

# Title: {The Impact of Digital Transformation on Performance and the Cultural Industry: Challenges and Opportunities}

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**Keywords:** Cultural Industry Digitalization, Digital Innovation in Arts, Technological Change in Cultural Organizations, Operational Efficiency in Cultural Institutions, Creative Industries Digital Transformation, Digital Transformation Barriers in Culture, Digital Revenue Streams in Culture, New Media in Cultural Expression, Digitization of Cultural Heritage, Ethical Issues in Digital Heritage, Digital User Experience (UX) in Culture, Audience Interaction with Digital Arts, AI in Arts and Culture, Qualitative Studies in Cultural Transformation

## 1 INTRODUCTION

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This document is enhanced to better reflect the detailed research process, methodology, and significance of digital transformation in the cultural industry. It emphasizes the need for comprehensive analysis and offers a clear structure to guide the reader through the study's objectives, challenges, and expected outcomes.

The cultural industry, encompassing arts, entertainment, and heritage sectors, has undergone significant changes due to digital transformation. The infusion of digital technologies such as artificial intelligence (AI), big data, and the Internet of Things (IoT) has reshaped how cultural products are created, distributed, and consumed. This study focuses on evaluating the impact of digital transformation on performance within the cultural industry, identifying associated challenges, and exploring emerging opportunities.

## 2 PROBLEM STATEMENT

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While the potential benefits of digital transformation in the cultural industry are substantial, understanding its full impact on performance remains underexplored. This research addresses the problem of assessing how digital technologies affect the efficiency, effectiveness, and overall performance of cultural organizations. The challenge lies in quantifying these impacts and understanding the nuanced ways in which digital transformation influences cultural production and consumption.

## 3 POSSIBLE RESEARCH QUESTIONS

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Research questions for the title "The Impact of Digital Transformation on Performance and the Cultural Industry: Challenges and Opportunities" could include:

**RQ 1. Impact on Performance:**

- How does digital transformation influence the operational efficiency and effectiveness of cultural institutions?
- What are the key performance metrics affected by digital transformation in the cultural industry?

**RQ 2. Cultural Industry Transformation:**

- How has digital transformation changed the production, distribution, and consumption patterns within the cultural industry?
- What are the emerging business models in the cultural sector due to digital transformation?

**RQ 3. Challenges of Digital Transformation:**

- What are the primary barriers or challenges cultural institutions face when adopting digital transformation initiatives?
- How do regulatory frameworks and intellectual property rights affect digital transformation in the cultural industry?

**RQ 4. Opportunities Created:**

- What new opportunities for revenue generation and audience engagement have emerged from digital transformation in the cultural sector?
- How does digital transformation enhance cultural diversity and accessibility globally?

**RQ 5. Impact on Cultural Heritage Preservation:**

- How does digital transformation influence the preservation and promotion of cultural heritage through technology?
- What are the ethical implications of digitizing cultural artifacts and traditions?

**RQ 6. Comparison across Different Cultural Domains:**

- How does the impact of digital transformation vary between different cultural domains (e.g., museums, performing arts, literature)?
- What lessons can be learned from successful digital transformation initiatives in different cultural sectors?

**RQ 7. User Experience and Engagement:**

- How does digital transformation enhance user experience and engagement with cultural content?
- What are the factors influencing digital engagement and participation in cultural activities?

**RQ 8 Future Trends and Predictions:**

- What are the anticipated future trends in digital transformation within the cultural industry?
- How might advancements in technology (e.g., AI, VR/AR) further influence the cultural sector?

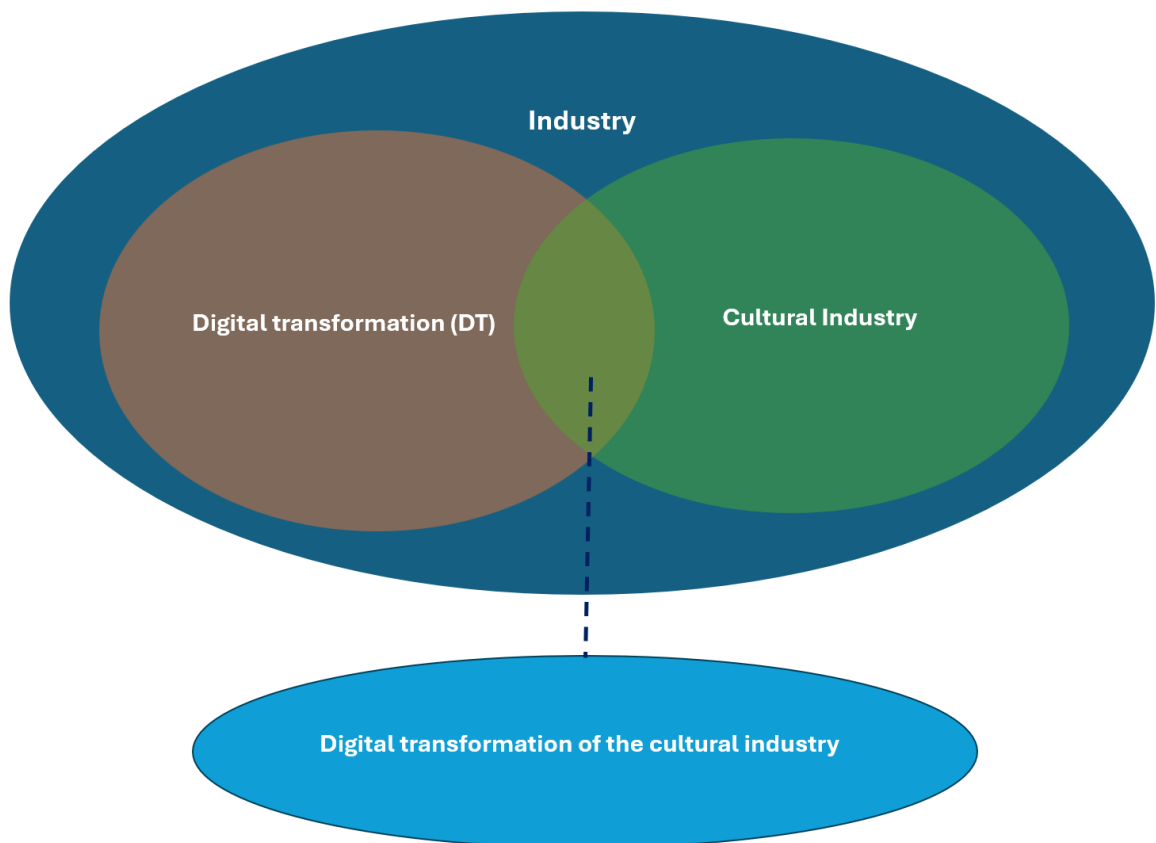
These questions aim to explore various aspects of how digital transformation is shaping the cultural industry, identifying both challenges and opportunities brought about by technological advancements.

