

Table 15-1 Effectiveness of Technology Transfer Mechanisms

Effectiveness	Transfer mechanism
High	Sale of firms or subsidiaries
	License with extensive teaching effort
	Joint ventures
	Technical exchanges with ongoing contact
	Training programs in high-technology areas
	Movement of skilled personnel between companies
Medium	Industrial espionage
	Engineering documents plus technical data
	Consulting
	Licenses plus know-how
	Documented proposals
	Sale of processing equipment without know-how
	Commercial visits
Low	Licenses without know-how
	Reverse engineering of the product
	Undocumented proposals
	Open trade literature, technical journals
	Trade exhibits and conferences