



cristinaciancio18@gmail.com

## Adriana Apuzzo

adrianaapuzzo1@gmail.com

## What we will illustrate today...

- Case study of the Campania region
- Research motivations
- Theoretical framework of reference
- Data collection process and survey results
- Future perspectives of research in the organizational field



Virvelle is a "network organization" characterized by trust and social relationship. The value that inspire the company are:



Proactivity



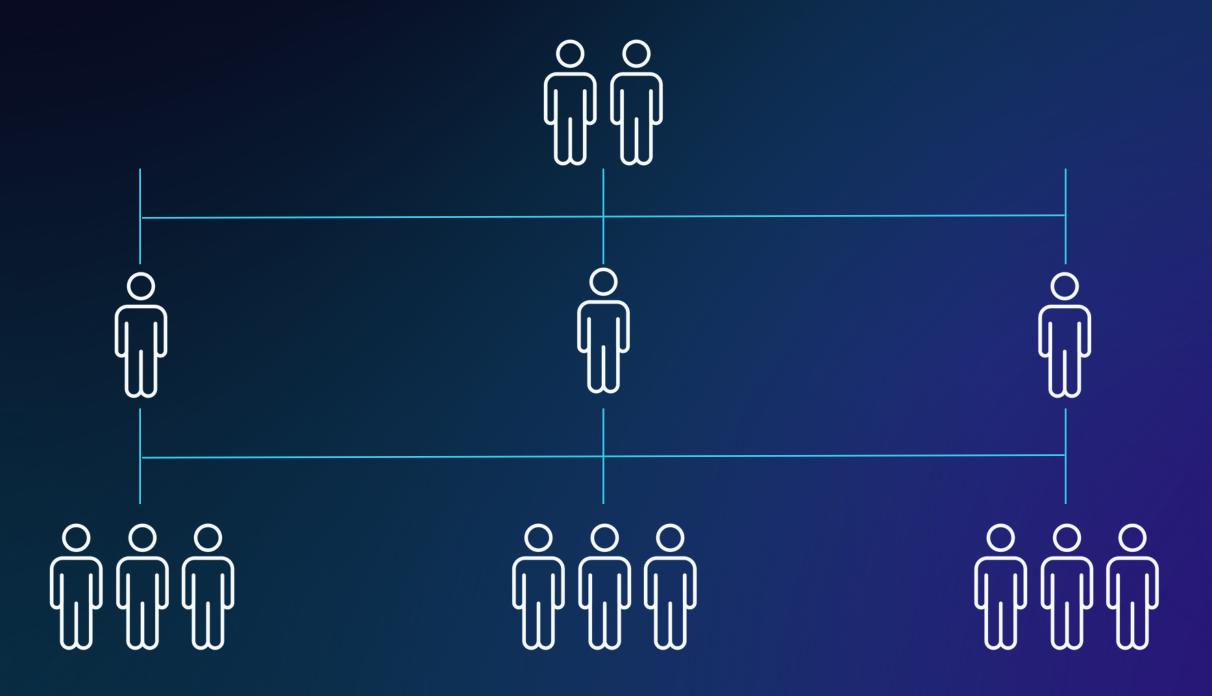
Skills development



Relationships



# Organizational structure & Social Actors of Virvelle



# How do formal and informal interactions develop in Virvelle?

### SNA

Offers
a systematic method to
evaluate informal
networks to map and
analyze relationships
between people, teams
or entire organizations

### ONA

Makes possible the systematic exploration of organizational networks through the use of techniques deriving from graph theory

Methological structure of the research

## Questionnaire consists of 31 questions, closed and open, divided into five sections:

Section I, socio-personal characteristics of the members

Section II, information relating to the operating area to which they belong, the main values which characterize the organizational culture of Virvelle

Section III, details about the role held and the performance of one's functions and the recognition of key players

Section IV, formal and informal interactions developed by each member with colleagues

## The reference actors of the survey

Population under analysis: members of virvelle in July 2022 considering the different role played in the organizational context.

