Plan Overview

A Data Management Plan created using DMPonline

Title: The Missing Link? How Investment Promotion Agencies Secure Strategic FDI in Times of Turbulence and Transition

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Project abstract:
Foreign direct investment is a critical lever for regional transformation and resilience – enabling
knowledge diffusion, industrial decarbonisation, supply chain restructuring, and adaptation to
geopolitical disruption. Yet attracting and embedding transformative, strategic FDI is inherently
complex. Investment Promotion Agencies (IPAs) are increasingly mandated to play an active
role in this process: orchestrating multi-stakeholder ecosystems, cultivating investor relationships
through aftercare, and coordinating across institutional levels to shape the conditions under
which strategic investments take root. Yet despite the growing policy salience of these functions,
scholarship has yet to move beyond conceptualisations of IPAs as information providers. The
ecosystem-building and coordination roles that are increasingly central to winning strategic FDI
in a turbulent world remain poorly understood.
This paper asks: how do IPAs grow and embed strategic FDI? Drawing on semi-structured
interviews with regional and national IPAs across Europe – selected to maximise variation across
regional typologies and governance configurations – I investigate the strategies practitioners use
to enact their evolving role, and how different governance tiers coordinate in pursuit of shared
objectives.
Theoretically, I draw on regional innovation systems, network brokerage theory and multi-level
governance perspectives. I conceptualise IPAs as institutional actors working to build and leverage
regional assets, brokering connections between these and incoming multinational enterprises
that have limited embeddedness within regional ecosystems, while navigating heterogeneous
industrial contexts, governance structures and institutional constraints. The findings

contribute
empirical evidence on the mechanisms and conditions that enable effective IPA performance across
diverse regional

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Copyright information:

The Missing Link? How Investment Promotion Agencies Secure Strategic FDI in Times of Turbulence and Transition

Data Collection

What data will you collect or create?

This research will collect qualitative data through semi-structured interviews with officials at regional and national Investment Promotion Agencies (IPAs) across Europe. Approximately 10–15 interviews will be conducted, each lasting 45–60 minutes.

Data types and formats:

- Audio recordings of interviews (MP3 or M4A format, approximately 50–100MB per interview)
- Transcripts of interviews (Word .docx or plain text .txt format)
- Consent forms (filled out online, copy downloadable as PDF)
- A participant identification key linking codes to identities (Excel .xlsx, to be deleted upon project completion)

Volume: Total data volume is expected to be modest – approximately 1–2GB for audio files, with transcripts and associated documentation adding minimal additional storage requirements.

Formats and long-term access: All formats used are standard, non-proprietary, and widely accessible, ensuring long-term readability and compatibility. Audio recordings will be deleted after transcription and verification; anonymised transcripts will be retained in accessible formats (.docx or .txt).

Existing data: No existing datasets will be reused. All data will be newly collected through primary research.

How will the data be collected or created?

Data collection methods: Data will be collected through semi-structured interviews conducted remotely via video conferencing software (Zoom or Microsoft Teams). Interviews will follow a topic guide structured around four thematic areas, with open-ended questions allowing participants to frame their responses in their own terms. With participant consent, interviews will be audio-recorded using the built-in recording function of the conferencing software.

Transcription: Audio recordings will be transcribed by the researcher, with the assistance of automated transcription software (e.g., Microsoft Word transcription or Otter.ai). All transcripts will be reviewed and corrected against the original audio to ensure accuracy.

Folder structure and naming conventions: Data will be organised in a clear folder hierarchy:

- /Interviews/Audio/ – raw audio recordings
- /Interviews/Transcripts/ – verified transcripts
- /Admin/Consent/ – signed consent forms
- /Admin/ – participant identification key

Files will follow a consistent naming convention: [ParticipantCode]_[Date]_[Type] (e.g., IPA01_20260315_transcript.docx).

Version control: Transcripts will be versioned where substantive edits are made (e.g., IPA01_transcript_v1.docx, IPA01_transcript_v2.docx). Final verified versions will be clearly labelled.

Quality assurance: Consistency will be maintained through use of a standardised topic guide across

all interviews. All transcripts will be checked against audio recordings for accuracy. The participant identification key will be maintained separately and securely to ensure accurate linkage between anonymised data and original sources during analysis.

Documentation and Metadata

What documentation and metadata will accompany the data?

