

Abstract

This article is based on findings of the doctoral thesis by the same author, which sought to assess the effect of technology transfer on organizational performance. The author studied medium and large manufacturing firms dealing in three distinct consumer product categories, namely edible oils, soaps and detergents, and beverages. The firms were categorized as indigenous and multinational. Findings showed that technology transfer has significant influence on organizational performance. This influence is moderated by such factors as the demographic variables of the organizations, and organizational practices such as corporate culture, managerial competencies and corporate culture of the organizations. The researcher recommends that manufacturing firms should lay more emphasis on research, and in particular find ways of working more closely with research institutions to enhance their performance.