

Knowledge Driven Entrepreneurship The Key To Social And Economic Transformation Innovation Technology And Knowledge Management

This book presents the emerging paradigm and methodology, Open Innovation 2.0 (OI2), which aims to help drive significant structural changes and benefits through digital innovation to society and industry. It highlights how new services and markets can be co-created in open ecosystems and how this leads to a transformation from win-lose to win-win situations for all stakeholders. Organized around a number of core patterns of OI2, such as shared purpose, partnering and platforms, this book leverages more than five years of research by the EU Open Innovation Strategy Policy group. Popularized in the early 2000s, open innovation is a systematic process by which ideas can pass among organizations and travel on different exploitation vectors for value creation. With the simultaneous arrival of multiple digital disruptive technologies and rapid evolution of the discipline of innovation, it became apparent that an entirely new approach to innovation was needed that incorporated technological, societal and policy dimensions. Unlike other innovation methodologies, OI2 is an innovation paradigm and methodology with a purpose: to seek and deliver innovations that move us collectively on to a trajectory towards sustainable intelligent living. OI2 is a paradigm advocating for disruptions, seeking the unexpected and providing support for rapid scale-up of successes. As a method, it provides a safety net for both innovations and innovators, inspiring innovators to have the confidence and courage to innovate. Featuring case studies from domains such as energy, telecommunications, transportation, and finance and from companies including Intel, Lego, Alcatel Lucent and Alstom, this book is useful to industry executives, policy makers, academics, and students of innovation and innovation management.

This book looks at the science, technology and innovation systems of Argentina, Brazil, Chile and Mexico, telling the stories of sixteen university research teams from different fields of knowledge, working in very different national contexts, but having in common the experience of producing high quality scientific knowledge in their fields, while being very active in transferring their knowledge to society.

Universities find themselves in dynamic change. They are confronted with growing expectations from their stakeholders, increasing international competition, and new technological challenges. Featuring insights and in-depth case studies from leading researchers and university decision makers from around the world, this book argues that institutions of higher education, in order to be successful, have to actively reflect on circumstances, visions, and strategies to master the future. Drawing from their experiences across a diverse array of institutions in Europe, Asia, and the Americas, the authors explore the pressures on today's universities and the opportunities for excelling in the contest for resources. They discuss operational issues, such as strategic management, IT governance, leadership development, and entrepreneurial culture, and broader concerns, such as the roles and responsibilities of universities in promoting technology transfer and economic and social development. The result is a resource that

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not only reveals and analyzes universities from an organizational perspective, but presents best practice models and concrete inspiration for management and policymaking.

Knowledge is power: In today's era of knowledge-based economies, constantly changing business environments, severe competition, and globalization, gaining the knowledge edge will greatly empower an organization to stay on the cutting edge. *Intelligence Methods and Systems Advancements for Knowledge-Based Business* examines state-of-the-art research in decision sciences and business intelligence, and the applications of knowledge-based business with information systems. This comprehensive volume will provide researchers, academics, and business professionals with the research and inspiration they need to strengthen and empower their businesses in today's world.

The world is witnessing an increase in innovation both in start-ups and in SMEs, and the implementation of innovation is having a substantial impact on the knowledge of the economy. The ability of human beings to create new knowledge can be defined as a basic skill in a global economy, which involves learning as an essential dynamism of the competition. Following this and considering the need for developing standards and guidelines for innovation, organizations have been working on developing and updating a set of documents to help the innovators and the innovative companies work better. *Knowledge-Driven Innovation in Start-Ups and SMEs: Emerging Research and Opportunities* is a collection of innovative research on the methods and applications of standardization and guideline creation in business innovation, such as those implemented by the Organisation for Economic Co-operation and Development (OECD). While highlighting topics including business analysis, market research, and intellectual property, this book is ideally designed for market researchers, business professionals, academicians, and students seeking current research on innovative processes and approaches for organizations.

