

Click to verify

































[illegible]



important it is for companies to share resources and information and to increase the flow of information global enterprises now need. It can be said that organizations that assume different organizational arrangements by means of interorganizational relations are also trying to facilitate the spread of knowledge (Child, 2003; Easterby-Smith, Lyles, & Tsang, 2008; Holmqvist, 2004; Inkpen, 2000; Inkpen & Tsang, 2007; Knight & Pye, 2005; Lane, 2001; MacDonald & Crossan, 2010; Powell, 1998). Richardson (1972) also emphasized the importance of adding cooperation to the picture by saying that cooperation can be found in different organizational arrangements and contrasted this concept with the idea that the market rules. Ebers and Jarillo (1998), Cassiolato and Lastres (2003), Muthusamy and White (2005), Balestrin and Verschoore (2008), Zaher, Gözübüyük and Milanov (2010), among other researchers on the topic of cooperation, also highlight the importance of cooperative strategies in order to improve organizations' performance. Jarillo (1993) and Ebers and Jarillo (1998) state that collective actions must be considered in strategic terms so that cooperative relationships can become the source of competitive forces. In the same line advocated by Richardson (1972), Jarillo (1993) points out that the atomistic view of traditional models, in which each individual player faces the world by him or herself, may not be the most efficient way to compete. Lubatkin, Florin and Lane (2001), Hardy et al. (2003) and Zaher et al. (2010) also share this cooperative premise. Cooperation may be seen as stemming from collaborative actions established in interorganizational relationships, with mutual commitment. However, the idea of competition is not absent in this setting. Even within the logic of cooperation, the coexistence of cooperation and competition is accepted (Jarillo, 1993; Jorde & Teece, 1989; Nalebuff & Brandenburger, 1996) as it constitutes an important source of competitive advantage (Cassiolato & Lastres, 2003; Ebers & Jarillo, 1998; Kenis & Oerlemans, 2008; Muthusamy & White, 2005; Zaher, Gözübüyük, & Milanov, 2010). In interorganizational relationships, learning is often seem as a natural result of cooperation (Child, 2003). IOL is viewed as part of a continuum of organizational learning, thus enlarging the scope of IOL analysis. However, it is also seen as a dynamic process that takes place in cooperative interorganizational relationships, found in the interactions established in different structured and unstructured social spaces. Such social learning spaces are discussed below and the occurrence of learning episodes in them are highlighted. Different social learning spaces and learning episodes Given that this theoretical essay aims to understand the IOL process through interorganizational cooperative relationships, we propose a micro-level analysis in which the various social spaces involved are important to this dynamics. Interorganizational relationships are established in both structured and unstructures social spaces for learning (Janowicz-Panajaitan & Noorderhaven, 2009), providing learning episodes (Knight & Pye, 2005). Janowicz-Panajaitan and Noorderhaven (2009) demonstrate that learning behaviors can be formal (taking the form of planned events) or informal (taking the form of spontaneous interaction), with different repercussions in the IOL process. These authors emphasize that IOL does not always occur spontaneously. As a result, IOL can be stimulated if structural measures are formalized. Similarly, Wenger (1998) has stressed that in an ordinary interorganizational contexts, informal social interactions are supported by the formal structure. In agreement with this, Knight (2002) stated that studies on IOL require equal focus on the formal and informal aspects of learning, without privileging one over the other. Powell (1998) highlighted formal and informal aspects as subtle elements that need to be thought out, given that neither information nor knowledge are easily transferred by way of license or purchase. When these opportunities for social interaction are