

# what's the problem

- · organisations need to manage their assets
  - money, locations, materials, etc...
  - exploit these assets in order to succeed
    - producing new products, selling services
  - however, exploiting assets requires knowledge
    - knowledge is highly distributed
      - manuals, filing cabinets, email messages, people's heads
- knowledge is an organisational asset
  - needs to be nurtured and managed
  - what sorts of knowledge are we talking about?

# what's the problem

- consequences of failure
  - losing abilities as employees leave the company
  - $\boldsymbol{\mathsf{-}}$  expensive to retrain and relearn old lessons
  - wasted effort as people all learn individually
  - failure to capitalise on what the organisation "knows"
- it's not just about what you know...
  - it's knowing what you know
  - and putting it into practice

## KM is not new

- we already manage knowledge
  - training, libraries, seminars, lectures, universities
  - KM as such is not a new phenomenon
- new as a business focus
  - explicit understanding of "knowledge assets"
  - formulated as a technical & organisational problem
    - new processes & procedures for managing knowledge
    - new technology in support of those processes
  - the rise of the "Chief Knowledge Officer"

# managing knowledge?

- · capturing knowledge
  - making it explicit
- sharing knowledge
  - best practices
  - new techniques or approaches
- supporting reuse
  - being able to find relevant information
  - being able to apply it to the situation at hand
- putting people in contact
  - from finding *information* to finding *expertise*

# knowledge & social networks

# communities of practice

- community group of people brought together by some common interest or concern
- · community of practice
  - common activity
  - practice? "practice is, first and foremost, a process by which we find the world and our encounters with it meaningful"
  - legitimate peripheral participation

# **KM** technologies

- · forging communities of practice
  - putting people in touch with one another
  - encouraging conversation & reflection
  - active learning
- · two requirements:
  - interaction
    - email, chat, conversation, ...
  - persistence
    - · repositories, archives...

# tacit knowledge

- tacit knowledge
  - knowing how rather than knowing what
  - skill and craft knowledge
    - riding a bike? juggling?
- knowledge that's organisationally tacit
  - "if only we knew what we knew"

# organisational memory

- systems recording organisational knowledge
  - repositories of cases, procedural handbooks, record systems
- · the tricky parts
  - putting information into the system
    - when? managing overhead
    - how? decontextualise
  - getting it out again
    - how to formulate queries
    - you don't know what's in there...

#### context

Your major customer, Alpha Corp., calls up and reports that their system has been responding sluggishly, resulting in a backlog of unprocessed jobs building up at the end of each day. Their job rate hasn't increased lately, but they have moved to a new server and upgraded their network infrastructure, although they don't know whether these might be factors.

# **KM** technologies

- expert systems
  - codifying the "knowledge" of human experts
  - making it usable by non-experts
- problems
  - eliciting expertise is notoriously difficult
    - tacit knowledge again
    - how do you know when you're done?
  - application is tricky too
    - using the right rule at the right time
    - the real world is more complex than a rule set
  - generally can't explain their reasoning

# **KM** technologies

- · case-based systems
  - expert systems using scenarios rather than rules
  - finding relevant information through analogies
  - two models
    - · present similar cases for human interpretation
    - case-based reasoning in an expert system

## reward structures

- examples
  - Xerox's service engineers and sales force
  - consultants in Alpha Corp

#### reward structures

- examples
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  - consultants in Alpha Corp
- take-home lessons
  - organisational and individual needs
    - knowledge sharing may be good for the organisation, but not for the individual
    - knowledge sharing won't work unless the individual henefits
    - different forms of benefit, recognition & reward

## the human factor

- examples
  - the helpline at Global Airframe
  - the law office: M's files

# the human factor

- · examples
  - the helpline at Global Airframe
  - the law office: M's files
- take-home lessons
  - in the system vs in your head
    - even when information is digitally recorded, often still needs people to put it into context
    - ironically, people-in-the-loop turns out to be a strong determiner of success

# expertise location

- if people are so important...
  - the MSC study found three patterns
    - expertise identification, expertise selection, escalation
    - heuristics: e.g., the "Line 10 rule"
  - the basis for a technical system
    - draw from recommender systems
    - recommend people!
  - locate expertise based on problems
  - navigating knowledge, not representing it

# problems

- a little knowledge is a dangerous thing...
  - putting it in context
  - the context is not always obvious...
- knowledge as a "fungible resource"
  - treating knowledge like widgets
- it's not what you know...
  - ... it's knowing how and when to apply it
  - finding it when you need it
  - finding the people who know

## summary

- recognising "knowledge assets"
  - corporations depend on the skills and experiences
    increases risks
  - supporting organisational learning
    - increases need for mechanisms of trust
- technology is part of a KM strategy
  - supporting informed decision making
  - but only plays a role KM is a cultural issue
    - making sure that the organisation rewards KM

## next time

- we've covered a lot of topics
  - processes, security, communication, knowledge...
  - cases tie it all together
- we'll practice on some cases and discuss
- the final is NEXT WEDNESDAY
  - next Monday will be a review lecture
  - let me know if there are specific topics you'd like me to cover
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