

Train The Trainer #2, Zadar 13-14/03/2018



## Socio-Technical Integration Research



RESPONSIBLE AND INNOVATIVE SMES IN CENTRAL EUROPE  
2<sup>ND</sup> PROJECT MEETING AND 2<sup>ND</sup> CAPACITY BUILDING SESSION

13-14 March 2018 – Zadar, Croatia

Erik Fisher


Train The Trainer #2, Zadar 13-14/03/2018



*By the end of this STIR training, you will be able to plan, conduct, and document a 12 week STIR study with 2-4 participants.*

- Your report will help us answer ROSIE Project objectives of implementing responsible and innovative SMEs

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## STIR Phase 1 – STIR Methodology

1. 5 hours: Introducing the concept of STIR:  
 Background and basic idea of STIR, STIR protocol  
 questions and techniques, planning your study

0.5 hours: STIR methodology in the business  
 sector – How does STIR work among SMEs?

Train The Train

# Decisions



**LEADERSHIP TRANSITIONS**

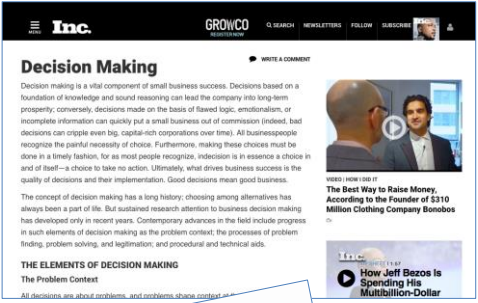
## What Sets Successful CEOs Apart

**BUSINESS INSIDER**    TECH

### 3 CEOs that saved their companies by making unpopular decisions

Han-Gwon Lung, Contributor  
 Oct. 10, 2016, 2:48 PM    13,218

[f](#) FACEBOOK   
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**Decision Making**

Decision making is a vital component of small business success. Decisions based on a foundation of knowledge and sound reasoning can lead the company into long-term prosperity; conversely, decisions made on the basis of flawed logic, emotionalism, or incomplete information can quickly put a small business out of commission (indeed, bad decisions can cripple even big, capital-rich corporations over time). All businesspeople recognize the painful necessity of choice. Furthermore, making these choices must be done in a timely fashion, for as most people recognize, indecision is in essence a choice in and of itself—a choice to take no action. Ultimately, what drives business success is the quality of decisions and their implementation. Good decisions mean good business.

The concept of decision making has a long history; choosing among alternatives has always been a part of life. But sustained research attention to business decision making has developed only in recent years. Contemporary advances in the field include progress in such elements of decision making as the problem context, the processes of problem finding, problem solving, and legitimation; and procedural and technical aids.

**THE ELEMENTS OF DECISION MAKING**  
 The Problem Context

*All decisions are about problems, and problems change context.*

**NEEDS KNOW HOW IT**  
**The Best Way to Raise Money, According to the Founder of \$310 Million Clothing Company Bonobos**

**HOW TO GET AWAY WITH IT**  
**How Jeff Bezos Is Spending His Multibillion-Dollar**

Leading Edge Journal  
 35,000 Decisions: The Great Choices of Strategic Leaders

# Decisions

- A commitment to a course of action
  1. Situation of uncertainty
  2. Based on the values, preferences, and beliefs of the decision-maker
  3. Choice between alternative courses of action
  4. Expected outcomes

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  - 5. Innovative**

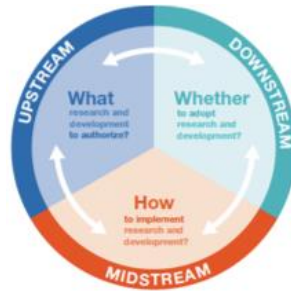
## Decisions

- A commitment to a course of action
  1. Situation of uncertainty
  2. Based on the values, preferences, and beliefs of the decision-maker
  3. Choice between alternative courses of action
  4. Expected outcomes
  - 5. Innovative**
  - 6. Responsible**

## Socio-Technical Integration

“SME team members factor social responsibility into their routine decisions.”

