## Figures

1.1 Inter-firm technology transactions on the MfTI  
1.2 Scope of the study and related research fields  
2.1 Conceptual framework  
2.2 Research strategy  
3.1 Transactions along the innovation process involving TMI  
3.2 Systematization of the forms of technology exploitation  
3.3 Distribution channels for technologies  
3.4 Extended framework incorporating exploitation channels  
3.5 External technology deployment process model  
3.6 External technology commercialization process model  
4.1 The transaction nature without / with TMI involvement  
4.2 Schematic view of a generic auction process  
5.1 Types of carriers for technological information  
5.2 Patent portfolio value distribution and recommended actions  
5.3 The value of European patents across macro-technology classes  
7.1 Continuum of transaction governance structure types  
7.2 Matching governance structures with commercial transactions  
7.3 Transaction costs and asset specificity of governance structures  
8.1 Conceptual framework of the quantitative study  
8.2 Sensitivity analysis of value ranges  
9.1 Technology auction process structure  
9.2 Phases and distinguishing events in the auction process  
9.3 Six standardization elements of technology auctions  
9.4 Profit and cost comparison of bargaining negotiations / auctions  
10.1 Transactions closed at different occasions of the auction process  
10.2 Alternative measures for technological uncertainty  
10.3 Conceptual model for regression analyses  
11.1 Suspected u-shaped relationship of technological uncertainty and sales price  
11.2 Firms’ decision sequence in technology market transactions  
11.3 Transaction costs of auctions and bargaining negotiations  
11.4 Dynamic TC as reason for disintegration / reintegration phases  
11.5 Alternation of disintegration and reintegration phases