## 4 REVIEW OF THE RELATED WORK

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### 4.1 WHAT IS DIGITAL TRANSFORMATION?

- **The cultural industry:** also known as the creative industry, encompasses businesses and activities that produce, create, distribute, and commercialize creative content and cultural products [1] [2] [3].
- **Digital transformation (DT):** is the process by which an organization adopts and implements digital technology to create new or modify existing products, services, and operations by converting business processes into a digital format [4] [5] [6].



*Figure 1 Diagram for digital transformation of the cultural industry*

- **The digital transformation of the cultural industry:** is cultural industry involves in the process by which organizations in this sector adopt and implement digital technology to create new or modify existing products, services, and operations by converting business processes into a digital format [J. Heider 2024].

## 4.2 FINDING STUDIES

Digital transformation has become a significant topic of interest across various industries, including the financial service industry, oil and gas sector, automotive industry, and food retail industry.

- Study 1: Dehnert [7] highlights the importance of understanding how digital transformation dimensions are connected to firm performance, with contradictory findings in existing research.
- Study 2: Affonso et al [8] emphasize the need for innovation in the oil and gas industry, pointing out the risk-averse approach of traditional project management as a hindrance to progress.
- Study 3: Llopis-Albert et al [9] utilize fuzzy-set qualitative comparative analysis to analyze the impact of digital transformation on business performance models in the automotive industry.
- Study 4: In the context of the banking sector, Naimi-Sadigh et al [10] discuss the implementation of digital transformation to respond to disruptions and drive innovation in banking services.
- Study 5: Manjula et al [11] focus on digital technologies in the food retail industry, identifying challenges and opportunities in the digital transformation process.
- Study 6: Imran et al [12] explore digital transformation in industrial organizations, aiming to identify key enablers and performance outcomes through data collected from leading industrial organizations.
- Study 7: Furthermore, Kumar et al. [13] propose a framework for assessing the social acceptability of Industry 4.0 technologies in digital manufacturing, highlighting the importance of considering social dimensions in technological advancements.
- Study 8: Ren et al. [14] shed light on the impact of digital transformation on renewable energy companies' performance in China, emphasizing the role of digital transformation in advancing the development of renewable energy enterprises.
- Study 9: Zhao et al. [15] analyze the relationship between digital transformation strategy and ESG performance in large manufacturing enterprises, focusing on the mediating role of green innovation and sustainable development goals.
- Study 10: Overall, the literature review indicates a growing interest in understanding the impact of digital transformation on performance across various industries, highlighting both challenges and opportunities that come with embracing digital technologies (Sartal et al., [16].

The need for innovation, strategic alignment, and the identification of key enablers in the digital transformation process are recurring themes in the literature, emphasizing the importance of leveraging digital technologies to drive organizational success.

## 5 GAP IN LITERATURE

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Current literature lacks a holistic analysis of the relationship between digital transformation and performance metrics in the cultural industry. Most studies focus on individual aspects such as technology adoption or economic impacts, but few provide an integrated view that includes challenges and opportunities across the sector.

## 6 SIGNIFICANCE

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Addressing this gap is crucial for policymakers, cultural managers, and stakeholders to make informed decisions that foster sustainable growth in the cultural sector. Understanding the impact of digital transformation on performance can guide strategic investments, enhance cultural policy frameworks, and support the development of adaptive strategies for cultural organizations.

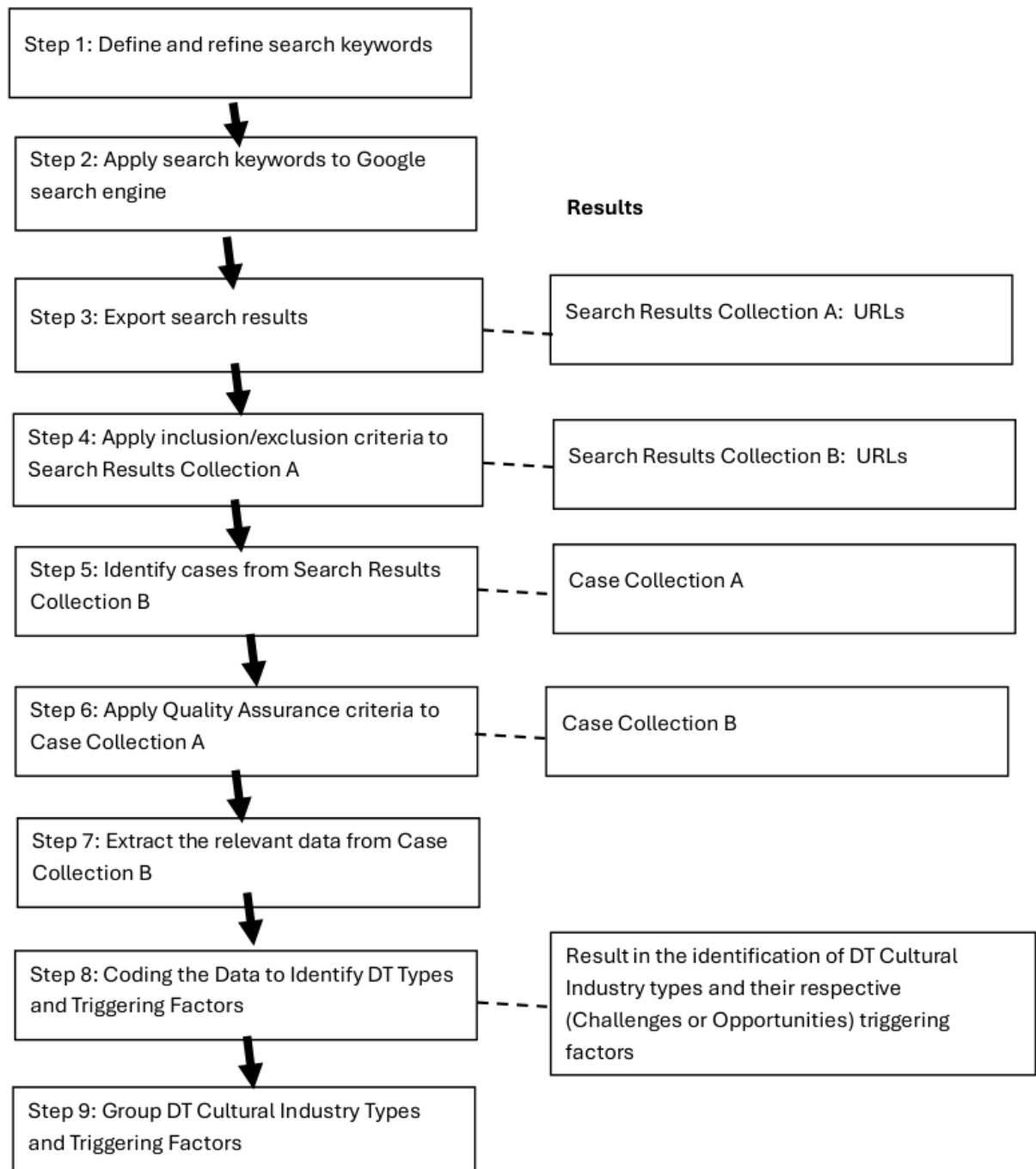
## 7 METHODOLOGY PREVIEW

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This research utilizes a mixed-methods approach, integrating quantitative analysis of performance data from cultural organizations with qualitative case studies and expert interviews. Data will be sourced from industry reports, financial records, and surveys, drawing on gray literature to offer a comprehensive overview.

