



Working at the University-Industry Interface: Effective Strategies for Active Researchers

A new seven-part webseries, from the University-Industry Development Partnership (UIDP), will provide a unique look at how to create better research partnerships between corporations and universities. This series focuses on the relationship between the researcher and the industry partner, and is recommended for: faculty researchers, research center directors, administration from the offices of research, professionals working with sponsored projects, tech transfer officers, and those who cultivate, negotiate, or manage industry partnerships.

Jennifer Silva, MD, and Vijay Ramani, PhD, WashU's [Faculty Fellows in Entrepreneurship](#), will be attending select sessions to answer your questions.

Each pre-recorded session will be available in-person at the locations listed below, or on-demand via Learn@Work. Register for any of the seven sessions via the registration links below.

Session 1: Understanding the Benefits and Challenges of Working with Industry/Research Institutions

Thursday, February 22, 2018

11:00 a.m. - 12:15 p.m.

Eric P. Newman Education Center

Seminar Room A (2nd floor)

Speakers

Richard McCullough, Vice Provost, Harvard University

Deborah Stokes, Director External Research and Academic Alliances, Dell EMC

- Understanding the different types of university-industry engagements
- Scenarios for successful partnerships
- Overcoming common obstacles: Time, Negotiated agreements, Confidentiality, Classified work, Project length

[Register for Session 1](#)

Session 2: Managing Expectations and Creating Long-Term Relationships

Thursday, March 8, 2018

11:00 a.m. - 12:15 p.m.

McDonnell Medical Sciences Building

Erlanger Auditorium

Speakers

Randy Hall, Vice President for Research, University of Southern California

Mark Schmidt, Principal Scientist and Manager, Global University Relations, John Deere

- Six key questions to prepare for industry engagement
- Working with experienced and first-time industry sponsors
- Key points to consider when discussing a specific project

[Register for Session 2](#)

Session 3: Establishing Contacts with Industry and Research Institutions

Thursday, March 22, 2018

11:00 a.m. - 12:15 p.m.

McDonnell Medical Sciences Building

Erlanger Auditorium

Speakers

Stephen Fleming, Vice President, Strategic Business Initiatives, University of Arizona
Paul Fanson, Manager, Research Strategy Office, Toyota

- How to connect with the right person within the industry
 - Utilizing university resources
 - Maximizing internal networks
 - Participating in professional networks
- Personal strategies to employ when networking

[Register for Session 3](#)

Session 4: Preparing Proposals and Budgeting

Thursday, April 5, 2018

11:00 a.m. - 12:15 p.m.

McDonnell Medical Sciences Building

Erlanger Auditorium

Speakers

Abby Benson, Assistant Vice Chancellor for Research and Innovation, University of Colorado Boulder
Gaylene Anderson, US Director, Contracts and Alliance Management, Boehringer Ingelheim

- Identifying and approaching funding sources
- Elements to include in a proposal
- Creating a statement of work and deliverables
- Guidelines for budget setting
- Preparing for industry reviews

[Register for Session 4](#)

Session 5: Addressing Compliance, Contracting and Consulting, and Outside Activities

Thursday, April 19, 2018

11:00 a.m. - 12:15 p.m.

McDonnell Medical Sciences Building

Erlanger Auditorium

Speakers

Katie Morris, University Director, Research Contracting, Indiana University
Charles Adelsheim, Contracts and Licensing Manager, Research and Strategic Collaborations, Varian Medical Systems

- Working with national compliance standards
- Export control laws
- Setting publication guidelines, especially as they relate to confidential and proprietary information
- Consulting and outside activities

[Register for Session 5](#)

Session 6: Managing Intellectual Property (IP) Issues

Thursday, May 10, 2018

11:00 a.m. - 12:15 p.m.

McDonnell Medical Sciences Building

Erlanger Auditorium

Speakers

Dushyant Pathak, Associate Vice Chancellor for Technology Management and Corporate Relations, University of California, Davis

Mary Jo Meyer, Director, Intellectual Property Management, Givaudan

- Identifying and protecting background intellectual property
- Setting parameters around foreground intellectual property

- Assignment and ownership
- Protection and rights
- Negotiating an exclusive or non-exclusive license

[Register for Session 6](#)

Session 7: Benefiting from University-Industry Collaborations with Government Engagement

Thursday, May 17, 2018

11:00 a.m. - 12:15 p.m.

McDonnell Medical Sciences Building

Erlanger Auditorium

Speakers

Theresa Mayer, Vice President for Research and Innovation, Virginia Tech

Chris Ramming, Research Manager, VMware

- Companies partnering with universities to leverage federal funds for corporate investments
- Increasing emphasis of government agencies to show relevance to their R&D portfolios
- Differences among state and federal programs

[Register for Session 7](#)

Questions?

Contact Danica Johnson at danica.johnson@wustl.edu or 314.747.5574.