Evidence suggests that economies with technology transfer initiatives provide a better supply of high-quality jobs and tend to be characterized by entrepreneurs with higher innovation contributions. This book explores the effectiveness of technology transfer policies and legislation on entrepreneurial innovation in a non-US context. It analyses the theoretical, empirical and managerial implications behind the success of technology transfer policies and legislations in stimulating entrepreneurial innovation; analyses which other contextual condition (e.g., culture) are necessary for successful implementation; and explores the extent and level of replication of US policies (e.g., Bayh-Dole Act, Small Business Innovation Research [SBIR] program) in other national and regional systems. In addition, this book looks at the effect technology transfer policies have on the adoption of open innovation and open science.

The knowledge economy has become an important part of contemporary development for cities in a time of globalization and expansion. Examining theories of knowledge transfer and urban advancement allows for better adaptation in a changing global society. *Knowledge-Based Urban Development in the Middle East* provides emerging research on the contemporary practices of architecture, urban design, and implementation in contemporary Middle Eastern cities. Highlighting a range of pertinent topics, such as creative economy, knowledge development, and learning communities, this book is an important resource for academics,

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researchers, practitioners, and decision makers seeking current research on the issues and challenges of implementing knowledge-based urban development in Middle Eastern cities.

This book concerns industry creation as knowledge creation. The authors argue that a new class of global, knowledge-driven manufacturing industries has emerged in which learning, continuity, and speed define competition. In these new industries, access to knowledge creation processes matters more than ownership of physical assets. Location matters only insofar as it confers learning advantages and market access. Companies need strategies that can mobilize their organizations' country-specific strengths and freely leverage them in open, global learning partnerships with allies, suppliers, and customers. *Managing New Industry Creation* distills principles that managers can use to seize leadership for their companies as these new industries emerge. The authors draw their insights from firsthand discussions with over 160 managers and scientists who helped found the high-information-content flat panel display (FPD) industry. In the early 1990s, large-format FPDs exploded into public knowledge as a critical enabling technology for notebook computers. In the future, FPDs will increasingly function as the face by which users interact with technology products. The book recounts the business decisions that propelled the industry from humble beginnings to empower a globally mobile workforce and eventually build wall-hanging, high definition televisions that every household can afford. The FPD industry was the first new manufacturing industry to fully emerge in a global economy defined more by trade in knowledge than in physical products. Although FPDs were commercialized in Japan, the joint efforts of an international community of companies made high-volume production of large displays viable. Companies from outside of Japan—including IBM, Applied Materials, and Corning—achieved key positions by challenging U.S.-centered preconceptions of innovation, new business creation, and management process, giving unprecedented global authority and responsibility to their Japanese affiliates. Their success established new rules for competing in the knowledge-driven, global manufacturing industries of the future, first described here for managers, R&D scientists, academics, and students of corporate strategy.

Sources of Knowledge and Entrepreneurial Behavior delves into the nature and importance of the relationship between sources of knowledge and entrepreneurial behavior, and should be of interest to both academics and policy-makers. David B. Audretsch and Albert N. Link use the Knowledge Spillover Theory of Entrepreneurship as the conceptual foundation for why individuals decide to become entrepreneurs. Then, using a database of more than 4,000 small and relatively new European companies from 10 different countries, called the AEGIS database, Audretsch and Link offer new insights about the relationship between knowledge sources and entrepreneurial behavior. In their analysis of the empirical evidence in support of the Knowledge Spillover Theory of Entrepreneurship, Audretsch and Link conclude that there is no singular source of knowledge driving entrepreneurship, but a plethora of knowledge sources, each associated with different dimensions of entrepreneurial activity. The intellectual breakthrough in this book is not that knowledge matters or that it especially matters for entrepreneurship. Rather, Audretsch and Link show that knowledge, and

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especially entrepreneurial knowledge, is not a homogeneous phenomenon. There are multiple sources of knowledge that act on entrepreneurial performance in a myriad of ways.

