

# The State of University-Business Cooperation in Italy

Part of the DG Education and Culture  
Study on the Cooperation Between  
Higher Education Institutions and  
Public and Private Organisations in Europe

*December 18th, 2013*



**“No matter who is  
right, there is  
significant room for  
improvement in Italian  
university-business  
cooperation”**

No matter who is right, there is significant room for improvement in Italian university-business cooperation

In a study of European university-business cooperation (UBC), the results from Italy show that there are often two different (often very different) perceptions of its development in Italy depending on whether it is HEI managers or academics answering the question. Italian HEI managers rate the extent of Italian UBC generally as moderately developed and average in Europe, whilst Italian academics rate their own extent of UBC as low and one of the least developed in Europe. Again, the two groups have very different assessments of the development of mechanisms that support UBC, with HEI managers saying that they are moderately developed and academics saying that there is a low development of UBC *Strategies* in Italian HEIs. Furthermore, academics perceive the personal *Benefits* from UBC to be also low, a sure inhibitor to UBC in Italy. There are, however some areas of accord. Both groups of respondent assess the primary *Barriers* to UBC in their country to be some of the highest in Europe, with the greatest *Barriers* being 'funding *Barriers*' and bureaucracy. Both groups also perceived UBC *Drivers* to be above the EU average. Whichever group is right; it can be concluded that there is a lot of room for improvement in the development of UBC in Italy. Increasing perceived *Benefits* for academics, reducing the perceived UBC financial *Barriers* and implementing a greater level of UBC *Supporting mechanisms* are priorities, as is reducing the 'perception-gap' between the two groups.

## The State of University-Business Cooperation (UBC) in ITALY

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## The UBC ecosystem

**1** Indirect outcome (society)

**2** Direct outcome (stakeholder)

**3** University-Business Cooperation (UBC) types

**4** Influencing factors

**5** Supporting mechanisms

**6** Key stakeholders

The study focus

## About the study

The results presented in this report were from a study commissioned by the European Commission (EC). Surveys were sent out to all registered European HEIs in 33 countries in 2011. In total, 6,280 responses were received from European academics and HEI management (HEI managers and HEI professionals working with industry) whilst from Italy, 419 responses from academics (324) and HEI management (95) were received. The study measured the perceptions of these two groups in respect to their own cooperation efforts and those of their university respectively.

## Methodology

The survey was created during a project completed with the EC in a fifteen and a half month study on the cooperation between HEIs and public and private organisations in Europe. The main components of the project were in-depth qualitative interviews with 10 recognised industry experts as well as a major quantitative survey. The survey was translated into 22 languages and sent to all registered European HEIs (numbering over 3,000) in 33 countries during March 2011. Through this, a final sample population of 6,280 academics and HEI management was achieved making the study the largest study into cooperation between HEIs and business yet completed in Europe.

## Objective

The objective of this report is to evaluate the current status of UBC in Spain and benchmark these outcomes against European HEIs. As a result of this analysis, the reader will have a clearer understanding of the extent of cooperation with business. Furthermore, the report aims to highlight the *Barriers* and *Drivers* preventing or motivating cooperation as well as the extent of development of mechanisms supporting UBC, in comparison with the European average.

Questions were posed to two groups within HEIs. These groups were asked about their perception of UBC:

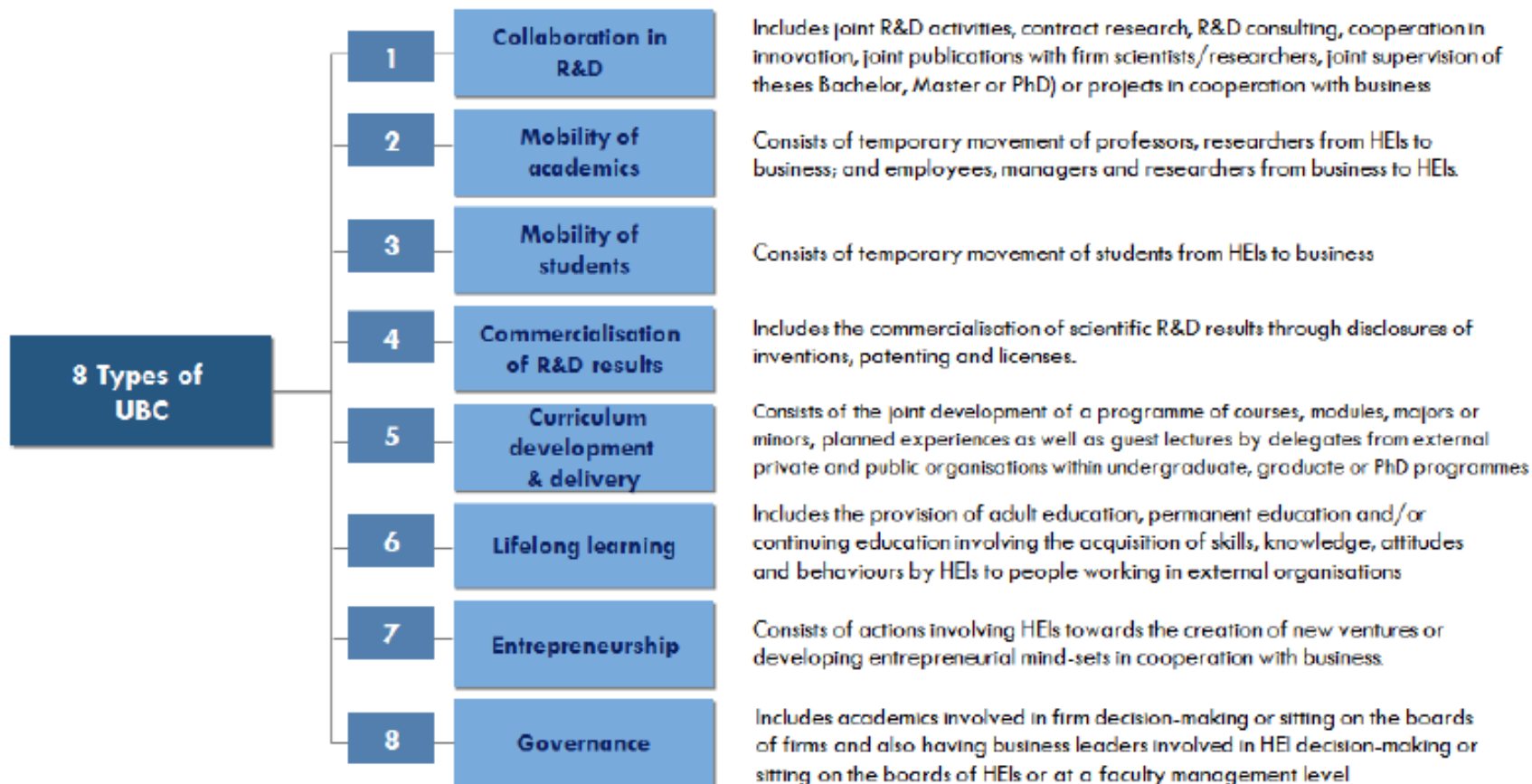
1. **Individual academics** were asked to respond on behalf of themselves.
2. **HEI management** (HEI managers and university professionals working with industry) were asked to respond on behalf of their HEI.

