**Project on Building International Partnerships**

**An investigation of entering the African markets by 34 Danish SMEs**

The Aalborg based innovation network Aceess2Innovation (A2I – [www.access2innovation.com](http://www.access2innovation.com)) is supporting 34 innovation partnerships in which Danish companies together with researchers are developing new innovative solutions targeting the African market. The project has been running over the last couple of years and it is time to assess, how far the companies and their partnerships have come.

Access2Innovation invites one-two students at master level to take part in a project that will assess the project and the processes that the company led partnerships have gone through, including how they, with the support of A2I, have identified relevant market opportunities in Africa, how they have identified relevant partners in Denmark and Africa, how they have organized and worked with them, what problems and issues they have faced due to culture, financial and other issues. The hope is that through this project we shall be able to build a framework for how to build an organisation and a partnership that is able to work in complex institutional and cultural settings.

The project is open for students with an interest in organisation and management of partnerships/networks in Denmark as well as internationally, i.e. across countries. The project is suitable for students in their final year (3rd or 4th semester), i.e. as an intern or the final thesis. The project can accommodate 1-2 students.

The students will be part of A2I and it is possible to have a work station at A2I. Costs associated to conducting the study will be reimbursed. The students will be attached and supported by two A2I employees. The project will preferable be conducted in the Spring 2022.

The project will, among others, include: An overview of the 34 partnership to identify differences and similarities; The set-up and role of A2I in organizing and managing the partnerships; The partnership and processes and experiences that the partnerships have obtained. The analyses should focus on the lessons learned and a broader, more general frame for establishing such partnerships across borders. Naturally, the project includes a literature review that identify relevant previous knowledge and experiences.

Are you interested and in need of additional information, feel free to contact: At AAU: Jonas S. Eduardsen ([jse@business.aau.dk](mailto:jse@business.aau.dk)) and Olav Jull Sørensen ([ojs@acccess2innovation.com](mailto:ojs@acccess2innovation.com))