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# Knowledge Management for E-Business Performance: Advancing Information Strategy to “Internet Time”

**Yogesh Malhotra**

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*Many companies use models of knowledge management that suit the industrial epoch. Far from benefiting these organizations, these outdated models seriously undermine their information strategies. This article examines the key assumptions of any information strategy and demonstrates why they should be considered afresh. Based on this discussion, the author proposes a new perspective on knowledge management and suggests how managers can effectively deploy it in the new world of E-business.*

**I**nformation strategy executives observed some significant transitions during the last quarter of the twentieth century: information technology (IT) as a lever of competitive advantage; the IT outsourcing bandwagon effect characterized by consideration of information as a “utility” just like electric power or the telephone; and more recently, the E-everything phenomenon with the emergence of the Internet and electronic commerce as key factors in business and IT strategy.

While some researchers suggested that same investments in information systems would yield different benefits in competitive advantage, others, such as the IT economist Paul Strassmann, concluded that there is no relationship whatsoever between computer expenditures and company performance. John Seely Brown, director of Xerox Parc, observed that despite investments of over \$1 trillion in technology over two decades of this era, U.S. industry had realized little improvement in the efficiency and effectiveness of its knowledge workers. The confusion between knowledge and information has caused managers to

sink billions of dollars into information technology investments that have often yielded marginal results.

The disconnect between IT expenditures and the firms' organizational performance could be attributed to an economic transition from an era of competitive advantage based on information to one based on knowledge creation. The earlier era was characterized by relatively slow and predictable change that could be deciphered and “controlled” by most formal information systems. During this period, information systems based on programmable *recipes for success* were able to deliver their promises of efficiency based on optimization for given business contexts. Discussing the case

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**Dr. Yogesh Malhotra** is the founder and chief knowledge architect of @Brint.com, a leading online sponsor of high-profile worldwide knowledge management and E-business events, and the Knowledge Management Think Tank, a global virtual community of practice. He is the lead author of two books: *Knowledge Management for Business Model Innovation* and *Knowledge Management and Virtual Organizations*. He can be reached at [yogesh.malhotra@brint.com](mailto:yogesh.malhotra@brint.com). © Yogesh Malhotra

**Exhibit 1. Transition from Incremental to Radical Change**

	<b>TQM</b>	<b>BPR</b>
<b>Level of Change</b>	Incremental	Radical
<b>Start from</b>	Existing Process	Clean Slate
<b>Frequency</b>	One-time/Continuous	One-time
<b>Time Required</b>	Short	Long
<b>Participation</b>	Bottom-up	Top-down
<b>Typical Scope</b>	Narrow [within]	Cross-functional
<b>Risk</b>	Moderate	High
<b>Primary Enabler</b>	Statistical Control	IT
<b>Type of Change</b>	Cultural	Cultural/Structural

of organizations that were slow to adapt their strategy to changing business environment, Peter Drucker has argued that such organizations were hobbled by their past recipes of success.

Another way to understand the disconnect between information technology investments and organizational performance is to reflect upon the difference between *knowledge* and *information*. The intent of this article is not to offer another definition in terms of semantics, but to offer a more pragmatic perspective. More specifically, *knowledge* is interpreted in terms of *potential for action* and is distinguished in the following discussion from *information* in terms of its more immediate link with performance. This interpretation is consistent with what the information systems philosopher and professor Charles West Churchman observed three decades ago in his pioneering work *The Design of Inquiring Systems*: “knowledge resides in the user and not in the collection of information ... it is how the user reacts to a collection of information that matters.” More recently, Nonaka and Takeuchi, the authors of the best-seller, *The Knowledge-Creating Company*, reemphasized that only human beings can take the central role in knowledge creation. They argue that computers are merely tools, however great their information-processing capabilities may be. Although information generated by computer systems is not a very rich carrier of human interpretation for potential action, knowledge resides in

