

Collaboration for successful R&D: how to work effectively with partners

Dr Gina Micke BSc BVMS (Hons) MVSt PhD



What is Collaboration?

1. the action of working with someone to produce something.

synonyms:

cooperation, alliance, partnership,
participation, combination,
association, concert; teamwork,
joint effort, working together

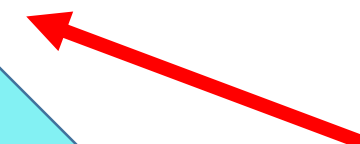
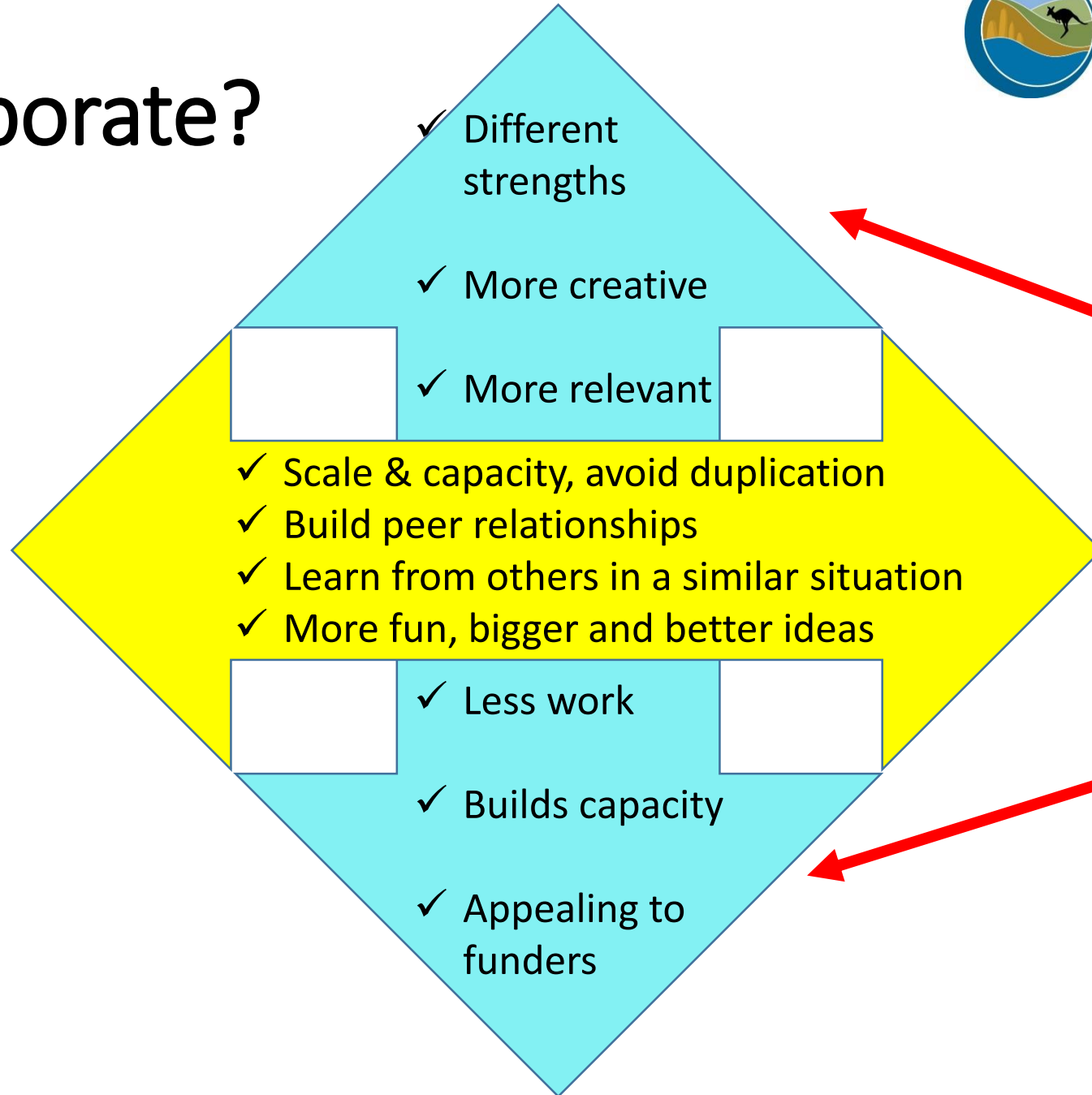
What is Collaboration?

- We aren't collaborators, we were only ever partners.
- We are happy to collaborate but we won't change our project ideas or our budget.
- We are happy to collaborate. We charge \$1500 per day.
- You WILL collaborate.



Why Collaborate?

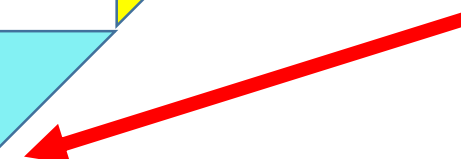
Grower
groups



- Cross industries within ag

- Cross sectors outside of ag

- Cross geographical boundaries





How have WMG Built Partnerships?

- Knocking on doors, building relationships
- Employees with different skill sets & networks
- Prepared to work together
- Create the conversation and instigate a process
- We're still learning!



Essentials for Success

- Trust & Transparency
 - Motivations
- Understanding of each other
 - Outcomes – don't have to be the same
 - Abilities
 - Contribution
 - Accolades & IP
 - Financial expectations
- Willingness to be a fair partner
 - Communicate openly
 - Be inclusive
 - Compromise
 - Accept feedback
 - Accept change
 - Keep it professional
- Put it in writing
 - Clear timelines
 - Clear measures
 - Clear budgets

Essentials for Success

- Remain positive, work together to solve the problem, appreciate each other, forget the power plays and remember the greater good.

*“Coming together is a beginning.
Keeping together is progress.
Working together is success.”*

Henry Ford