	Focus	Responded on behalf of	Colour code for results
1	Academics	Indv. academics	Green
2	HEIs	HEI management and university professionals working with industry	Orange

Colour codes have been used throughout the report to identify those results received from the academic (green) and those results received from the HEI (orange).

## Extent of UBC

Eight types of cooperation between university and business have been recognised in the *State of European UBC Report* with the following descriptions:

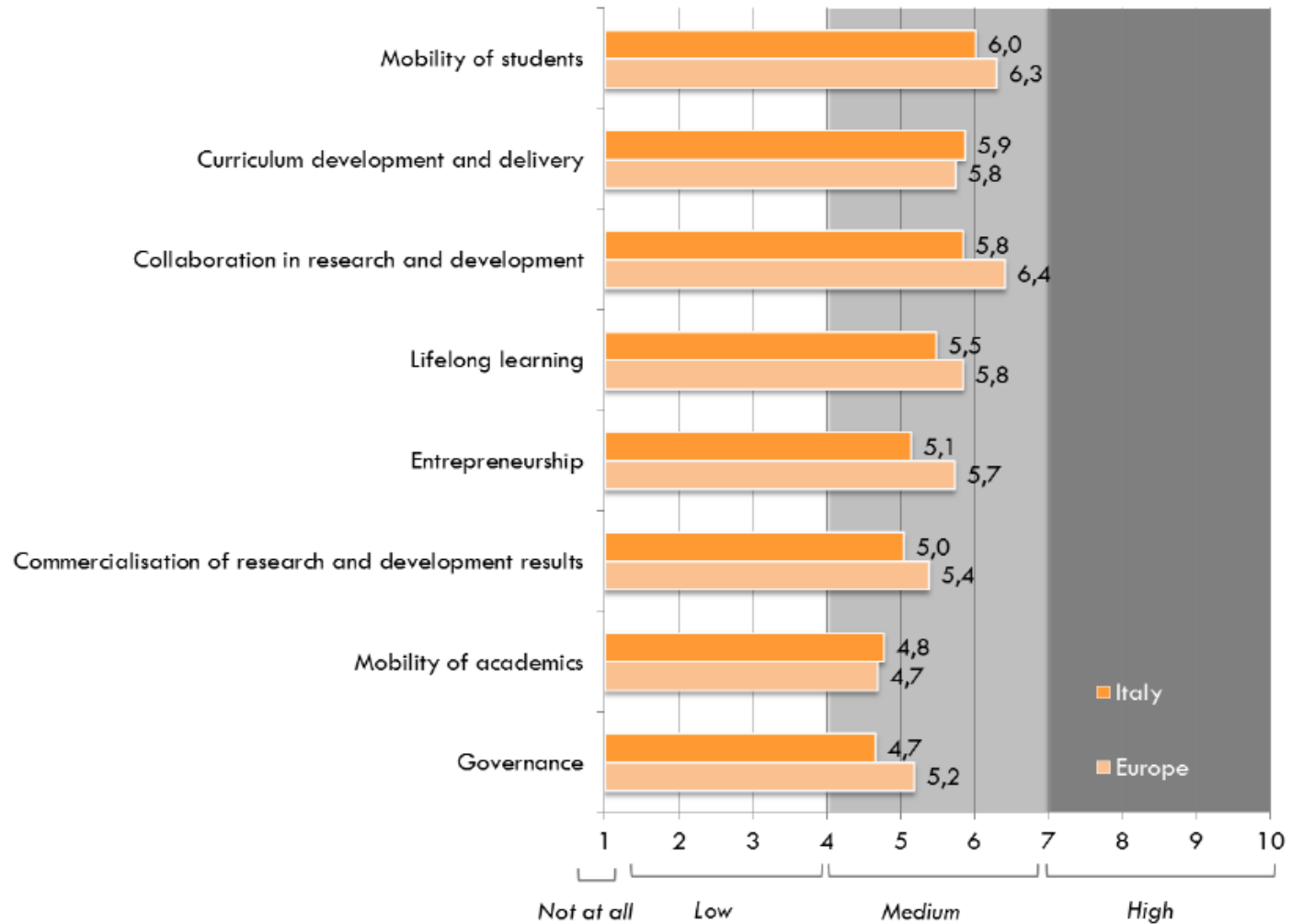


### Relationship among cooperation types

The study identified that HEIs tend to cooperate at a similar level in all UBC types e.g. if they cooperate to a high extent with business in *Collaboration in R&D*, they cooperated to a similar extent for all the types of UBC.