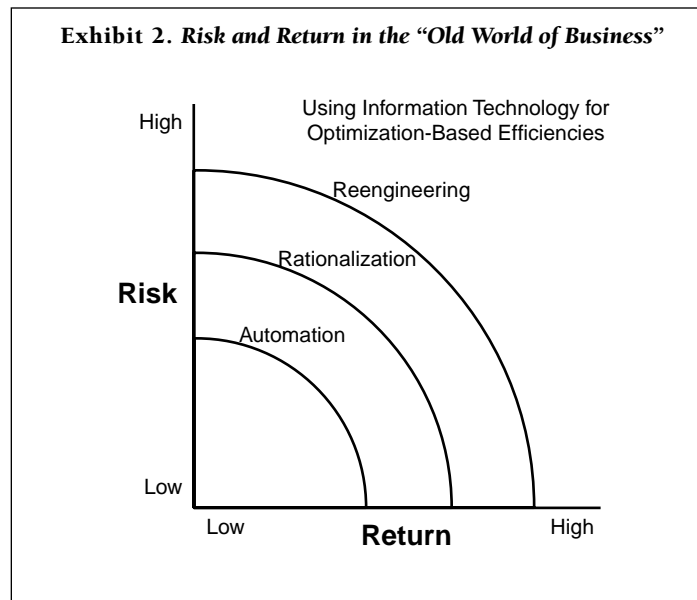
the user’s subjective context of action based on that information.

### **From continuous improvement to radical redesign**

In between the transitions mentioned earlier, information strategy executives participated in another significant transition during the past few years: that from Total Quality Management to Business Process Reengineering (BPR), as illustrated in Exhibit 1. In contrast to the traditional emphasis on continuous marginal improvements in existing processes, the proponents of BPR emphasized IT-intensive radical redesign of business processes. They proposed a clean-slate approach to rebuild the company’s information architecture and information strategy by rethinking the company’s business in terms of business processes rather than discrete functions and hierarchies. An overemphasis on information technology at the cost of human involvement and commitment resulted in major implementation failures of BPR initiatives at the rate of 70 percent.

However, there were some problems with the proposed paradigm of BPR; it could not scale to the later shift to the networked paradigm enabled by the Internet and the World Wide Web. The ERP systems developed by the BPR vendors such as SAP were expected to provide lockstep regimented sharing of data across various business functions. These systems were based on a

**Exhibit 2. Risk and Return in the “Old World of Business”**



top-down model of information strategy implementation and execution, and focused primarily on the coordination of companies' internal functions. While providing for an unprecedented level of data-sharing across internal functions, these systems straitjacketed the flexibility of information processing for each of the locked-in functions. The price for the high level of integration of data related to business processes was paid in terms of the agility and flexibility required for adaptation. Earlier enterprise resource planning (ERP) models — developed by companies such as SAP — are still evolving to develop better external information flow linkages in terms of customer relationship management (CRM) and supply chain management (SCM). Meanwhile, new start-ups, such as Siebel and Ariba, are offering needed external information flow functionality and information interfaces in terms of CRM and SCM. The ERP functionality, with its *internal* focus, complements the *external* focus of CRM and SCM to provide a base for creating seamless E-business applications. The continued challenge remains in terms of ensuring the adaptability and flexibility of information interfaces and information flows — both *internally* and *externally* — required for coping with dynamically changing business and compet-

itive environments. The more recent development of E-business architectures based on software components — self-contained packages of functionality that can be snapped together to create complete business applications — seems to hold some promise for alleviating this problem.

The evolution of the information-processing paradigm during the past four decades to build intelligence and manage change in business functions and processes has generally progressed over three phases:

1. *Automation* — increased efficiency of operations
2. *Rationalization of procedures* — streamlining of procedures and eliminating obvious bottlenecks that are revealed by automation for enhanced efficiency of operations
3. *Reengineering* — radical redesign of business processes that depends on information technology-intensive radical redesign of workflows and work processes

The deployment of information technologies in all the three phases was based on a relatively predictable view of products and services as well as contributory organizational and industrial structures. Despite increase in risks and corresponding returns relevant to the three kinds of information

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technology-enabled organizational change, there was little, if any, emphasis on business model innovation — “rethinking the business” — as illustrated in Exhibit 2.