perceived as an obligation and not as a voluntary learning opportunity, people become less willing to interact and formality tends to inhibit informality, leading to a loss of spontaneity (Janowicz-Panajaitan & Noorderhaven, 2009). These authors assert that both formal and informal social interactions have a positive effect on IOL results, as Contu and Willmott (2003) suggest. They also highlight the complementarity between formal and informal interactions. Even though formality and informality reinforce each other, these relationships cannot be said to be perfect complements, given that the positive effect of informalization tends to disappear as the degree of formality increases. Therefore, while an increase in the extent of informal learning behavior will yield consistent positive effects on formal behavior, additional formalization will have a positive effect on informal learning mechanisms only up to a point (Janowicz-Panajaitan & Noorderhaven, 2009). The authors show that, as Thompson (2005) advocated in the case of OL, excessive formalization (formal mechanisms), even when used with the intent of stimulating learning, can hinder both informal learning behaviors and IOL. Therefore, it is clear that social spaces can foster interorganizational relationships, which, in turn, can lead to the occurrence of learning episodes in the flow of everyday activities that take place in formal and informal spaces. More specifically, it is understood that IOL should be analyzed in accordance with Knight and Pye (2005), when they refer to the importance of analyzing context (history, aims and routine), content (changes that took place) and process (actions and intentions, leading to learning episodes). According to the assumptions demonstrated by Janowicz-Panajaitan and Noorderhaven (2009), these formal spaces in interorganizational settings are essential in fostering IOL, a process, which can also be stimulated by informal spaces. In this line of reasoning, IOL is understood as a process, a result of a flow of everyday activities, which is recurrent in horizontal relationships established between different actors; i.e. within the logic of practical rationality. Such activity flows are what Knight (2002) termed network learning episodes, which, according to the author, offer an appropriate unit of analysis for empirical research, thus improving the understanding of learning in interorganizational relationships. These learning episodes, according to Knight (2002) and Knight and Pye (2005), are related to the flow of everyday activities that are found both in structured and unstructured spaces. In other words, learning episodes are actions and interactions that take place between different actors and which foster events and learning experiences (learning events), with a direct or indirect impact on different interacting actors. Such learning episodes can be analyzed for their content, with a focus on what was learned (e.g. the research of Knight & Pye, 2005). Alternatively, the focus can be on episode occurrences, in which case their importance to the actors involved is analyzed. It is understood that establishing cooperative relationships between different actors favors the occurrence of learning episodes, triggering IOL. Moreover, each organization's internal dynamics, as well as the nature of the interorganizational dynamics, determine whether IOL will take place (Van Wijk, Jansen, & Lyles, 2008). To sum up, it is clear that everyday activities that are carried out according to the logic of practical rationality, which are related to the flow of everyday activities that take place in formal and informal spaces, make learning episodes possible, which are important to the analysis of IOL processes. In this microanalysis learning episodes occur daily in different social learning spaces through cooperation, as shown in Figure 3. This figure is part of the proposition of the inclusion shown in Figure 2, now exposed singly, and explains the interactions treated in this subsection. Figure 3 Learning Episodes Occur in Different Social Learning Spaces through Cooperation. Finally, the existence of barriers that hamper interorganizational relationships