

Contents

<i>List of figures</i>	vii
<i>List of tables</i>	ix
<i>List of contributors</i>	x
Introduction – cooperation strategies: towards a new form of inter-organizational dynamics? <i>Saïd Yami, Sandro Castaldo, Giovanni Battista Dagnino, Frédéric Le Roy and Wojciech Czakon</i>	1
PART I THE EMERGENCE AND RELEVANCE OF COOPETITION STRATEGY	
1 Cooperation: new ideas for a new paradigm <i>Maria Bengtsson, Jessica Eriksson and Joakim Wincent</i>	19
2 The promise of cooperation as a new theoretical perspective in strategic management <i>Marco Galvagno and Francesco Garraffo</i>	40
3 Emerging cooperation: an empirical investigation of cooperation as inter-organizational relationship instability <i>Wojciech Czakon</i>	58
4 Learning in cooperative environments <i>Philippe Baumard</i>	74
PART II COOPETITION STRATEGY IN MULTIPLE CONTEXTS	
5 Cooperative value creation in entrepreneurial contexts: the case of AlmaCube <i>Giovanni Battista Dagnino and Marcello Mariani</i>	101
6 The role of architectural players in cooperation: the case of the US defense industry <i>Colette Depeyre and Hervé Dumez</i>	124

7	Exploring how third-party organizations facilitate coopetition management in buyer–seller relationships <i>Sandro Castaldo, Guido Möllering, Monica Grosso and Fabrizio Zerbini</i>	141
8	Coopetition among nature-based tourism firms: competition at local level and cooperation at destination level <i>Ossi Pesämaa and Per-Erik Eriksson</i>	166
PART III COOPETITION STRATEGIES AT THE AGGREGATE LEVEL		
9	Coopetition within an oligopoly: impacts of a disruptive strategy <i>Pierre Roy and Saïd Yami</i>	185
10	Strategic management of coopetitive relationships in CoPS-related industries <i>Thomas Herzog</i>	200
11	Coopetition dynamics in convergent industries: designing scope connections to combine heterogeneous resources <i>Fabio Ancarani and Michele Costabile</i>	216
12	Successful strategy for challengers: competition or coopetition with dominant firms? <i>Frédéric Le Roy and Patrice Guillotreau</i>	238
	<i>Index</i>	257