

INSTITUTE OF PHYSICS COLLABORATION

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COLLABORATION

SHINTON CONSULTING



WHY?

- Research into the Funding Landscape for ECR Physicists
- Evidence of increasingly collaborative landscape
- End points visible, starting points less so
- Important to start at ECR stage

Navigating the Funding Landscape

A Guide



WHO?



- Physicists with insights
 - cross-sector
 - inter- and multi-disciplinary
 - international
- Experts and champions



WHAT?

- examples
- advice
- stories
- key facts and issues

Rank Top 10 key success factors for a successful collaboration

- 1 Strong and trusting personal relationships
- 2 Shared vision, goals and objectives defined, setting in place clear expectations
- 3 Mutual understanding between partners
- 4 Ability of – and opportunities for – staff to work across institutional boundaries
- 5 Collaboration brings about mutual benefits
- 6 Funding available
- 7 Processes for agreeing contracts and intellectual property are in place
- 8 Clear and effective communication between partners
- 9 Organisational support, including senior management buy-in and championing
- 10 Willingness to devote time and resources from both parties

ADVICE

- finding collaborators
- developing the right mindset
- being a good collaborator
- turning ideas into plans
- balancing risk and reward



SYSTEM

- facilitators to collaboration
- IOP
- Funders
- Institutions
- Experts in IP and connecting



MAKING IT WORK

- for your science
- for your career
- for your collaborators
- for the discipline



STORIES

astronomy

with "big" industry

clinicians

spin outs



small/medium enterprises

LHC



life sciences

arts and humanities



MESSAGES

- people are key
- clarity
- transparency
- good systems
- research integrity
- put in and get out



GETTING STARTED



You're in a room with potential collaborators

What do they need to know about you?

What do you need to know about them?



FIRST STEPS

USEFUL THINGS?



- Evidence that you have prior experience in successful collaborations
- Evidence that you are good to work with and reliable
- Clear statements about your skills and capabilities
- Information about your research goals and aims
- Evidence of strong communication skills
- Evidence of project management skills (experience of project leadership)
- Information about resources (and their availability for potential projects)
- Anything that can help them spot “synergy potential”
- Affiliations - credibility
- Motivations
- Projects – what you’ve done before
- Partners – who you’ve worked with

MORE USEFUL?

All of the above and...

Compatible approach

Interests

Evidence of their ethics/integrity

Reliable record of doing things on time

Anything that helps you work out if they
are personally likeable and responsible



Lori Novak

WORKSHOP

- What does this mean for you?

Breadth

Wider relevance of work evident
Insights into working approach and culture
Contributions to other collaborations
Opportunities for finding common ground
Motivations
Future interests
Signs of flexibility

The T-shaped researcher

Depth

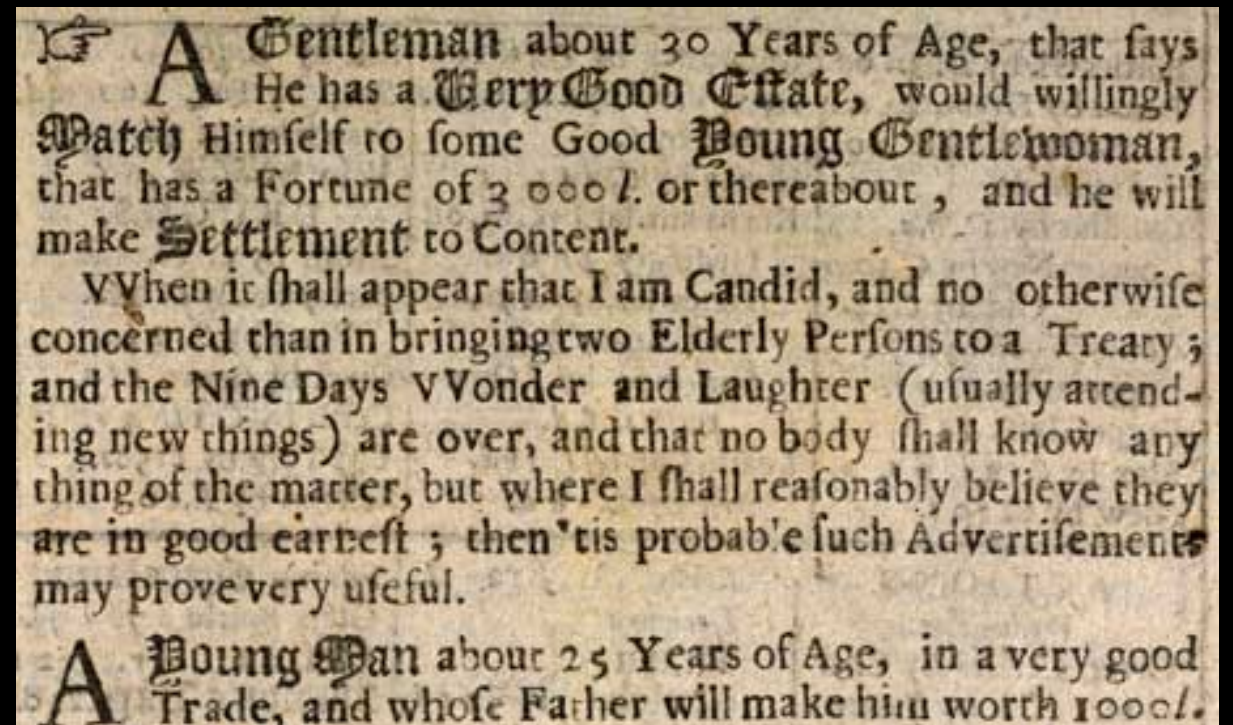
Evidence of expertise
Clear contribution
Credibility and reputation