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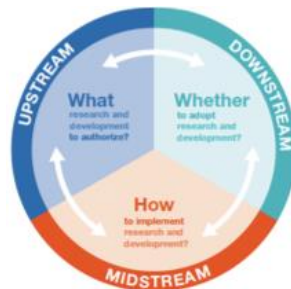


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### Authoritative Decisions "Strategic"

- Corporate Officers
- Investors
- Shareholders



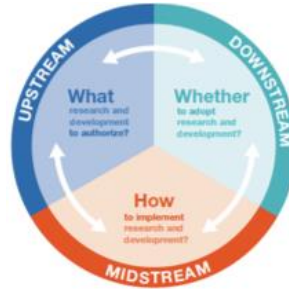
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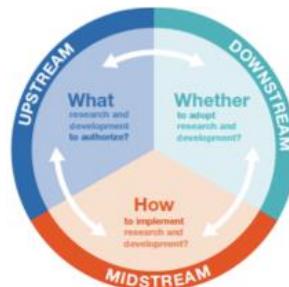
### Market Decisions

“Adoption”

- Consumers
- Users
- Regulators



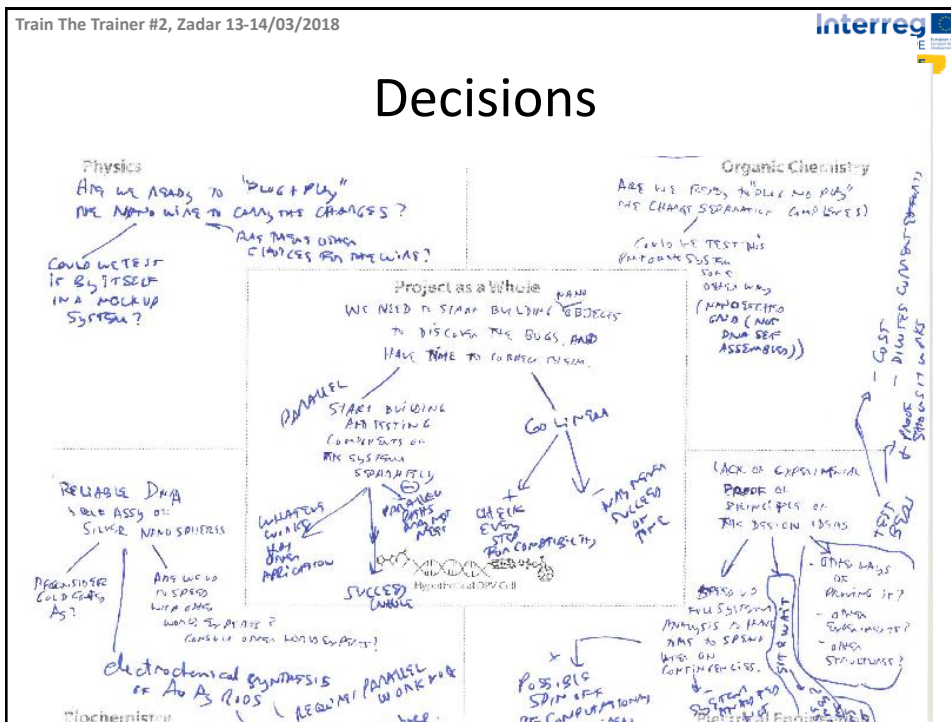
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### Routine Decisions


“Tactical”

- Managers
- Researchers, Designers
- Manufacturers
- Marketers
- Analysts, Consultants
- Team members...



## Policy Demand for Integration

- **Canada:** Integrated projects in Genome Canada (2000-2016); "economic and social goals...pursued hand in hand" (Chrétien 2001); Genome Canada.
- **United States:** federal legislation (2003); NNI (2004).
- **European Union:** "integrate societal considerations into the R&D process at an early stage" (EC 2004); RRI (2014-2017).
- **Netherlands:** NanoNed (2005); NanoNextNL (2010); RI (2014).
- **Flanders, Belgium:** NanoSoc (2008)
- **Norway:** NanoMat, etc. (2010, 2012); RI (2015, 2016).
- **United Kingdom:** EPSRC (2014), Synthetic Biology (2014).



## Policy Demands for Integration

### US Nanotechnology Legislation

108TH CONGRESS  
1ST SESSION     **S. 189**

**AN ACT**

To authorize appropriations for nanoscience, nanoengineering, and nanotechnology research, and for other purposes.