## Actors

- CEO and Managing Director
- Operational area managers
- Members of the operating

areas



Data Collection

## Data collection



21 of the 33 members of Virvelle participated in the survey



Response rate of 64% of the target population

Main findings

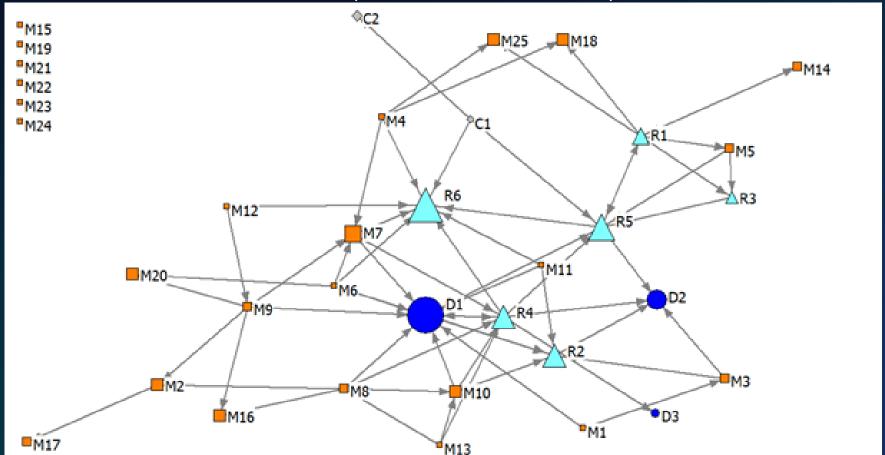
# Formal and Informal Network of Virvelle \*



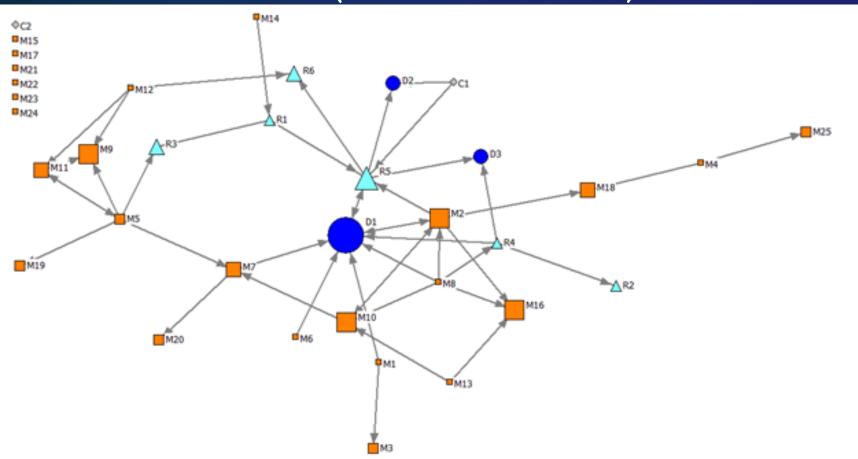


(MEMBERS OF THE OPERATING AREAS)

Organizational support network (formal network)



Organizational emotional support (informal network)



\*The size of the node reflects a measure of the centrality of the network, calculated at the micro level, based on the subjects to whom the respondents turned to request organizational and emotional support.

# Interpret organizational networks means...



Look into their soul



Means making visible what is not visible within an organization



Go beyond static and hierarchical organizational charts

... opening new scenarios for future research

# Future lines of research in organizational setting by using network paradigm:



what is the role of corporate training in building positive and effective organizational subcultures?



what are the training methodologies capable of generating better performances?

## 1: what is the role of corporate training in building positive and effective organizational subcultures?

#### Subculture:

"culture is a learned phenomenon, that it is what a group learns over a period of time based on the problems and successes that the group experiences" (Schein, 1990)

