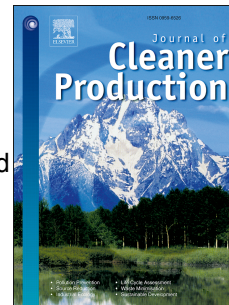


Accepted Manuscript

Knowledge transfer dynamics and innovation: Behaviour, interactions and aggregated outcomes

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PII: S0959-6526(16)31539-6

DOI: [10.1016/j.jclepro.2016.09.198](https://doi.org/10.1016/j.jclepro.2016.09.198)

Reference: JCLP 8158

To appear in: *Journal of Cleaner Production*

Received Date: 17 April 2016

Revised Date: 25 September 2016

Accepted Date: 26 September 2016

Please cite this article as: Wehn U, Montalvo C, Knowledge transfer dynamics and innovation: Behaviour, interactions and aggregated outcomes, *Journal of Cleaner Production* (2016), doi: 10.1016/j.jclepro.2016.09.198.

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1
2 **KNOWLEDGE TRANSFER DYNAMICS AND INNOVATION:**
3 **BEHAVIOUR, INTERACTIONS AND AGGREGATED**
4 **OUTCOMES**

5
6 **ABSTRACT**

7 Innovation systems theory stresses the central importance of knowledge and the transfer of
8 knowledge between the different actors of an innovation system, yet there are no
9 methodological tools to systematically analyse the dynamics of such relationships. In this
10 paper we propose a multi-disciplinary approach drawing on social psychology to integrate
11 innovation systems and knowledge transfer theory. We focus the empirical efforts for
12 validating this approach in the water sector. Although Water Operator Partnerships are
13 conceptualised to share best practices via knowledge transfer, our findings based on empirical
14 evidence indicate clear points of consensus as well as issues of conflict in the dynamics of
15 knowledge transfer between water operators engaged in such partnerships. The results
16 indicate qualitative differences in goals of knowledge transfer as well as sources of
17 differences and asymmetries in motivations, pressures and capabilities in the knowledge
18 transfer process.

19 **Keywords:** Innovation systems, inter-organisational knowledge transfer, behaviour,
20 incentives, interactions, aggregated outcomes, water sector, water operator partnerships,
21 Theory of Planned Behaviour

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