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Buzzing across boundaries

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Table 5.4.1: Questionnaire outline chapter 5, page 232

Table 1.2.2b: Field sample qualitative interviews

Interview respondent characteristics					Company characteristics			Ch. ⁴⁴		
Code	Duration interview (minutes)	Industry experience (years)	Demographics		Industry	Geogr. location	Company size (# empl.)	3	4	5
			R1	50						
R2	100	13	White	Male	MA, NM	AMS	3	X		
R3	80	8	White	Male	SG	UTR	5	X	X	X
R4	75	11	White	Male	NM, HR	HLV	1	X		
R5	75	15	White	Male	IT, NM	AMS	4	X		X
R6	65	15	White	Male	IT, NM	AMS	4	X		
R7	65	17	White	Male	PP	AMS	NA ⁴⁵	X		
R8	70	20	White	Male	C, IT	AMS	NA	X		
R9	95	12	White	Female	MA, SG	AMS	15	X		
R10	70	10	White	Male	NM, IT, VC	AMS	10	X		
R11	55	9	White	Female	MA	AMS	± 30	X		
R12	65	8	White	Male	MA, NM, I	AMF	11	X		X
R13	60	3	White	Female	MA, NM	AMS	3	X		
R14	85	7	White	Male	NM, IT	AMS	1	X		
R15	85	10	White	Male	C, IT	AMS	1	X		
R16	50	15	White	Female	C, IT	AMS	NA	X		X
R17	60	12	White	Male	VC, NM, BM	AMS	4	X	X	X
R18	60	10	White	Male	VC, I	AMS	4	X		X
R19	75	8	White	Male	C, IT, BM	UTR	NA	X		X
R20	79	3	White	Male	C, NM	HLM	4	X		X
R21	55	8	White	Male	IT, NM	AMS	6	X		X
R22	90	10	White	Male	NM	AMS	5	X		X
R23	70	7	White	Male	NM, I	HLV	6	X		X
R24	95	15	White	Male	C, NM	AMS	± 50	X		
R25	85	10	White	Female	C, MA, NM	AMS	1	X		X
R26	60	20	White	Male	C, IT	HLV	± 50	X		X
R27	50	11	White	Male	MA, SG	AMS	10	X		X
R28	80	15	White	Male	IT, NM	AMS, LDN	2	X		X
R29	86	4	White	Male	PP	AMS	NA	X		
R30	70	9	White	Male	IT	AMS	15	X		X
R31	75	5	White	Male	PP	HG	NA	X		
R32	80	10	White	Male	C	AMS	± 20	X		X
R33	65	15	White	Male	IT, C, I	AMS	15			X
R34	80	11	White	Male	IT, NM	AMS	3			X
R35	70	12	White	Male	IT, MA	HLM	10			X
R36	70	15	Black	Male	C, I	AMS	12			X
R37	60	16	White	Male	C, MA, I	AMS	6			X
R38	90	5	White	Male	IT	HLM	4			X
R39	65	7	White	Female	IT, C	AMS	NA			X
R40	75	9	White	Female	IT, I, MA	AMSV	2			X
AVG.	72	11								

AMF=Amersfoort | AMS=Amsterdam | AMSV=Amstelveen | BM=Broadcasting Media
 C=Consulting | HG=The Hague | HLM=Haarlem | HLV=Hilversum | HR=Human Resources
 I=Internet | IT=ICT=Information and Communication Techn. | LDN=London | MA=Marketing &
 Advertising | NA=Not Applicable | NM=New Media | PP=Public Policy | SG=Social/Serious Gaming
 UTR=Utrecht | VC=Venture Capital

⁴⁴ Indicates which interviews were used in the course of writing chapter 3, 4, and 5 respectively.

⁴⁵ NA-codes in the employees-column were assigned to respondents not active as entrepreneurs.

Table 4.4.1: Questionnaire outline chapter 4 (continues on next page)

Variable	Survey items
Name generator questions (based on Perry-Smith 2006)	<p>NG1: Thinking back over the past two years, with whom do you frequently communicate about business or work-related matters? This can involve subject matters with respect to your daily work, practical problems, new (technological) developments in your line of business, market developments, et cetera.</p> <p>NG2: Add to this list persons who often provide you with new insights related to business or work-related matters.</p> <p>NG3: Add to this list persons who provide you with new insights with respect to business or work-related matters, even those you interact with less frequently, more informally, or less intensively.</p> <p>NG4: Add to this list persons with whom you communicate about business or work-related matters, but are not located in Amsterdam or the Netherlands (if applicable).</p>
Geogr. proximity	<p>Specify for each person his or her geographical business location.</p>
Relational proximity (Granovetter 1973; Burt 1997; Perry-Smith 2006)	<p>How many years has each relationship been in existence?</p> <p><i>More than 10 years 5 to 10 years 2 to 5 years Less than 2 years</i></p> <p>How close are you with each person?</p> <p><i>Especially Close Close Less Close Distant</i></p>
Cognitive proximity (based on Rodan & Galunic 2004)	<p>The next question deals with the degree to which your work-related knowledge is similar or different with each of your contacts.</p> <p>Choose very similar if your work-related knowledge closely matches that of the person you are considering, like for example in the case of a football player and the football-team coach. Choose very different if your work-related knowledge hardly matches that of the person you are considering, like for example in the case of an airplane pilot and a bicycle repairman.</p> <p><i>Very similar Similar Different Very different Don't know</i></p>
Epistemic proximity	<p>The IT and Internet industry is characterized by debates dealing with 'Web 2.0-era', Open-source, Open ID, social communities (e.g. Hyves, LinkedIn, Twitter), et cetera. Indicate for each of your contacts to what degree their position towards these topics is similar or different from yours.</p> <p>Choose very similar if you think your view of Web 2.0 and related topics closely matches that of the person you are considering. This would be the case if you and the person you are considering both value such new developments in your discipline similarly. Choose very different if you and the person you are considering frequently disagree on the value and use of such new developments.</p> <p><i>Very similar Similar Different Very different Don't know</i></p>