is accepted. Some of these barriers are cognitive (social and cultural issues), while others are emotional (attachments, detachments, rivalries, family ties and friendship bonds). They make relationships difficult and thus affect learning. Cognitive barriers and limited emotionality are also implicit control mechanisms that hamper IOL (Child, 2003; MacDonald & Crossan, 2010). Final Remarks To conclude the proposal presented here, we should emphasize that firstly, the ontological stance taken concerning organizing is best suited for understanding the context and the framework that is proposed in this study. Secondly, IOL features were addressed according to social-behavioral views more than to cognitive approaches, emphasizing the practice-based approach. And thirdly, IOL was analyzed as a dynamic process that takes place in cooperative interorganizational relationships found in different structured and unstructured social spaces in everyday life, that provide learning episodes. In line with this approach, IOL is understood as part of a multi-level learning structure that is presented as an element of an organizational learning continuum, a level proposed by Crossan et al. (1995). Knight (2002), Bapuji and Crossan (2004), Holmqvist (2004), Knight and Pye (2005) and Crossan et al. (2011). To end this theoretical essay, it can be said that the scope of IOL analysis was expanded by identifying it as the fourth level of learning, with cooperation being the fifth dynamic process in the multi-level structure of the learning process. Such learning levels are able to stimulate learning and cooperation between organizations based on the creation of learning spaces that value formal and informal practices. Although the need for further studies remains, we expect that the debate presented here will contribute to a better understanding and development of IOL, in addition to encouraging further theoretical and empirical research in different interorganizational settings. As a suggestion for future studies, we propose the application of the framework in the context of collective nature, as in Local Productive Arrangements (LPAs), clusters, joint ventures and other organizational arrangements by means of interorganizational relations. Amorin, W. A. C., & Fischer, A. L. (2009). Aprendizagem organizacional: uma análise sobre o debate e a escolha de categorias para estudos de caso. *Perspectiva Contemporânea*, 4(1), 101-125. Antonacopoulou, E., & Chiva, R. (2007). The social complexity of organizational learning: the dynamics of learning and organizing. *Management Learning*, 38(3), 277-295. doi: 10.1177/1350507607079029» Antonello, C. S. (2011). Contextos do saber: a aprendizagem informal. In C. S. Antonello & A. S. Godoy. *Aprendizagem organizacional no Brasil* (pp. 139-159). Porto Alegre: Bookman. Antonello, C. S., & Godoy, A. S. (2009). Uma agenda brasileira para os estudos em aprendizagem organizacional. *Revista de Administração de Empresas*, 49(3), 266-281. Antonello, C. S., & Godoy, A. S. (2010). A encruzilhada da aprendizagem organizacional: uma visão multiparadigmática. *Revista de Administração Contemporânea*, 14(2), 310-332. Retrieved from . doi: 10.1590/S1415-65552010000200008 » ♦ Antonello, C. S., & Godoy, A. S. (2011). Aprendizagem organizacional no Brasil Porto Alegre: Bookman. Argote, L. (2011). Organizational learning research: past, present and future. *Management Learning*, 42(4), 439-446. doi: 10.1177/1350507611408217» Balestrin, A., & Verschoore, J. (2008). Redes de cooperação empresarial: estratégias de gestão na nova economia Porto Alegre: Bookman. Bapuji, H., & Crossan, M. (2004). From questions to answers: reviewing organizational learning research. *Management Learning*, 35(4), 397-417. doi: 10.1177/1350507604048270» Bispo, M. (2013). Estudos baseados em prática: conceitos, história e perspectivas. *Revista Interdisciplinar de Gestão Social*, 2(1), 13-33. Bitencourt, C. C. (2005). Gestão de competências e aprendizagem nas organizações. São Leopoldo, RS, Brazil: Editora Unisinos. Bitencourt, C. C. (2010). Gestão contemporânea de pessoas: novas práticas, conceitos, histórias e perspectivas. In H. M. M. Lastres, J. E., & Lastres, H. M. M. (2003). O