VISIBILITY TO POTENTIAL PARTNERS

Think about the messages you are sending out about yourself and your interests with your online presence, with the way you present your research, even the way you write and publish

Short reflection – what messages are these external “wanted ads” giving?



A Gentleman about 30 Years of Age, that says He has a **Very Good Estate**, would willingly **Match** Himself to some Good **Young Gentlewoman**, that has a Fortune of 2000 *l.* or thereabout, and he will make **Settlement** to Content.

When it shall appear that I am Candid, and no otherwise concerned than in bringing two Elderly Persons to a Treaty; and the Nine Days Wonder and Laughter (usually attending new things) are over, and that no body shall know any thing of the matter, but where I shall reasonably believe they are in good earnest; then 'tis probable such Advertisements may prove very useful.

A Young Man about 25 Years of Age, in a very good Trade, and whose Father will make him worth 1000 *l.*

FIRST CONNECTIONS

Think about the first connection – when you meet someone, are they easy to talk to, do they share your values about research, are they motivated to produce similar outputs.

Are they interested in what you do?



REALITY BITES

When reality bites – how do they deal with challenges?
Do they meet deadlines?
Do they keep their promises?

Start with something small
to work on together so you
can see their working habits
and approach



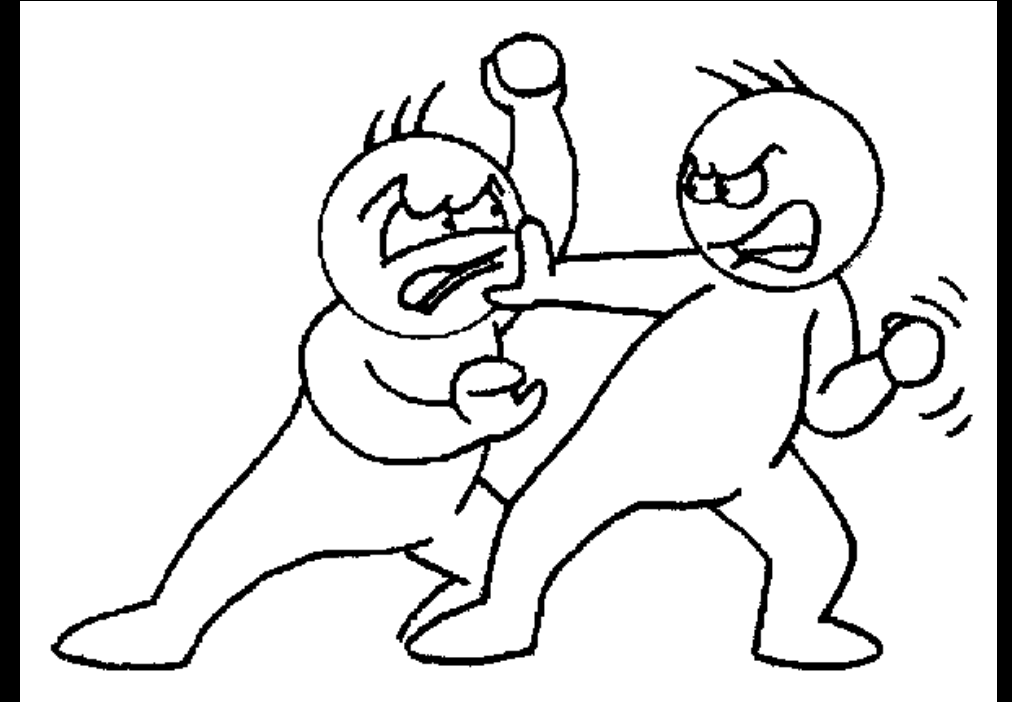
AVOIDING CONFLICT

If there is a conflict, what tools are available to help?

Have you developed the project so you are protected if a partner lets you down?

Is there a clear set of goals and deadlines?

Have you had difficult conversations about potential challenges ahead?



DON'T MAKE ASSUMPTIONS



Put time and effort into the planning;
ask the difficult questions;
use support from the institution (s);
ensure there are regular milestones and outputs (visible signs of effort and progress);
do a thorough risk analysis;
have conversations about what you'll do to avoid or mitigate

CHOOSE YOUR TASK

- gain experience?
 - who to ask
- develop profile?
 - make a plan
- ready to work with someone?
 - produce a list of questions to dig into the project
 - list what you need from them to be effective
- project up and running?
 - plan any difficult conversations needed

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FINAL MESSAGES