Peruta examines emerging pervasive models of innovation and how their nature, effects, and origins are characterized. Written by leading scholars, *The Wiley Handbook of Entrepreneurship* provides a distinctive overview of methodological, theoretical and paradigm changes in the area of entrepreneurship research. It is divided into four parts covering history and theory, individual differences and creativity, organizational aspects of innovation including intrapreneurship, and macroeconomic aspects such as social entrepreneurship and entrepreneurship in developing countries. The result is a must-have resource for seasoned researchers and newcomers alike, as well as practitioners and advanced students of business, entrepreneurship, and social and organizational psychology.

The wave of protests and populist uprisings in the Middle East has heightened the focus on a volatile region. But the emphasis on political issues has obscured underlying issues concerning education, infrastructure, research, innovation, entrepreneurship and sustainable economic and social development. This volume, emerging in the aftermath of a conference and workshop on science and technology in the region, presents contributions from a range of experts from the Middle East, Europe, and the United States to provide fresh new insights and perspectives on the challenges and prospects for regional development in the changing global context of our time. The authors explore such topics as: the role of information and communication technologies; mindset change in support of investment in intangible assets and risk-taking; how to approach cultural issues, institutions and governance; collaborations with other regions, and; benchmarking performance while drawing lessons of relevance for the special local context. Ultimately, they offer a number of precise policy recommendations and practical insights for creating an enabling environment for capturing economic, political, and social opportunity.

This book analyzes new theories and practical approaches for promoting excellence in human resource management and leadership. It shows how the principles of creating shared value can be applied to ensure faster learning, training, business development and social renewal. In particular, it presents novel methods and tools for tackling the complexity of management and learning in both business organizations and society. Gathering the proceedings of the AHFE 2021 Conferences on Human Factors, Business Management and Society, and Human Factors in Management and Leadership, held virtually on July 25-29, 2021, from USA, this book provides researchers and professionals with extensive information, practical tools and inspiring ideas for achieving excellence in a broad spectrum of business and societal activities.

"At last, a book that focuses on trendsetting thinking and research in the field of entrepreneurship and sets an agenda for

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current and future movements in the field. The aim of the book is to advance entrepreneurship research, focusing on the following four key movements: broad movements within the academic field of entrepreneurship and how to move it further in terms of new frameworks, theories and methodologies movements in the concept of entrepreneurship through project-based, action-based, enactment based and discourse-based approaches knowledge-based entrepreneurship and the processes in which the role of universities, new organizations, regions and cities are connected and exemplified global, ethnic, transformed and new economies and how entrepreneurship contributes to renewing economies and moving beyond just economics to view the effects of entrepreneurship on societies."

"This book presents a better knowledge and understanding of applying knowledge-based development policies, contributing to the theorizing of knowledge-based development and creation of knowledge societies"--Provided by publisher.

These proceedings represent the work of contributors to the 16th European Conference on Innovation and Entrepreneurship (ECIE 2021), hosted by ISCTE Business School, Instituto Universitário de Lisboa, Portugal on 16-17 September 2021. The Conference Chair is Dr. Florinda Matos and the Programme Co-Chairs are Prof Maria de Fátima Ferreira, Prof Álvaro Rosoi and Prof Isabel Salavisa all from Instituto Universitário de Lisboa, Portugal. ECIE is a well-established event on the academic research calendar and now in its 16th year, the key aim remains the opportunity for participants to share ideas and meet the people who hold them. The conference was due to be held at Instituto Universitário de Lisboa, Portugal, but due to the global Covid-19 pandemic it was moved online to be held as a virtual event. The scope of papers will ensure an interesting two days. The subjects covered illustrate the wide range of topics that fall into this important and ever-growing area of research. The keynote presentation is given by Soumodip Sarkar, Vice-Rector, from University of Évora, Portugal on the topic of Social Intelligence. The second day of the conference will open with an address by Professor Vittorio Loreto, Sapienza University of Rome, Italy, who will talk about Exploring the adjacent possible: play, anticipation, surprise.

