

By Benoît Gailly, 17 January 2018

Develop innovative networks and collaborations: never walk alone

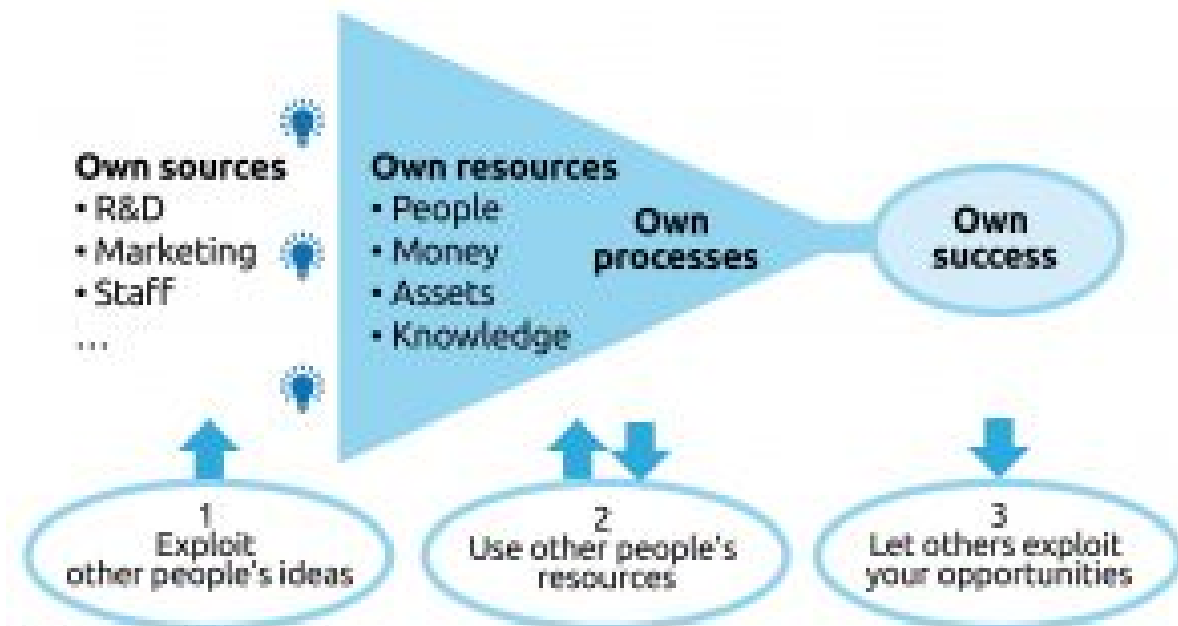


Partnerships offer opportunities to capture **unique competitive advantages**, by gaining scale and speed - pooling resources - and by developing unique assets - acquiring new capabilities.



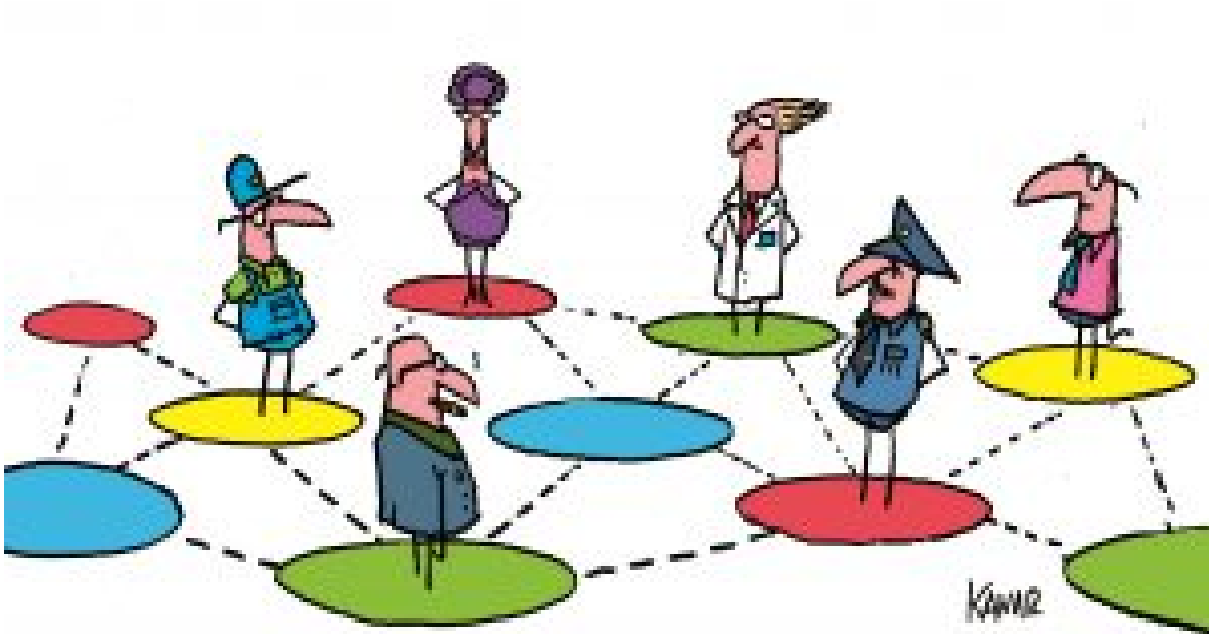
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Building closer ties, particularly across industries, requires dealing with physical as well as cultural distance and being able to leverage innovation intermediaries, clusters and communities.



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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, intermediaries, networks, structural holes, weak ties

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Managing innovation across corporate boundaries

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

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