## Extent of University-Business Cooperation in Italy

As answered by HEI management

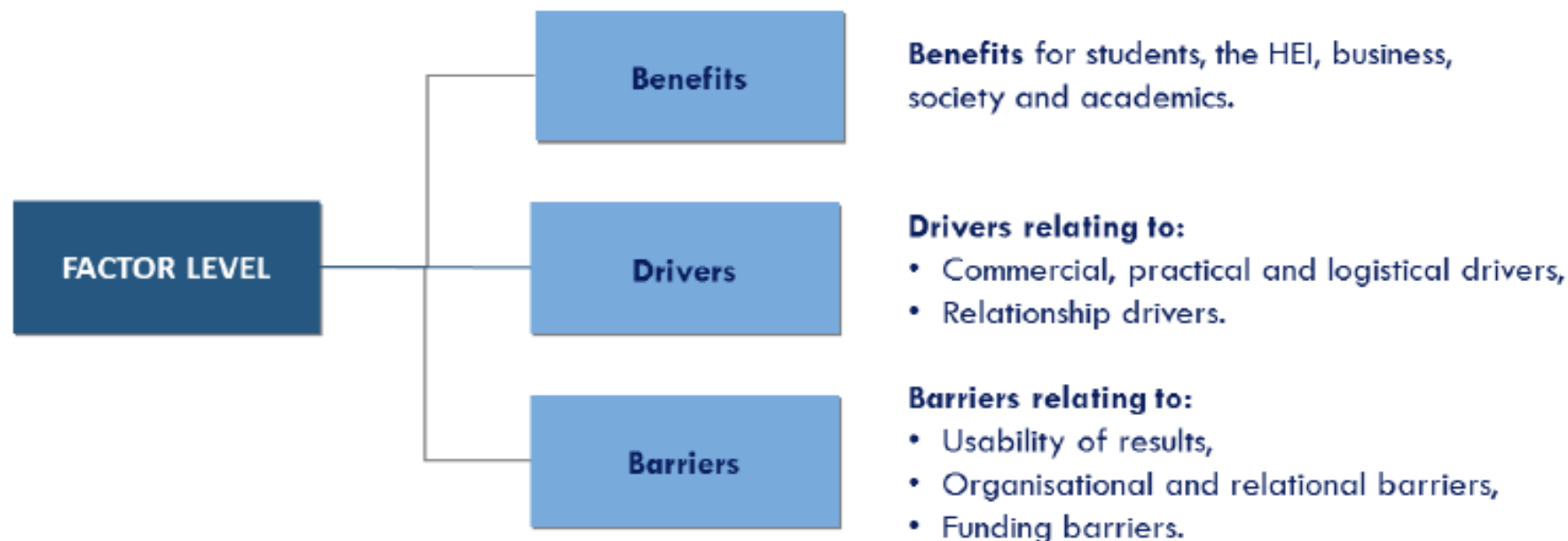


HEIs

ACAD

## Factors influencing the extent of UBC

The coming section will outline the extent to which a number of factors affect cooperation within business in Spain. These factors have been found to significantly influence cooperation within the European context.



## Barriers (grouped) to cooperation – Italy vs. Europe

As answered by academics and HEI management

Usability of results	Extent of relevance (1-10)		Extent of relevance (1-10)	
	Italy		Europe	
	ACAD	6.2	ACAD	6.1
HEI	5.7	HEI	6.0	

Funding barriers	Extent of relevance (1-10)		Extent of relevance (1-10)	
	Italy		Europe	
	ACAD	7.2	ACAD	6.5
HEI	7.7	HEI	6.8	

Relational barriers	Extent of relevance (1-10)		Extent of relevance (1-10)	
	Italy		Europe	
	ACAD	7.0	ACAD	6.4
HEI	6.5	HEI	6.2	

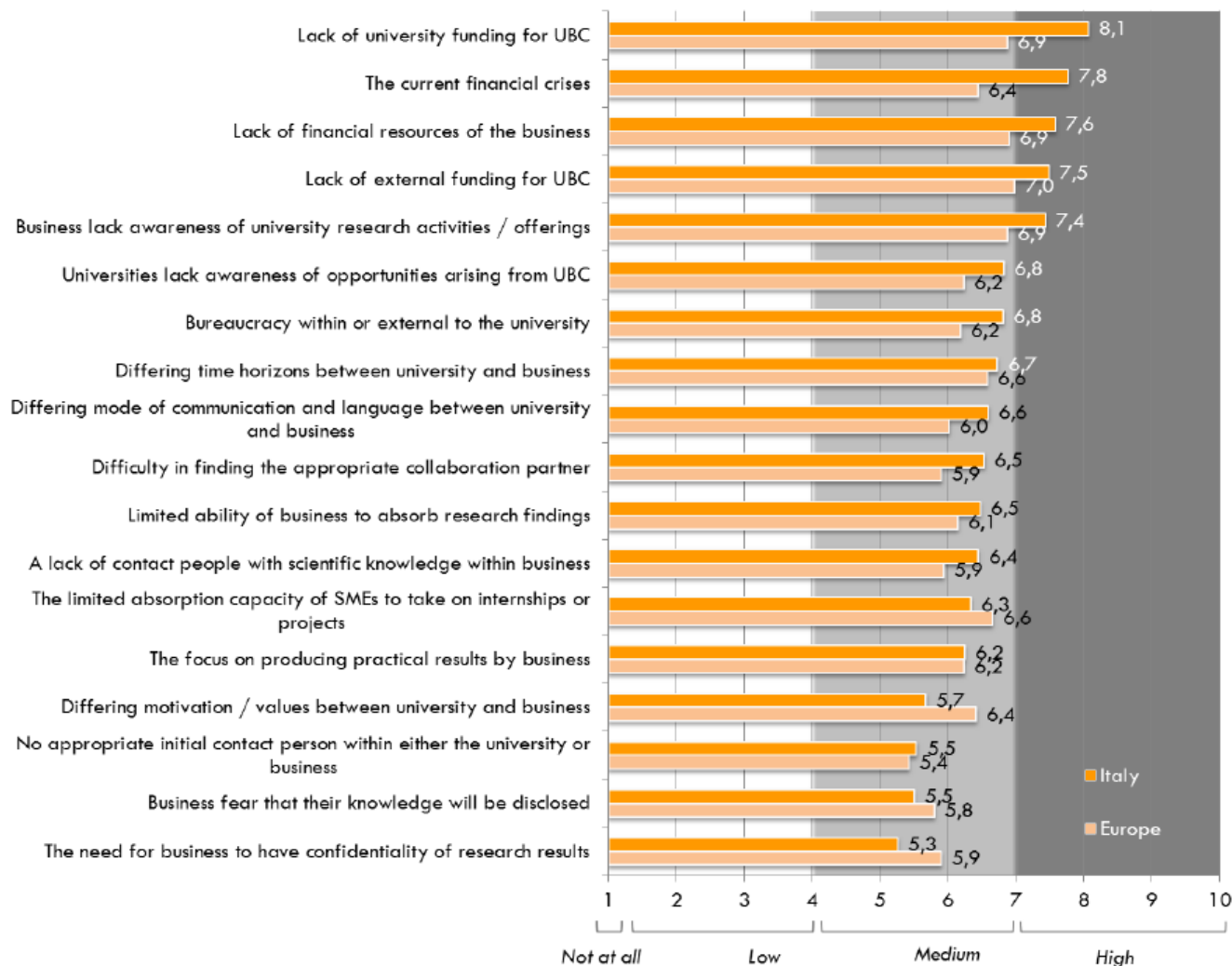
HEIs

ACAD



## Main Barriers to cooperation – Italy vs. Europe

As answered by HEI management



HEIs

ACAD

## Drivers (grouped) of cooperation – Italy vs. Europe

As answered by academics and HEI management

Relationship drivers	Extent of facilitation (1-10)		Extent of facilitation (1-10)	
	Italy		Europe	
		ACAD	7.2	ACAD
	HEI	7.0	HEI	7.0

- Existence of mutual trust,
- Existence of mutual commitment,
- Having a shared goal,
- Understanding of common interest by different stakeholders (e.g. universities; business; individuals; students),
- Prior relation with the business partner,
- Cooperation as effective means to address societal challenges and issues.