Within the past ten years, tremendous innovations have been brought forth in information technology and knowledge management. Some of the key technical innovations have included the introduction of social media, artificial intelligence, as well as improved network connectivity and capacity. Effective Knowledge Management Systems in Modern Society is a critical scholarly resource that presents an overview of how technical, social, and process changes are impacting the way knowledge systems are being designed. Featuring coverage on a broad range of topics such as knowledge engineering, cognitive ergonomics, and interorganizational knowledge, this book is geared toward consultants, practitioners, and researchers seeking current research on how new approaches in knowledge management impact

information technology professionals.

We live in the era of the knowledge-based economy, and this has major implications for the ways in which states, cities and even supranational political units are spatially planned, governed and developed. In this book, Sami Moisiu delves deeply into the links between the knowledge-based economy and geopolitics, examining a wide range of themes, including city geopolitics and the university as a geopolitical site. Overall, this work shows that knowledge-based "economization" can be understood as a geopolitical process that produces territories of wealth, security, power and belonging. This book will prove enlightening to students, researchers and policymakers in the fields of human geography, urban studies, spatial planning, political science and international relations.

Proceedings of the 5th International Conference on Innovation and Entrepreneurship held in Cyberjaya, Malaysia on 26th-27th April 2017.

The third in the readers series Resources for the Knowledge-Based Economy, Knowledge Management Tools analyzes the use of knowledge management tools in the past, present and future. It helps managers and companies utilize what they know. The selections in this volume were carefully chosen to represent the strengths and weaknesses, and pros and cons of using technology to support knowledge-based activities. They acknowledge that, although tools alone are not the answer to the difficult questions surrounding knowledge management, if utilized effectively tools can open up new realms of innovation and efficiency for today's knowledge-driven businesses.

This book makes original contributions to the literature on clusters, human capital, and regional development by focusing on the link between entrepreneurship and economic growth, aiming for a better understanding of the dynamics of growth determined by the entrepreneur's action in the regional space. The focus is therefore on critical reflection and rethinking the articulation between three levels of analysis of economic systems, namely entrepreneurship, human capital and regional development, which have not so far been perfectly articulated in the literature of reference on endogenous growth. Although there has been significant research so far into the success and failure of clusters, the implications of these multiple research efforts fail to provide political decision-makers and company managers with critical information about which mechanisms lie behind cluster success and also about how clusters survive and prosper. The innovative approaches presented in this book on entrepreneurship, human capital mobility and regional development have considerable potential to create new and original implications for decision-makers and managers. In terms of value added, this book contributes to the literature by seeking answers to the following questions: (i) Is the growth and success of clusters over time due to concentration and transmission of business competences through spin-offs located in a given regional space? (ii) Does increased density of job options outside the workplace contribute to increased mobility of

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human capital between firms located within clusters, and so improve coordination in the local labor market? (iii) Do spin-offs benefit from hiring workers from successful incumbents, inasmuch as those workers are expected to perform better than other workers from different origins? Integrating theoretical frameworks, empirical research, and regional case studies (from Portugal, Spain, Norway and Turkey), the editors and contributors demonstrate that the regional dynamics of industry growth are strongly influenced by the mobility of employees towards new firms.

China and the ASEAN region have risen rapidly to a position of immense economic significance in the global economy. Academics, policy makers and businesses are all keen to understand more about taxation in China and ASEAN, and this work seeks to address this key issue by providing a comprehensive overview of the many often mentioned but little understood challenges of doing business in the region. Traversing a wide range of regional issues and jurisdictions, topics covered include the role of DTAs in regional integration, the impact of social institutions on tax, corruption and its causes, economic development and taxation and the use of education in developing systems. Case studies are taken from countries such as China, Vietnam, Hong Kong, Singapore, the Philippines, Malaysia and Indonesia. Drawing on the results of these discussions, the book also sheds light on the question of whether different taxing institutions are needed in the region. Gathering together a cross-disciplinary group of eminent scholars, this work will be of great interest to all students and scholars of Asian economics, Asian finance and taxation in general.