Documentation: Each interview transcript will be accompanied by documentation providing contextual and methodological information to support interpretation. This will include:

- A **study-level README file** describing the research project, its aims, methodology, and data collection procedures
- A **participant log** recording anonymised participant codes, interview dates, interview duration, regional/national context (broad category only, e.g., "regional IPA, Southern Europe"), and any notes relevant to data interpretation
- The **interview topic guide** used to structure conversations, providing context for the questions asked and themes explored
- A **codebook** (developed during analysis) documenting any coding framework applied to the transcripts, including definitions of codes and categories

Metadata: Basic descriptive metadata will be recorded for each data file, including: creator, date of creation, file type, and a brief description of contents. This information will be captured in the file naming convention and in the participant log.

Standards: Given the qualitative nature of the data and the intention to fully anonymise outputs rather than deposit raw data in a repository, formal metadata standards (e.g., DDI) are not required. However, documentation practices follow best practice guidance from the UK Data Service for qualitative research data, ensuring sufficient contextual information is preserved to support the researcher's own future use and to enable transparency in reporting methods and findings.

Ethics and Legal Compliance

How will you manage any ethical issues?

Ethics approval: This research involves human participants and has been submitted for review via the LSE Departmental Ethics Review process. Approval will be obtained prior to commencing data collection. A Data Protection Impact Assessment (DPIA) screening has also been completed in consultation with the LSE Data Protection Officer.

Informed consent: All participants will receive a Participant Information Sheet outlining the research purpose, what participation involves, how their data will be used and stored, and their rights (including the right to withdraw). Written consent will be obtained prior to each interview via a Consent Form, which explicitly covers: voluntary participation; consent to audio recording; and understanding that anonymised data may be used in academic publications.

Anonymisation: All research outputs – including the PhD thesis, publications, and presentations – will be fully anonymised. Neither individual participants nor their organisations will be identifiable. Direct quotations may be used but will be attributed only to broad descriptors (e.g., "a regional IPA official in

Southern Europe") that cannot be linked to specific individuals or agencies. Audio recordings will be deleted after transcription and verification; only anonymised transcripts will be retained.

Sensitive data handling: Interview recordings and transcripts will be stored securely on LSE OneDrive, which is password-protected and accessible only to the researcher. A separate identification key linking participant codes to identities will be stored in a password-protected file and deleted upon completion of the research. Data will not be transferred via unsecured channels or stored on personal devices.

Data sharing: Due to the nature of the data (interviews with identifiable professionals discussing organisational practices), raw data will not be deposited in a public repository. Anonymised excerpts may be included in publications, as covered by participant consent.

How will you manage copyright and Intellectual Property Rights (IPR) issues?

Data ownership: In accordance with the LSE Intellectual Property Policy, copyright and intellectual property rights for data created through this research are held by the researcher as the original creator. The research is conducted as part of a PhD programme at the London School of Economics.

Licensing: Given that raw interview data will not be shared publicly (due to confidentiality commitments to participants), formal licensing for reuse is not applicable. Should anonymised datasets or excerpts be shared in future (e.g., as supplementary material to publications), an appropriate open licence such as Creative Commons Attribution (CC-BY) would be applied.

Third-party data: This research does not reuse third-party datasets. All data will be newly collected through primary research.

Restrictions on sharing: Raw interview recordings and transcripts will not be deposited in a public repository or shared externally, in line with the confidentiality commitments made to participants. Anonymised findings and quotations will be included in the PhD thesis and academic publications, as covered by participant consent. There are no plans to seek patents or impose embargoes on publication.

Storage and Backup

How will the data be stored and backed up during the research?

Primary storage: All research data – including audio recordings, transcripts, consent forms, and the participant identification key – will be stored on LSE OneDrive, which is the institutionally managed cloud storage solution provided by LSE. This provides password-protected access restricted to the researcher.

Backup: LSE OneDrive includes automatic backup and version history, ensuring data can be recovered in the event of accidental deletion or file corruption. Data is automatically synced across devices, providing redundancy. No additional backup locations are required given the managed nature of the service.

Storage capacity: The anticipated data volume (approximately 1–2GB for audio files, plus minimal additional storage for transcripts and documentation) is well within the storage allocation provided by LSE OneDrive. No additional storage charges are anticipated.

Responsibility: The researcher is responsible for ensuring data is saved to OneDrive and that local copies on devices are kept to a minimum. Any temporary local copies (e.g., during transcription) will be deleted once files are verified as uploaded to OneDrive.

Incident recovery: In the event of data loss or a security incident, LSE OneDrive's version history and recovery tools would be used to restore files. Any security incidents involving personal data would be reported to the LSE Data Protection Officer in accordance with institutional policy.