As demand for a company’s products becomes more fickle with the increasing role of customers, suppliers, and intermediaries in dynamic pricing models (e.g., eBay, mySimon.com, priceline.com, and many other “vertical” portals), external market information plays a greater role in determining the internal logistics of the product and service lines. The ongoing shift from the “economy of atoms” to “the economy of bits,” coupled with competition encountered by brick-and-mortar stores (such as Toys “R” Us) from click-and-mortar stores (such as eToys) has resulted in a reassessment of the traditional economic factors of production. Renewed emphasis on information assets or, more correctly, knowledge assets, intangible assets, and intellectual capital has fed the IPO frenzy, in which virtual companies have often achieved valuation many times over their brick-and-mortar analogues.

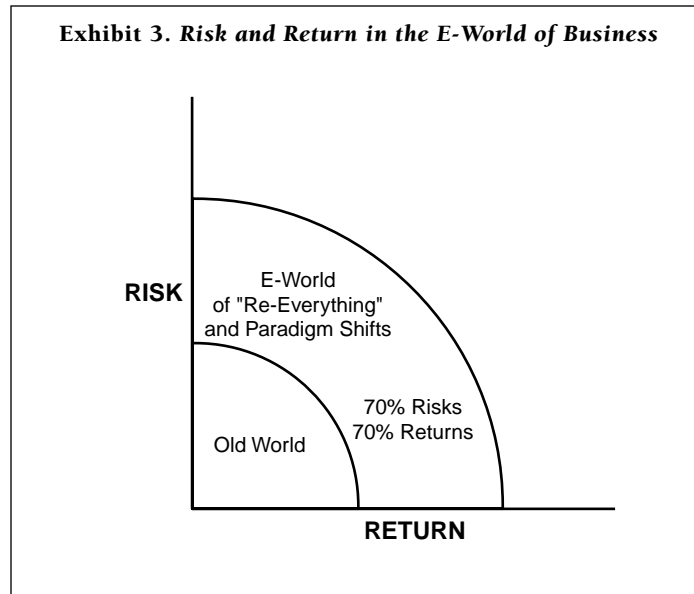
Most Net-based start-ups have realized that although technology is important, business model innovation is the key lever for global market share. Examples of such new business models include Amazon.com and eToys, relatively new entrants that are threatening traditional business models embodied in organizations such as Barnes and Noble and Toys “R” Us. It is not that traditional brick-and-mortar companies were not leading users of information technologies; the new Net-based companies have fundamentally redefined the value equations related to their internal value chains and supply chains. Such business model innovations represent “paradigm shifts” that characterize not only transformation at the level of business processes and process workflows, but radical rethinking of the overall business model as well as the information flows between organizations and industries. Not surprisingly, many brick-and-mortar companies that are play-

ing catch-up in the E-business game are encountering serious challenges in integrating their *physical* and *virtual* value chains and supply chains.

As noted by the business strategist Gary Hamel at an *Academy of Management* international meeting, the paradigm shifts characterizing the transition from the old world of business to E-world of business could account for as much as 70 percent of the *known* competitive players for many established companies. Taking this figure as a rough approximation in terms of risks and returns, one may speculate that more than 70 percent of risks and returns will depend upon companies’ E-business model innovation strategies compared with the 30 percent that will depend upon use of less radical measures (see Exhibit 3).

### **Business process redesign to E-business model innovation**

Brian Arthur, the proponent of “increasing returns,” working with the Santa Fe Institute, has described the new world of information-enabled business enterprises as a “world of re-everything.” In this new world of business, success or failure for most enterprises depends on their ability to incessantly question and adapt their programmed logic of the way things are done. Such reality checks of the company’s ways of doing business is necessary to keep up with the sustained dynamic and radical changes in the business environment. The “old world” of pre-determined and pre-defined recipes of success would still exist side by side with the world of re-everything in most business enterprises. However, companies’ competitive survival and ongoing sustenance would depend primarily on their ability to continuously redefine and adapt organizational goals, purposes, and the organization’s “way of doing things.” Steve Kerr has described the state of business strategy for the new world in *Planning Review*: “The future is moving so quickly that you can’t [predict] it ... We have put a tremendous emphasis on quick response



instead of planning. We will continue to be surprised, but we won't be surprised that we are surprised. We will anticipate the surprise." Exhibit 4 provides a synopsis of the transition from the "old" world of business to the E-world of business.