Purpose: Strategic management has been developing in business theory and practice for over 50 years. Presently, it constitutes the main area of research interest in management science. The contemporary conditions of business operations create new challenges for strategic management, such as the use of dynamic capabilities in strategy building, relational strategies, networking of organizations, technology development and automation of processes, and global strategies. These challenges are often referred to as neostrategic management. The purpose of this publication is to present the findings of research concerning new strategic management concepts and challenges. **Methodology:** The main research method of this article was a narrative literature review. On the basis of the research, the development of the concepts as well as contemporary trends and challenges of strategic management were characterized. There is also a synthesis of the problems and research results presented in the articles in this special issue of JEMI. **Findings:** Various schools and approaches to strategy formulation have been created. They indicate different factors that allow for success in strategic management such as: setting long-term goals, selection of programs and their execution plans (planning school); connection of the enterprise with the environment (evolutionary school); focusing attention on competitive advantage and achieved performance (position-based school); focus on one's own resources and competences (resource school); use of opportunities and creating innovation (simple rules school); selection of the best option and

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orientation in business management (real options school); or eclectic perspectives, integrating the listed approaches. The strategic management concept has two dimensions. The first dimension is related to the emergence of subsequent, new strategic management concepts, which often hark back to the previous schools and approaches. The second dimension of development applies to operationalization and adjustment of the previous concepts to the changing conditions.

Implications for theory and practice: The paper characterizes the research results presented in the articles included in this JEMI issue. They deal with various problems and challenges in the field of strategic management, such as the relationship between market dynamics, market orientation and performance of enterprises; the innovativeness of companies as a contemporary strategic orientation of companies; the strategy implementation and the management of the organization change; problems of strategic management of the development of the city. Originality and value: The problems presented in the study relate to challenges and new concepts in strategic management. They enrich the existing knowledge on the development of strategic management, and also create inspiration for further research in this area. Keywords: evolution of the strategic management concept, neostrategic management, strategy implementation success, market dynamism, strategic management of cities, innovation strategy. Table of Contents Dynamics of the evolution of the strategic management concept: From the planning school to the neostrategic approach 7 Tomasz Kafel, Bernard Zi?bicki The impact of market orientation on the performance of MSMEs operating in technology parks: The role of market dynamism 29 Anna Wójcik-Karpacz, Jaros?aw Karpacz, Joanna Rudawska Innovative activity of Polish enterprises – a strategic aspect. The similarity of NACE divisions 53 Edyta Bieli?ska-Dusza, Monika Hamerska The strategy implementation process as perceived by different hierarchical levels: The experience of large Croatian enterprises 99 Valentina Ivan?i?, Lara Jelenc, Ivan Mencer Is dominant logic a value or a liability? – On the explorative turn in the German power utility industry 125 Ekaterina Brandtner, Jörg Freiling City policies to promote entrepreneurship: A cross-country comparison of Poland and Germany 159 Jan Fazlagi?, Aleksandra Sulczewska-Remi, Windham Loopesko

Presents research investigating the notion that information communication technologies (ICTs) have the potential to improve the lives of people and contribute to enhancing social conditions in developing countries through such concepts as the Knowledge Society, open education, and e-governance.

Korea is a country with limited natural resources, which has developed through a strategy of industrialisation and the economies of scale. However this is being challenged by the rise of knowledge as a principal driver of competitiveness. This book is the result of a joint study by the OECD and the World Bank to develop a comprehensive set of national policy responses to the knowledge revolution. It concentrates on four areas: 1) an institutional and economic regime that

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provides incentives for the creation of new knowledge and its efficient use; 2) an educated and entrepreneurial population; 3) a dynamic information infrastructure; 4) an efficient system of innovation.

