

## **Propositions accompanying the thesis**

### *Organising for power change*

#### *Transformative Business Models for the Energy Transition*

by Antonia Proka

1. Energy and climate challenges cannot be addressed through technological innovation alone; there is a need for a fundamental change in the way we think, act, and organise regarding energy.
2. The active engagement of researchers in the energy transition, rather than their passive observance, provides the opportunity for in-depth empirical insights and a better understanding of theoretical ideas and assumptions.
3. Niches often develop in opposition to certain regime dimensions; to better understand niche-regime dynamics niches and regimes should be analysed through the same dimensions (this thesis).
4. A business model perspective helps to understand how the strategy and ambition of an initiative align, and combined with transition thinking it helps comprehend and strengthen the impact of an initiative on its context (this thesis).
5. Transformative Business Models highlight the (political) tensions between an initiative and the regime, and thereby offer insights to manoeuvre these conflicts and tensions (this thesis).
6. Conflicts may open windows of opportunity for accelerating the energy transition towards a different direction (this thesis).
7. The occurrence of conflict can function as an indicator of the transformative potential of an initiative but in a paradoxical way as the regime can reinforce itself through this conflict, and thus limit the initiative's transformative impact (this thesis).
8. Reaching beyond traditional coalition partners may be valuable for renewable energy initiatives; coalition building with local governments is a key to success.
9. The ability and willingness of an initiative to engage in conflict, as well as to negotiate, exchange and make compromises are essential for its impact.
10. Effective coordination – rather than complete alignment or uncoordinated diversity – between bottom-up initiatives is necessary to enable them to grow and diffuse.
11. The only constant is change (Heraclitus). Resistance is futile. Yet, quite often, resistance is fertile.