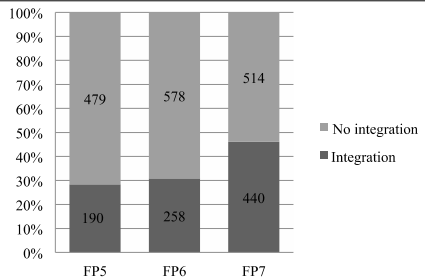
1    *Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled,*

2    *SECTION 1. SHORT TITLE.*

3    This Act may be cited as the "21st Century Nanotechnology Research and Development Act".

US law requires “integrating research on societal...concerns with...research and development” (Congress 2003) and social research that “influences the direction of ongoing nanotechnology research and development” (HSC 2003).  
(Fisher, 2005)


### European FP solicitations



FP	Integration	No integration
FP5	190	479
FP6	258	578
FP7	440	514

EU policy discourse for the “harmonious societal integration of new scientific and technological knowledge” (EU 2007) results in “an overall increase in solicitations for integration” which “become significantly more pervasive” over time.  
(Rodriguez et al., 2013)

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## Perceived Challenges of Socio-Technical Integration

- “I don’t have time to reflect...”
- “It’s not part of my job...”
- “It will be a distraction...”
- “I don’t have the expertise...”
- “There is too much uncertainty...”
- “It’s not interesting...”
- “I will not e rewarded...”
- “Our competitors will get ahead of us...”

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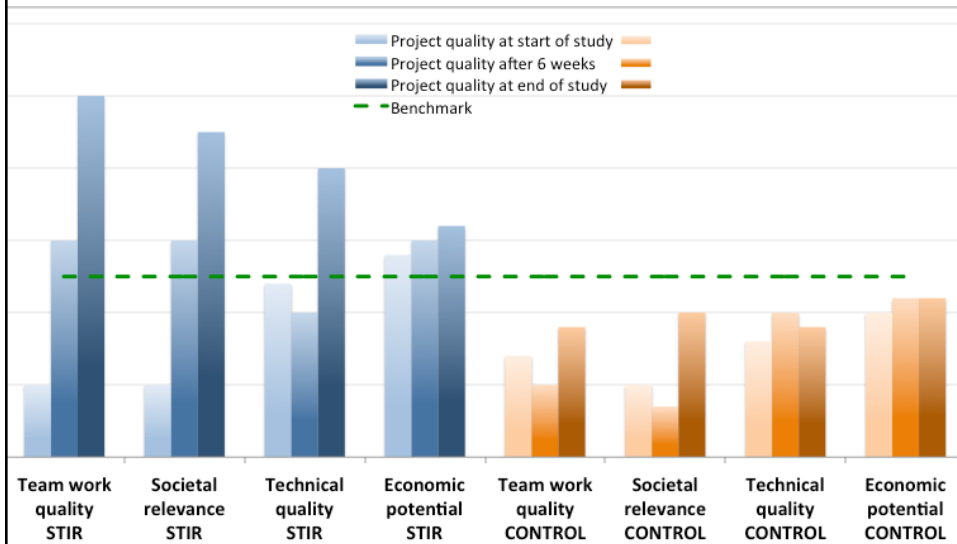


## Perceived Challenges of Socio-Technical Integration

- t1 – Innovators are skeptical about the value of reflecting on their everyday decisions
- t2 – Innovators discover value in reflecting on their everyday decisions

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## Socio-Technical Integration Value



(Fipse et al. 2014)

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ROSIE

## Short Exercise (5 minutes)

- Identify one “everyday” decision in your SME
- List 2-3 possible alternatives
- What are some social, cultural, ethical, or environmental values?
- Who in society might care which alternative you chose?

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## Socio-Technical Integration Research

Understand the possibility and utility of socio-technical integration  
as a form of responsible innovation

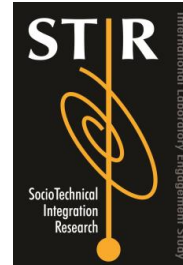


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## Socio-Technical Integration Research

- 12 week studies
- Midstream modulation
- Embedded humanist
- Decision protocol
- Observation, analysis, report writing

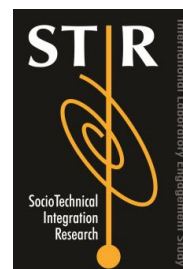


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## Socio-Technical Integration Research

- 12 week studies
- **Midstream modulation**
- **Embedded humanist**
- **Decision protocol**
- Observation, analysis, report writing



# Midstream Modulation

- *De facto modulation*
  - Innovation decisions involve human, social, and material aspects