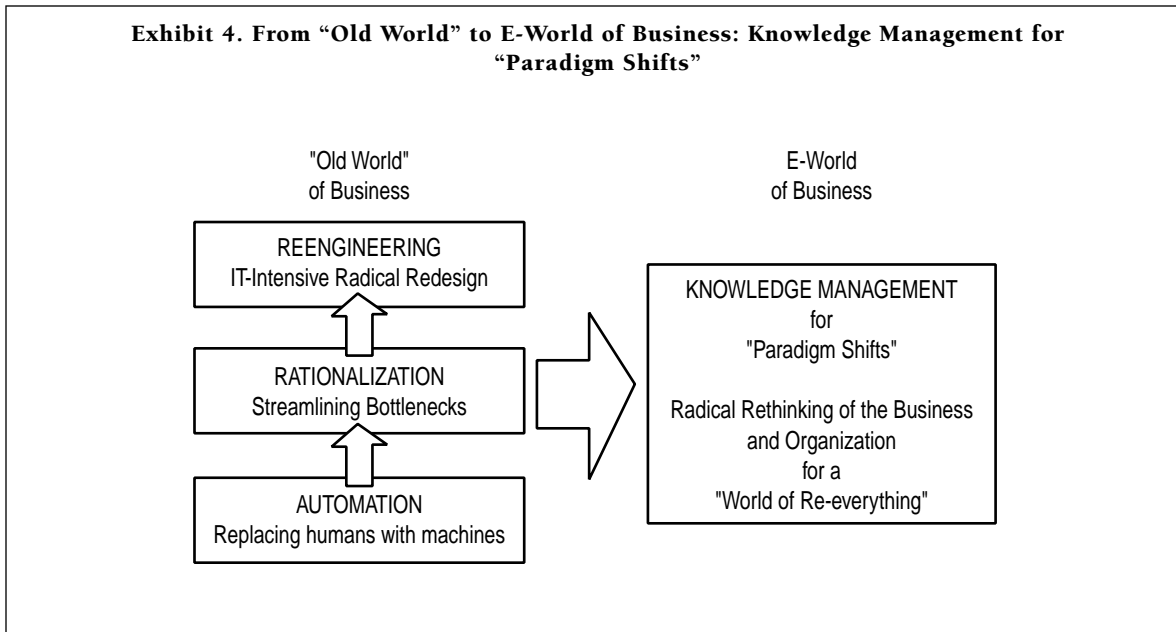
The new world of business puts less premium on playing by predefined rules and more on understanding and adapting as the rules of the game — as well as the game itself — keep changing. Examples of such changing business rules, conventions, and assumptions are evident in the emergence of virtual corporations and business ecosystems and are most prominently visible in .com enterprises living in "Internet time." Essentially, the corporate world is now encountering not only unprecedented pace of change but also radical discontinuities in such change that make yesterday's best practices tomorrow's core rigidities. In the new world of E-business, literally everything is up for grabs, including traditional concepts of industries, organizations, products, services, and channels of marketing, sales, and distribution. The new world imposes a greater need for ongoing questioning of the programmed logic and for a very high level of adaptability to incorporate dynamic changes into the business and

information architecture and grow systems that can be readily adapted for the dynamically changing business environment. Organizations operating in the new business environment therefore need to be adept at the creation and application of new knowledge as well as at an ongoing renewal of existing knowledge archived in company databases.

### **From information processing to knowledge creation**

The information processing view, evident in scores of definitions of knowledge management in the trade press and academic texts, has often considered organizational memory of the past as a reliable predictor of the dynamically and discontinuously changing business environment. Most such interpretations have also made simplistic assumptions about storing *past* knowledge of individuals in the form of routinized programmable logic, rules-of-thumb and archived best practices in databases for guiding *future* action. However, there are major problems that are attributable to the information-processing view of information systems. These problems are described in the following text as three key myths about

**Exhibit 4. From "Old World" to E-World of Business: Knowledge Management for "Paradigm Shifts"**



knowledge management as it applies to the new world of E-business.

***Myth 1: Knowledge management technologies can deliver the right information to the right person at the right time***

This idea applies to an outdated business model. Information systems in the old industrial model mirror the notion that businesses change incrementally in an inherently stable market, and executives can foresee change by examining historical data and trends. The new business model of the Information Age, however, is marked by fundamental, not incremental, change. Businesses cannot plan for the long term; instead, they must shift to a more flexible "anticipation-of-surprise" model. Thus, for most significant decisions, it is impossible to build a system that can predefine and predict who is the right person, what is the right time, and what constitutes the right information.