Drawing upon research and practitioner narratives from management, leadership, organizational studies, entrepreneurship and sustainable business domains, this book explores the many pathways that enable emerging countries to transform knowledge into action to achieve economic and sustainable development. The authors take a holistic approach to 'transforming knowledge' that goes beyond the mere 'application of knowledge' to include the assimilation, adaptation, and contextualization of knowledge to suit the unique contexts, needs and conditions existing in emerging countries. They then presents success stories and case studies comprising innovative solutions for emerging economies that practitioners can utilize. Current research in management is highlighted by bringing together academics, practitioners, policy-makers and interest groups from diverse regions and perspectives.

Since knowledge systems and knowledge management programs are put in place to monitor workers in the performance of their jobs; knowledge is, therefore, an essential component in the achievement of goals and production of economic benefit of an organization. *Dynamic Models for Knowledge-Driven Organizations* presents a widespread collection of research on the understanding of the managerial, technical and human issues associated with the use of knowledge in organizations while bearing in mind the design, development, and maintenance of useful knowledge management systems. This reference is essential for the tools and information needed to effectively implement knowledge management systems and would benefit researchers and practitioners alike.

Entrepreneurship is the backbone of a strong economy. Necessity-driven entrepreneurs make up a large portion of the employed population and analyzing their methods and habits offers numerous benefits for future workers. *Nascent Entrepreneurship and Successful New Venture Creation* is a valuable resource that delves into the current trends and methodologies of recent entrepreneurs and entrepreneurial activities. Highlighting relevant topics that include non-cognitive skills, intellectual capital protection, regional development, and technology-based firms, this scholarly reference source is an ideal publication for business managers, organizational leaders, professionals, and researchers that would like to discover new insights into the world of entrepreneurship.

The Springer book series *Innovation, Technology, and Knowledge Management* was launched in March 2008 as a forum and intellectual, scholarly "podium" for global/local, transdisciplinary, transsectoral, public-private, and leading/"bleeding" -edge ideas, theories, and perspectives on these topics. The book series is accompanied by the *Springer Journal of the Knowledge Economy*, which was launched in 2009 with the same editorial leadership. The series showcases provocative views that diverge from the current "conv- tional wisdom," that are properly grounded in theory

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and practice, and that consider 1 2 the concepts of robust competitiveness, sustainable entrepreneurship, and demo- 3 cratic capitalism, central to its philosophy and objectives. More specifically, the aim of this series is to highlight emerging research and practice at the dynamic intersection of these fields, where individuals, organizations, industries, regions, and nations are harnessing creativity and invention to achieve and sustain growth. Books that are part of the series explore the impact of innovation at the “macro” (economies, markets), “meso” (industries, firms), and “micro” levels. (teams, individuals), drawing from such related disciplines as finance, organizational psychology, research and development, science policy, information systems, and 1 We define sustainable entrepreneurship as the creation of viable, profitable, and scalable firms. Such firms engender the formation of self-replicating and mutually enhancing innovation networks and knowledge clusters (innovation ecosystems), leading toward robust competitiveness (E.G. Carayannis, International Journal of Innovation and Regional Development, 1(3), 235–254, 2009).

Knowledge-Driven Entrepreneurship The Key to Social and Economic Transformation Springer Science & Business Media This book presents some of Zoltán J. Ács’ most important contributions since the turn of the new millennium, with a particular intellectual focus on knowledge spillover entrepreneurship. It studies the evolution of global entrepreneurship and pays attention to the role of institutions and the incentives they create for economic agents who become either productive or unproductive entrepreneurs. For productive entrepreneurs, those that create wealth for themselves and for society, the author offers a knowledge spillover theory of entrepreneurship as a new way to help understand the entrepreneurial ecosystem. For those that create wealth only for themselves the author develops a theory of destructive entrepreneurship that undermines the entrepreneurial ecosystem. The book also presents an explanation of the role of philanthropy in reconstituting wealth to complete the circuits of capital in the theory of capitalist development. Finally, the author examines several public policy issues including immigration and technology transfer. This volume will be required reading for students and scholars of entrepreneurship, economics and public policy.

