

How deployment policies affect innovation in complementary technologies-evidence from the German energy transition

Journal Article

Author(s):

Sinsel, Simon R.; Markard, Jochen; Hoffmann, Volker H.

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1 the company of the interviewee focused on both technologies, we conducted the interview in two parts to cover
2 each complementary level separately.

3 Within the sample, we chose firms and interviewees that differ in three characteristics to increase the reliability
4 of our findings: (1) we selected technology providers and utilities that operate storage solutions to account for
5 potentially differing policy effects along the value chain, (2) we included firms of different sizes to reflect on
6 potentially differing policy impact on large or small firms and (3) we covered individuals responsible for
7 different functions to outweigh potential perception differences due to specific roles within the companies.

8 Prior to each interview, we scanned publicly available sources for information on the firm and, if available, on
9 the interviewee. Based on these insights, we adapted our interview guideline as a basis for the interview (see
10 Table B1 in Appendix B for a typical interview guide). Each interview typically lasted 45 to 60 minutes, and
11 was recorded and subsequently fully transcribed. Central statements that are referenced in the results as they
12 describe causal relationships between our independent variable (deployment policies) and our dependent
13 variable (innovation activities) have been authorized by the interviewees. The period of interest for our
14 interviews was the last five years, since significant capacity increases in battery storage technologies happened
15 during that time (see Figure 2).

16 After each interview, we reviewed the interview transcript in detail and tagged statements referring to our
17 research constructs, deployment policies and innovation activities, using the MaxQDA 12 analysis software. To
18 reveal the links between the constructs of our emerging research framework as well as arrive at conclusions
19 across both cases, we used pattern matching (Yin, 2018). Once we identified contradictory results, we first
20 attempted to clarify our understanding with the interviewee through a follow-up discussion. If the results
21 remained contradictory, we adapted our constructs or the research framework. In such cases, the updated
22 research framework was used as a basis for the consecutive interviews. In this way, we refined the insights from
23 our interviews until a saturation level for additional insights was reached (Eisenhardt, 1989).