How will you manage access and security?

Security risks and mitigation: The primary security risks relate to unauthorised access to interview recordings and transcripts, which contain identifiable information about participants and their professional views. These risks are mitigated through secure storage, access controls, and timely anonymisation/deletion of identifiable data.

Access controls: All data will be stored on LSE OneDrive, which requires LSE credentials and multi-factor authentication for access. Data will be accessible only to the researcher – no collaborators require access to raw data. The participant identification key (linking codes to identities) will be stored in a separate password-protected file within OneDrive, adding an additional layer of security.

Data in transit: Interviews will be conducted via Zoom or Microsoft Teams, both of which provide encrypted connections. Recordings will be saved directly to the researcher's secure OneDrive folder immediately following each interview. Consent forms returned via email will be transferred to OneDrive and deleted from email promptly.

Field collection: No data collection will take place in the field – all interviews are conducted remotely. In the unlikely event that a recording is temporarily stored on a local device (e.g., due to connectivity issues), it will be transferred to OneDrive as soon as possible and deleted from the local device.

Compliance: Data handling practices comply with the LSE Information Security Policy and UK GDPR requirements. The researcher has completed the DPIA screening process in consultation with the LSE Data Protection Officer.

Selection and Preservation

Which data are of long-term value and should be retained, shared, and/or preserved?

Audio recordings: These will be deleted after transcription and verification. Audio files contain identifiable information (participants' voices) and are not required for long-term research purposes once accurate transcripts have been produced. Retention period: approximately 1–3 months post-interview.

Participant identification key: This will be deleted upon completion of the research project (expected 2026). It is required only during the active research phase to link anonymised transcripts to participants should queries or withdrawal requests arise.

Consent forms: These will be retained for the duration of the PhD and for a period of three years following completion, in accordance with good research practice, as evidence of informed consent.

Anonymised transcripts: These are of long-term research value and will be retained. They may be used to validate research findings, support the PhD thesis examination, inform future publications, and potentially contribute to future research on investment promotion or regional development. Retention period: duration of PhD plus five years, or longer if required for ongoing publications.

Data sharing: Due to confidentiality commitments to participants, raw transcripts will not be deposited in a public repository. However, anonymised excerpts and quotations will be included in the PhD thesis and academic publications. Should there be future interest in sharing anonymised data more widely (e.g., for secondary research), this would require review to ensure sufficient

anonymisation and would be subject to any ongoing ethical obligations.

Foreseeable uses: The primary use is the researcher's PhD thesis and related academic publications. Anonymised data may also inform future research or teaching on investment promotion, regional development policy, or qualitative research methods.

What is the long-term preservation plan for the dataset?

Given the confidential nature of the data and commitments made to participants, raw interview data (recordings and full transcripts) will not be deposited in a public repository. The long-term preservation plan therefore focuses on retaining anonymised transcripts securely for the duration of their research value, rather than formal archiving.

Anonymised transcripts: These will be retained on LSE OneDrive for the duration of the PhD plus five years, or longer if required for ongoing publications or research. LSE OneDrive provides a secure, institutionally managed environment with automatic backup, suitable for medium-term preservation. Should the researcher leave LSE, data will be transferred to a secure personal storage solution or, if appropriate, to institutional storage at a subsequent institution.

No repository deposit: Due to the nature of the data (interviews with identifiable professionals discussing organisational practices, with confidentiality assured), deposit in a public data repository such as the UK Data Service is not planned. This approach is consistent with the consent obtained from participants, which covers use in academic publications but not open data sharing.

Costs: No costs are anticipated for long-term storage, as LSE OneDrive is provided at no additional charge to researchers. Preparation of data for preservation (file organisation, documentation, anonymisation) is incorporated into the research workflow and does not require additional resource.

Future review: Should circumstances change – for example, if participants consent to broader data sharing, or if sufficiently anonymised datasets could be prepared – the preservation plan may be revisited in consultation with the LSE Data Library and Data Protection Officer.

Data Sharing

How will you share the data?

Due to confidentiality commitments made to participants, raw interview data will not be shared publicly. Participants were assured that their contributions would be anonymised in all outputs and that recordings and transcripts would be accessible only to the researcher. This approach is appropriate given the nature of the data: interviews with professionals discussing organisational practices, where full anonymisation of raw transcripts is difficult to guarantee.