\*This study is designed to be exploratory. The overall data collection and analysis process is illustrated in the following UML diagram and explained in detail in the subsequent text.

### Data collection and analysis steps



## **7.1 DATA COLLECTION STEPS**

### **Step 1. Define and refine search keywords**

The initial phase of data collection involved defining the search keywords for retrieving secondary data. We brainstormed an initial set of keywords based on our primary objectives and research questions. The search string was structured according to the guidelines provided by Kitchenham (2007) [17].

To ensure comprehensive coverage of keywords related to {The Impact of Digital Transformation on Performance and the Cultural Industry: Challenges and Opportunities}, I will review the search string from a systematic mapping study in Arts, Humanities, and Cultures. After conducting several trial searches, observing the results, and refining the search string, I developed the following final search string:

[(Challenges) OR (Opportunities)] AND [(Digital Transformation) AND ((Cultural Industry))]

We used {Digital Transformation} because this term is frequently used in online sources to describe organizations adopting and implementing digital technology. We recognize that some sources discussing (Challenges) OR (Opportunities) might not explicitly use this term. However, this risk was mitigated by the widespread recognition and usage of (Challenges OR Opportunities) in digital communities alongside {Digital Transformation} AND (Cultural Industry)].

### **Step 2: Applying search keywords using the Google search engine:**

To search online sources, the Google search engine was accessed through the Chrome browser. To minimize the influence of geographical location on the search results, [www.google.com](http://www.google.com) was used. Prior to starting the search, I deleted the search history in Chrome, cleared the browser cache, logged out of my personal Google account, and removed all Chrome extensions. These steps were taken to ensure that my personal and historical data had minimal impact on the search results. In the Google search settings, I turned off Google Instant predictions and enabled 100 results per page.

### **Step 3: Export Search Results**

To facilitate analysis by multiple researchers at the University of Leeds, the search results need to be exported. I will export the search results (in the form of URLs) from the Chrome browser on my laptop into a Word file (DOCX format).

This step resulted in the Search Results Collection A; URLs webpages converted into Word file (DOCX format).

### **Step 4: Apply Inclusion/Exclusion Criteria to Search Results Collection A**

To identify webpages with relevant and reliable content for this study, we applied a set of inclusion and exclusion criteria to Search Results Collection A.

#### **Inclusion criteria:**

- The URL is working and freely accessible.
- The topic of the webpage pertains to pivoting within the context of (Digital Transformation and Cultural Industry).
- The webpage contains examples related to (Digital Transformation and Cultural Industry).

- The examples are specifically from (Digital Transformation and Cultural Industry).
- The webpage is in English.

#### **Exclusion criteria:**

- The webpage contains duplicated content from a previously examined webpage.
- The webpage is non-text-based (e.g., videos, audios, or images).
- The webpage is hosted on Slideshare, Quora, LinkedIn, or personal/company blogs.
- The webpage is not in English.

This step resulted in the Search Results Collection B which contains URLs and represents webpages.

#### **Step 5. Identify Cases from Search Results Collection B**

I will review the content of the webpages, focusing on information regarding Digital Transformation and the Cultural Industry during their DT processes.

Each mention of (Digital Transformation and the Cultural Industry) will be considered a potential case for further analysis.

This step was relatively objective and straightforward, primarily conducted by me and the researchers at the University of Leeds who are collaborating on this project.

In cases of uncertainty, my supervisor(s) at the University of Leeds will be consulted.

This step resulted in the creation of Case Collection A, which includes the identified cases. The webpages will be reorganized according to these cases.

#### **Step 6. Apply Quality Assurance Criteria to Case Collection A**

To ensure that we possess sufficient and adequate data for further analysis, we will assess the quality of the data in Case Collection A using the following criteria:

- Can the data regarding a case involving (Digital Transformation Cultural Industry) enable researchers to reconstruct the narrative of [(Challenges) OR (Opportunities)] concerning what the Cultural Industry focused on before and after the Digital Transformation, and why the Cultural Industry underwent this transformation?
- Do researchers need to engage in excessive speculation to understand the nature of the Digital Transformation for the Cultural Industry and the factors that triggered it?

Cases meeting a positive response to the first criterion and a negative response to the second criterion will be included. Those not meeting these criteria will be excluded. This process has resulted in Case Collection B, which comprises cases selected for use in the data analysis.

## **7.2 DATA ANALYSIS STEPS**

#### **Step 7. Extract Relevant Data from Case Collection B**

For each case involving Digital Transformation and the Cultural Industry in Case Collection B, we sought the following information:



**Background Information:**

- Name of the Industry
- Location of the Industry
- Founding Year and/or First Product Release Date
- Business Domain
- Main Business/Product/Service Before the Digital Transformation
- Main Business/Product/Service After the Digital Transformation
- Description and Explanation of How and Why the Cultural Industry Shifted to Digital Transformation

**Step 8. Coding the Data to Identify DT Types and Triggering Factors**

We will extract and analyze the data for each case qualitatively to identify the types of Digital Transformation (DT) in the Cultural Industry and the Challenges or Opportunities that triggered these transformations. The explanations provided in the case materials will be used to pinpoint the triggering factors of DT.

Our case selection process ensures that the triggering factors leading to DT in the cultural industry are well-documented. We will use a completely open coding process to allow the emergence of the triggering factors, whether they are Challenges or Opportunities.

This step will result in the identification of DT Cultural Industry types and their respective (Challenges or Opportunities) triggering factors.

**Step 9. Group DT Cultural Industry Types and Triggering Factors**

We will categorize the types of Digital Transformation (DT) in the Cultural Industry and the triggering factors (Challenges or Opportunities) based on their similarities, grouping them into common categories. These categorized DT Cultural Industry types and triggering factors will address the research questions posed in this project.

## **8 EXPECTED OUTCOMES**

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### **8.1 OUTLINE OF CONTRIBUTION**

The paper aims to contribute to the field by providing a detailed analysis of how digital transformation affects performance in the cultural industry. It will offer insights into the specific challenges faced by cultural organizations and highlight opportunities for leveraging digital technologies. The findings will inform policy recommendations and strategic planning for enhancing the sustainability and resilience of the cultural sector in the digital age.

