

BAM 2025 CONFERENCE



Inter-Organizational Collaboration Track

Track Chairs:

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As the world evolves at a rapid pace, the call for organizations to further engage in collaborations to address critical societal challenges will continue to grow louder and stronger. Inter-organizational collaborations (IOC) across diverse economic entities, such as partnerships between established multinational corporations and state-owned enterprises, as well as alliances between for-profit, nonprofit, and public organizations, are reshaping our understanding of how organizations impact the social and political fabric of society. These evolving collaborative models challenge established management frameworks, assumptions about organizational boundaries, and fundamental notions of organizing, functioning and outcomes of collaborative relationships. However, much of the literature continues to emphasize competition over cooperation.

To expand our understanding of IOC, it is imperative that we embrace pluralistic frameworks that go beyond traditional Western or Eastern perspectives. This pluralism enriches our understanding of structural and relational nuances underpinning IOCs, thus allowing us to move us beyond long-established managerial paradigms that have historically guided extant IOC frameworks. By exploring alternative perspectives, we can develop new insights and refine existing models to better support diverse forms of IOCs, especially when navigating evolving societal and increasingly disrupted institutional contexts.

This track seeks to create a dedicated space for exploring IOC dynamics in societal and institutional contexts and offers the opportunity to critically examine how organizations can collaborate, in contrast to traditional hierarchical and managerial structures and transactional paradigms, to address pressing social issues. Therefore, the track focuses on the processes of collaboration, along with antecedents, outcomes, and managerial strategies for addressing societal, structural and challenges when plans go awry due to negative externalities.

We specifically invite submissions that provide insights into the management practices necessary for effective collaboration and examine alternative methods of organizing across organizational boundaries. We also welcome critical assessments of existing theories to help reshape our understanding of inter-organizational collaboration for future applications.

Potential submission topics include, but are not limited to:

- **Processes, Antecedents and Outcomes**

How do collaborations develop over time? What factors contribute to building and sustaining collaborative efforts?

- **Building a Collaborative Culture**

How can inter-organizational collaborations foster a culture that promotes cooperative managerial practices? How can these skills be developed, assessed, and sustained?

- **Negative Externalities and Unintended Consequences**

What are the essential and desirable characteristics of an ideal partner? How does partner selection impact the competitive environment or the reputations of involved parties? What steps can be taken if the wrong partner is chosen?

- **Bias and Decision-Making**

How can managers identify and address biases that may influence decisions in inter-organizational collaborations? What best practices support fair and effective decision-making?

- **Impactful Collaborative Practices**

Which management practices are most likely to lead to successful strategic outcomes in collaborations? What specific skills and approaches are required?

- **Methodological Challenges and Innovation**

What are the methodological challenges in studying alternative collaboration models, and which approaches can help assess valuable practices from past inter-organizational partnerships?

- **Longitudinal Perspectives in Collaboration**

For collaborations with societal or environmental objectives, how can managers adopt a long-term view in a world where short-term priorities often dominate managerial focus?

These questions have renewed urgency, as the traditional focus of inter-organizational collaboration has primarily centred on economic efficiency. It is essential to examine whether and how insights from the literature remain relevant for managing collaborations, especially amid the external challenges that influence them.

This track is part of BAM's Special Interest Group on Inter-Organizational Collaboration: Partnerships, Alliances, and Networks (IOC-SIG), which brings together researchers interested in cross-boundary collaboration from a variety of perspectives and disciplines. While we welcome contributions aligned with the conference theme: *On the Border: Management Challenges, Business Opportunities and Disrupted Institutional Contexts*, we also encourage submissions that broadly advance the field of inter-organizational collaboration.