<p>Information / knowledge seeking (based on Borgatti & Cross, 2003)</p>	<p>Please indicate how often you have turned to this person for information or knowledge on business or work-related topics in the past year? (GetInfo)</p> <p><i>Very frequently Frequently Sometimes Hardly ever</i></p> <p>Please indicate how often this person has turned to you for information or knowledge on business or work-related topics in the past year? (GiveInfo)</p> <p><i>Very frequently Frequently Sometimes Hardly ever</i></p>
<p>Significance information interaction</p>	<p>People can be of great value to you as entrepreneur, for instance by providing new business or work-related ideas and knowledge. Indicate for each person how valuable this person has been to you in providing you with new ideas and knowledge.</p> <p>Choose very much if you feel that the person you are considering, wittingly or unwittingly, has been of great value to you from an entrepreneurial perspective. Choose very little if you feel that the person you are considering has been of little value to you from an entrepreneurial perspective.</p> <p><i>Very much Much Average Little Very little</i></p>
<p>Ease of knowledge transfer (based on Reagans & McEvily, 2003)</p>	<p>Indicate for each person how easy it is for you to explain to him/her a key concept, idea, or theory from your discipline.</p> <p>Choose very easy if you consider it to be little effort to explain to this person a key concept, theory, or idea from your discipline. Choose very hard if you consider it to be much effort to explain to this person a key concept, theory, or idea from your discipline.</p> <p><i>Very easy Easy Hard Very hard</i></p>

Table 5.4.1: Questionnaire outline chapter 5 (continues on next page)

Variable	Survey item
Name generator questions (based on Perry-Smith 2006)	<p>NG1: Thinking back over the past two years, with whom do you frequently communicate about business or work-related matters? This can involve subject matters with respect to your daily work, practical problems, new (technological) developments in your line of business, market developments, et cetera.</p> <p>NG2: Add to this list persons who often provide you with new insights related to business or work-related matters.</p> <p>NG3: Add to this list persons who provide you with new insights with respect to business or work-related matters, even those you interact with less frequently, more informally, or less intensively.</p> <p>NG4: Add to this list persons with whom you communicate about business or work-related matters, but are not located in Amsterdam or the Netherlands (if applicable).</p>
Geogr. proximity	Specify for each person his or her geographical business location.
Relational proximity (Granovetter 1973; Burt 1997; Perry-Smith 2006)	<p>How many years has each relationship been in existence?</p> <p><i>More than 10 years 5 to 10 years 2 to 5 years Less than 2 years</i></p> <p>How close are you with each person?</p> <p><i>Especially Close Close Less Close Distant</i></p>
Epistemic proximity	<p>The IT and Internet industry is characterized by debates dealing with 'Web 2.0-era', Open-source, Open ID, social communities (e.g. Hyves, LinkedIn, Twitter), et cetera. Indicate for each of your contacts to what degree their position towards these topics is similar or different from yours.</p> <p>Choose very similar if you think your view of Web 2.0 and related topics closely matches that of the person you are considering. This would be the case if you and the person you are considering both value such new developments in your discipline similarly. Choose very different if you and the person you are considering frequently disagree on the value and use of such new developments.</p> <p><i>Very similar Similar Different Very different Don't know</i></p>
Buzz exchange (based on Borgatti & Cross, 2003)	<p>Please indicate how often you have turned to this person for information or knowledge on business or work-related topics in the past year? (GetInfo)</p> <p>Please indicate how often this person has turned to you for information or knowledge on business or work-related topics in the past year? (Giveinfo)</p> <p><i>Very frequently Frequently Sometimes Hardly ever</i></p>

<p>Buzz contacts (based on Bathelt et al., 2004)</p> <p>Innovation contacts (based on Rodan & Galunic, 2004)</p> <p>Advice contacts (based on <i>ibid.</i>)</p> <p>Buy-in contacts (based on <i>ibid.</i>)</p>	<p>People can be of great value to you as entrepreneur, for instance by providing new business or work-related ideas and knowledge. Indicate for each person how valuable this person has been to you in providing you with new ideas and knowledge.</p> <p>Choose very much if you feel that the person you are considering, wittingly or unwittingly, has been of great value to you from an entrepreneurial perspective. Choose very little if you feel that the person you are considering has been of little value to you from an entrepreneurial perspective.</p> <p><i>Very much Much Average Little Very little</i></p> <p>Being an entrepreneur, you probably receive much information, impressions, rumors, and news concerning your industry. Please select the key people from whom you receive interesting news and rumors concerning your industry.</p> <p>Some contacts are particularly useful in helping you to be creative as an entrepreneur, such as helping you to generate new ideas. Please select the key people that help you the most to formulate new ideas?</p> <p>Leading a business often requires advice and information from others. Please select the key people who you regularly turn to for information and advice?</p> <p>New ideas often require support from others without which you cannot proceed. Please select the key people that provide essential support to new initiatives?</p>
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