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**A Type of Governance for
Facilitating Cross-Sectoral Collaborations
– Experience of Germany to Build
the Management Body –**

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Abstract

Facilitating cross-sectoral inter-organizational collaborations is key to create new businesses for promoting competitive regional industries.

This study considers a governance type that is most suitable for facilitating the collaboration in a situation where a large number and variety of autonomous, and mutually dependent actors exist and interact aimed for promoting regional industries. It is concluded that a distinctly separate administrative entity (“management body” in this study) founded to govern the network and its activities is the best choice. Moreover, this study also explores how to build and re-build a management body to display the continuous performance for the goal above. Based on the precedent studies, the required organizational competences are clarified and a conceptual model to guide how to build and re-build the management body is proposed.

In the case study, the cluster organizations, which provide services to facilitate cross-sectoral collaborations and are equivalent to the management body, in medical technology field of three German states are examined. The experience of building/re-building of the cluster organizations are scrutinized. The results of the case study are comparatively analyzed, and the validity of the conceptual model are examined based on the findings of the study. Then, the implications are discussed.

In the concluding section, the argument is summarized and future research issues are described.

Keywords: network governance, cross-sectoral inter-organizational collaborations, the management body, organizational competence, antecedents, attributing factors, quality management approach