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| Title | 産地型集積ファミリービジネスとイノベーションの探索的研究—ナレッジスピルオーバーによる外部知識取得の視点から— |
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Abstract

The purpose of this study is to clarify the process of acquiring external knowledge through knowledge spillover and to determine the relationship between innovation and external knowledge of family businesses in regional centers of industry.

External knowledge acquisition through knowledge spillover was adopted as the perspective for the analysis because of the abundance of previous research. Knowledge spillover is a phenomenon in which knowledge created by universities or firms leaks out and is utilized by other firms.

The research question in this paper is, "What is the relationship between external knowledge acquired through knowledge spillover and innovation in family businesses of regional centers of industry?"

Since it is necessary to deeply explore the phenomenon and clarify the mechanism for identifying the impact of knowledge spillover, this study employed qualitative analysis, suited to identifying the impact and characteristics of family businesses. Specifically, qualitative analysis with the modified grounded theory approach (M-GTA) was conducted on the content obtained from interviews.

We conducted three semi-structured interview surveys. The first focused on innovations in long-established family businesses in three prefectures in the Hokuriku area, the second on succession education in family businesses, and the third on innovations by external knowledge in production area-type family businesses in four production areas (Tsubame-Sanjo in Niigata Prefecture, Sabae in Fukui Prefecture, Takaoka in Toyama Prefecture, and Fukui in Fukui Prefecture).

The first study's result revealed the factors and processes that led managers of family businesses to acquire outside knowledge. The second study's result revealed that family businesses tried to strengthen their absorptive capacity that is important about knowledge spillover, by successors' working for other companies and learning in graduate school. The third study's result revealed that influenced by changes in production areas, family businesses shifted their attempts from subcontract manufacturing to product development, sales channel development, and new services, and that the required external knowledge, its source, and the methods of acquiring it changed as the attempts changed.

Based on these results, we set the answer to the research question as "the external knowledge acquired through knowledge spillover was a factor that encouraged various innovations because it included not only knowledge about technology but also case studies of initiatives and business models. Therefore, acquired external knowledge is a relationship that produces innovations and changes the type of innovations of family businesses in regional centers of industry.

Keyword Knowledge Spillover, Family Business, Innovation, External Knowledge Acquisition, Absorptive Capacity