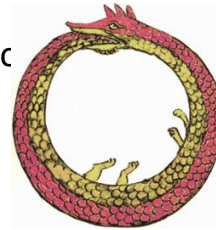
# Midstream Modulation

- *De facto modulation*
  - Innovation decisions involve human, social, and material aspects
- *Reflexive modulation*
  - Innovators become more aware of *de facto* modulation



## Midstream Modulation

- *De facto* modulation
  - Innovation decisions involve human, social, and material aspects
- *Reflexive* modulation
  - Innovators become more aware of *de facto* modulation
- *Deliberate* modulation
  - Innovators use insights from *reflexive* modulation to alter their practices
    - **First-order (means)**
    - **Second-order (ends)**



## Embedded Humanist

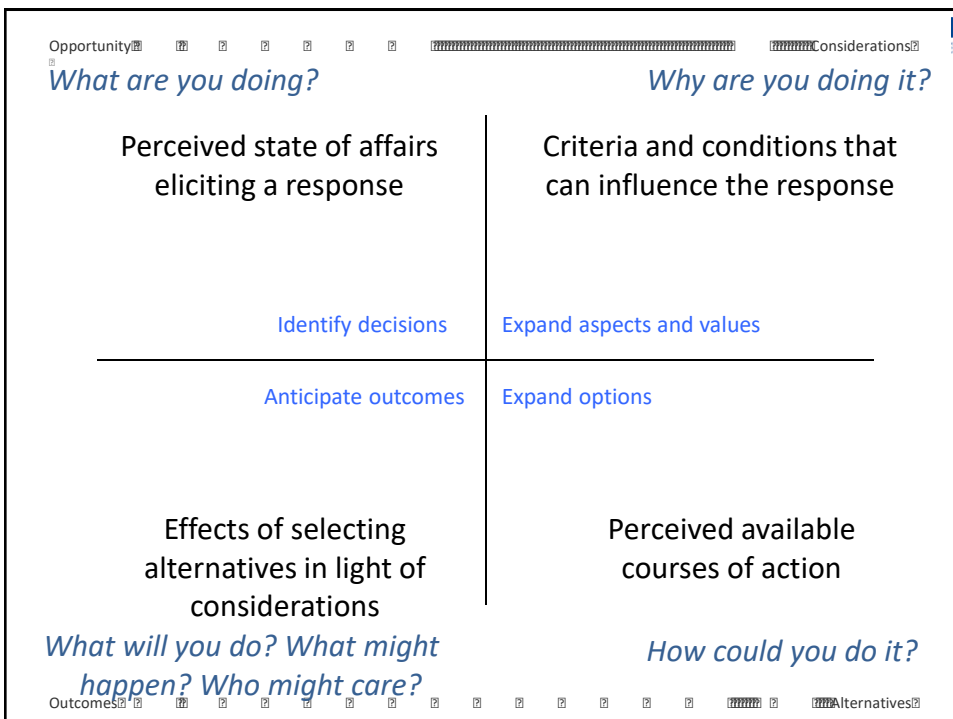
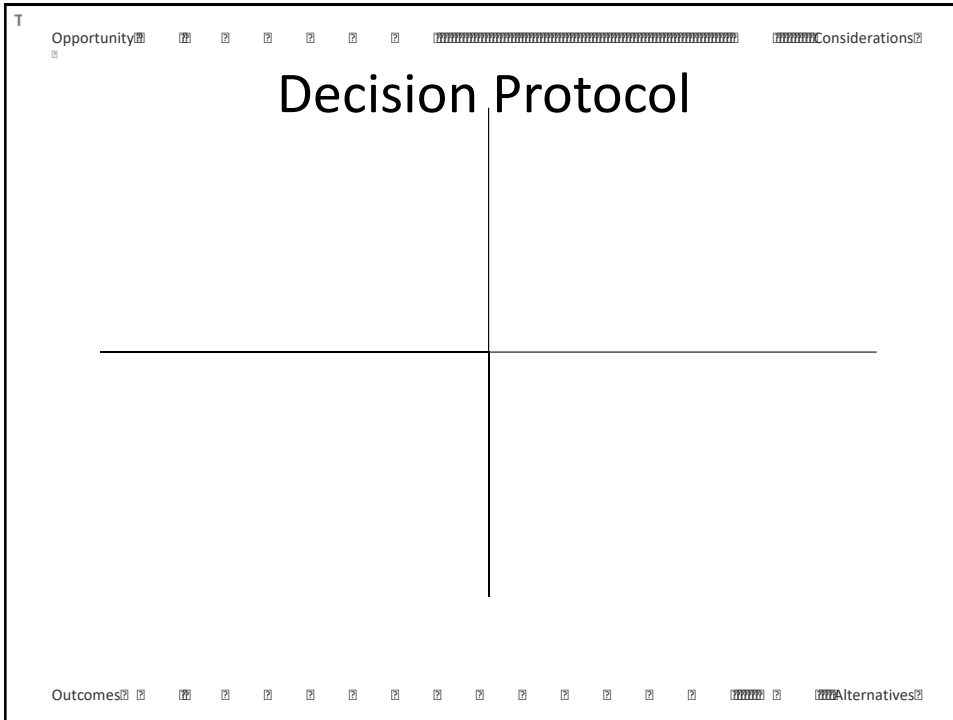