Business drivers	Extent of facilitation (1-10)		Extent of facilitation (1-10)	
	Italy		Europe	
		ACAD	6.3	ACAD
	HEI	6.2	HEI	6.7

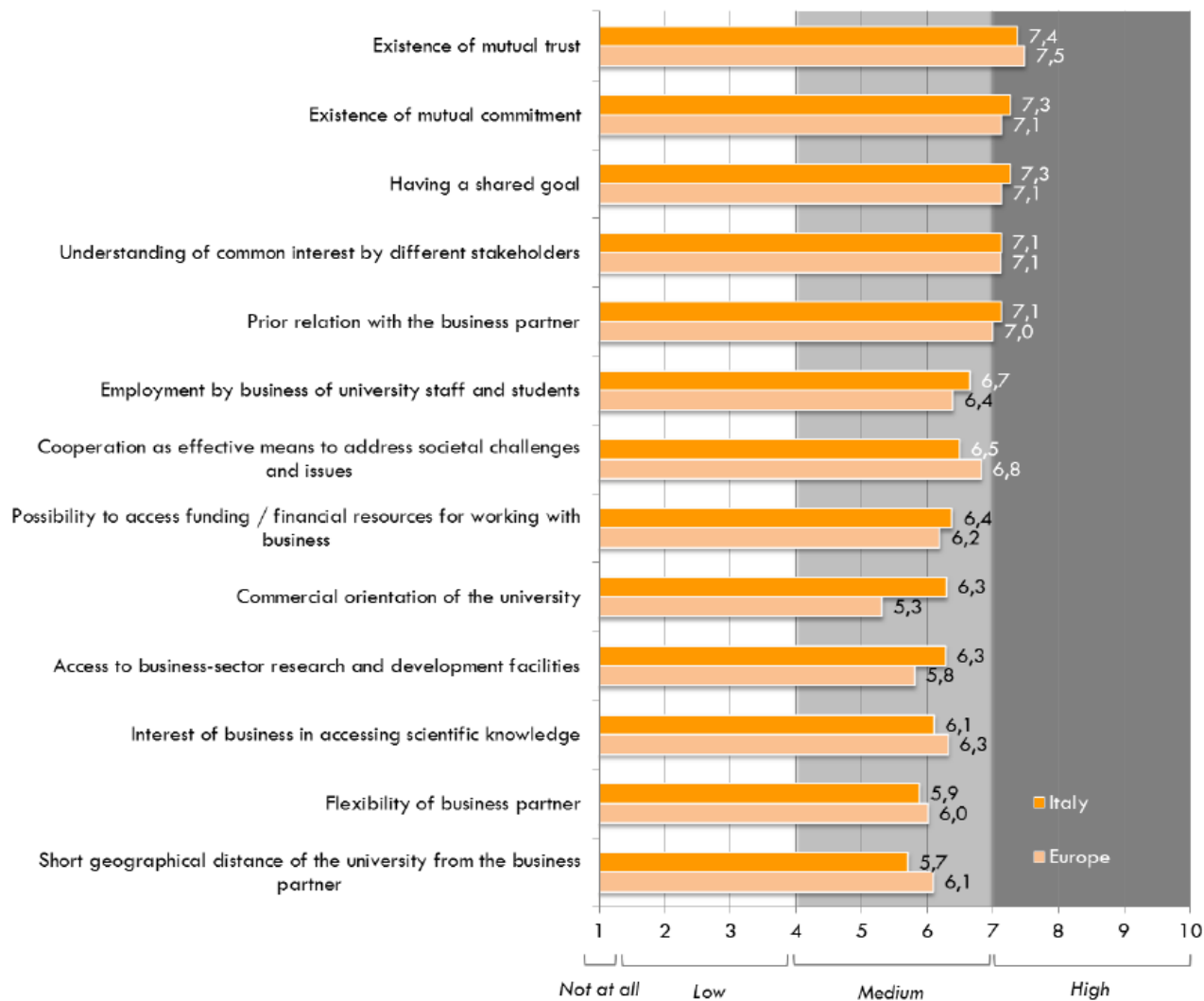
- Employment by business of HEI staff and students,
- Interest of business in accessing scientific knowledge,
- Possibility to access funding / financial resources for working with business,
- Short geographical distance of the HEI from the business partner
- Flexibility of business partner,
- Access to business-sector research and development facilities
- Commercial orientation of the HEI.

HEIs

ACAD

## Main Drivers of cooperation – Italy v Europe

As answered by HEI management



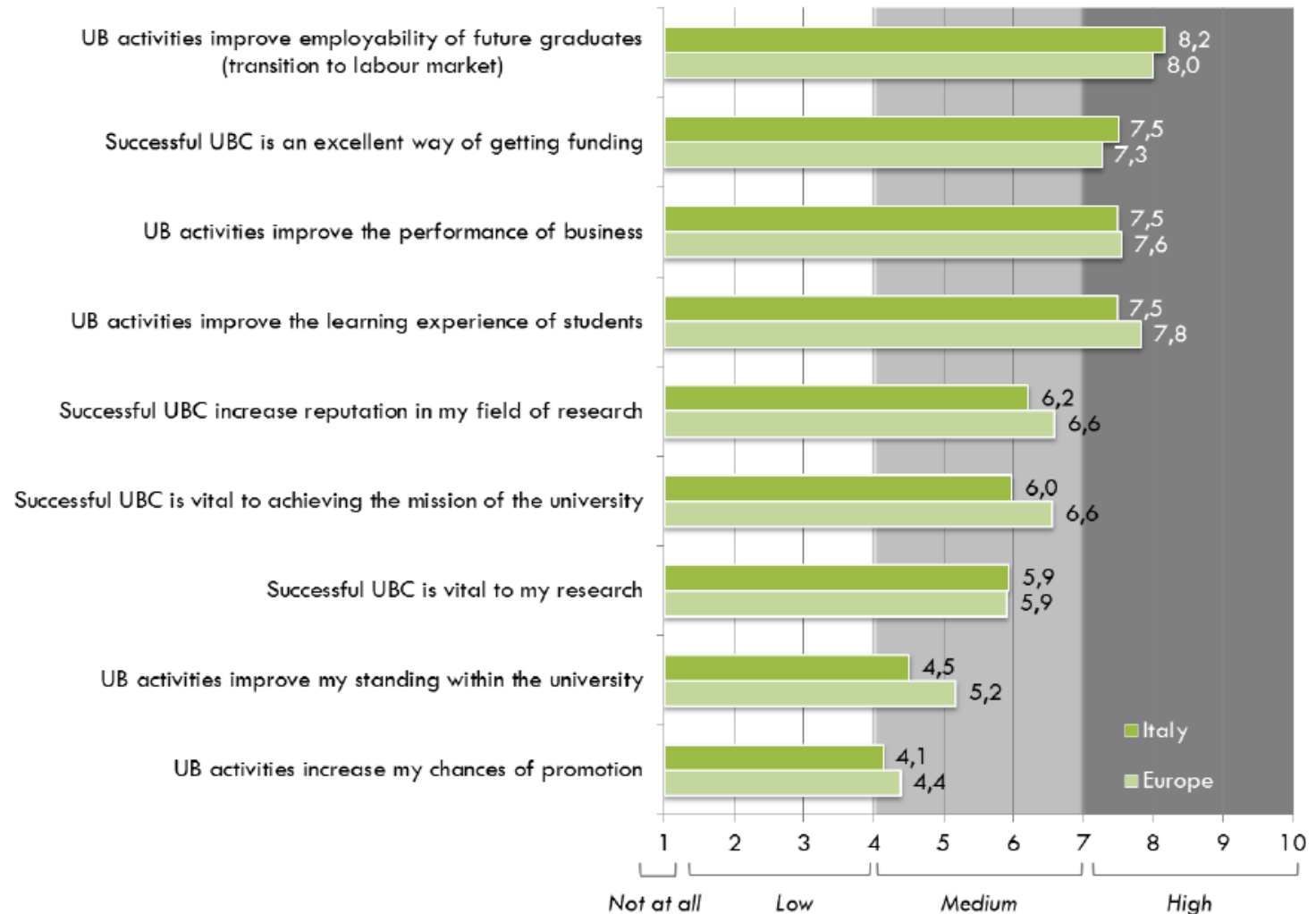
## Benefits (grouped) from cooperation – Italy v Europe