### **8.2 THE MAJOR FACTORS IMPACT THE DIGITAL TRANSFORMATION ON PERFORMANCE AND THE CULTURAL INDUSTRY**

In this section, we will discuss the major factors influencing digital transformation on performance and the cultural industry, derived from our case studies. We will categorize these factors based on their

commonalities, grouping them into identical categories. These factors will serve as the answers to the research questions posed in this project.

### 8.3 FACTORS EXPLAINED WITH EXEMPLAR CASES

In this section, we will describe each factor and present multiple case studies that illustrate these factors. By providing at least one exemplar case for each factor, we will demonstrate in greater detail how these factors impact digital transformation in terms of performance and the cultural industry.

### 8.4 CHALLENGES

1. **Digital Divide:** The digital divide can hinder access to digital technologies and platforms, creating barriers for those who are less tech-savvy or have limited resources [18] [19].
2. **Copyright and Intellectual Property:** The use of digital technologies raises concerns about copyright and intellectual property, particularly in the context of digital assets and data management [20] [19].
3. **Preservation of Cultural Heritage:** The digitization of cultural heritage poses challenges related to preservation, conservation, and the long-term accessibility of digital artifacts [18] [21].
4. **Organizational Barriers:** The adoption of digital tools and processes can be hindered by organizational silos and a lack of understanding of the value of data [20].

### 8.5 OPPORTUNITIES

1. **New Forms of Cultural Expression:** Digital technologies have enabled new forms of artistic expression, such as AR/VR, and have opened up new channels for cultural consumption and engagement [18] [20].
2. **Increased Accessibility:** Digital platforms have increased access to art and culture, making it more inclusive and global [18] .
3. **Collaboration and Networking:** Digital tools facilitate global collaboration and networking among artists, institutions, and audiences [20] [21].
4. **Efficient Processes:** Digital transformation can streamline administrative processes, reducing errors and improving employee satisfaction [20].

### 8.6 STRATEGIES FOR SUCCESS

1. **Data Interoperability:** Ensuring data interoperability is crucial for seamless end-to-end processes and for addressing copyright and intellectual property concerns [19].
2. **Digital Literacy:** Developing digital literacy among artists, institutions, and audiences is essential for effective adoption and utilization of digital technologies [20] [19].
3. **Collaborative Ecosystems:** Fostering collaborative ecosystems between tech startups and creative sectors can facilitate knowledge exchange and innovation [19].
4. **Digital Sovereignty:** Establishing digital sovereignty through strategic policies and regulations can ensure the long-term sustainability and accessibility of digital cultural assets [22].

Overall, the impact of digital transformation on the cultural and creative industries is complex, presenting both challenges and opportunities. By understanding these dynamics and implementing effective strategies, the industry can harness the potential of digital technologies to enhance cultural expression, accessibility, and collaboration.

## 9 LIMITATIONS

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Identifying the limitations of your research on the impact of digital transformation on the cultural industry is crucial for understanding the boundaries of this study and for contextualizing the findings. Here are some potential limitations:

### 1. Data Availability and Quality

- **Access to Comprehensive Data:** Gaining access to detailed financial and operational data from cultural organizations may be challenging due to confidentiality concerns.
- **Data Completeness:** There may be gaps or inconsistencies in the available data, especially in secondary sources.
- **Bias in Data Collection:** Data collected from surveys and interviews may be subject to response bias, where participants provide socially desirable answers.

### 2. Scope and Generalizability

- **Sample Size and Diversity:** The number and diversity of cultural organizations included in the study may limit the generalizability of the findings to the entire cultural industry.
- **Geographical Limitations:** The study may focus on cultural organizations in specific regions, which may not represent global trends.

### 3. Methodological Constraints

- **Mixed-Methods Challenges:** Integrating quantitative and qualitative data can be complex and may lead to challenges in synthesizing findings.
- **Temporal Limitations:** The research may not fully capture the long-term impacts of digital transformation, focusing instead on more immediate effects.

### 4. Technological Evolution

- **Rapid Technological Changes:** The fast pace of technological advancement means that the findings may quickly become outdated as new technologies emerge.
- **Variation in Technology Adoption:** Different cultural organizations may adopt digital technologies at varying rates, leading to a wide range of impacts that are difficult to standardize.

### 5. Organizational and Cultural Differences

- **Heterogeneity of Cultural Organizations:** The cultural industry is diverse, encompassing various sectors (e.g., museums, performing arts, literature), which may experience digital transformation differently.
- **Resistance to Change:** Some organizations may resist digital transformation due to cultural or organizational inertia, impacting the study's findings.

### 6. External Factors

- **Regulatory Environment:** Changes in regulatory frameworks, intellectual property laws, and government policies can influence the impact of digital transformation on the cultural industry.
- **Economic Conditions:** Economic downturns or financial constraints may affect the ability of cultural organizations to invest in digital technologies.

## 7. Ethical Considerations

- **Privacy and Confidentiality:** Ensuring the confidentiality and ethical use of data collected from cultural organizations and individuals can limit the scope of data available for analysis.
- **Bias in Case Studies:** Selecting case studies may introduce selection bias, affecting the generalizability of the findings.

## 8. Conceptual and Theoretical Limitations

- **Defining Digital Transformation:** The concept of digital transformation is broad and may be interpreted differently by various stakeholders, leading to challenges in defining and measuring its impact consistently.
- **Performance Metrics:** Identifying and measuring the right performance metrics that accurately reflect the impact of digital transformation can be challenging.

## Summary of Limitations

- **Data Availability and Quality:** Challenges in accessing comprehensive, high-quality data and potential biases in data collection.
- **Scope and Generalizability:** Limitations due to sample size, geographical focus, and diversity of cultural organizations.
- **Methodological Constraints:** Complexities in integrating mixed methods and capturing long-term impacts.
- **Technological Evolution:** Rapid changes in technology and varying rates of adoption among organizations.
- **Organizational and Cultural Differences:** Diversity in the cultural sector and potential resistance to change.
- **External Factors:** Influence of regulatory, economic, and policy changes.
- **Ethical Considerations:** Ensuring data privacy and avoiding bias in case study selection.
- **Conceptual and Theoretical Limitations:** Broad interpretations of digital transformation and challenges in defining performance metrics.

# 10 TIMESCALE FOR RESEARCH PROJECT ON DIGITAL TRANSFORMATION IN THE CULTURAL INDUSTRY

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This timescale ensures a structured approach to this research, with clear milestones and strategies to overcome potential challenges, demonstrating to supervisors that the project is both achievable and well-planned.