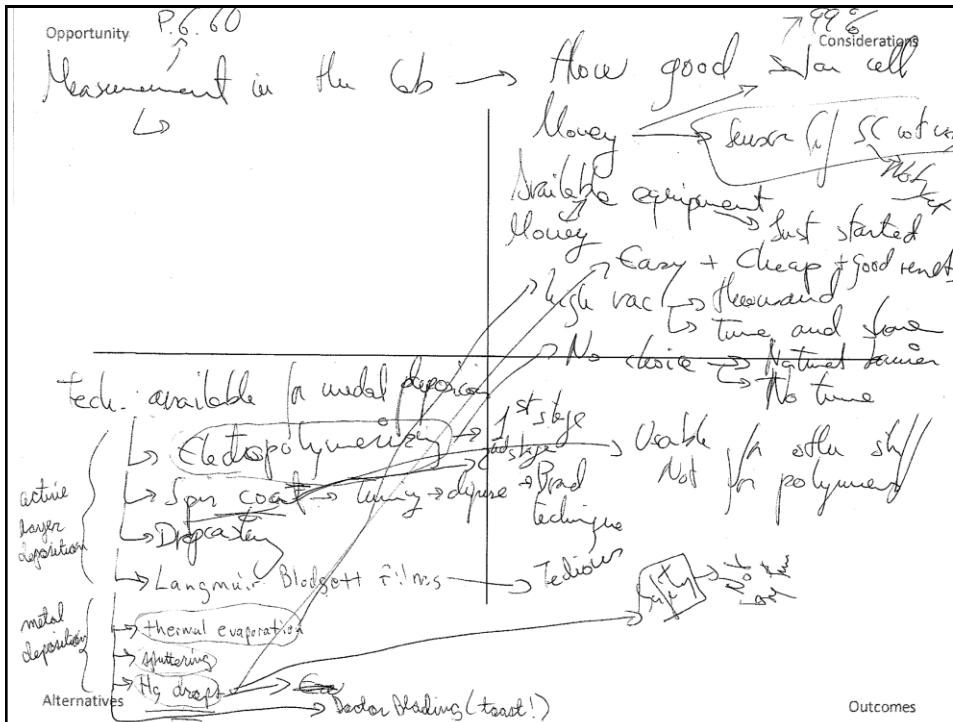
## Embedded Humanist Roles

- Become embedded
  - Become a member of the team
  - Understand the decisions the team members are making
- Help team members reflect on their decisions
  - Daily or weekly
  - Use the STIR protocol
  - Listen, ask questions, provide feedback
  - Follow the project as it evolves
  - Perform the 3 MM tasks
- Keep track of the results
- Write a report

## Decision Protocol

<b>OPPORTUNITY</b> Perceived state of affairs eliciting a response	<b>CONSIDERATIONS</b> Selection criteria that potentially influence the response
<b>OUTCOMES</b> Effects of selecting alternatives in light of considerations	<b>ALTERNATIVES</b> Perceived available courses of action





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## Retrospective Exercise (10 minutes)

- Make a “grid”
- Identify an important decision you made in the past
- Map the decision using the Protocol components

What was the **Opportunity**?

What were the **Considerations**?

What were the **Alternatives**?

What were the **Outcomes**?

–“What did you choose?”

