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Know-Who Based Entrepreneurship: From Knowledge Creation to Business Implementation

Sigvald J. Harryson

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In this book, Sigvald Harryson demonstrates how to use know-who based networking to increase knowledge whilst reducing complexity. He reveals new synergies between external and internal knowledge networking that promise to enhance the innovation performance of any transitional, transnational company. The book develops and builds upon knowledge in the interconnected areas of entrepreneurship and networking across different levels and units of analysis. In-depth studies of a wealth of absolute best practice companies are explored, illustrating how concrete management practices can be established to acquire and then transform science into sales in more time- and cost-efficient ways. A unique framework is developed to overcome the dichotomies between knowledge creation and business implementation. Through this, the author provides the necessary foundations from which profitable growth through innovation (GTI) can be developed: identification and analysis of the most important barriers to entrepreneurship; enabling factors and intelligence processes required for forceful innovation; and a GTI process for application in practice. "Know-Who Based Entrepreneurship" shows that the knowledge and innovation process is no longer limited to intracorporate know-how, but has now expanded to encompass global know-how. It will thus be invaluable to business managers, international scholars and researchers of R&D, innovation, entrepreneurship and the knowledge economy.

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