**Seminar: Strategies for Managing Successful Partnerships with Industry**

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**Abstract**

This session will provide participants with a range of approaches and management techniques to help with the development and management of industry funded academic research. The presenter will draw on his significant experience in this area through including case study material to give an insightful and interesting view into the delivery of successful collaborative partnerships with industry.

The presentation will focus on six key areas that have the potential to make a significant impact in this area, which are as follows: capturing industry requirements for research (1); running successful workshops (2); preparing winning proposals (3); negotiating the contract (4); managing the relationship with industry (5); measuring collaboration performance (6).

This practitioner focused presentation will be of particular use to those involved in the review, development and administration of industry sponsored programmes but will also be of general interest to others involved in the field of research administration.

**Learning objectives**

(1). To have an improved understanding of the various techniques that contribute to the development of new partnerships with industry and the subsequent management of these partnerships.

(2). To have a better view of how to develop their own competencies and skills to support the development and management of partnerships with industry.

**Bio**

Dr Philbin has worked at Imperial College London in the United Kingdom for 10 years in various senior management roles, including business development and programme management positions. During this time he has managed the award of more than £20million of industry funded research, which has led to the creation of a number of major initiatives at Imperial, including multidisciplinary institutes, research centres and strategic alliances with industrial companies. Before Imperial he worked as a senior manager and research scientist (in organic chemistry) for the UK Ministry of Defence for 9 years. Dr Philbin has authored/co-authored over 40 peer-reviewed journal and conference papers in several areas, including university-industry research collaboration, project management and chemistry. He has presented at many international conferences (in Europe, USA, Canada and Asia), delivered invited and keynote presentations and lectured at different universities. He has chaired many sessions at international conferences and appeared as an expert panel member at two major international conferences in technology management. Dr Philbin is a recipient of the both the Rod Rose Best Paper Award and Best Symposium Paper Award from SRA International as well as the Merritt Williamson Best Paper Award from ASEM (American Society for Engineering Management). He is currently a member of the Editorial Board for the Journal of Research Administration, and was previously a member of the Editorial Advisory Board for the European Journal of Innovation Management. He holds a PhD from Brunel University and a BSc from the University of Birmingham, both in Chemistry as well as an MBA with Distinction from the Open University Business School.