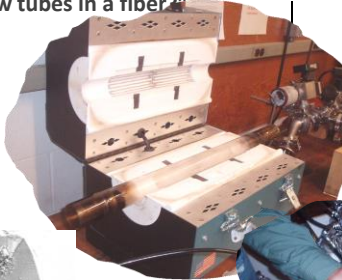
–“What happened?”

–“Did anyone care?”

Opportunity

Considerations

“Can we grow tubes in a fiber?”




“We didn’t know if it had any potential applications.”

“Why not try it and see.”


Fiber’s properties, prohibitive size, experimental procedure

“Ferrocene is messy.”




Ferrocene: “failed experiment”

Ferrofluid: “Now it’s actually turning out to be something”



“I can only  
“Maybe ferrofluid”  
“then we wouldn’t need to use Ferrocene”



Outcomes

(Fish@2007)

Alternatives

# Residual Effects

## THESIS

Complete title of thesis: **Carbon Nanostructures for Thermal Applications: Synthesis and Characterization**

## ABSTRACT

The suitability of carbon nanotube growth on three dimensional surfaces and its application as infrared radiation absorbers for thermal detectors, and moldable thermal contact coatings is explored in this work. Carbon nanostructure growth is demonstrated on quartz using ferrofluid as the catalyst. Scanning Electron Microscopy (SEM) and Transmission Electron Microscopy (TEM) are employed to study the internal structure of the carbon structures formed. By varying the catalyst deposition technique, nanotube growth with diameters in the range 30-70 nm and lengths up to several microns is achieved. Growth inside quartz tubes and fibers, as small as 50  $\mu\text{m}$  is also demonstrated for

18 months after study concluded: “ferrofluid as the catalyst” was central to PhD thesis



# Modulations

- **Learning**
  - Content
  - Reflexivity
- **Deliberation**
  - Elucidation
  - Expansion
  - Critique
- **Adjustment**
  - Material
  - Behavioral
  - Strategic
  - Symbolic



## Log After Each Exercise:

1. What possibilities exist for modulation?
2. What is at stake in making a modulation?
3. What modulations occurred?
4. What factors promote or prevent modulations?

## 1. Opportunity

- **Perceived state of affairs eliciting a response**
- Opportunity, problem, question, decision, issue, occasion, discovery.
- **Goal:** start a conversation about a decision that has both uncertainty and importance.
- *“Please describe an issue you are working on or thinking about right now? How is your work going? What has happened since the last time we talked? What are you thinking about or trying to do?”*

## 2. Considerations

- **Selection criteria that can influence the response**
- Goals, values, concerns, factors, conditions, aspects.
  - Material: physical, chemical, mechanical properties; finite resources (time, space, money);
  - Social: laws, institutions, culture, group dynamics;
  - Human: ethics, values, beliefs, interests
- **Goal:** identify and expand what is at stake and what matters for different people, especially values.
- *“What is important for you to think about when responding to this opportunity? Why does your response to this opportunity matter?”*

## 3. Alternatives

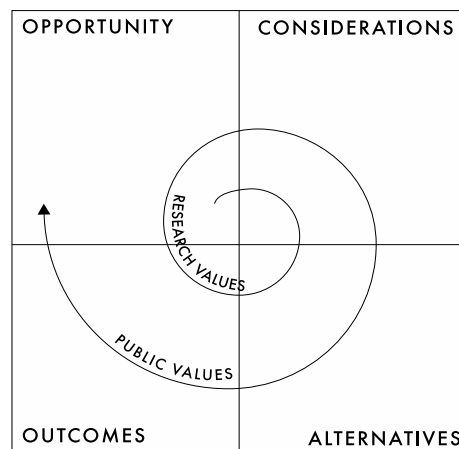
- **Perceived courses of action available for responding to the opportunity**
- Options, choices, responses, possibilities.
  - Tactical (using a different technical design)
  - Strategic (reformulating a mission statement)
- **Goal:** Identify and expand both “normal” and the “out of the box” responses, including those that might initially be ruled out.
- *“What options do you have for responding to the opportunity? Are there any other possibilities here? What else could you do? What is you chose to do nothing at all?”*

## 4. Outcomes

- **Effects of selecting alternatives in light of considerations**
- Developments, consequences, ramifications, effects.
- Can trigger new reflections and additional considerations and alternatives.
- Goal: explore which alternatives may have which effects, and who might be affected in the future.
  1. *What do you think you will do?*
  2. *What do you think will happen?*
  3. *Who in the future might care what you do and how you do it?*

## Spiral Approach

- Move through the components in clockwise manner
- Ask about broader values, longer-term effects, more inclusive stakeholder perspectives, etc.
- Relax and try to have fun!



