



How to Conduct International Collaborations for Research?



Assoc. Prof. Dr. Serdal TEMEL

EBİLTEM-TTO , Head of Innovation and Entrepreneurship Department

24/02/2016

COLLABORATION



To work jointly with others on a common goal that is beyond what any one person or group can accomplish alone.

Planning jointly

Pooling resources

Evaluating outcomes together

Collaboration in research

**...usually involves two or more researchers
within an institution or in different
institutions,
working either in the same field or in different
scientific fields or sectors of the economy.**



Starting Point



“It is extraordinarily rare to find a publication in almost any discipline in which there is a single author”

Daniel Vasgird, West Virginia University

Why we should collaborate?



- Two heads are better than one,
- Science is not a one-man show, researchers need complimentary skills,
- Collaboration is the only way for sustainable success,
- Each of the partners will be more competitive for extramural funding.
- The partnership will lead to synergy in discovery,
- Stakeholders (researchers, departments, schools, society) will benefit,
- It's fun.

Three Simple Realities for Collaboration



- Silence is not golden. Tension, debate, and conflicts are expected,
- Some collaborations fail. If some don't, you are not taking enough risks,
- Collaborations are not forever. They end when a simple rule is violated.

Models for collaborative working

- Bilateral
- Multilateral
- Formal networks or consortia
- Informal networks (“circle of friends”)

The first approach



- Researchers need to collaborate with each other.
- Often, prospective collaborators know each other. Other times, a mutual friends and colleagues may make the introduction.

But what if the person you want to meet is outside your network?

The very first step is often the hardest.

Where does collaboration start?

- Academic events (Conferences, workshops ect.?)
- Social networks (Facebook, LinkedIn, Twitter ect.),
- Personal visits,
- Direct e-mails,
- Anywhere else.

EIGHT GOLDEN RULES (1)



- **Communicate**
 - Get to know each other: two-way visits,
 - Communicate often and regularly,
 - Build good personal relationships,
- **Define the goals** and expected outcomes,
 - Clarify individual expectations
 - Set realistic goals,
 - Define clear benefits for all parties,
- **Identify a work plan**
 - Agree on deadlines for deliverables
 - Set the date for the end of project
- **Choose a leader** or leadership structure,

EIGHT GOLDEN RULES (2)



- **Define roles and responsibilities** of each participant.
 - Identify incentives with a creative approach to,
 - Agree on individual responsibilities,
- **Manage Relationships**
 - Maintain Flexibility in responding to changes,
 - Identify incentives for continuing commitment
 - Create opportunities for the development of the relationship.
- **Discuss administration**
 - Budget administration
 - Data administration and material management,
- **Discuss rights**
 - Identify intellectual property issues,
 - Discuss publication and authorship plans,

Critical success factors for Collaboration (1)



- Appropriate organisational structure for decision-making
- Knowing who is responsible for the relationship at all times, and making arrangements for handovers when necessary (continuity)
- Clear communication channels
- Recognising that a collaboration involves a two-(or more!) way relationship

Critical success factors for Collaboration (2)

- Sharing experience and information,
- Regular monitoring and review (quality assurance),
- Managing and meeting expectations,
- Clarity about financial arrangements (if appropriate),
- Recognition.

Potential Partners- Good Qualities (1)

- Shared vision for a specific research project,
- Complementary (synergistic) resources,
- Scientific expertise, leadership or skill,
- Research infrastructure, including professional staff,
- Research population, samples, database, or toys (technologies, equipment).

Potential Partners- Good Qualities (2)

- Extramural funding,
- Intermediary to research resources,
- Enjoyable personality is a plus but not a requirement,
- Mutual respect is a requirement.

Potential Partners- Poor Qualities

- Non-overlapping research focus,
- Good will but no specific research project,
- Incompatible or conflicting work style,
- Ineffective finisher,
- Inability to recognize and deal with differences in work style and dynamics,
- Questionable integrity,
- Functions at a different speed,
- Working with incompatible goals.

Reasons for Getting a Rejection When Seeking a Collaboration



1. Bad timing,
2. Lack of appreciation of potential partner's focus, priorities, expertise, or strategic direction.
3. Maturation, culture, or style differences:
 1. Early in their career researchers are promiscuous, willing to take high risks (engage in projects with low probability of success), and willing to collaborate with anyone.
 2. By mid-career researchers have become more discerning and targeted.
 3. By late career researchers have a full roster of ongoing and planned projects and have no time for new collaborations.
4. Every "yes" equals a thousand "no"

Thank you,

Assoc. Prof. Dr. Serdal TEMEL,

@Serdal_Temel

Serdal.temel@gmail.com

EU.EBILTEM-TTO and Enterprise Europe Network