

## **Schools as an arena for product- and market development in the salt fish industry in Finnmark**

### **1. Name of projectleader and members**

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### **2. Project objectives**

To investigate how entrepreneurship in the school can participate to product improvement and market development in the salt fish industry in Finnmark.

### **3. Background**

The lack of entrepreneurs and innovative environments is often referred to as a contributing reason to insufficient innovation and restructuring in small industrial and coastal societies. A central question is whether the school system over time can contribute to increased access of entrepreneurs, and in what way this can lead to a strengthening of the salt fish industry in Finnmark. Entrepreneurship in the school is often connected with student companies, and with collaboration between schools and businesses. Several such collaborations are based on student developed solutions to problems defined by locale contractors. In Finnmark as well as in the rest of the country there are examples of student companies that have developed product solutions to international customers. Several of these examples are results of collaboration between salt fish producers and school actors.

### **4. Research problems**

The project will analyse factors that restrain as well as promote schools capabilities to carry out product development for locale and international interests. Thereafter the project will investigate how the companies have made use of the initiatives from the schools, and whether the frequency of established companies are affected as a consequence of these activities.

1. To what degree can collaboration agreements between schools and the fishery industry contribute to real financial growth and development of new commercial solutions within the salt fish industry in Finnmark?
2. To what degree can entrepreneurship in the school contribute to develop international relations and market knowledge within the salted fish industry in Finnmark?
3. To what degree can entrepreneurship in the school contribute to new use of local resources in Finnmark?
4. To what degree can entrepreneurship in the school contribute to make external interests function as market, contractors and a source for education among small coastal societies in Finnmark?

### **5. Theories and methodologies**

The project will be based on evolutionary and institutional economy, with particular emphasis on theories that focus on creation of human capital, innovation, entrepreneurship and market relations. The project will rely on four case studies in respectively Måsøy, Nordkapp, Lebesby and Vardø, as well as make use of secondary and statistical data.

### **6. Relation to the tasks of the main project**

5.1, 5.2

### **7. Time schedule**

November 2008-2009. 1 month full time.