"This book provides a comprehensive collection of research and analysis on the principles of service, knowledge and organizational capabilities, clarifying IT strategy procedures and management practices and how they are used to shape a firm's knowledge resources"--Provided by publisher.

Social entrepreneurship is on the rise and social enterprises are solving some of the most critical and enduring social problems by using innovative, pragmatic and sustainable business models. Access to knowledge thanks to the Internet and rapid expansion of the knowledge economy are opening new opportunities for social ventures. With knowledge-based social entrepreneurship where knowledge is the primary resource, more pressing social problems can be addressed by using advanced technologies. This book investigates this emerging concept, possibilities that it holds, its place in today’s economy, and links bridges between knowledge, innovation, and social entrepreneurship. Academics, entrepreneurs, students, and NGOs will find the theoretical and practical information presented in this book extremely valuable.

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This book proposes a comprehensive analysis of the existing schools of thought on technology-driven entrepreneurship to point out the process-based nature of this phenomenon. It explores whether entrepreneurship can be learned and examines the main processes that help influence entrepreneurial mind-sets. In the current economic landscape, technology-driven entrepreneurship is the driving force behind national economies and entrepreneurial societies. It is the engine of innovation, job creation, productivity and economic growth, bringing benefits both at the level of the individual and of the society and promoting sustainable smart growth and development. This book provides a comprehensive view of "how" entrepreneurs and future entrepreneurs learn and develop their business ventures in a wider environment. Moreover, it discusses issues concerning setting up the suitable entrepreneurial environments, processes, values and policies to encourage and foster individual entrepreneurial aptitudes. It also explores practices for developing technology-driven entrepreneurship in a European context as well as in emerging regions.

The publication of this book heralds a new field of management, thought and practice. The advocates of the 'knowledge economy' have to date focused almost exclusively on how managers can increase the internal productivity of their knowledge assets and intellectual capital. The important next step is understanding that a large and rapidly increasing proportion of the value of business transactions is in knowledge itself. Once this is recognized, managers must devote their attention to how to maximize the value of that knowledge to customers, and tie that directly to developing enduring and profitable relationships. *Developing Knowledge-Based Client Relationships* guides the reader to understanding the increasing importance of information and knowledge in business transactions and client relationships. It then goes on to present in an extremely practical fashion what knowledge organizations can do to enhance the value of the knowledge they deliver to clients and use that to develop profitable relationships. This is done by presenting underlying theoretical framework, a variety of tools for structuring relationships and presenting knowledge to clients, and numerous case studies and examples of firms which have implemented these concepts successfully. Fills a gap in present knowledge literature in the customer knowledge area Practical tools and effective case studies with world-recognized companies Shows how knowledge organizations of all kinds can increase their competitive edge by adding value to their clients

Actor-Network Theory and Technology Innovation: Advancements and New Concepts provides a comprehensive look at the development of actor-network theory itself, as well as case studies of its use to assist in the explanation of various socio-technical phenomena. This book includes topics relating to technological innovation; both those using actor-network theory as an explanatory framework and those using other approaches. It is an excellent source of information regarding ANT as an approach to technological innovation and its link to ICT (Information Communication Technology).

Information is considered essential in every business model. Effective usage of this information to direct goals and drive missions can lead to successful enterprises. *Knowledge Integration Strategies for Entrepreneurship and Sustainability* is a critical reference source that expounds upon the critical methods in which new information is integrated into existing models for starting new companies and the ways in which these models interact and affect each other. Featuring coverage on a broad range of topics, such as tacit knowledge utilization, knowledge retention in small and medium-sized enterprises (SMEs), and knowledge dynamics in supply chain management, this book is geared toward academicians, researchers, and students seeking current research on the effect of information management in the interdisciplinary world of business creation as well as enterprise stability and longevity.

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