## Applications of the Protocol

- Retrospective → Prospective

## Applications of the Protocol

- Retrospective → Prospective
- Scope out many at a time → Focus on one decision at a time

## Applications of the Protocol

- Retrospective → Prospective
- Scope out many at a time → Focus on one decision at a time
- Map decisions → Modulate decisions

## Tips and Techniques

1. Keep it simple
2. Keep it natural (use your mother language)
3. Keep it interesting (and *fun* if possible!)
4. Iterate and cycle through the decision components
5. Listen, clarify, and repeat
6. Provide a summary at the end of each exercise
7. Link decisions over time
8. Follow-up with questions over time
  - Past protocol exercises
  - Developments in between protocol exercises

## Developing your Data

- Write a “story” about each modulation
  - Narrate the events that led over time to (or that prevented) the modulation, what you and your participant talked about, why the modulation is valuable to the SME and for RI
- Verify the results
  - Your log notes
  - Your participants
  - Compare with third party accounts

## Planning your study

### Pre-engagement

- Chose an SME department and get to know their work
- Recruit participants
  - 1+ high-interaction (STIR 1-3 times per week)
  - 1+ controls (no STIR)

### Engagement (12 weeks)

- Pre-study interviews
  - STIR exercises
  - Log entries
  - Keep track of decisions and projects over time
- Post-study interviews

### Post-engagement

- Write report
- Disseminate findings and repeat



## First day

- Visit the department or team
- Introduce yourself and the goals of your experiment
  - “Help SMEs become more innovative and more socially responsible in a synergistic manner”
- Ask for volunteers
  - Explain what you need (15-30 minutes for each exercise)
- Set up regular meeting times and places
- Plan or conduct the pre-study interviews
- Review your notes

## Every day

- Visit the team
- Meet with your high-interaction participants
  - 15-30 minutes for each STIR exercise
  - Audio recording of each STIR exercise
  - Field notes and reflections
- Observe to learn about projects and team
- Review your notes, list modulations, write logs
  - What possibilities for modulation?
  - What is at stake?
  - What factors promote modulation?
  - What modulations occurred?

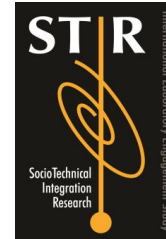
## Log After Each Exercise:

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## Review and Clarification Questions

# Modulations

- **Learning**
  - Context
  - Reflexivity
- **Deliberation**
  - Elucidation
  - Expansion
  - Critique
- **Adjustment**
  - Material
  - Behavioral
  - Strategic
  - Symbolic



# Reflexive Learning

- t<sub>1</sub> “We don’t make decisions”
- t<sub>2</sub> “I guess this really is a decision”



# Synthetic Biology

## Learning

- Researchers become aware of inconsistencies in their views of the role of science in society
- They also identify new research opportunities



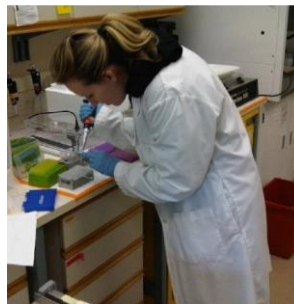
## Deliberation & Adjustment

- Research group debates safety practices
  - Research group alters their safety practices
- (Schuurbiers 2011)

# Genetics

## Learning

- Social scientist conducts exemplary experiment
- Helps scientists at another lab improve their techniques



## Adjustment

- Laboratory initiates public outreach
- (Conley 2011)

## Environmental Engineering

- Researchers debate CNT disposal techniques
  - Researchers dismiss public perceptions

### Deliberation

- Issue cannot be resolved at multiple levels
  - Engineer
  - Engineer / social scientist
  - Lab group
  - National policy
  - International policy



### Adjustment

- Collaborators call for policy guidance

## Biophysics



### Learning, Deliberation, Adjustment

“Reflections on responsible innovation generated novel ideas for antenna structures and nanoparticle synthesis”

(Fisher et al. 2010)

**OPINION**

### CORRESPONDENCE

**Research thrives on integration of natural and social sciences**

Emerging collaborations between social and natural scientists face challenges, as you acknowledge (Nature 462, 825–826, 2009). But, like A. D. Manning and J. Fischer in Correspondence (Nature 463, 425, 2010), you identify a practical question that keeps many laboratory doors closed: what interactions with ‘soft’ scientists harm the quality of my ‘hard’ research? The Center for Nanotechnology

Rather, efforts to enhance scientific creativity and societal responsiveness can be mutually reinforcing.

