

Contents

List of Contributors — XI

James M. Crick

An Introduction to Coopetition Research — 1

Section 1: Managing Coopetition Strategies

Anna-Emilia Haapakoski, Rauno Rusko, and Juulia Tikkanen

1 Sensemaking Degrowth for Coopetition Strategies – Evidence from Finland — 15

Frédéric Le Roy, Anne-Sophie Fernandez, Paul Chiambaretto,
and Audrey Rouyre

2 Managing Coopetition: The Key to Benefiting from a Coopetition Strategy — 39

Sanja Smiljic

3 Knowledge Management in Intra-organizational Coopetition — 65

Sean Tanner, Helen McGrath, Conor Drummond, and Dave Alton

4 Strategizing Entrepreneurial Cooperative Interactions — 85

Aliasghar Aliakbari, James M. Crick, and Wei-Fen Chen

5 Understanding the Complexity Between Coopetition and Firm Performance — 115

Giulio Ferrigno and Valentina Cucino

6 Synergizing Biodiversity and Big Data: The Rise of Coopetition Strategies — 139

Anna Minà, Giovanni Battista Dagnino, and Tatbeeq Raza-Ullah

7 Coopetition Strategies of Small and Medium-Sized Enterprises: An Integrative Framework — 157

Section 2: The Dark-Sides of Coopetition

James M. Crick

- 8 Inspecting the Diminishing>Returns Effect Between Coopetition and Firm Performance — 179**

Alexander Lascaux

- 9 The Dark Side of Coopetition and Its Implications for Interfirm Coopetitive Relationships — 193**

Ricarda B. Bouncken and Christina Vogt

- 10 Navigating the AI Frontier in Coopetition: Suggestions on Conceptual Grid, Opportunities, and Tensions — 213**

Section 3: Theoretical and Methodological Aspects of Coopetition

James M. Crick

- 11 Coopetition: Lessons from *The Hunger Games* Stories — 239**

James M. Crick

- 12 How the Resource-Based View Can Explain Coopetition — 251**

James M. Crick

- 13 Challenges and Remedies for Exploring Coopetition Strategies in Empirical Research — 261**

Paavo Ritala

- 14 Coopetition: A Meta-Theoretical Lens and a Research Program — 271**

James M. Crick

- 15 Some Comments on the COOP Scale for Measuring the Coopetition Construct — 281**

Section 4: Coopetition Activities in Different Regions

Carolyn Y. Ngowi and Francis Donbesuur

- 16 Coopetition in the Afrocentric Context — 297**

Alexandre Asselineau and Anne Albert-Cromarias

17 Coopetition and Territory — 311

Debora Allam-Firley

18 Coopetitive Dynamics and Innovation in Services: Introduction to Drivers and Outcomes in the Insurance Sector — 323

Imane Magrez and Christian Felzensztein

19 Implementing Coopetition Within Small Firms in Emerging Economies — 349

Section 5: International Forms of Coopetition

Martina Castronovo, Anna Minà, and Pasquale Massimo Picone

20 Detecting Coopetition Within the “Grab-and-Go” Strategy in International Alliances — 369

Susan Freeman and William Cole

21 A Paradoxical Model of Coopetition for Fast Internationalizing Smaller Technology-Focused Firms — 387

List of Figures — 421

List of Tables — 423

About the Editor — 425

Index — 427