As answered by academics

<b>Benefits for students</b> <ul style="list-style-type: none"> <li>• UB activities improve employability of future graduates</li> <li>• UB activities improve the learning experience of students</li> </ul>	Extent of importance (1-10)		Extent of importance (1-10)	
	Italy		Europe	
	ACAD	7.8	ACAD	7.9
<b>Benefits for business</b> <ul style="list-style-type: none"> <li>• UB activities improve the performance of business</li> </ul>	Extent of importance (1-10)		Extent of importance (1-10)	
	Italy		Europe	
	ACAD	7.5	ACAD	7.6
<b>Benefits for HEIs</b> <ul style="list-style-type: none"> <li>• Successful UBC is vital to achieving the mission of the HEI</li> </ul>	Extent of importance (1-10)		Extent of importance (1-10)	
	Italy		Europe	
	ACAD	6.0	ACAD	6.6
<b>Benefits for academics</b> <ul style="list-style-type: none"> <li>• Successful UBC is an excellent way of getting funding</li> <li>• Successful UBC increases my reputation in my field of research</li> <li>• Successful UBC is vital to my research</li> <li>• UB activities improve my standing within the university</li> <li>• UBC activities increase my chances of promotion</li> </ul>	Extent of importance (1-10)		Extent of importance (1-10)	
	Italy		Europe	
	ACAD	5.7	ACAD	5.9

## Benefits from cooperation – Italy vs. Europe

As answered by academics



## Benefits (grouped) from cooperation – Italy vs. Europe

As answered by HEI management

Benefits for the HEI	Extent of importance (1-10)		Extent of importance (1-10)	
	Italy		Europe	
	HEI	8.4	HEI	7.7

- UBC is vital to achieving the mission of the HEI.

Benefits for students	Extent of importance (1-10)		Extent of importance (1-10)	
	Italy		Europe	
	HEI	8.4	HEI	8.5

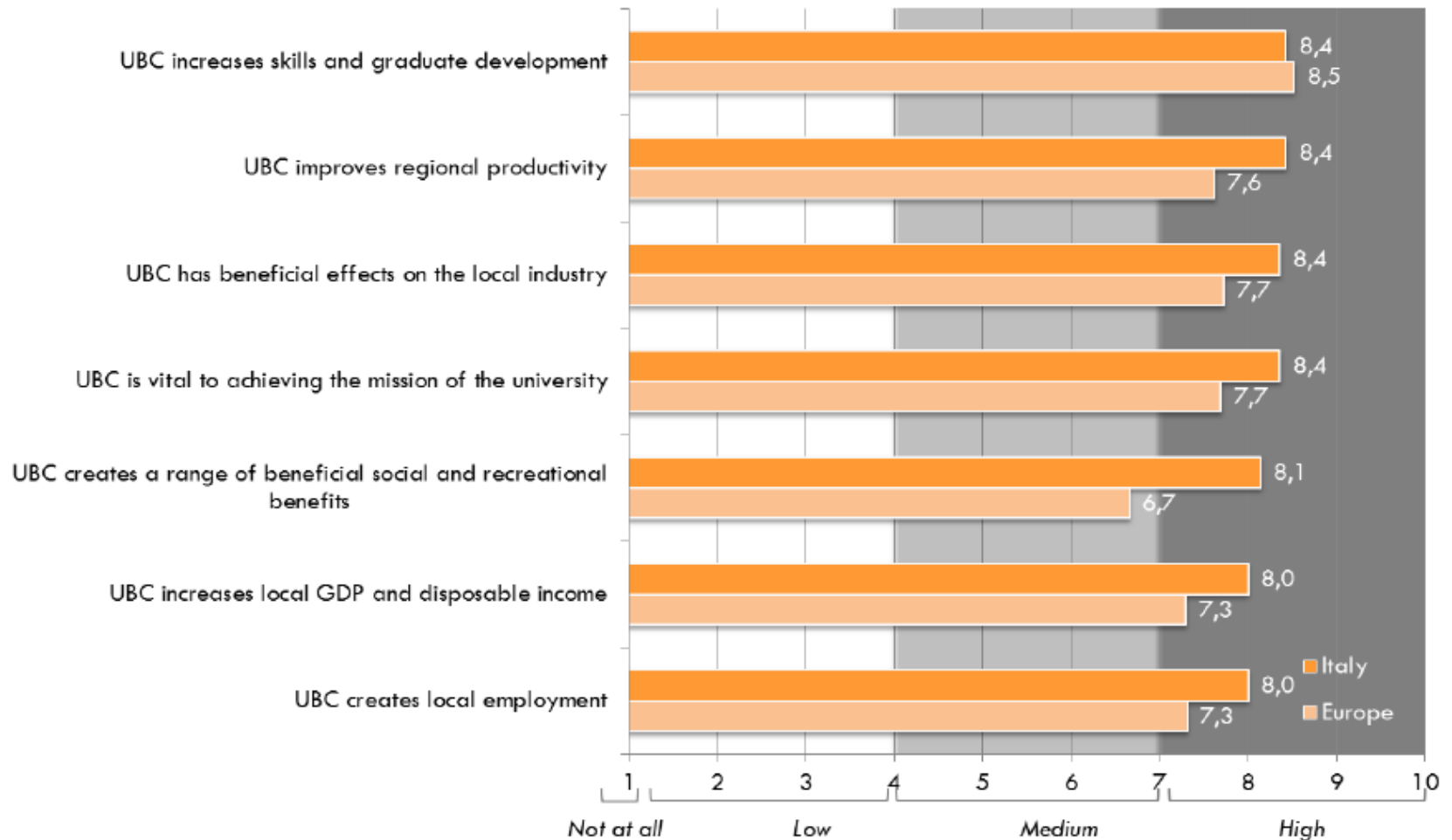
- UBC increases skills and graduate development

Benefits for business and society	Extent of importance (1-10)		Extent of importance (1-10)	
	Italy		Europe	
	HEI	8.2	HEI	7.3

- UBC has beneficial effects on the local industry
- UBC improves regional productivity
- UBC creates local employment
- UBC increases local GDP and disposable income
- UBC creates a range of beneficial social and recreational benefits

## Benefits from cooperation – Italy v Europe

As answered by HEI management



# BENCHMARK

...universities in your region

...your university!