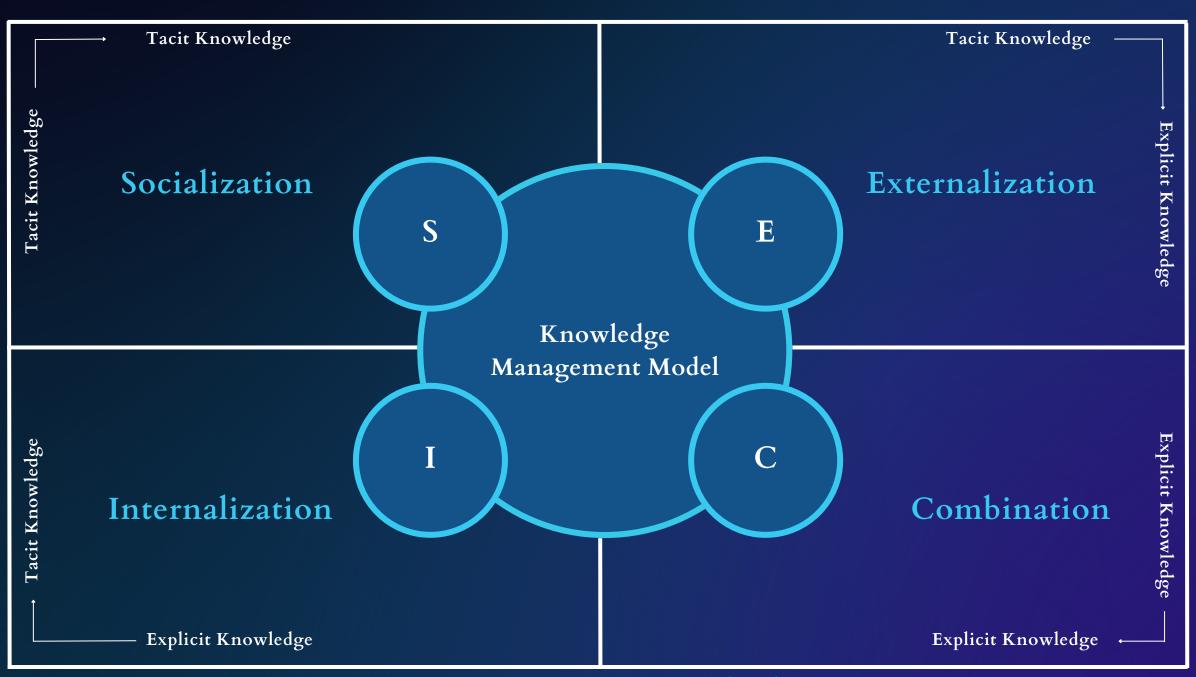
The first step is a Systematic Literature Review to investigate the role of corporate training and the Knowledge Management in building participatory and goal-oriented cultures

Training processes and emotions are essential because influence the experience of the participants, increasing the quality of performance, as well as motivation, commitment and satisfaction (Bosse et al., 2015)

Carayannis et al. (2021) believe that to give life to an effective culture, knowledge within the network should be the result of a sharing process that involves all the actors and that interprets complexity as an opportunity



## 2: what are the training methodologies capable of generating better performances?



SECI Model - Nonaka & Takeuchi (1997)

## 2: what are the training methodologies capable of generating better performances?

#### Socialization

Storytelling
Discussion
Listening to other opinion
Opposing common opinion
Training on the job
Teaching and training
Brainstorming

# S Knowledge Management Model C

#### Externalization

Speaking and writing excellence Capturing of the idea's core Formalization Introduction of a new notation Posing "right" questions Demonstrating skills

#### Internalization

Digesting of a new piece of knowledge
Practicing a new activity
Implementing a problem-solving method
Learning a new formal notation
Becoming interested in the topic
Estimating of potential "usefulness" of knowledge

#### Combination

Lateral thinking
Creating analogies
Selection of the right knowledge
processing method
Identification of the new piece of
knowledge

Future implications



The ONA logic offers new opportunities for learning, collaboration and innovation



Considering the network as a new way of cultivating organizational culture



The future development of the work intends to highlight the opportunities that the various corporate training methodologies offer for the construction of an adequate organizational culture

AUTHOR/S	MAIN REFERENCES	YEAR	JOURNAL
Carayannis, E. G., & Campbell, D. F.	Democracy of climate and climate for democracy: The evolution of quadruple and quintuple helix innovation systems	2021	Journal of the Knowledge Economy
Cross R.L.	What is Organizational Network Analysis (ONA)?	2021	Harvard Business Press
Cross, R. L., Cross, R. L., & Parker, A.	The hidden power of social networks: Understanding how work really gets done in organizations	2004	Harvard Business Press
Krackhardt D., Brass D.J.	Intra-organizational Networks. The MicroSide, in Wasserman S., GalaskiewiczJ. Advances in Social Network Analysis: Research in the Socialand Behavioral Sciences	1994	Sage Journal
Nonaka, I. and Takeuchi, H.	The knowledge-creating company	1995	Oxford University Press
Schein, E. H.	Organizional culture	1990	American Psychological Association

# Thanks for your attention



ARS'23 Ninth International Workshop on Social Network Analysis