

# 21<sup>st</sup> Century Economic Development

## Distinguishing Strategies & Tactics

Description	The Consortia Northwest Arkansas	The New Economy* Phoenix & ASU	Tulsa Innovation Labs
<b>Strategic Focus</b>	United States	Phoenix	Tulsa
-National Destination	Yes	Yes	?
-Service Area	National	State	City
-Targeted Industries	Supply Chains	Five Industries (5)	Five Industries (5)
-Culture...Progress-Prone	Design & HDQ Progress-Prone?	Design & R&D Progress-Prone	Innovative Startups Progress-Resistant
-Primary Jobs	Yes		
-Privately-Held HDQ	Yes		
-Stand Alone 501 (c) (3)	Independent	University Based	Independent
<b>Culture/Economy</b>			
Knowledge		Yes	
Innovative			Yes
Design	Yes	Yes	
Advanced Technology	Yes	Yes	
<b>21<sup>st</sup> Century Workforce</b>			
Expanded Definition	Yes	Yes	
21 <sup>st</sup> Century Skill-Sets	Yes	Yes	
21 <sup>st</sup> Century Mind-Sets	Yes		
<b>Technology</b>			
Transfer of Intellectual Property	Yes	Yes	Yes
Transfer of Hidden Intellectual Property	Yes	No	No
Extract R&D Across Borders	Yes	Yes	?
Lead-Users v. Labs	Yes		
Skunk-Works	Yes		
Proof of Concept	Yes	Yes	?
Integration	Yes	Yes	
Entanglement	Yes		
Commercialization	Yes	Yes	Yes
<b>Crowdsourcing</b>			
National Competitions	Yes		
K-12 & College	Yes		
Replicate Innocentive.com	Yes		

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<b>Access to Capital</b>	<b>The Consortia</b>	<b>The New Economy</b>	<b>Tulsa Innovation Labs</b>
Venture Capital		Yes	Yes
Inventure Equity	Yes		?
Seed Capital		Yes	Yes
<b>Company Formation</b>			
Entrepreneurship		Yes	Yes
Start-Ups	Yes	Yes	Yes
Enterprise Formation	Yes		
Scaling	Yes	Yes	
<b>Leverage Investments</b>			
Governments	Yes	Yes	
Major Private Donor	Yes		Yes
Corporate	Yes	Yes	
National Supply Chains	Yes		
<b>Partnering</b>			
Cities		Yes	Yes
States		Yes	Yes
Governments	Yes	Yes	?
Local Companies	Yes	Yes	Yes
National Supply Chains	Yes		
K-12	Yes		
College & University	Yes	Yes	Yes
Corporate	Yes	Yes	Yes
<b>Words...Shape the Future</b>			
National Destination	Yes		
Primary Jobs	Yes		
Headquarters	Yes	Yes	
Re-Design	Yes		
Enterprise Formation	Yes		
Scaling	Yes		
Entanglement	Yes		
Inventure Equity*	Yes		
Uncommon Friends	Yes		
Inferential Decision Makers	Yes		
Expanded Middle Class	Yes	Yes	Yes
High Impact Talent	Yes		

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# University INSTITUTE™

## Progress-Prone & Progress-Resistant Cultures

QUALITY	PROGRESS-PRONE CULTURE	PROGRESS-RESISTANT CULTURE
1. Time focus	<b>Present &amp; Future Oriented</b> <ul style="list-style-type: none"> <li>• activist arrow-time</li> <li>• create the future</li> </ul>	<b>Past or Present Oriented</b> <ul style="list-style-type: none"> <li>• fatalistic cycle-time</li> <li>• receive the future</li> </ul>
2. Work	<b>Ascetic: Central to Good Life</b> <ul style="list-style-type: none"> <li>• satisfying &amp; self-respect noble &amp; indispensable</li> <li>• savings invested for subsequent consumption</li> </ul>	<b>Festive: Necessary Evil</b> <ul style="list-style-type: none"> <li>• real satisfaction &amp; pleasure is outside the workplace</li> <li>• savings redistributed through ceremonial consumptions</li> </ul>
3. Merit	<b>Achievement-Oriented</b> <ul style="list-style-type: none"> <li>• merit rewarded</li> <li>• conduct counts</li> </ul>	<b>Ascription-Oriented</b> <ul style="list-style-type: none"> <li>• relationships rewarded</li> <li>• connections count</li> </ul>
4. Education	<b>Socially Central</b> <ul style="list-style-type: none"> <li>• literacy for all</li> <li>• endeavor of all</li> </ul>	<b>Socially Peripheral</b> <ul style="list-style-type: none"> <li>• literacy for some</li> <li>• entitlement by elites</li> </ul>
5. Women	<b>Gender Equality</b> <ul style="list-style-type: none"> <li>• formal status of parity</li> <li>• relationships of respect</li> </ul>	<b>Gender Inequality</b> <ul style="list-style-type: none"> <li>• formal status of disadvantage</li> <li>• relationships of non-respect</li> </ul>
6. Sense of community	<b>Universalistic</b> <ul style="list-style-type: none"> <li>• wider society beyond family trusting of others</li> <li>• public concerns</li> </ul>	<b>Particularistic</b> <ul style="list-style-type: none"> <li>• individualistic &amp; familistic non-trusting of others</li> <li>• non-public concerns</li> </ul>
7. Ethics	<b>Rigorous Code</b> <ul style="list-style-type: none"> <li>• uniform application of principles to all</li> </ul>	<b>Flexible Code</b> <ul style="list-style-type: none"> <li>• preferential application to persons known</li> </ul>
8. Worldview and Civic Pluralism	<b>Public Worldview</b> <b>Religious Pluralism</b> <ul style="list-style-type: none"> <li>• conversion in and out</li> <li>• low social violence between groups</li> </ul>	<b>Public Worldview</b> <b>Religious Monopoly</b> <ul style="list-style-type: none"> <li>• no conversion/in, not out</li> <li>• high social violence between groups</li> </ul>