## 10.1 YEAR 1: LITERATURE REVIEW AND INITIAL DATA COLLECTION

### Milestones:

- **Months 1-3: Project Planning and Setup**
  - Finalize research proposal and get approval from supervisors.
  - Develop detailed project plan and schedule.
  - Identify and obtain necessary resources (software, access to databases, etc.).
- **Months 4-6: Comprehensive Literature Review**
  - Review existing literature on digital transformation and its impact on various industries.
  - Focus on the cultural industry, identifying key themes, gaps, and methodologies used in previous studies.
  - Write and submit a literature review chapter.
- **Months 7-9: Research Design and Methodology**
  - Develop research framework and choose appropriate research methods (quantitative, qualitative, or mixed-methods).
  - Design data collection tools (surveys, interview guides).
  - Pilot test data collection tools and refine them based on feedback.
- **Months 10-12: Initial Data Collection**
  - Begin collecting primary data from selected cultural organizations.
  - Gather secondary data from industry reports, financial records, and gray literature.
  - Conduct initial analysis to ensure data quality and relevance.

### Challenges and Mitigation:

- **Access to Data:** Ensure agreements with cultural organizations for data access.
- **Literature Scope:** Use comprehensive databases and consult with supervisors regularly.

## 10.2 YEAR 2: DATA COLLECTION AND PRELIMINARY ANALYSIS

### Milestones:

- **Months 13-18: Extensive Data Collection**
  - Continue collecting primary data through surveys and interviews.
  - Collect detailed case studies from cultural organizations.
  - Ensure data is categorized and stored systematically for analysis.
- **Months 19-24: Data Analysis**
  - Perform quantitative analysis on performance metrics.
  - Conduct qualitative analysis on case studies and interview transcripts.
  - Identify key factors influencing digital transformation in the cultural industry.

### Challenges and Mitigation:

- **Data Consistency:** Regularly validate and cross-check data.
- **Analytical Tools:** Use reliable statistical software and qualitative analysis tools, with training as needed.

### 10.3 YEAR 3: INTEGRATION AND SYNTHESIS OF FINDINGS

#### Milestones:

- **Months 25-30: Integrative Analysis**
  - Synthesize quantitative and qualitative findings.
  - Identify patterns, correlations, and causal relationships.
  - Develop a theoretical model explaining the impact of digital transformation on the cultural industry.
- **Months 31-36: Drafting and Refinement**
  - Write chapters on data analysis and findings.
  - Integrate findings into a coherent narrative.
  - Seek feedback from supervisors and revise accordingly.

#### Challenges and Mitigation:

- **Complexity in Integration:** Break down findings into manageable sections for analysis and synthesis.
- **Iterative Feedback:** Schedule regular meetings with supervisors for feedback.

### 10.4 YEAR 4: FINALIZATION AND DISSEMINATION

#### Milestones:

- **Months 37-42: Final Draft Preparation**
  - Complete writing of all chapters, including introduction, methodology, findings, and conclusions.
  - Ensure all references and citations are correctly formatted.
  - Submit drafts for supervisor review and make necessary revisions.
- **Months 43-48: Review and Submission**
  - Conduct final proofreading and editing.
  - Prepare for thesis defense by summarizing key findings and contributions.
  - Submit final thesis and schedule defense.
- **Months 49-54: Dissemination of Research**
  - Publish research findings in academic journals and conferences.
  - Create summary reports for cultural organizations and policymakers.
  - Develop presentations and attend industry conferences to share insights.

#### Challenges and Mitigation:

- **Publication Delays:** Start the publication process early and submit to multiple journals.
- **Defense Preparation:** Engage in mock defenses and seek feedback from peers and supervisors.

### 10.5 SUMMARY OF YEARLY ACHIEVEMENTS

- **Year 1:** Establish a strong foundation through literature review and initial data collection.

- **Year 2:** Gather comprehensive data and perform preliminary analyses.
- **Year 3:** Integrate findings and develop theoretical models.
- **Year 4:** Finalize and disseminate research, ensuring practical and academic contributions.

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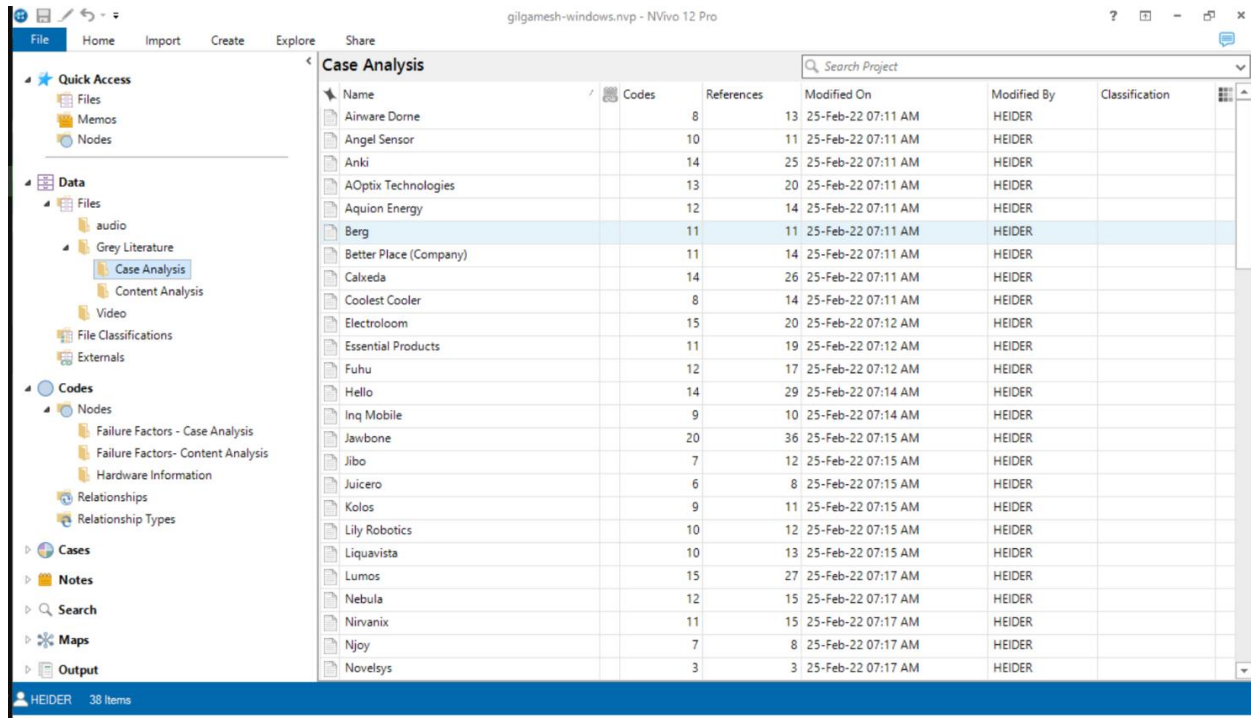
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# 12 APPENDIX