***Myth 2: Knowledge management technologies can store human intelligence and experience***

Technologies such as databases and groupware applications store bits and pixels of

data, but they cannot store the rich schemas embedded in human minds that are used for making sense of bits and pixels. Moreover, information is context-sensitive. The same assemblage of data can evoke different responses from different people at different points in time or in a different context in terms of decisions, action, and performance. Hence, storing a static representation of the explicit representation of a person's knowledge in a technology database or a computer algorithm — assuming the willingness and the ability to part with it — is not tantamount to storing human intelligence and experience.

***Myth 3: Knowledge management technologies can distribute human intelligence***

Again, this assertion presupposes that companies can predict the right information to distribute and the right people to distribute it to. As noted earlier, for most important business decisions, technologies cannot communicate the meaning embedded in complex data as it is constructed by human minds. This does not preclude the use of information technologies for rich exchange between humans to make sense about bits

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and pixels. However, dialog that surfaces meaning embedded in information is an intrinsic human property, not the property of the technology that may facilitate the process. Often, it is assumed that compilation of data in a central repository would somehow ensure that everyone who has access to that repository is capable and willing to use the information stored therein. Past research on this issue has shown that despite the availability of comprehensive reports and databases, most executives make decisions based on their interactions with others who they think are knowledgeable about the issues. Furthermore, the assumption of singular meaning of information, though desirable for seeking efficiencies, precludes creative abrasion and creative conflict that is necessary for business model innovation. In contrast, data archived in technological “knowledge repositories” does not allow for renewal of existing knowledge and creation of new knowledge.

### **Toward knowledge management that makes sense**

Given the dangerous perception about knowledge management as seamlessly entwined with technology, “its true critical success factors will be lost in the pleasing hum of servers, software and pipes” as observed in a recent *CIO Magazine* interview. A few years ago, technologies such as intranets, Lotus Notes, and MS-Exchange were being considered as enablers of knowledge management. The more recent interest is in technologies related to knowledge portals, artificial agents, and push-based technologies. Despite significant advancement in technologies and substantial investment by companies in such technologies, most organizations are still trying to find answers to such simple questions as how to capture, store, and transfer knowledge and how to ensure that knowledge workers share their knowledge. Given the quest for answers to such questions, it becomes imperative for organizations to

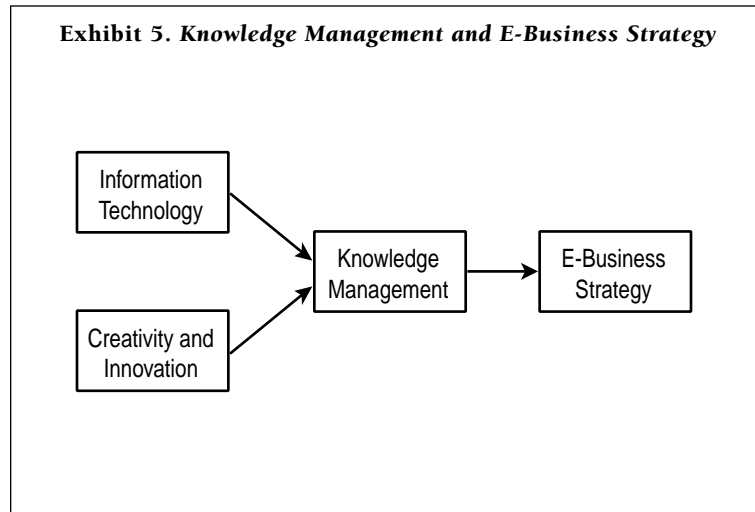
clearly understand the strategic distinction between knowledge and information. This strategic difference is not a matter of semantics; rather, it has critical implications for managing and surviving in an economy of information overabundance and information overload. As most new media and Net executives competing for “eyeballs,” “mindshare,” and virtual communities would realize, in the new world of E-business, the scarce resource is not information, but human attention.

Based on the above arguments, it seems logical to account for the human attention, innovation, and creativity needed for the renewal of archived knowledge, the creation of new knowledge, and innovative applications of knowledge in new products and services that build market share. In the context of enabling E-business strategy, the proposed conceptualization of knowledge management is depicted in Exhibit 5.

