

### عنوان مقاله:

Presenting a Model for the use of the Internet of Things in the Iranian Knowledge-based Companies

## محل انتشار:

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#### خلاصه مقاله:

The purpose of the present study is to present a model for the use of the Internet of Things in Iranian knowledgebased companies. From a purpose point of view, this research can be classified as applied research and in terms of data collection, it can be categorized as a qualitative and quantitative study. The main approach for achieving the model of using the Internet of Things is the grounded theory methodology which is based on a paradigmatic model. The research population for the qualitative phase is comprised of Ya executives and practitioners of knowledge-based companies who are somehow specialized in Internet of Things topics. The sample of this study was selected using the snowball sampling method and Cochran's formula for finite communities among all the managers and technology experts working in knowledge-based companies. After careful analysis of the interviews, ۵9 extracted concepts were identified in a main categories and 1 subcategories. Management requirements, customer requirements, and resistance economics give rise to the Internet of Things in knowledge-based companies. The characteristics of the company, the characteristics of the human resources and the characteristics of the managers can provide a suitable ground for using the Internet of Things. And the conditions in the country, international pressures and international cooperation can be among the intermediary factors influencing the use of the Internet of Things. Raw materials and infrastructure can also be effective strategies for using the Internet of Things. Using the Internet of Things, customerrelated factors, international collaborations, and expected results can be expected in knowledge-based companies

## كلمات كليدى:

Internet of Things, Knowledge-based Companies, Grounded theory

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