

# Coopetition - collaboration between competitors

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# Propositions

Accompanying the doctoral dissertation

## Coopetition – Collaboration between competitors

*The role of intellectual property protection, knowledge spillovers and cooperative portfolios*

by

Nina Karthaus

1. Firms collaborate and compete simultaneously to create value together. (Chapter 1, 2, 3 and 4)
2. Knowledge spillovers are an important underlying mechanism of coopetition for innovation. (Chapter 3)
3. Coopetition is risky and needs to be managed with care in order for it to be a strategic choice rendering firm success. Industry circumstances and firm characteristics matter for the benefits to be derived from coopeting. (Chapter 2, 3 and 4)
4. Formal and informal mechanisms of intellectual property protection play different roles for coopetition success. (Chapter 2 and 3)
5. When coopeting, collaboration with a variety of other partner types lends access to a larger amount of resources. However, some combinations of partners in alliance portfolios containing at least one competitor can have negative effects on firm innovation. (Chapter 4)
6. Typically, strategic management science does not provide black and white recommendations to practitioners, but it can offer colorful insights. Nevertheless, more research is essential in order to provide strategic guidance to firms that is relevant to their specific context.
7. The COVID-19 pandemic has shown more than ever that collaboration is key to speeding up innovation and achieving goals.
8. Contrary to common believe that collaboration between competitors leads to collusion and disadvantages for the public, society can actually benefit from coopetition.
9. Keep your friends close but your enemies closer. (The Godfather Part II, 1974)
10. A good researcher does not need to know everything, but needs to know where to find everything. (Jean-Pierre Urbain †, 2015)