Using the State of European University-Business Cooperation (HIPPO) study results, decision makers, managers and practitioners involved in UBC can benefit from receiving:

1. a benchmark in terms of UBC of your organisation, institution, sector, region or country against others.
2. a clear picture of progress in efforts to increase UBC,
3. proactive areas of focus for increasing UBC,
4. the required information to advance UBC within their region or institution

A state of the UBC report dedicated to your organisation can assist with developing greater financial and non financial benefits from UBC.. It will be provided to your organisation in the form of a report and/or presentation.

**Please contact [davey@apprimo.com](mailto:davey@apprimo.com) for more information.**

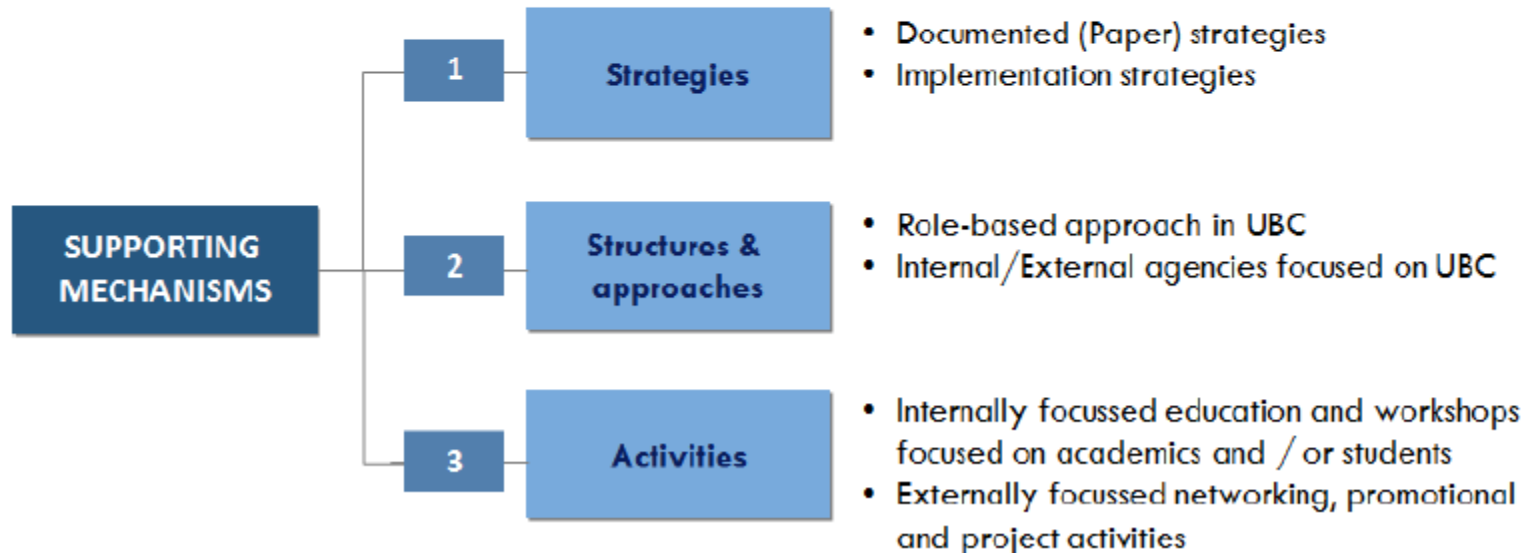




## Supporting mechanisms for UBC

*Supporting mechanisms* are interventions designed to support the development of cooperation between HEIs and business.

The coming section will outline the extent to which UBC *Supporting mechanisms* are developed in Spain. The development of these mechanisms has been found to significantly influence cooperation within the European context.



## Supporting mechanisms explained

The UBC *Supporting mechanisms* constitute the ‘action-level’, where all stakeholders need to focus their efforts when they want to influence the extent of UBC.

The specific role and importance of *Supporting mechanisms* at HEIs has long been recognised in both practice and literature. They are often recognised in multiple ways including (i) in a variety of different names (e.g. interventions, enablers), (ii) captured in a model (e.g. ecosystem, regional innovation system) or (iii) known as individual elements (e.g. activities, infrastructure).

A key finding of the *State of European UBC Report* was that the extent of development of the *Supporting mechanisms* was found to significantly affect the extent of general activity between HEIs and business. The nature of the *Supporting mechanisms* in terms of (i) responsibility, (ii) expense and (iii) time to impact are summarised in the table below.

	Primary responsibility for the mechanism	Secondary responsibility	Expense	Time to impact
Strategies	HEI management	All UBC stakeholders	Low	Long term
Structures and approaches	HEI / regional Govt. and agencies	Regional UBC stakeholders	Agencies: High Personnel: Med-high	Agencies: Long Personnel: Medium
Operational activities	Knowledge transfer Professionals	Regional UBC stakeholders	Medium	Short-medium term

