

Appendix

Interview guide:

1. **Existing business network structures:** In what kind of business networks is your company currently participating? How did they get started? What is their primary purpose? What is the position of your company in this network? What are the main criteria for selecting business network partners?
2. **Resources, capabilities and core competencies:** What is the core competency of your company in this network? Does this network create access to skills and resources you are currently lacking? Does this network lack in your opinion some specific resource or competency? What are your main expectations for network partners?
3. **Opportunities and benefits from networking:** How important you perceive network overall in the wood products industry? What benefits has your company gained from business networks? What success factors can be identified in this business network? What are its future opportunities?
4. **Barriers and obstacles in networking:** What reasons can you see behind unsuccessful business networks? What are the main reason why companies [in this field] do not want collaborate? What kind of threats exist in collaboration of your current network?
5. **Future opportunities and innovations:** In the future, what kind of business network will emerge in the wood products industry? What kind of companies your business network could integrate in? What are the main sources of innovations in this network?
6. **Trust and commitment in business network:** Can you please comment on openness and level of trust in your network? How about sharing of responsibilities? Does your business network have common goals? Are all partners committed to these? In general, how does one find trustful and committed business partners?