KNOWLEDGE MANAGEMENT CHALLENGES IN NEW BUSINESS DEVELOPMENT -
DTU Orbit (20/08/2019)

KNOWLEDGE MANAGEMENT CHALLENGES IN NEW BUSINESS DEVELOPMENT: TRANSITION OF THE ENERGY SYSTEM

The empirical study this paper is based upon, aimed to identify and describe knowledge management challenges, throughout the new business development process. This paper reports findings from the study, as well as the framework used for analysing the KM challenges, which can be applied to other case studies for comparison. Six interviews and 2 full-day workshops, gathering the perspectives of 76 people from an energy-utilities company forms the empirical background of the study. Six categories of knowledge management challenges were identified and, within each, central issues were extracted and changes throughout the new business development process investigated. Significant differences from the early to the late stages of this process were identified, including; shift from personal to codified knowledge transfer and need for supporting integration of knowledge from diverse domains better in the early phases. Furthermore, two new roles of the early phase, besides instigating projects, were found. This study contributes to the development of support tools for knowledge management in industry and to research with a deeper understanding of the new business development process.

General information
Publication status: Published
Organisations: Engineering Design and Product Development, Department of Management Engineering, Kolding School of Design
Contributors: Jensen, O. K., Ahmed-Kristensen, S., Jensen, N.
Number of pages: 489
Pages: 200-208
Publication date: 2011

Host publication information
Title of host publication: Proceedings of the 18th International Conference on Engineering Design : Impacting Society through Engineering Design
Volume: Vol.10 Design Methods and Tools
Publisher: Design Society
ISBN (Print): 978-1-904670-30-8
Keywords: New business development, Knowledge management, Innovation, Empirical study
Source: orbit
Source-ID: 283179
Research output: Chapter in Book/Report/Conference proceeding › Article in proceedings – Annual report year: 2011 › Research › peer-review