## Development of UBC Strategies (grouped) – Italy vs. Europe

As answered by HEI management

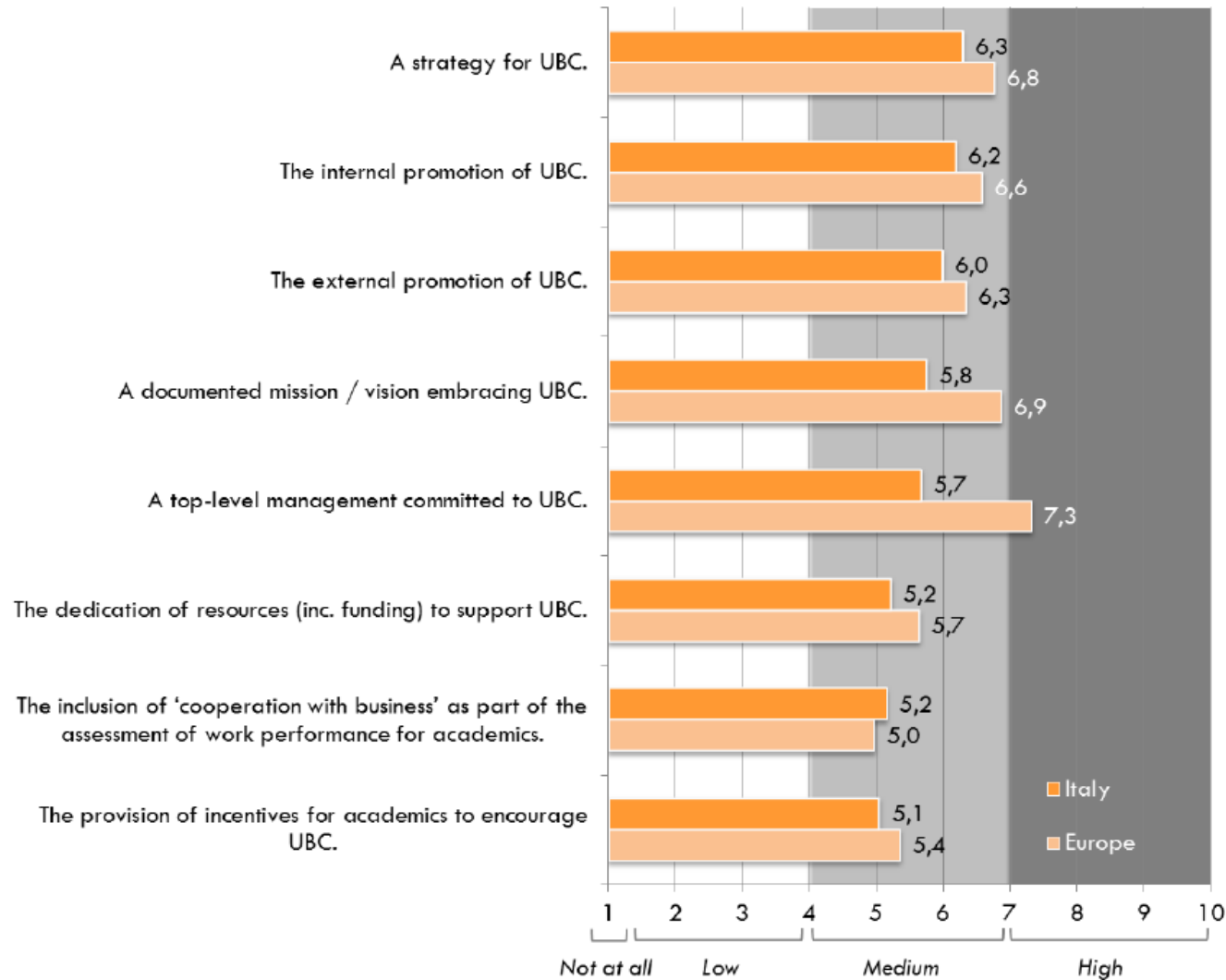
Documented (Paper) strategies	Extent of development (1-10)		Extent of development (1-10)	
	Italy		Europe	
<ul style="list-style-type: none"> <li>• A top-level management committed to University-Business cooperation,</li> <li>• A documented mission / vision embracing University-Business cooperation,</li> <li>• A strategy for University-Business cooperation,</li> <li>• The internal promotion of University-Business cooperation.,</li> <li>• The external promotion of University-Business cooperation.</li> </ul>	HEI	5.9	HEI	6.8

Implementation and motivation strategies	Extent of development (1-10)		Extent of development (1-10)	
	Italy		Europe	
<ul style="list-style-type: none"> <li>• The dedication of resources (inc. funding) to support University-Business cooperation,</li> <li>• The provision of incentives for academics to encourage University-Business cooperation,</li> <li>• The inclusion of 'cooperation with business' as part of the assessment of work performance for academics.</li> </ul>	HEI	5.2	HEI	5.4

## Development of UBC Strategies – Italy vs. Europe

As answered by HEI management



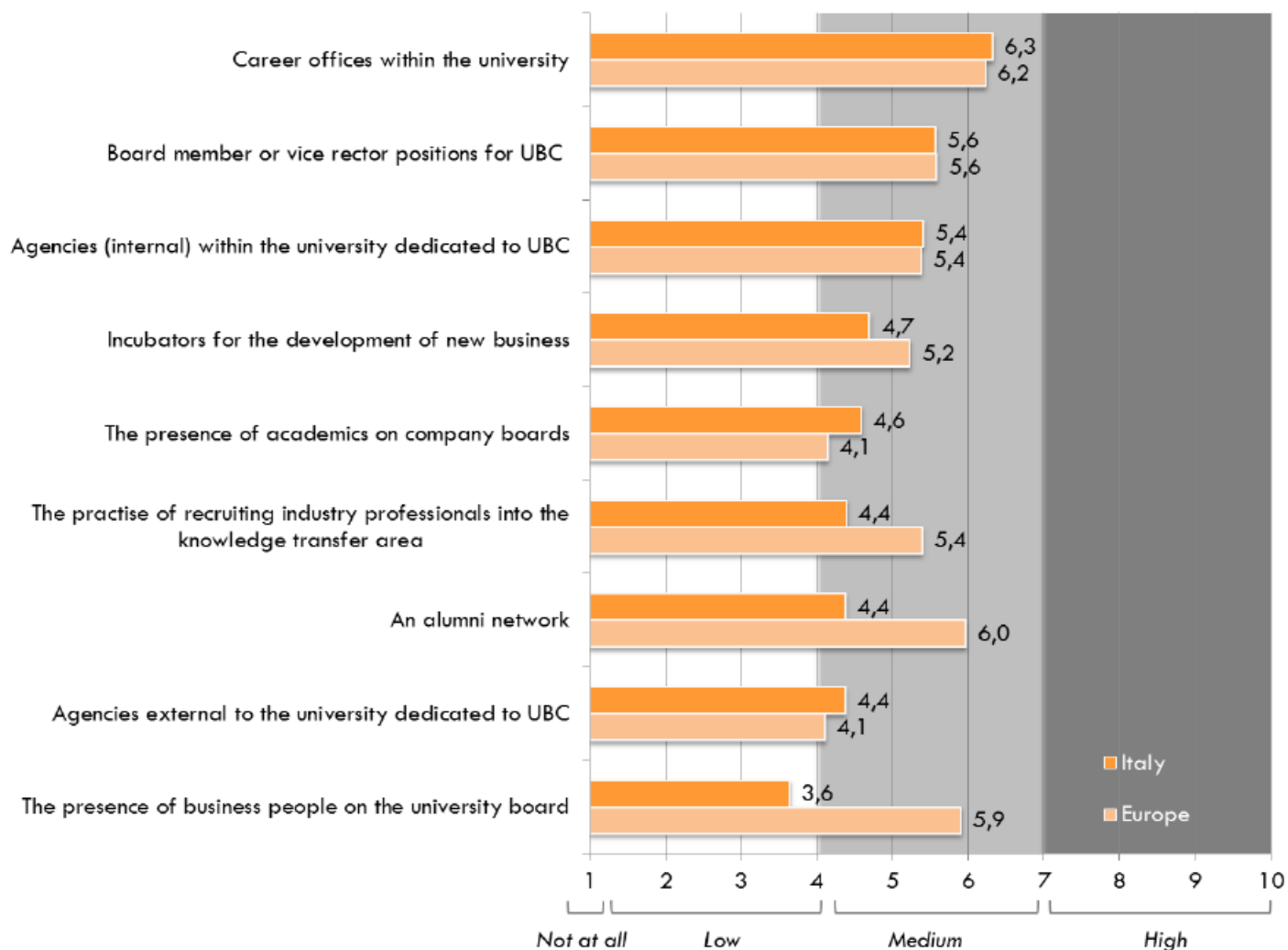
## Development of UBC structures and approaches (grouped) – Italy vs. Europe

