

COOPERATION MODELLING IN THE CONTEXT OF GLOBALIZATION: PARTNERING COMPETENCES PERSPECTIVE

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Introduction

Globalization is altering the world economic landscape in fundamental ways. Besides others, it creates important new opportunities—wider markets for trade, an expanding array of tradable, larger private capital inflows, improved access to technology.

Prior researches on partnering and globalization also suggests that as the speed of knowledge generation and innovation has increased dramatically, organizations need to engage in partnering to optimize their innovation efforts and management efficiency and that the degree of organizations innovation success via cooperation is positively correlated with its level of partnering capability and competences needed for it.

The following research methods are used in this paper: comparative analysis of scientific literature, systematization and generalization, authors work experience in the fields of partnering/alliances management and competence. The novelty of this paper. The theoretical aspects of the scientific literature on managerial competences as well as their development are widely researched (Boyatzis, 1982; Krogh, Roos, 1996; Wallace, Hunt, 1996; Magarinos, 2002). Prior research suggests that the degree of a organization's success via cooperation is positively correlated with its level of partnering and managerial competences. Based on a grounded theory approach, we have developed a conceptual framework of partnering competences, which also provides some testable ground for further research and managerial practice.

Conclusions

1. In order to have successful partnering, organizations will have to enter into partnering more aggressively in the future cause of the reasons to learn; to take advantage of partners' specialization advantages; to leverage resources; to create linkages; to leap over existing constraints; and to 'lock out' the competition.
3. The concept of competence is used for the wide spectrum of skills and abilities which are close with experience: specialization, intelligence, problem solving, talent. The degree of organizations innovation success via cooperation is positively correlated with its level of partnering capability and competences needed for it.
4. Partnering competencies can be grouped into three categories: managerial, generic and technical.
5. The main task of partnering competence development for cooperative success is to grow organization to that level that it could survive the challenges of competition and globalization.

References

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Keywords:

managerial competences, cooperation, partnering

TOPIC: SPORT MANAGEMENT

PRESENTATION FORM: POSTER

SESSION ART: POSTER