

# Contents

<i>Figures and tables</i>	vi
<i>Acknowledgements</i>	vii
<i>Preface</i>	ix
<i>Acronyms and abbreviations</i>	xi
1 A thirty year old discovery	1
2 Bootlegging in context	13
3 How to explain bootlegging	29
4 Organising technical change	41
5 Research methodology	61
6 Nature of bootlegging	71
7 Strategy	97
8 Funding mechanism	107
9 Managerial control	123
10 Decision process	137
11 Individual personalities	149
12 Conclusions and implications	157
<i>Bibliography</i>	165
<i>Appendices</i>	185
<i>Index</i>	221

# Figures and tables

Table 2.1	Synopsis of bootleg authors	20
Table 3.1	Taxonomy of uncertainty	31
Table 4.1	Behaviour of researchers	55
Table 5.1	Sample distribution: nation / sector	64
Table 6.1	Sample distribution: bootlegging / sector	74
Figure 6.2	Frequency of bootleg entrepreneurs / laboratory	75
Figure 6.3	Frequency of bootleg time	76
Figure 6.4	Specification of bootleg output (EI-3)	80
Figure 6.5	Moment of disclosure	81
Figure 6.6	Technological nature of bootlegging	82
Figure 6.7	Lubricant and aero-static bearing for rotor spinning	83
Figure 6.8	Bootlegging and business needs	85
Figure 6.9	Consequences of disclosure	86
Figure 6.10	Technological uncertainty	87
Figure 6.11	Distribution of slack	90
Figure 6.12	Task / time distribution	92
Table 9.1	Management attitudes towards bootlegging	129
Figure 10.1	Number of ideas rejected (%)	139
Table 10.2	Focus of uncertainty	143