foco em arranjos produtivos e inovativos locais de micro e pequenas empresas. In H. M. M. Lastres, J. E., Cassiolato, & M. L. Maciel (Orgs.). *Pequena empresa: cooperação e desenvolvimento local* (pp. 21-34). Rio de Janeiro: Relume Dumará. Child, J. (2003). Learning through strategic alliances. In M. Dierkes, A. B. Antal, J. Child, & I. Nonaka (Eds.), *Handbook of organizational learning and knowledge* (part VI, pp. 657-680). United States: Oxford University Press. Child, J., Faulkner, D., & Tallman, S. (2005). Cooperative strategy: managing alliances, networks, and joint ventures (2nd ed.). New York: Oxford University Press. Contu, A., & Willmott, H. (2003). Re-embedding situatedness: the importance of power relations in learning theory. *Organization Science*, 14(3), 283-296. doi: 10.1287/orsc.14.3.283.15167» Corradi, G., Gherardi, S., & Verzelloni, L. (2010). Through the practice lens: where is the bandwagon of practice-based studies heading? *Management Learning*, 41(3), 265-283. doi: 10.1177/1350507609356938» Crossan, M. M., Lane, H. W., White, R. E., & Djurfeldt, L. (1995). Organizational learning: dimensions for a theory. *International Journal of Organizational Analysis*, 3(4), 337-360. doi: 10.1108/eb028835» Crossan, M. M., Lane, H. W., & White, R. E. (1999). An organizational learning framework: from intuition to institution. *Academy of Management Review*, 24(3), 522-537. doi: 10.5465/AMR.1999.2202135» Crossan, M. M., Mauer, C. C., & White, R. E. (2011). Reflections on the 2009 AMR decade award: do we have a theory of organizational learning? *Academy of Management Review*, 36(3), 446-460. Czarniawska, B. (2008). Organizing: how to study it and how to write about it. *Qualitative Research in Organizations and Management: An International Journal*, 3(1), 4-20. doi: 10.1108/17465640810870364» Dacin, T., Reid, D., & Ring, P. S. (2008). Alliances and joint ventures: the role of partner selection from an embeddedness perspective. In S. Cropper, M. Ebers, C. Huxham, & P. S. Ring (Eds.), *Inter-organizational relations* (pp. 90-117). Oxford: Oxford University Press. Dierkes, M., Antal, A. B., Child, J., & Nonaka, I. (2003). Disciplines of organizational learning: contributions and critiques. *Human Relations*, 50(9), 1085-1113. doi: 10.1177/001872679705000903» Easterby-Smith, M., & Araujo, L. (2001). Aprendizagem organizacional: oportunidades e debates atuais In M. Easterby-Smith, J. Burgoyne, & L. Araujo. *Aprendizagem organizacional e organização de aprendizagem* (pp. 15-38). São Paulo: Atlas. Easterby-Smith, M., & Lyles, M. A. (2003). The blackwell handbook of organizational learning and knowledge management. Oxford: Blackwell Publishing. Easterby-Smith, M., Lyles, M. A., & Tsang, E. W. K. (2008). Inter-organizational knowledge transfer current themes and future prospects. *Journal of Management Studies*, 45(4), 677- 690. doi: 10.1111/j.1467-6486.2008.00773.x» Ebers, M., & Jarillo, J. C. (1998). The construction, forms, and consequences of industry networks. *International Studies of Management & Organization*, 27(4), 3-21. Engeström, Y., & Kerosuo, H. (2007). From workplace learning to inter-organizational learning and back: the contribution of activity theory. *Journal of Workplace Learning*, 19(6), 336-342. doi: 10.1108/13665620710777084» Estivalet, V. F. B., Pedrozo, E. A., & Cruz, L. B. (2008). The learning process in interorganizational relationships. *Brazilian Administration Review*, 5(4), 319-331. Retrieved from . doi: 10.1590/S1807-76922008000400006 » ♦ Fayard, P. (2008). Apresentação. In A. Balestrin & J. Verschoore (Eds.), *Redes de cooperação empresarial: estratégias de gestão na nova economia* (pp. IX- XII). Porto Alegre: Bookman. Fiol, C. M., & Lyles, M. A. (1985). Organizational learning. *The Academy of Management Review*, 10(4), 803-813. doi: 10.5465/AMR.1985.4279103» Geiger, D. (2009). Revisiting the concept of practice: toward an argumentative understanding of practicing. *Management Learning*, 40(2), 129-144. doi: 10.1177/1350507608101228» Gherardi, S. (2000). Practice-based theorizing on learning and knowing in organizations: an introduction. *Organization*, 7(2), 211–23. doi: 