Related to the foregoing schematic, a working definition of knowledge management is proposed here. Knowledge management caters to the critical issues of organizational adaptation, survival, and competence in face of increasingly discontinuous environmental change. Essentially, it embodies organizational processes that seek synergistic combination of data and information-processing capacity of information technologies, and the creative and innovative capacity of human beings.

Unlike most conceptions of knowledge management proposed in information systems research and in the trade press, the foregoing conception is better related to the new model of business strategy and business model innovation. Its primary focus is on outcomes in terms of performance rather than on the specification of inputs. With rapid advancements and availability of technologies, there would be multiple choices in terms of technologies that could facilitate a specific E-business strategy, such as customer relationship management (CRM), supply chain management (SCM), or selling chain management. However, the

**Exhibit 5. Knowledge Management and E-Business Strategy**



agility of the organization in being able to mesh the evolving business model with technological and structural changes on an ongoing basis will put a premium on creativity and innovation. This view relates more closely to the dynamic view of business strategy as driver of corporate information strategy. The strategic distinction between knowledge and information explained previously is relevant to the key emphasis on performance and outcomes.

**Reconciling knowledge management and E-business strategy**

It was suggested that many current interpretations of knowledge management are based on an outdated model of business strategy and may have adverse implications for E-business performance. The following discussion provides a more detailed explanation of

the fundamental changes or “paradigm shifts” that have driven their underlying business model into obsolescence.

The arguments made in the discussion also made a case for reanalyzing key assumptions based on the new perspective of knowledge management that is better suited to the “new world” of E-business. These transitions are labeled as paradigm shifts as they represent changes of unprecedented proportions that are turning the tried and tested management theories and assumptions on their head. As depicted in Exhibit 6, these shifts are explained in terms of business strategy, information technology, role of senior management, organizational knowledge processes, corporate assets, and organizational design. These are interrelated issues, inasmuch as each of them has implications for other issues.

**Exhibit 6. Transitions to the World of E-Business**

	<b>Industrial Business</b>	<b>E-Business</b>
Strategy	Prediction	“Anticipation of Surprise”
Technology	Convergence	Divergence
Management	Compliance	Self-Control
Knowledge	Utilization	Creation and Renewal
Assets	Tangibles	Intangibles
Organizations	Structure	Edge of Chaos



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### ***Paradigm shift in business strategy***

The new world of business imposes the need for variety and complexity of interpretations of information outputs generated by computer systems. Instead of long-term prediction, the emphasis is on understanding the multiple future world views by using techniques such as scenario planning. An example is the strategic planning process facilitated by Arie de Geus, the author of *Living Company*, while he was the strategy chief at Royal Dutch Shell. He facilitated strategy sessions that were not driven toward finding common ground for a shared strategy; rather, the emphasis was on understanding the differences in perspectives of various managers so that there was appreciation of the multiple world views of the future. As evident in this perspective, organizational planning activities are not eliminated. However, instead of embodying a set of instructions for what should be done, such activities are used as ideological devices for building constituency and defining the limits of responsible opinion. The organization plans for its future, but does not rely on its plans! This observation is more representative of several Internet-based start-ups that question their business logic everyday while competing in Internet time. Acute attention and response to market needs is a key determinant for most business organizations; however, for Net enterprises such as Yahoo!, iVillage.com, and eToys.com, it resulted in market leadership, stellar business performance, and multibillion dollar IPOs.

The process of creative abrasion illustrated previously enables a faster cycle of knowledge creation and application through detection and correction of any discrepancies between the “theory of business” and the dynamically changing business environment. In this model, access to an organizational information base, authority to take decisive action, and the requisite skills are embedded at the front lines where real action takes place so that strategy is devised and implemented in real-time.