## 12.1 DATA COLLECTION AND DATA ANALYSIS WITH NVIVO SOFTWARE

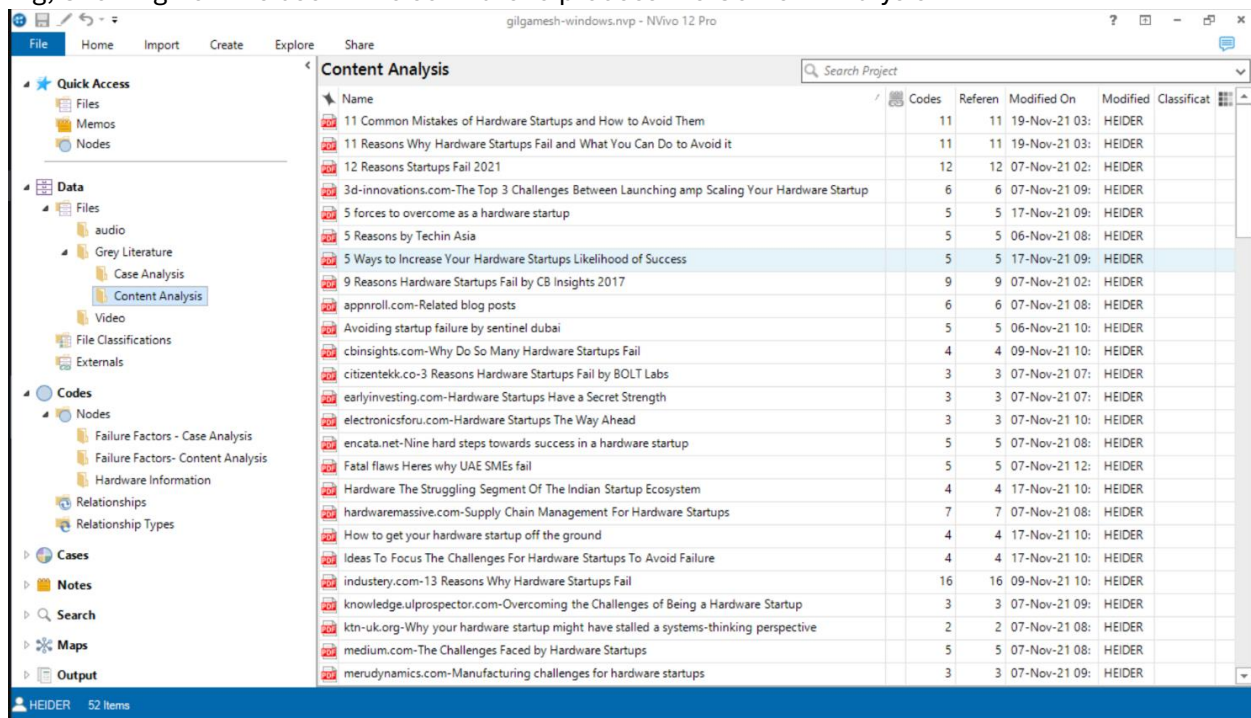
E.g, 1 Data Analysis showing How we processed the Case Studies by NVivo software



The screenshot displays the NVivo 12 Pro software interface. The left sidebar shows a tree view with 'Quick Access' (Files, Memos, Nodes), 'Data' (Files, audio, Grey Literature, Case Analysis, Content Analysis, Video, File Classifications, Externals), 'Codes' (Nodes, Failure Factors - Case Analysis, Failure Factors - Content Analysis, Hardware Information, Relationships, Relationship Types), 'Cases', 'Notes', 'Search', 'Maps', and 'Output'. The main window is titled 'Case Analysis' and contains a table with the following columns: Name, Codes, References, Modified On, Modified By, and Classification. The table lists 25 items, including 'Airware Dome', 'Angel Sensor', 'Anki', 'AOptix Technologies', 'Aquion Energy', 'Berg', 'Better Place (Company)', 'Calxeda', 'Coolest Cooler', 'Electroloom', 'Essential Products', 'Fuhu', 'Hello', 'Inq Mobile', 'Jawbone', 'Jibo', 'Juicero', 'Kolos', 'Lily Robotics', 'Liquavista', 'Lumos', 'Nebula', 'Nirvanix', 'Njoy', and 'Novelsys'. The status bar at the bottom indicates 'HEIDER 38 Items'.

Name	Codes	References	Modified On	Modified By	Classification
Airware Dome		8	13 25-Feb-22 07:11 AM	HEIDER	
Angel Sensor		10	11 25-Feb-22 07:11 AM	HEIDER	
Anki		14	25 25-Feb-22 07:11 AM	HEIDER	
AOptix Technologies		13	20 25-Feb-22 07:11 AM	HEIDER	
Aquion Energy		12	14 25-Feb-22 07:11 AM	HEIDER	
Berg		11	11 25-Feb-22 07:11 AM	HEIDER	
Better Place (Company)		11	14 25-Feb-22 07:11 AM	HEIDER	
Calxeda		14	26 25-Feb-22 07:11 AM	HEIDER	
Coolest Cooler		8	14 25-Feb-22 07:11 AM	HEIDER	
Electroloom		15	20 25-Feb-22 07:12 AM	HEIDER	
Essential Products		11	19 25-Feb-22 07:12 AM	HEIDER	
Fuhu		12	17 25-Feb-22 07:12 AM	HEIDER	
Hello		14	29 25-Feb-22 07:14 AM	HEIDER	
Inq Mobile		9	10 25-Feb-22 07:14 AM	HEIDER	
Jawbone		20	36 25-Feb-22 07:15 AM	HEIDER	
Jibo		7	12 25-Feb-22 07:15 AM	HEIDER	
Juicero		6	8 25-Feb-22 07:15 AM	HEIDER	
Kolos		9	11 25-Feb-22 07:15 AM	HEIDER	
Lily Robotics		10	12 25-Feb-22 07:15 AM	HEIDER	
Liquavista		10	13 25-Feb-22 07:15 AM	HEIDER	
Lumos		15	27 25-Feb-22 07:17 AM	HEIDER	
Nebula		12	15 25-Feb-22 07:17 AM	HEIDER	
Nirvanix		11	15 25-Feb-22 07:17 AM	HEIDER	
Njoy		7	8 25-Feb-22 07:17 AM	HEIDER	
Novelsys		3	3 25-Feb-22 07:17 AM	HEIDER	