10.1177/135050840072001» Gherardi, S. (2006). Organizational knowledge: the texture of workplace learning Malden, MA, Oxford, UK, Victoria, Australia: Blackwell publishing. Gherardi, S. (2008). Situated knowledge and situated action. In D. Barry & H. Hansen (Eds.), *The SAGE handbook of new approaches in management and organization* (pp. 516-525). London: Sage Publications. Gherardi, S. (2009). Practice? It's a matter of taste! *Management Learning*, 40(5), 535-550. doi: 10.1177/1350507609340812» Gherardi, S., Nicolini, D., & Odella, F. (1998). Toward a social understanding of how people learn in organizations: the notion of situated curriculum. *Management Learning*, 29(3), 273-298. doi: 10.1177/1350507698293002» Gherardi, S., & Souto, P. C. N. (2013, setembro). What do people do when they work? The contribution of practice-based studies to the understanding of working and organizing. *Anais do Encontro Nacional da Associação Nacional de Pós-Graduação e Pesquisa em Administração*, Rio de Janeiro, RJ, Brasil, 37. Greve, H. R. (2005). Inter-organizational learning and heterogeneous social structure. *Organization Studies*, 26(7), 1025-1047. doi: 10.1177/0170840605053539» Hardy, C., Phillips, N., & Lawrence, T. B. (2003). Resources, knowledge and influence: the organizational effects of interorganizational collaboration. *Journal of Management Studies*, 40(2), 321-347. doi: 10.1111/1467-6486.00342» Holmqvist, M. (2003). A dynamic model of intra- and interorganizational learning. *Organization Studies*, 24(1), 95-123. doi: 10.1177/0170840603024001684» Holmqvist, M. (2004). Experiential learning processes of exploitation and exploration within and between organizations: an empirical study of product development. *Organization Science*, 15(1), 70-81. doi: 10.1287/orsc.1030.0056» Holmqvist, M. (2009). Complicating the organization: a new prescription for the learning organization? *Management Learning*, 40(3), 275–287. doi: 10.1177/1350507609104340» Human, S. E., & Provan, K. G. (1997). An emergent theory of structure and outcomes in small-firm strategic manufacturing networks. *Academy of Management Journal*, 40(2), 368-403. doi: 10.2307/256887 Inkpen, A. C. (2000). Learning through joint ventures: a framework of knowledge acquisitions. *Journal of Management Studies*, 37(7), 1019-1045. doi: 10.1111/1467-6486.00215» Inkpen, A. C., & Tsang, E. W. K. (2007). Learning and strategic alliances: The Academy of Management Annals, 1(1), 479- 511. doi: 10.1080/078559815» Janowicz-Panajaitan, M., & Noorderhaven, N. G. (2009). Trust, calculation, and interorganizational learning of tacit knowledge: an organizational roles perspective. *Organization Studies*, 30(10), 1021-1044. doi: 10.1177/0170840609337933» Jarillo, J. C. (1993). Strategic networks: creating the borderless organization Oxford: Butterworth-Heinemann. Jorde, T. M., & Teece, D. J. (1989). Competition and cooperation: striking the right balance. *California Management Review*, 25-37. Kenis, P., & Oerlemans, L. (2008). The social network perspective: understanding the structure of cooperation. In S. Cropper, M. Ebers, C. Huxham, & P. S. Ring (Eds.), *The Oxford handbook of inter-organizational relations* (pp. 289-312). Oxford: Oxford University Press. Knight, L. (2002). Network learning: exploring learning by interorganizational networks. *Human Relations*, 55(4), 427-454. doi: 10.1177/0018726702554003» Knight, L., & Pye, A. (2005). Network learning: an empirically derived model of learning by groups of organizations. *Human Relations*, 58(3), 369-392. doi: 10.1177/0018726705053427» Lane, C. (2001). Organizational learning in supplier networks. In M. Dierkes, A. B. Antal, J. Child, & I. Nonaka (Eds.), *Handbook of organizational learning and knowledge* (pp. 699-715). United States: Oxford University Press. Larsson, R., Bengtsson, L., Henriksson, K., & Sparks, J. (1998). The interorganizational learning dilemma: collective knowledge development in strategic alliances. *Organization Science*, 9(3), 285-305. doi: 10.1287/orsc.9.3.285» Le Boterf, G. (1999). L'ingénierie des compétences Paris: Les éditions d'organisation. Lubatkin, M., Florin, J., & Lane, P. (2001). Learning together and apart: a model of reciprocal interfirm learning. *Human Relations*, 54(10), 1353-1382. Lundvall, B.