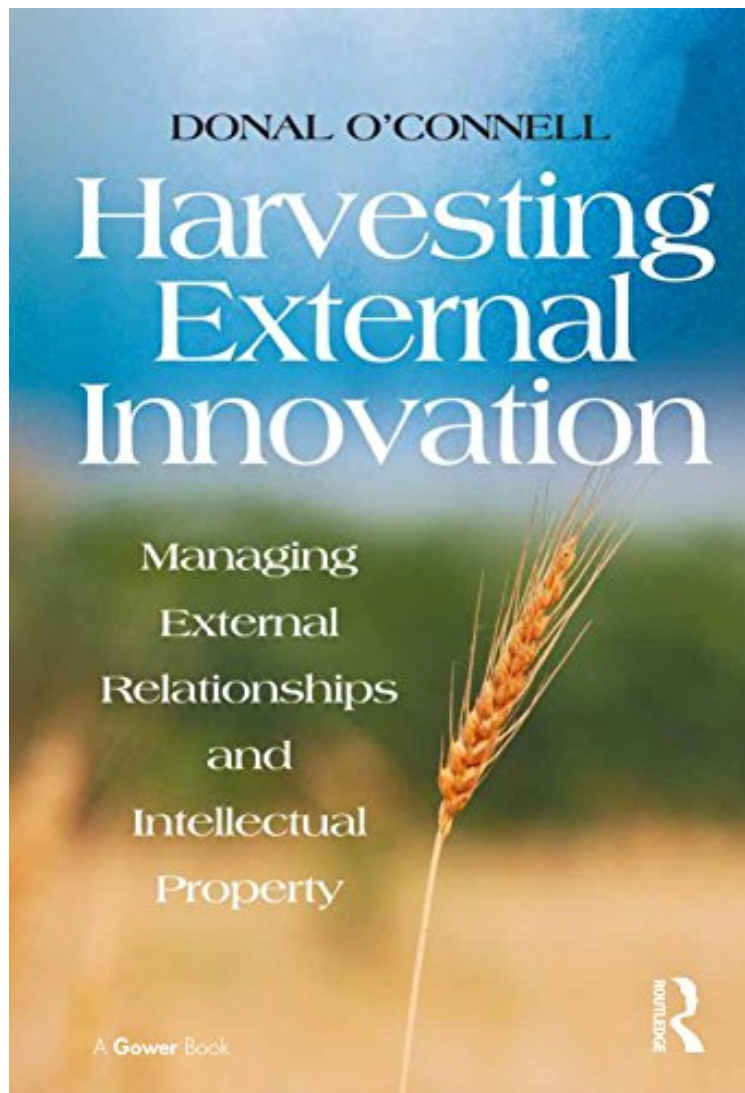


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# Harvesting External Innovation: Managing External Relationships and Intellectual Property

*Donal O'Connell*

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A fundamental change in the way organisations approach innovation is taking place. It is driven by the simple

realisation that not all the smart people work for just one organisation. Few intellectual property books concentrate on external innovation and more particularly on dealing with external inventors and handling their inventions. Harvesting External Innovation begins by examining the broad subject of innovation, stressing the need to understand its forms and phases, ways and means to encourage innovation. It then addresses the growing phenomenon of external innovation. A number of different approaches to engaging with the external innovator community are then considered, together with real life case studies. Harvesting External Innovation discusses in depth how best to handle intellectual property matters, how to actually work with these external inventors and how to handle their inventions, including a suggested process and check list.

About the Author Donal O'Connell is Adjunct Professor at Imperial College Business School and the Owner and Managing Director of Chawton Innovation Services Ltd, offering consultancy, coaching and training in the areas of innovation and intellectual property management. A former Director of Intellectual Property Rights at Nokia, he has a long and varied experience in the global wireless telecommunications industry, having worked for periods in UK, USA, Finland, and Hong Kong. Donal graduated from the National Institute of Higher Education, Limerick, Ireland, with a Degree in Electronic Engineering. Donal has already published one book on patent creation called 'Inside the Patent Factory', (Wiley Sons, 2008).