### ***Paradigm shift in design and use of technology***

With increasing computerization in organizations, organizational routines originally embedded in standard operating procedures and policies often become embedded in the firm’s programmed logic. Often, they take the form of congealed “best practices” embedded in computer programs and databases. The resulting information systems tend to be inflexible as they store a static representation of a dynamically changing business environment. With increasingly rapid, dynamic, and nonlinear changes in the business environment, static assumptions embedded in such systems become vulnerable. The growing awareness of such vulnerabilities is behind the increasing interest in designing information systems that can take dynamically changing information into account. Dynamic pricing models, and comparison-shopping agents such as mySimon.com (recently acquired by cnet) do take into consideration dynamically changing market data. However, such systems are still based on concrete representations of data and relatively routine and structured information. Regardless of the decision to build or buy, the challenge of walking the tightrope between adoption of the latest technologies and remaining up to speed with ongoing business and technology developments is becoming more acute in the E-world of business.

Brook Manville, while with McKinsey, viewed the implementation of these issues in terms of the shift from the traditional emphasis on transaction processing, integrated logistics, and workflows to systems that support competencies for communication building, people networks, and on-the-job learning. He had suggested that such competencies are based on flexible technologies and systems that support and enable *communities of practice* — informal and semi-informal networks of internal employees and external individuals based on shared concerns and interests. Not surprisingly, developing virtual communities of

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consumers and users is among the key priorities of vertical portals and specialized industry portals such as those being developed by Ford and General Motors.

### **Paradigm shift in the role of senior management**

Scholars and practitioners are de-emphasizing the adherence to the “way things have always been done” so that prevailing practices may be continuously assessed from multiple perspectives. As noted by Chris Argyris, the explicit bias of command and control systems for seeking compliance makes such systems inadequate for motivating divergence-oriented interpretations necessary for ill-structured and complex environments. Knowledge management systems designed to ensure compliance might ensure obedience to given rules; still, they do not facilitate the detection and correction of errors. Hence, it has been suggested that the role of the senior management needs to change from *command and control* to *sense and respond*. Furthermore, if knowledge, unlike information, is about beliefs and commitment, as noted by Nonaka and Takeuchi, the new emphasis should be on building commitment to organizational vision rather than compliance to rules and prespecified best practices.

Senior managers need to view the organization as a human community capable of providing diverse meanings to information outputs generated by technological systems. They also need to make the organizational information base accessible to organization members. This is important, given the increasingly fast-paced and dynamic business environment that creates disconnects between the process of decisionmaking at the top and implementation of such decisions at the grassroots. Emphasis on multiple and diverse interpretations of information also helps in the development of a large repertory of responses needed for deciphering the complexity inherent in dynamic changes of the business environment.

### **Paradigm shift in organizational knowledge processes**

Institutionalization of “best practices” by embedding them in IT might facilitate efficient handling of routine and predictable situations. However, greater proactive involvement of human imagination and creativity is needed to facilitate greater internal diversity to match the variety and complexity of the “wicked environment.” Often, effective knowledge management in such an environment may need imaginative suggestions more than it does concrete, documented answers. The earlier emphasis of information systems log on defining the optimal programmed logic and then executing that logic to squeeze the highest efficiencies. However, increasing dynamics of the business environment mandate greater emphasis on ensuring *doing the right thing* than on *doing the thing right*. With ongoing reassessment of key assumptions, the emphasis is more on the ongoing renewal of existing knowledge, the creation of new knowledge, and its application in business practices. This contrasts with the “old world” model of archiving the knowledge in organizational databases devoid of human reinterpretation of its context.

The traditional information-processing model for the old world of business assumes a problem as given, and the solution is based on prespecified understanding of the business environment. In contrast, the proposed model constructs the definition of the problem from the knowledge available at a certain point in time based on its context. While individual autonomy in the proposed model facilitates divergence of meaning, the organizational vision facilitates the various views to converge in a given direction. This process avoids premature closure or convergence to surface multiple possibilities, opportunities, and threats that could lie within the fog of unknowingness enveloping the company’s future.

The two interpretations of knowledge management may be highlighted by the contrast between two U.S. companies covered in the

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trade press. One of them, a U.S.-based global communications company had indicated its preference for the information-processing model of knowledge management. Its knowledge management strategy could be summed up in the words of a top executive: "What's important is to find useful knowledge, bottle it, and pass it around." The other firm, a U.S.-based global pharmaceutical firm, in contrast, focused more on empowering the individuals to create and share knowledge "There's a great big river of data out there. Rather than building dams to try and bottle it all up into discrete little entities, we just give people canoes and compasses." As is evident from the foregoing discussion, the latter approach matches the knowledge management model proposed in this article.