-A. (1992). National innovation systems: towards a theory of innovation and interactive learning London: Pinter Publishers. MacDonald, P., & Crossan, M. (2010, June). Learning to innovate: the process of learning between diverse organizations. *Proceedings of Organisational Learning, Knowledge and Capabilities Conference 2010*, Boston, Massachusetts, USA, 5. Marshall, N. (2008). Cognitive and practice-based theories of organizational learning and learning: incompatible or complementary? *Management Learning*, 39(4), 413-435. doi: 10.1177/13505076080093712» Muthusamy, S. K., & White, M. A. (2005). Learning and knowledge transfer in strategic alliances: a social exchange view. *Organization Studies*, 26(3), 415-441. doi: 10.1177/0170840605050874» Nalebuff, B. J., & Brandenburger, A. M. (1996). Co-opetição Rio de Janeiro, RJ: Editora Rocco. Nicolini, D. (2009). Zooming in and out: practices by switching theoretical lenses and trailing connections. *Organizations Studies*, 30(12), 1391-1418. doi: 10.1177/0170840609349875» Nicolini, D., Gherardi, S., & Yanow, D. (2003). Introduction: towards a practice-based view of knowing and learning in organizations. In D. Nicolini, S. Gherardi, & D. Yanow (Eds.), *Knowing in organizations: a practice-based approach* (pp. 3-31). New York: Sharpe. Nootboom, B. (2008). Learning and innovation in inter-organizational relationships. In S. Cropper, M. Ebers, C. Huxham, & P. S. Ring (Eds.), *The Oxford handbook of inter-organizational relations* (pp. 307-634). Oxford: Oxford University Press. Powell, W. W. (1998). Learning from collaboration: knowledge and networks in the biotechnology and pharmaceutical industries. *California Management Review*, 40(3), 228-240. doi: 10.2307/41165952» Richardson, G. B. (1972). The organisation of industry. *Economic Journal*, 82(327), 883-896. Ruas, R., Antonello, C. S., & Boff, L. H. (2005). Aprendizagem organizacional e competências: os novos horizontes da gestão Porto Alegre: Bookman. Sandberg, J., & Tsoukas, H. (2011). Grasping the logic of practice: theorizing through practical rationality. *Academy of Management Review*, 36(2), 338-360. Shima, W. T. (2006). Economia de redes e inovação. (2006). In V. Pelaez & T. Szmrecsányi (Orgs.), *Economia da inovação tecnológica* (Cap. 14, pp. 333-364). São Paulo: Editora HUCITEC/Ordem dos Economistas do Brasil. Styhre, A., Josephson, P.-E., & Knauseder, I. (2006). Organization learning in non-writing communities: the case of construction workers. *Management Learning*, 37(1), 83-100. doi: 10.1177/1350507606060983» Suchman, L. (2000). Organizing alignment: a case of bridge-building. *Organization*, 7(2), 311-327. doi: 10.1177/135050840072007» Thompson, M. M. (2005). Structural and epistemic parameters in communities of practice. *Organization Science*, 16(2), 151–164. doi: 10.1287/orsc.1050.0120» Van Wijk, R., Jansen, J. J. P., & Lyles, M. A. (2008). Inter- and intra-organizational knowledge transfer: a meta-analytic review and assessment of its antecedents and consequences. *Journal of Management Studies*, 45(4), 830-853. doi: 10.1111/j.1467-6486.2008.00771.x» Weick, K. (1979). The social psychology of organizing (2nd ed.). Reading, MA: Addison-Wesley. Wenger, E. (1998). Communities of practice: learning, meaning, and identity Cambridge: Cambridge University Press. Zaher, A., Gözübüyük, R., & Milanov, H. (2010). It's the connections: the network perspective in the interorganizational research. *Academy of Management Perspectives*, 24(1), 62-77. 1 See Gherardi, S. (2008). Situated knowledge and situated action. In D. Barry & H. Hansen (Eds.), *The SAGE handbook of new approaches in management and organization* (pp. 516-525). London: Sage Publications, for a broader view of practice-based studies, (both historical and current), Gherardi, S. (2009). Practice? It's a matter of taste! *Management Learning*, 40(5), 535-550. doi: 10.1177/1350507609340812. This issue is dedicated to articles that use practice-based theory. Publication in this collectionSept 2014 Received1 July 2013 Reviewed13 Jan 2014 rev-request28 Jan 2014 Accepted1 July 2014