E.g, Showing how we use NVivo software to process the Content Analysis



The screenshot displays the NVivo 12 Pro software interface. The left sidebar shows a tree view with 'Quick Access' (Files, Memos, Nodes), 'Data' (Files, audio, Grey Literature, Case Analysis, Content Analysis, Video, File Classifications, Externals), 'Codes' (Nodes, Failure Factors - Case Analysis, Failure Factors - Content Analysis, Hardware Information, Relationships, Relationship Types), 'Cases', 'Notes', 'Search', 'Maps', and 'Output'. The main window is titled 'Content Analysis' and contains a table with the following columns: Name, Codes, Referen, Modified On, Modified, and Classificat. The table lists 25 items, including '11 Common Mistakes of Hardware Startups and How to Avoid Them', '11 Reasons Why Hardware Startups Fail and What You Can Do to Avoid it', '12 Reasons Startups Fail 2021', '3d-innovations.com-The Top 3 Challenges Between Launching amp Scaling Your Hardware Startup', '5 forces to overcome as a hardware startup', '5 Reasons by Techin Asia', '5 Ways to Increase Your Hardware Startups Likelihood of Success', '9 Reasons Hardware Startups Fail by CB Insights 2017', 'apnroll.com-Related blog posts', 'Avoiding startup failure by sentinel dubai', 'cbinsights.com-Why Do So Many Hardware Startups Fail', 'citizentekk.co-3 Reasons Hardware Startups Fail by BOLT Labs', 'earlyinvesting.com-Hardware Startups Have a Secret Strength', 'electronicsforu.com-Hardware Startups The Way Ahead', 'encata.net-Nine hard steps towards success in a hardware startup', 'Fatal flaws Heres why UAE SMEs fail', 'Hardware The Struggling Segment Of The Indian Startup Ecosystem', 'hardwaremassive.com-Supply Chain Management For Hardware Startups', 'How to get your hardware startup off the ground', 'Ideas To Focus The Challenges For Hardware Startups To Avoid Failure', 'industry.com-13 Reasons Why Hardware Startups Fail', 'knowledge.ulprospector.com-Overcoming the Challenges of Being a Hardware Startup', 'ktn-uk.org-Why your hardware startup might have stalled a systems-thinking perspective', 'medium.com-The Challenges Faced by Hardware Startups', and 'merudynamics.com-Manufacturing challenges for hardware startups'. The status bar at the bottom indicates 'HEIDER 52 Items'.

Name	Codes	Referen	Modified On	Modified	Classificat
11 Common Mistakes of Hardware Startups and How to Avoid Them	11	11	19-Nov-21 03:	HEIDER	
11 Reasons Why Hardware Startups Fail and What You Can Do to Avoid it	11	11	19-Nov-21 03:	HEIDER	
12 Reasons Startups Fail 2021	12	12	07-Nov-21 02:	HEIDER	
3d-innovations.com-The Top 3 Challenges Between Launching amp Scaling Your Hardware Startup	6	6	07-Nov-21 09:	HEIDER	
5 forces to overcome as a hardware startup	5	5	17-Nov-21 09:	HEIDER	
5 Reasons by Techin Asia	5	5	06-Nov-21 08:	HEIDER	
5 Ways to Increase Your Hardware Startups Likelihood of Success	5	5	17-Nov-21 09:	HEIDER	
9 Reasons Hardware Startups Fail by CB Insights 2017	9	9	07-Nov-21 02:	HEIDER	
apnroll.com-Related blog posts	6	6	07-Nov-21 08:	HEIDER	
Avoiding startup failure by sentinel dubai	5	5	06-Nov-21 10:	HEIDER	
cbinsights.com-Why Do So Many Hardware Startups Fail	4	4	09-Nov-21 10:	HEIDER	
citizentekk.co-3 Reasons Hardware Startups Fail by BOLT Labs	3	3	07-Nov-21 07:	HEIDER	
earlyinvesting.com-Hardware Startups Have a Secret Strength	3	3	07-Nov-21 07:	HEIDER	
electronicsforu.com-Hardware Startups The Way Ahead	3	3	07-Nov-21 10:	HEIDER	
encata.net-Nine hard steps towards success in a hardware startup	5	5	07-Nov-21 08:	HEIDER	
Fatal flaws Heres why UAE SMEs fail	5	5	07-Nov-21 12:	HEIDER	
Hardware The Struggling Segment Of The Indian Startup Ecosystem	4	4	17-Nov-21 10:	HEIDER	
hardwaremassive.com-Supply Chain Management For Hardware Startups	7	7	07-Nov-21 08:	HEIDER	
How to get your hardware startup off the ground	4	4	17-Nov-21 10:	HEIDER	
Ideas To Focus The Challenges For Hardware Startups To Avoid Failure	4	4	17-Nov-21 10:	HEIDER	
industry.com-13 Reasons Why Hardware Startups Fail	16	16	09-Nov-21 10:	HEIDER	
knowledge.ulprospector.com-Overcoming the Challenges of Being a Hardware Startup	3	3	07-Nov-21 09:	HEIDER	
ktn-uk.org-Why your hardware startup might have stalled a systems-thinking perspective	2	2	07-Nov-21 08:	HEIDER	
medium.com-The Challenges Faced by Hardware Startups	5	5	07-Nov-21 08:	HEIDER	
merudynamics.com-Manufacturing challenges for hardware startups	3	3	07-Nov-21 09:	HEIDER	

## A 2 Future Showing how we store the data for the future Coding in NVivo Software,

The screenshot displays the NVivo 12 Pro interface for a project named 'gilgamesh-windows.nvp'. The main window shows a list of nodes under the 'Failure Factors- Content Analysis' project. The nodes are organized into a tree structure on the left, with 'Data' and 'Codes' sections. The central pane lists the nodes, and the right pane shows a table of data for each node.

Name	Files	Referen	Created	Created	Modifie	Modifie
Bad Product	1	1	09-Nov	HEIDER	09-Nov	HEIDER
Bad Product - Failure	1	1	07-Nov	HEIDER	09-Nov	HEIDER
Bad product - Feature Creep	1	1	07-Nov	HEIDER	09-Nov	HEIDER
Burned out lacked passion	1	1	07-Nov	HEIDER	07-Nov	HEIDER
Business model Flawed	1	1	07-Nov	HEIDER	09-Nov	HEIDER
Cash Flow - Many manufacturers ask for some advance paymen	1	1	09-Nov	HEIDER	09-Nov	HEIDER
Choosing the wrong cofounder	1	1	07-Nov	HEIDER	07-Nov	HEIDER
Compatition - Someone else did it better	1	1	07-Nov	HEIDER	09-Nov	HEIDER
Competition - 19% of startups fail because they ignore the competition	1	1	06-Nov	HEIDER	09-Nov	HEIDER
Competition - from global players	1	1	07-Nov	HEIDER	09-Nov	HEIDER
Competition - If your hardware product is so common that you have to compete with the similar, prob	1	1	07-Nov	HEIDER	09-Nov	HEIDER
Competition - your 'new' Hardware Startups must be at least 50 per cent 'better' than the competition	1	1	07-Nov	HEIDER	09-Nov	HEIDER
competition (4)	1	1	09-Nov	HEIDER	09-Nov	HEIDER
Competitive Advantage	1	1	06-Nov	HEIDER	09-Nov	HEIDER
Consumer adoption barriers	1	1	07-Nov	HEIDER	07-Nov	HEIDER
Cost	1	1	07-Nov	HEIDER	07-Nov	HEIDER
Costs	1	1	07-Nov	HEIDER	07-Nov	HEIDER
Create a network effect	1	1	07-Nov	HEIDER	07-Nov	HEIDER
Credit	1	1	07-Nov	HEIDER	07-Nov	HEIDER
Crowdfunding	1	1	07-Nov	HEIDER	07-Nov	HEIDER
Crowdfunding & Raising Money	1	1	07-Nov	HEIDER	07-Nov	HEIDER
Crowdfunding (2)	1	1	07-Nov	HEIDER	07-Nov	HEIDER
Crowdfunding (3)	1	1	07-Nov	HEIDER	07-Nov	HEIDER
crowdfunding, Fatigue after the initial , success	1	1	07-Nov	HEIDER	09-Nov	HEIDER