### **Paradigm shift in economics of organizational assets**

Peter Drucker has argued that in the emerging economy, knowledge is the primary resource for individuals and for the economy overall; land, labor, and capital — the economist's traditional factors of production — do not disappear, but they become secondary. The astronomical market caps of several Net-based companies have resulted in a reassessment of traditional valuation models of business organizations. In the recent history of the Net, companies born in virtual forms on the Net, such as eToys and amazon.com, have gained valuation multiple times compared with their brick-and-mortar counterparts, despite limited investments in "hard assets."

Similar observations are unraveling traditional accounting procedures that cannot account for new factors of production such as knowledge capital, intellectual capital and intangible assets. (A detailed account of these concepts is available in Tom Stewart's *Intellectual Capital*.) The successes of Net companies and other information-centric companies such as Microsoft are attributed by some to "increasing returns." Traditional factors of production are limited

by threshold of scale and scope as every marginal increase in land, labor, or capital results in diminishing returns on the production outcomes. In contrast, information assets and knowledge capital seem to be governed by a different law of economic returns: investment in every additional unit of information or knowledge created and used results in a higher return. This is often attributed to *externalities*: as more people become members of the network and use its services, greater value is added to the network.

### **Paradigm shift in organizational design**

The information-processing model of knowledge management is constrained by its overemphasis on consistency institutionalized in the form of best practices. The proposed model of knowledge management is expected to break this cycle of reinforcement of institutionalized knowledge. While the traditional business logic was based on a high level of structure and control, the dynamics of the new business environment demand a different model of organization design. Often characterized as "living on the edge of chaos," this model is characterized by its relative lack of structure and lack of external controls, as described by Kevin Kelly in *Out of Control*. It is based on only a few rules, some specific information, and a lot of freedom. In the proposed model, designers of organizational knowledge management systems can, at best, facilitate the organization's "self-designing." Not only do the organization's members define problems for themselves and generate their own solutions, they would also evaluate and revise their solution-generating processes. By explicitly encouraging experimentation and the rethinking of premises, this process promotes reflection-in-action and creation of new knowledge.

It is being increasingly realized that differences in perspectives may have a very positive role in the innovation needed for new product and service definitions. Characterized by some management thinkers as "cre-

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ative abrasion,” this view encourages the promotion of individual autonomy in experimentation and learning. Going beyond the NIH (“not invented here”) and the “NIH yet I did it” syndromes, it encourages the questioning of all given assumptions — regardless of their legitimacy — for their ongoing and continual reassessment. Instead of emphasizing best practices archived in databases, this model encourages continuous pursuit of *better* practices that are aligned with the dynamically changing business environment.

### Conclusion

During the past few years, the corporate world has seen the emergence of interest in knowledge management and adoption of the term by information technology vendors and industry solution providers. However, despite the popularity of the buzzword, most such implementations have been based on an outdated business model and related information-processing view. It may even be argued that in several cases, it is difficult to justify why specific information technology solutions fall in the realm of “knowledge management” rather than within the scope of good old “information management” or “data management.” This ambiguity has led some consultants to assert that knowledge management is a fad.

There is a need for developing a better and more accurate understanding of knowledge management as enabler of information strategy for the E-world of business. Departing from the information-processing perspective that was relevant to the industrial world of business, a new perspective of knowledge management was explained and discussed. The proposed conceptualization is based on the need for synergy between the capabilities of advanced information technologies and human creativity and innovation to realize the agility

demanded by emerging business environment. A clear explanation of the “strategic” notion of knowledge and knowledge management is offered to distinguish the proposed model from the outdated perspective.

A number of examples from the world of Net businesses and more traditional companies were presented to illustrate the key arguments of the article. The discussion explained the transition from the old world of business to the new world of E-business in terms of fundamental transitions or paradigm shifts. It was also explained how and why information executives should rethink fundamental assumptions about business strategy, the design and use of information technology, the role of senior management, organizational knowledge processes, the economics of organizational assets, and organization design for business model innovation. Better and accurate understanding of the strategic relevance of knowledge and knowledge management is expected to contribute to more effective E-business strategies that result in sustained business performance. ▲

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