

Entrepreneurship it is within the grasp of policymakers to identify the determinants of entrepreneurship in a particular country setting at a particular point in time This will be essential in formulating new public policies to promote entrepreneurship and ultimately economic growth job creation and international competitiveness **Rethinking Regional Innovation and Change: Path Dependency or Regional Breakthrough** Gerhard Fuchs, Philip Shapira, 2006-02-17 Rethinking Regional Innovation and Change brings together papers from leading international scholars in the field of regional development and policy The contributors examine the interactions between path dependent developments institutions and governance structures that influence regional innovation capacity Up to date case studies present diverse theoretical perspectives from economics political science geography planning and public policy Taken as a whole the volume offers a broad and up to date perspective on the inheritance aspect of an area s future Without exception the chapters are insightful interesting and a pleasure to read Let us hope that this excellent work will find its way to the desks of authorities in charge for regional policy If anything the book still urges policy makers to start from the simple piece of wisdom that regions tend to go from where they are coming Paradoxically it is from this very notion of path dependency that most regional breakthroughs can be expected Gert Jan Hospers Regions Volume 256 April 2005 Networks, Alliances and Partnerships in the Innovation Process John de la Mothe, Albert N. Link, 2002-09-30 In an era of intense knowledge based globalization and technology based competition the central role of networks alliances and partnerships is now becoming recognized By looking at the dynamics of these strategic organizational activities leading authors in the field examine in this book how firms align themselves how they use networks and enter into partnerships in order to develop new or radically improved processes and how they introduce new or radically improved products to the market The topic excludes as the primary interest spatial effects such as those found in geographic clusters or in regional innovation systems The focus here is instead on the innovation process and therefore examines framework issues about how we can assess networks of innovators measurement issues for both researchers and official statisticians and impact issues for both industry strategists and policy makers Using an evolutionary perspective and drawing on a range of disciplines Networks Partnerships and Alliances explores important issues at the conceptual methodological and comparative levels concerning the construction of comparative advantage *Task, Firm Size, and Organizational Structure in Management Consulting* Michael Graubner, 2007-11-06 Foreword The management consulting industry has grown into a sizeable economic sector and employment market in the outgoing 20 century Globally operating management consulting firms with thousands of consultants have emerged They coexist alongside many small consultancies and single practitioners As a result a remarkable diversity in the organizational structure of management consulting firms has developed Organizational structure is of utmost importance for consultancies as it directly impacts their business and employment models Yet little scientific explanation has been offered so far on the factors accounting for the diversity of organizational structure in management consulting Michael



Graubner explores this contemporary topic His research is guided by the contingency theory of organizations one of the classical organization theory schools of thought that has been traditionally applied to investigate organizational structure in manufacturing banking and the public sector The author thoroughly reviews the different aspects of contingency theory contingency factors constructs of organizational structure the concept of fit between contingencies and structure organic vs bureaucratic theory and reflects on them in the light of other organization theory schools of thought *Journal of Economic Literature* ,2000 Development Knowledge, National Research and International Cooperation Kenneth King,Wolfgang Gmelin,Simon McGrath,2001 *Book Review Index* ,2003 Vols 8 10 of the 1965 1984 master cumulation constitute a title index **Einflussfaktoren des Wissenstransfers in wissensintensiven Dienstleistungsunternehmen** Matthias Werner,2013-03-08 Matthias Werner entwickelt ein neuartiges Instrument zur Messung und Bewertung des Wissenstransfers mit dem eine Quantifizierung des Wissenstransfers möglich wird Im Rahmen einer empirischen Untersuchung identifiziert er Einflussfaktoren des Wissenstransfers und gibt Handlungsempfehlungen

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