

## **THE ROLE OF CONVERGENCE IN IMPROVING INNOVATION PERFORMANCE IN OPEN INNOVATION**

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Open innovation practices have become popular among organizations globally. Researchers highlight multiple benefits that open innovation offers. Extant literature elaborates factors that increase innovation performance in open innovation implementation. However, open innovation does not always bring higher innovation performance and reasons for this are not sufficiently addressed in the existing literature. Many scholars have highlighted the need of further research to identify new factors that can explain varying performance. The objective of this concept paper is to suggest a new conceptual model by introducing convergence as a new variable that has the potential to bring new insights in explaining innovation performance. In this case, convergence refers to alignment and coordination between open innovation partner firms.

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