

INDUSTRY ACADEMIA COLLABORATIONS

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Knowledge that will change your world

Biography

- Private non-profit research institute
 - NASA, nuclear power industry, others
- Big pharma (Abbott)
- Academia
 - Funding from several companies
 - Scientific advisory boards
 - 3 Program project grants
 - 1 Center grant





COLLABORATION

...a **mutually beneficial** and well-defined relationship entered into by two or more organizations **to achieve common goals**. The relationship includes a **commitment** to a definition of mutual goals; a **jointly developed structure** and **shared responsibility**; **mutual authority and accountability** for success; and **sharing** of resources and rewards.

From “Collaboration Handbook, Creating, Sustaining, and Enjoying the Journey” by Michael Winer

WHY COLLABORATE?

- End result is more than individual contributions
- Allows for original science
- Open new areas of investigation
- Expands expertise





SUCCESSFUL COLLABORATION

- Appreciation of individual expertise
- Understanding of individual motivations
- Knowledge of leadership styles
- Communication skills
- Ability to resolve conflict
- Capacity to design and maintain lateral structures

BUSINESS-ACADEMIC PARTNERSHIP

- What are the pros and cons?



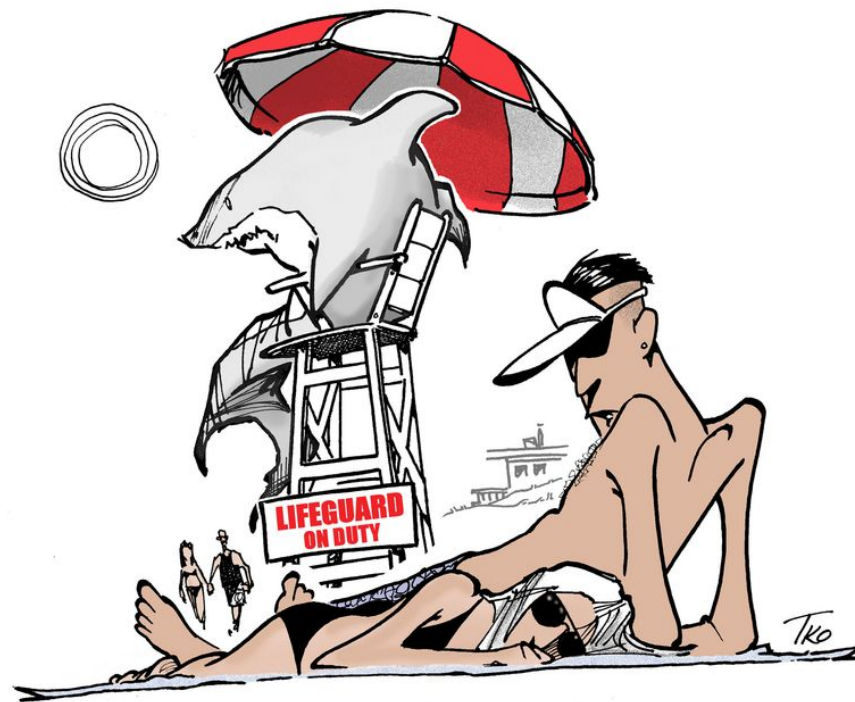
BUSINESS-ACADEMIC PARTNERSHIP

- Who needs to approve this?



BUSINESS-ACADEMIC PARTNERSHIP

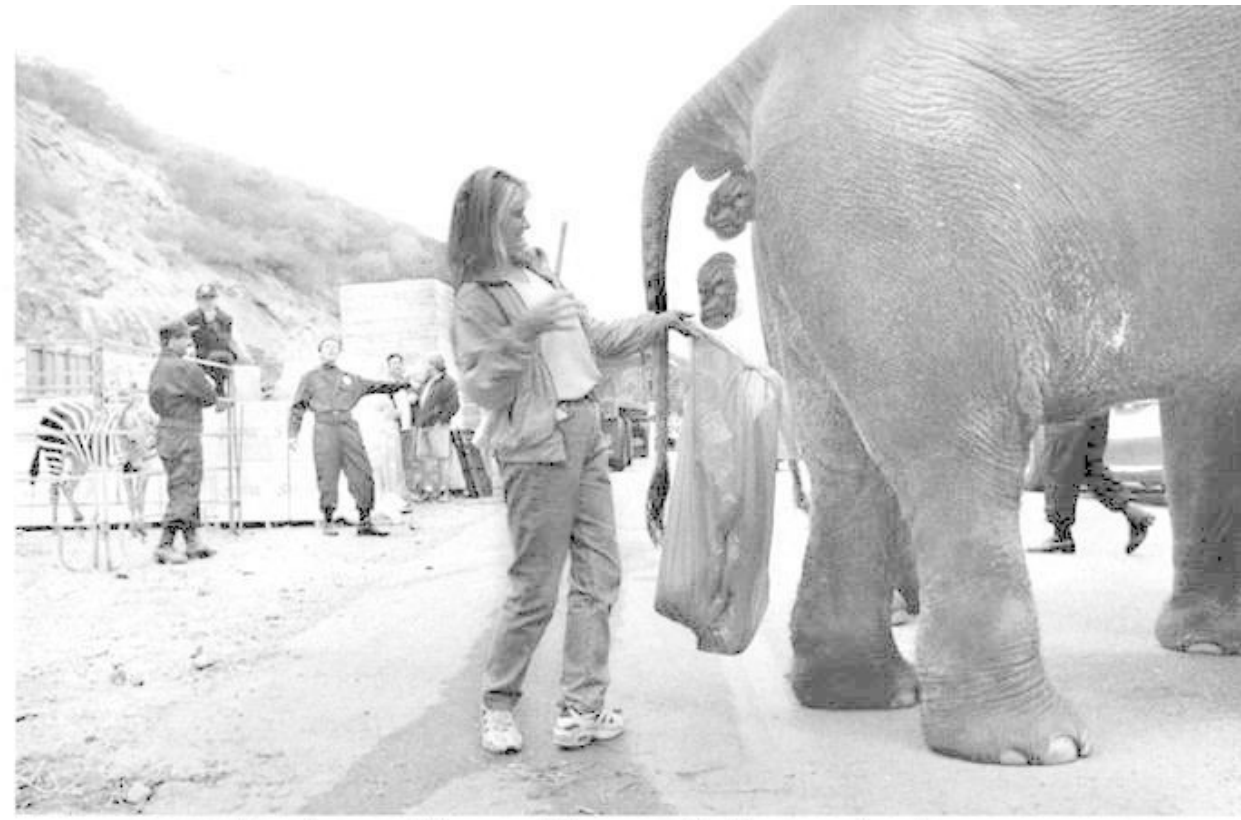
- When is the collaboration considered a conflict of interest?



“So, I’m the only one who sees a conflict of interest here?”

BUSINESS-ACADEMIC PARTNERSHIP

- How are reasonable expectations determined?



BUSINESS-ACADEMIC PARTNERSHIP

- Do you understand the difference between a grant and a contract?





BUSINESS-ACADEMIC PARTNERSHIP

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- When is the collaboration considered a conflict of interest?
- How are reasonable expectations determined?
- Do you understand the difference between a grant and a contract?