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### 企业知识内化对合作中技术转移的影响研究

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### The impacts of knowledge internalization on technology transfer in collaboratio

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**摘要** 基于知识基础观和组织学习理论, 提出在组织间合作关系中, 中心企业的知识内化会影响来自合作伙伴的技术转移。运用中国270家参与合作的中心企业的调查数据, 采用实证研究方法, 探讨了中心企业知识内化对来自合作伙伴的技术转移的影响, 并分析了知识复杂性和伙伴知识保护对二者关系的独立调节作用。回归分析的结果发现: 知识内化作为合作学习过程的一个重要方面对技术知识转移有正向显著影响; 而知识复杂性和伙伴知识保护可以增强这一正面作用, 即它们在知识内化影响技术转移的过程中都起到正向调节作用。文章最后讨论了本研究对于管理实践的启示。

**关键词:** [知识内化](#) [技术转移](#) [知识复杂性](#) [知识保护](#)

**Abstract:** Based on Knowledge-Based View (KBV) and organizational learning theory, the viewpoint that in an inter-organizational collaboration, knowledge internalization of focus firm has influences on the amount of technology transfer from its partners is proposed. On the basis of data from a survey of 270 Chinese enterprises having collaborations with partners, an empirical analysis is adopted to explore the relationship between knowledge internalization and technology transfer, as well as the independent moderating roles of knowledge complexity and partner knowledge protectiveness. The regression results show that as a main component of collaborative learning process, knowledge internalization of focus firm has significantly positive impact on the technology transfer from its partners. At the same time, both knowledge complexity and partner knowledge protectiveness positively moderate the relationship between knowledge internalization and technology transfer. Practical implications are discussed at the last.

**Keywords:** [knowledge internalization](#) [technology transfer](#) [knowledge complexity](#) [knowledge protectiveness](#)

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