

Open Innovation

Crespin-Mazet, F., Goglio-Primard, K., and Scheid, F. "Open innovation processes within clusters—the role of *tertius iungens*." *Management Decision* 51: 1701-1715.

***Abstract: Purpose** – Little research focuses on the conditions under which companies open up to co-develop knowledge with external actors. Spatial proximity has been proved insufficient to generate successful open innovation processes: socio-economic proximity also seems required. This paper aims at better understanding how this new form of proximity can be organized and investigates the role of third parties **or tertius iungens** in this process.*

***Findings** – It confirms that socio-economic and in particular coordination proximity favors open innovation processes. This proximity is facilitated by a third party acting as a sustained *iungens* to initiate contact between development partners and key customers, and to practically organize knowledge transfer. The paper suggests that to be effective this **tertius iungens** needs to occupy a central position in the local network and to exhibit the characteristics of an epistemic community.*

***Practical implications** – This paper suggests that territorial engineering should favor the **emergence of organizations playing the role of tertius iungens in the local network**. Such organizations need to have the technical expertise and image of benevolence and integrity to manage knowledge transfer.*