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**THE QUESTIONNAIRE**

**CHAPTER 1 – Participant Information**

1. Please enter your contact information

1. Name:
2. Organization:
3. Work Title
4. Department:
5. Country:
6. Email Address:
7. Full Time Equivalent Enrollment

If you serve only the medical school then put in medical school enrollment but if you serve an entire college put in all enrollment including undergraduate.

1. Major Area of Technology Specialization
2. Energy
3. Biology & Healthcare
4. Engineering
5. Software/Information
6. Automotive/Aerospace/Transport
7. Materials/Chemicals/Mining/Agriculture
8. Other (please specify)
9. Your office serves:
10. A specialized unit or college such as a medical school or engineering college
11. A major research university
12. A college or university with technology that can be licensed or sold but that is not a major research university
13. A hospital or other complex that is not connected to higher education
14. A government laboratory
15. Other (please specify)
16. The estimated annual technology & patent licensing revenues of your organization are approximately:
17. Less than $250,000
18. $250,000 to $1 Million
19. $1 Million+ to $5 Million
20. $5 Million+ to $15 Million
21. More than $15 Million
22. Public or Private College
23. Public College
24. Private College
25. Other

 **Number and Dollar Volume of Sponsored Research Agreements with the Private Sector**

1. How many sponsored research agreements with private sector organizations has the college concluded in each of the following years:
2. 2012
3. 2013
4. 2014
5. What is the total volume of funding that your institution received from sponsored research agreements with private sector organizations in each of the following years:
6. 2012
7. 2013
8. 2014

**Multiple and Recurring Sponsors**

1. What percentage of your sponsored research agreements with the private sector over the past five years have involved multiple sponsors?
2. Approximately what percentage of the private sector entities that have a current sponsored research agreement with your institution have had such an arrangement with your institution previously?

**Institutional Organization**

1. Does your institution have an office of sponsored research?
2. Yes
3. No
4. Does the college have one or more individuals employed who are specifically dedicated to research partnerships with private sector entities?
5. Yes
6. No
7. Explain the institutional arrangements for individuals who concern themselves with research partnerships with private sector entities. Are they specialized in certain fields? Do they report to the office of technology transfer, to a research management office, or are they housed in their own department or office? Who is their boss?

**Negotiating Sponsored Research Agreements**

1. What is the average length of time it has taken to negotiate a sponsored research agreement with a partner or partners?
2. In general, in your sponsored research agreement, what percentage of the time does the college or the partner proposes the first contract draft or template? The two numbers should add to 100%.
3. The College or University
4. The Private Partner

**Advisory Boards and Industry Outreach**

1. Does the office of sponsored research, or other office that manages university-private sector partnerships, have an advisory board or council drawn from industry and established to advise the college?
2. Yes
3. No
4. If you have such a board or council please rate its level of importance to your efforts to establish mutually beneficial partnerships with the private sector?

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Not really very useful | Only occasionally useful | Sometimes useful | Often useful | Critically Important  |
| Importance for Making Contacts with Industry  |  |  |  |  |  |
| Usefulness in Drafting Contracts |  |  |  |  |  |
| Usefulness in Advice for Managing Ongoing Projects |  |  |  |  |  |
| Importance for key information useful in negotiations  |  |  |  |  |  |

1. Describe your department's relationship with the alumni affairs office of your institution. Has it been useful in pursuing or arranging sponsored research agreements with private industry? If so how?

**Uses of Staff Time**

1. In each of the following areas, what has been the trend in the use of staff time at your organization for pursuing private sector research partnerships?

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Spending far less time | Spending less time  | Spending about the same amount of time as in the past  | Spending more time than in the past | Spending much more time than in the past  |
| Time spent blogging or using social media to promote sponsored research agreements with industry |  |  |  |  |  |
| Time spent at conferences or seminars looking to promote sponsored research agreements with industry  |  |  |  |  |  |
| Time spent seeking out contracts or agreements with private industry  |  |  |  |  |  |
| Time spent in disputes with professors over rights to or shares of agreements with private industry  |  |  |  |  |  |

1. How does the college go about promoting its openness to sponsored research agreements?

**Legal Costs in Sponsored Research Agreements**

1. You have been asked to speak at our fictional conference: Managing Disputes and Legal Costs in Sponsored Research Agreements with Private Industry. Please give us a one paragraph summary of your remarks.
2. Does your office have any kind of formal evaluation mechanism to assess the results in terms of beneficial contracts with private industry reached for a given level of staff time investment or spending? If so please describe.

**Outlook for the Future**

1. In your view over the next year the amount of funding that your institution receives through sponsored research agreements is likely to:
2. Fall back significantly
3. Decline modestly
4. Stay about the same
5. Increase
6. Increase Significantly
7. The best prospects for sponsored research agreements are in which fields?
8. What percentage of your sponsored research agreements with private sector entities have been in the following fields over the past five years?
9. Medicine/Healthcare
10. Information
11. Technology/Computing
12. Chemicals/Materials
13. Engineering

**Most Involved Faculties**

1. Which faculties or departments at your institution are most involved with helping your organization to forge private sector research agreements?

**Information Flow between Company Researchers and your Institution's Personnel**

1. To what extent does the university encourage contact between its researchers and company personnel that might exploit new knowledge commercially after the conclusion of an industry sponsored research project? Does the college view this as an unnecessary intrusion or an attempt to extract value that is uncompensated? How far has the college gone in meeting industry interest in contact and discussion after the conclusion of a contract?
2. On you sponsored research agreement how would you characterize the flow of information about key company goals and policies between industry sponsors and university researchers?
3. Very little communication between these two different worlds
4. Not very much as it is not the job or university researchers to know much about corporate strategy and goals
5. Usually a pretty good information flow as we strive to understand the corporate environment
6. Excellent as we make a determined effort to help the companies that sponsor our research

**CHAPTER 8 – Disputes**

1. Has the college ever had a dispute with a private sector partner who wished to alter or prevent publication of research findings?
2. Yes
3. No
4. Has the college delayed publication of research findings in order to allow a private sector partner to file a patent claim prior to publication?
5. Yes
6. No
7. Has a private sector partner ever tried to disassociate itself from a partnership, withdraw its name, impeded publication or otherwise tried to obstruct the scholarly distribution of research findings from a joint research venture with your institution?
8. Yes
9. No
10. What advice would you offer to your peers on ways to avoid disputes over the publication of research findings or over the timing of such publications?
11. In what percentage of your research partnerships with private sector entities has your organization as part of this arrangement signed some form of non-disclosure agreement with the private sector entity?

**PARTICIPANTS LIST**

Beth Israel Deaconess Medical Center

Bowdoin College

IPIRA at UC Berkeley

Loma Linda University

Missouri University of Science and Technology

National Institutes of Health

New Jersey Institute of Technology

Rochester Institute of Technology

Southern Illinois University Edwardsville

The Catholic University of America

UCLA

University of Guelph

University of Hawaii

University of Ottawa

University of Regina

University of Rochester

University of Vermont

University of West Florida

UT Austin