

By Benoît Gailly, 17 January 2018

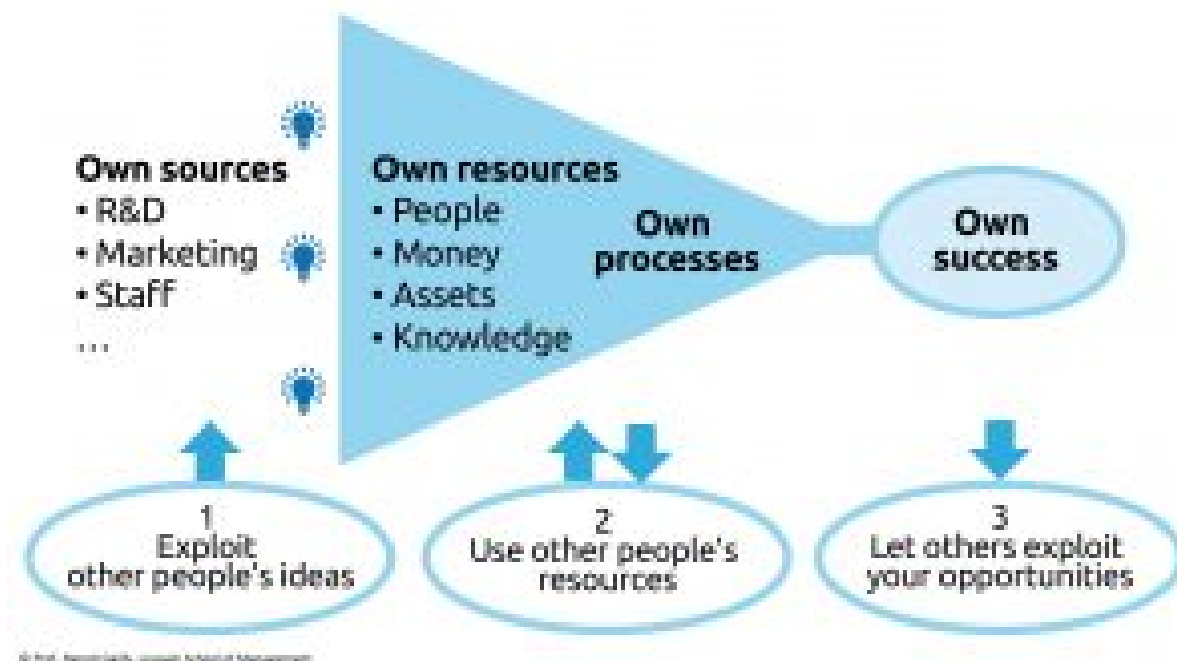
## Develop innovative networks and collaborations: never walk alone



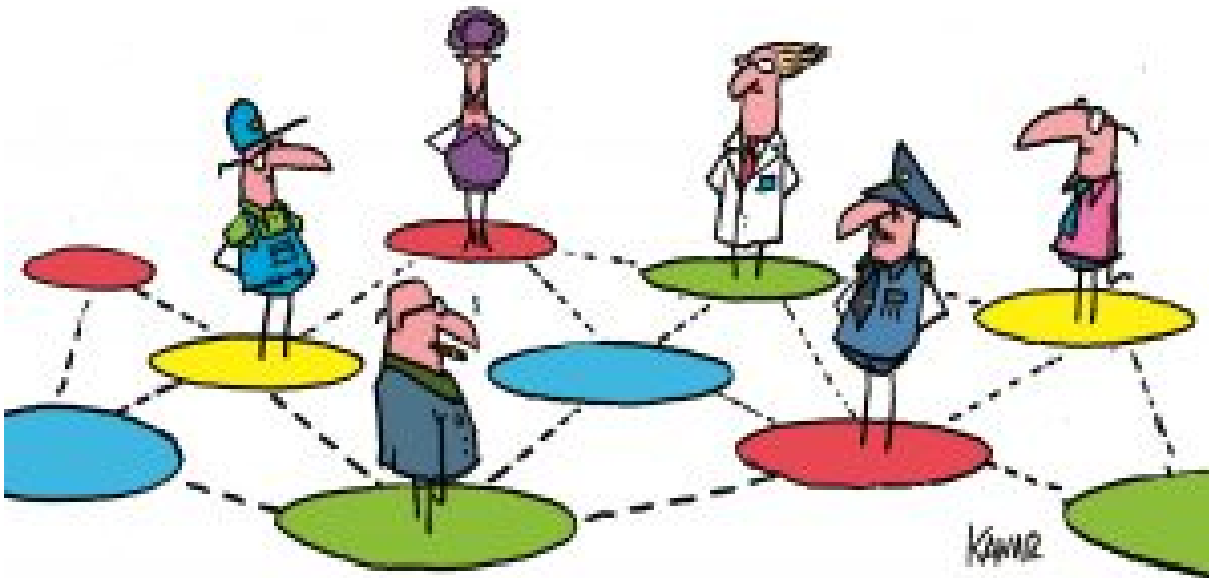
Partnerships offer opportunities to capture **unique competitive advantages**, by gaining scale and speed – pooling resources – and by developing unique assets – acquiring new capabilities.



**Building closer ties**, particularly across industries, requires dealing with physical as well as cultural distance and being able to leverage innovation intermediaries, clusters and communities.



**Open innovation** is about systematically reaching out in order to better identify, develop and/or implement innovation opportunities with partners and outsiders.



Effectively **managing innovation across corporate boundaries** requires dedicated skills and capabilities, particularly regarding the identification and selection of the right partners and the design and implementation of the right partnerships.

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### Capturing unique competitive advantages from partnerships

**Keywords:** *collaborations, combination, co-opetation, partnerships, synergies*

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## Building closer ties: innovation networks, communities and intermediaries

**Keywords:** clusters, communities, cultural distance, innomediaries, networks, structural holes, weak ties

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## Open innovation: proudly-found elsewhere

**Keywords:** crowdsourcing, open innovation

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### **Managing innovation across corporate boundaries**

**Keywords:** *alliance capability, conflict resolution, contracts, deal flow, joint ventures, negotiation, scouting, transaction costs*

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(c) Prof. Benoit Gailly, Louvain School of Management