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**Shawn Linkey** The Berkeley Institute for Materials Science and Engineering, Dallas University of Technology, China

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# Biotech Industry



## Learning

- Before: Only 1 or 5 participants (project leaders and key scientist) see integration as part of their professional duties
- After: All 5 participants come to see integration as “part of their job”

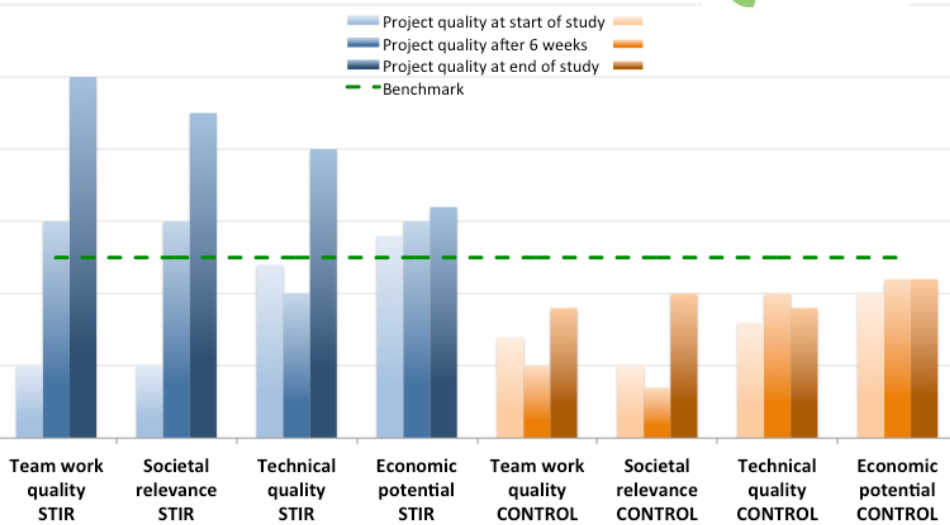
## Adjustments

- Participants take actions to address sustainability, LCAs, and corporate strategy

(Flipse et al. 2013)

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# Biotechnology Industry



(Flipse et al. 2014)



## Individual Virtues

- **Learning** Curiosity
  - Context
  - Reflexivity
- **Deliberation** Care
  - Elucidation
  - Expansion
  - Critique
- **Adjustment** Creativity
  - Material
  - Behavioral
  - Strategic
  - Symbolic



Socio Technical  
Integration  
Research

Train The Trainer #2, Zadar 13-14/03/2018






## Organizational Virtues

- **Learning** Curiosity
  - Context
  - Reflexivity
- **Deliberation** Care
  - Elucidation
  - Expansion
  - Critique
- **Adjustment** Creativity
  - Material
  - Behavioral
  - Strategic
  - Symbolic

Responsiveness

“A capacity to change shape or direction in response to stakeholder and public values and changing circumstances”

- **Session 6 – STIR – Phase 2: Testing the STIR Methodology**
  - Group session: practicing the application of STIR with RI Consultants. Participants work in pairs/small groups testing the STIR methodology (1.5 hours)
  - Participants report back the results of group session (1.5 hours)

## Group Session

- Assemble into pairs (Partner 1 and 2)
  - Partner 1 helps partner 2 map an upcoming decision using STIR protocol (20 minutes)
  - Partner 2 helps partner 1 map an upcoming decision using STIR protocol (20 minutes)
- Assemble into new pairs (Partner 1 and 3)
  - Partner 1 helps partner 3 map a (new) upcoming decision using STIR protocol (20 minutes)
  - Partner 3 helps partner 1 map a (new) upcoming decision using STIR protocol (20 minutes)



## Report Back and Feedback

- Volunteers present Grids
- Describe each component of the decision
- Identify any possibilities for modulation
- Identify any actual modulations
- Discuss techniques
  - What helped you understand your partner?
  - What helped your partner brainstorm new alternatives?
  - What helped your partner identify new or important considerations?

## THANK YOU

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