



# WHAT LEARNING EXPERIENCES DO LINSAs HAVE WITH INNOVATION BROKERS ?

## INNOVATION BROKERS AS CATALYSTS FOR LINSAs FORMATION — 5 MAIN FUNCTIONS :

- LINSAs formation – searching and matchmaking of LINSAs members
- Knowledge demand/supply articulation (links with AKS)
- Building vision and shared language of the LINSAs
- Innovation process management (i.e. LINSAs facilitation, reflexive monitoring)
- Brokering activities also useful for existing and even already mature LINSAs

## MAIN LEARNING EXPERIENCES OF LINSAs WITH INNOVATION BROKERS

- Allow innovation broker to **make creative connections** with unexpected partners, prepare to **give up preconceived ideas**.
- Define what are tasks of innovation broker and what are tasks of LINSAs members  
→ to avoid confusion  
→ to **give ownership of process to LINSAs**
- Recognize that the innovation broker cannot always take a clear stand in advocating the interests of the LINSAs versus external parties as it needs to **safeguard its legitimacy**
- Appreciate that **results may take time**, much brokering work takes place behind the scenes

## EXAMPLES OF SUPPORTIVE ACTIVITIES LED WITH LINSAs INVOLVED IN SOLINSA



*Designing and developing a boundary object to generate interaction (requirements of the Charter for Good Agricultural Practices, France)*

*Connecting specific parts of AKS with specific farmers needs: technical knowledge provided by research institutes, information about agricultural policies, courses etc. (Fruit LINSAs, Latvia)*

*Enabling the dialogue among organic producers, consumers, associations and cooperatives (Crisoperla, Italy)*