Figure showing how we will use NVivo software to extract the factors from case studies

The screenshot displays the NVivo 12 Pro interface for a project named 'gilgamesh-windows.nvp'. The main window shows a list of nodes under the 'Failure Factors from Case Analysis (2)' project. The nodes are organized into a tree structure on the left, with 'Data' and 'Codes' sections. The central pane lists the nodes, and the right pane shows a table of data for each node.

Name	Files	References	Created On	Created By	Modified On	Modified By
Competition	3	6	27-Feb-22 07:52 PM	HEIDER	27-Feb-22 07:54 PM	HEIDER
Domain Expertise	4	6	27-Feb-22 07:52 PM	HEIDER	25-Feb-22 07:17 AM	HEIDER
High burn rate	5	6	27-Feb-22 07:52 PM	HEIDER	27-Feb-22 07:54 PM	HEIDER
Ignore Customers	6	6	27-Feb-22 07:52 PM	HEIDER	06-Feb-22 11:25 PM	HEIDER
Lack Buissness Model	2	3	27-Feb-22 07:52 PM	HEIDER	27-Feb-22 07:53 PM	HEIDER
Lack of demand	4	5	27-Feb-22 07:52 PM	HEIDER	27-Feb-22 07:54 PM	HEIDER
Lack of interest after initial crowdfundi	6	11	27-Feb-22 07:52 PM	HEIDER	27-Feb-22 07:54 PM	HEIDER
Legal Issues	9	15	27-Feb-22 07:52 PM	HEIDER	27-Feb-22 07:53 PM	HEIDER
Lose Focus No Plan	2	2	27-Feb-22 07:52 PM	HEIDER	25-Feb-22 07:17 AM	HEIDER
Manufacturing setbacks	2	3	27-Feb-22 07:52 PM	HEIDER	25-Feb-22 07:13 AM	HEIDER
No Financing or Interested Investors	6	10	27-Feb-22 07:52 PM	HEIDER	25-Feb-22 07:15 AM	HEIDER
Poor Marketing	7	8	27-Feb-22 07:52 PM	HEIDER	06-Feb-22 11:11 PM	HEIDER
Poor Product	5	11	27-Feb-22 07:52 PM	HEIDER	06-Feb-22 11:25 PM	HEIDER
Pricing Cost Issues	8	12	27-Feb-22 07:52 PM	HEIDER	07-Feb-22 02:42 AM	HEIDER
Product Mis-Timed	7	14	27-Feb-22 07:52 PM	HEIDER	25-Feb-22 07:19 AM	HEIDER
Product strategy mistakes	9	11	27-Feb-22 07:52 PM	HEIDER	06-Feb-22 11:25 PM	HEIDER
Ran Out Of Cash	7	10	27-Feb-22 07:52 PM	HEIDER	07-Feb-22 02:28 AM	HEIDER

This figure shows how this study will categorize these factors based on their commonalities, grouping them into identical categories. These factors will serve as the answers to the research questions posed in this project.

gilgamesh-windows.nvp - NVivo 12 Pro

File Home Import Create Explore Share

Quick Access

- Files
- Memos
- Nodes

Data

- Files
  - audio
  - Grey Literature
    - Case Analysis
    - Content Analysis
  - Video
- File Classifications
- Externals

Codes

- Nodes
  - Failure Factors - Case Analysis
  - Failure Factors- Content Analysis
  - Hardware Information
  - Relationships
  - Relationship Types

Cases

Notes

Search

Maps

Output

HEIDER 20 Items

### Failure Factors - Case Analysis

Search Project

Name	Files	References	Created On	Created By	Modified On	Modified By
1 Customer and Market		20	36	30-Jan-22 11:37 PM	HEIDER	02-Feb-22 05:33 PM
Competition		3	6	29-Jun-21 07:28 PM	HEIDER	07-Feb-22 02:42 AM
Ignore Customers		6	6	29-Jun-21 08:13 PM	HEIDER	06-Feb-22 11:25 PM
Lack of demand		4	5	29-Jun-21 07:27 PM	HEIDER	25-Feb-22 07:19 AM
Lack of interest after initial crowdfund		6	11	29-Jun-21 07:28 PM	HEIDER	06-Feb-22 11:31 PM
Poor Marketing		7	8	29-Jun-21 08:13 PM	HEIDER	06-Feb-22 11:11 PM
2 Hardware Product and Experts		21	47	30-Jan-22 11:37 PM	HEIDER	01-Feb-22 03:15 AM
Domain Expertise		4	6	29-Jun-21 08:20 PM	HEIDER	25-Feb-22 07:17 AM
Lose Focus No Plan		2	2	29-Jun-21 08:19 PM	HEIDER	25-Feb-22 07:17 AM
Manufacturing setbacks		2	3	29-Jun-21 07:28 PM	HEIDER	25-Feb-22 07:13 AM
Poor Product		5	11	29-Jun-21 08:13 PM	HEIDER	06-Feb-22 11:25 PM
Product Mis-Timed		7	14	29-Jun-21 08:16 PM	HEIDER	25-Feb-22 07:19 AM
Product strategy mistakes		9	11	29-Jun-21 07:28 PM	HEIDER	06-Feb-22 11:25 PM
3 Financial		18	38	30-Jan-22 11:37 PM	HEIDER	02-Feb-22 05:59 PM
High burn rate		5	6	29-Jun-21 07:28 PM	HEIDER	06-Feb-22 11:11 PM
No Financing or Interested Investors		6	10	29-Jun-21 08:20 PM	HEIDER	25-Feb-22 07:15 AM
Pricing Cost Issues		8	12	29-Jun-21 08:13 PM	HEIDER	07-Feb-22 02:42 AM
Ran Out Of Cash		7	10	29-Jun-21 08:12 PM	HEIDER	07-Feb-22 02:28 AM
4 Lack Buisness Model		2	3	29-Jun-21 08:13 PM	HEIDER	06-Feb-22 10:39 PM
5 Legal Issues		9	15	29-Jun-21 08:20 PM	HEIDER	20-Feb-22 03:14 PM