What will be shared: Research findings will be disseminated through:

- The PhD thesis (to be deposited in LSE Theses Online, the institutional repository, upon completion)
- Academic journal articles and book chapters
- Presentations at academic conferences

These outputs will include anonymised quotations and findings, attributed only to broad descriptors (e.g., "a regional IPA official in Southern Europe"). Sufficient methodological detail will be provided to enable readers to understand and evaluate the research.

How users will find the data: The PhD thesis will be discoverable via LSE Theses Online and

indexed by search engines and academic databases. Publications will be discoverable through journal websites, Google Scholar, and the researcher's institutional profile.

Persistent identifiers: The PhD thesis deposited in LSE Theses Online will receive a persistent URL. Publications in academic journals will typically receive a DOI. A persistent identifier for underlying data is not applicable given that raw data will not be deposited in a repository.

Handling requests: Any requests for further information about the data or methodology can be directed to the researcher via institutional email. Requests for access to raw data will be declined in accordance with participant confidentiality commitments.

Are any restrictions on data sharing required?

Yes, restrictions on data sharing are required. Raw interview data (audio recordings and full transcripts) will not be shared publicly due to the following factors:

Confidentiality commitments: Participants were assured that their contributions would remain confidential and that only anonymised findings would appear in research outputs. Sharing raw data would breach these commitments and the terms of the informed consent obtained.

Identifiability: Interviews involve a relatively small number of professionals in specialised roles. Even with names removed, participants could potentially be identified through contextual details, organisational references, or the combination of role, region, and views expressed. Full anonymisation of raw transcripts sufficient for public sharing is not feasible.

Nature of content: Participants may share candid views about organisational challenges, relationships with other agencies, or policy constraints that they would not wish to be publicly attributed – even in anonymised form.

Minimising restrictions:

- Anonymised quotations and findings will be shared through the PhD thesis and academic publications, maximising the research value that can be disseminated
- Sufficient methodological detail will be provided in publications to enable transparency and reproducibility of the research approach
- Should future research interest arise, the possibility of preparing a more thoroughly anonymised subset of data could be explored, subject to review by the LSE Data Protection Officer and consideration of ongoing ethical obligations

Exclusive use: The researcher requires exclusive access to raw data for the duration of the PhD and any subsequent publications drawing on the data (estimated 5 years post-completion). This is necessary to honour confidentiality commitments.

Data sharing agreements: Not applicable, as raw data will not be shared with third parties.

Responsibilities and Resources

Who will be responsible for data management?

This is a single-researcher PhD project. The researcher, Juan Alvarez-Vilanova, holds sole responsibility for all aspects of data management throughout the project lifecycle.

Oversight and guidance:

- **PhD supervisors** (Professor Riccardo Crescenzi and Professor Vassilis Monastiriotis, LSE

Department of Geography and Environment) provide academic oversight of the research, including data collection methodology
- **LSE Data Library** (datalibrary@lse.ac.uk) has reviewed this Data Management Plan and provides guidance on research data management best practice
- **LSE Data Protection Officer** (glpd.info.rights@lse.ac.uk) has been consulted regarding data protection compliance and DPIA screening
- **Departmental Ethics Committee** (LSE Department of Geography and Environment) has reviewed the ethical dimensions of the research

Collaborative research: Not applicable – this is a single-site, single-researcher project with no external partners or consortium agreements.

Review: This DMP will be reviewed if there are significant changes to the research design, data collection methods, or institutional requirements.

What resources will you require to deliver your plan?

Resources required:

This research project has modest data management requirements, and no additional or exceptional resources are needed beyond existing institutional provision.

Storage and infrastructure:

- LSE OneDrive: Provided at no additional cost to LSE researchers; sufficient capacity for anticipated data volumes (1–2GB)
- No additional hardware or specialist storage infrastructure required

Software:

- Video conferencing (Zoom/Microsoft Teams): Available through LSE institutional licences
- Transcription software (e.g., Microsoft Word transcription, Otter.ai): Available through existing subscriptions or free tiers; no additional cost anticipated
- Word processing and data organisation (Microsoft Office): Available through LSE institutional licence
- Qualitative analysis software (e.g., NVivo): Available through LSE site licence if required for coding and analysis

Expertise and training:

- The researcher has prior experience with research data management, having completed the LSE ethics and data protection process for a previous survey-based research project
- No additional specialist expertise or training is required
- Guidance from the LSE Data Library and Data Protection Officer has been sought and incorporated into this plan

Repository charges:

- Not applicable, as raw data will not be deposited in an external repository
- The LSE Theses Online repository (for PhD thesis deposit) does not charge submission fees