INDUSTRY ACADEMIA COLLABORATIONS
DAVID M. POLLOCK
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

• What are the pros and cons?
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• How are reasonable expectations determined?
• Do you understand the difference between a grant and a contract?