

Call for Papers
Special Issue of the *Journal of Management Studies*
on

Research and Technology Commercialization

Guest Editors

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The commercialization of knowledge—research and technology—is evolving into an ecology of complex organizational interactions, including processes encompassing both private and public institutions. Research joint ventures, strategic alliances, and licensing agreements involving universities and firms, as well as the formation of start-up companies linked to science and technology, embody this trend. We have also witnessed the emergence of new organizational forms to promote research and technology commercialization, such as technology transfer offices, science parks, incubators, and industry-university cooperative research centers. These developments have critical managerial and policy implications. The proposed special issue will contain papers that address these issues. Suggested research questions include, but are not limited to:

- How are discoveries developed and transferred across organizations? How do new discoveries made by one institution fill knowledge gaps in another?
- Which knowledge-based factors are central to the processes of creation and appropriation of discoveries? Do appropriation, joint development and commercialization of discoveries interact with regional agglomeration, clustering, or social embeddedness?
- How do different environments affect the transfer of proprietary technologies from one organization to another? What is the relative importance of different aspects of knowledge (or their absence) on interactive learning?
- What are the political and cultural implications of appropriation, transfer, and commercialization of discoveries?
- What is the role of risk and learning in appropriation, transfer, and commercialization of discoveries? How do individuals, groups, and organizations deal with failure in order to learn and to be more successful in future commercialization? When is appropriation, transfer, or commercialization of discoveries desirable and when does it lead to diminishing returns or unintended harm?

Manuscripts must be received by February 1, 2007. Authors should prepare manuscripts in accordance with the journal's guidelines which are available at <http://www.blackwellpublishing.com/submit.asp?ref=0022-2380&site=1>.

Authors whose papers receive a revise and re-submit will be invited to a special developmental workshop in late September 2007. All submissions will be blind-reviewed, using JMS's normal review process and selection criteria. Please submit manuscripts in a Word-compatible format electronically to Gideon Markman (gmarkman@terry.uga.edu). Questions may be addressed to any of the special issue editors.