As answered by HEI management

Roles-based approaches in UBC	Extent of development (1-10)		Extent of development (1-10)	
<ul style="list-style-type: none"> <li>• The presence of academics on company boards,</li> <li>• The presence of business people on the HEI board,</li> <li>• Board member or vice rector positions for UBC.</li> <li>• The practise of recruiting industry professionals into the knowledge transfer area.,</li> <li>• An alumni network.</li> </ul>	Italy		Europe	
	HEI	4.5	HEI	5.4
Internal/External agencies focused on UBC	Extent of development (1-10)		Extent of development (1-10)	
<ul style="list-style-type: none"> <li>• Career offices within the HEI,</li> <li>• Agencies external to the HEI dedicated to UBC</li> <li>• Agencies (internal) within the HEI dedicated to UBC,</li> <li>• Incubators for the development of new business.</li> </ul>	Italy		Europe	
	HEI	5.2	HEI	5.3

## Development of UBC structures and approaches –Italy vs. Europe

As answered by HEI management



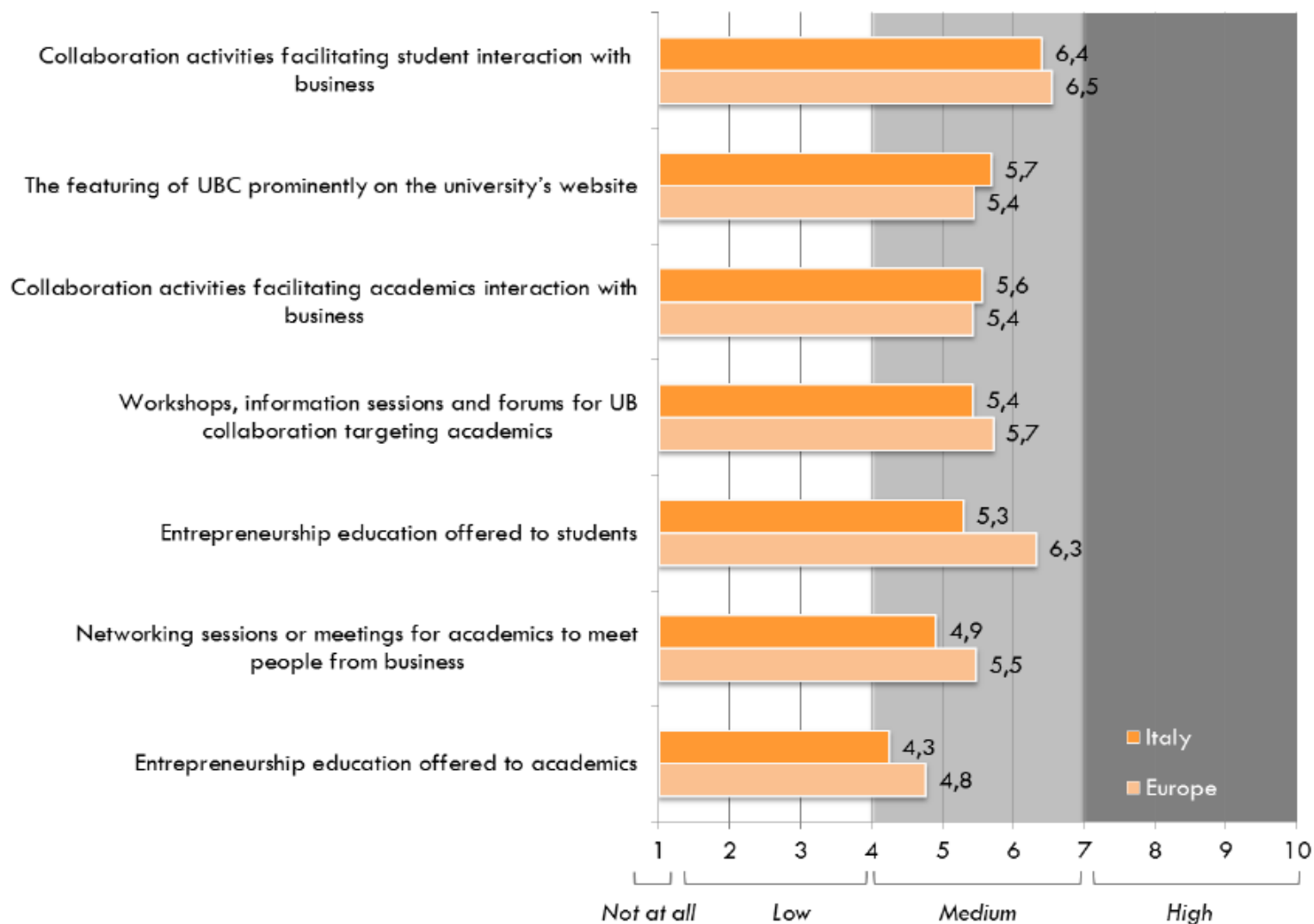
## Development of UBC operational activities (grouped) – Italy vs. Europe

As answered by HEI management

<b>Internally focused education and workshops focused on <u>academics</u></b>	Extent of development (1-10)		Extent of development (1-10)	
<ul style="list-style-type: none"> <li>Workshops, information sessions and forums for University-Business collaboration targeting academics,</li> <li>Entrepreneurship education offered to academics.</li> </ul>	Italy		Europe	
	HEI	4.9	HEI	5.3
<b>Internally focused education and workshops focused on <u>students</u></b>	Extent of development (1-10)		Extent of development (1-10)	
<ul style="list-style-type: none"> <li>Entrepreneurship education offered to students.</li> </ul>	Italy		Europe	
	HEI	5.3	HEI	6.3
<b>Externally focused networking, promotional and project activities</b>	Extent of development (1-10)		Extent of development (1-10)	
<ul style="list-style-type: none"> <li>Networking sessions or meetings for academics to meet people from business,</li> <li>The featuring of University-Business cooperation prominently on the HEI's website,</li> <li>Collaboration activities facilitating student interaction with business,</li> <li>Collaboration activities facilitating academics interaction with business.</li> </ul>	Italy		Europe	
	HEI	5.7	HEI	5.7

## Development of UBC operational activities – Italy v Europe

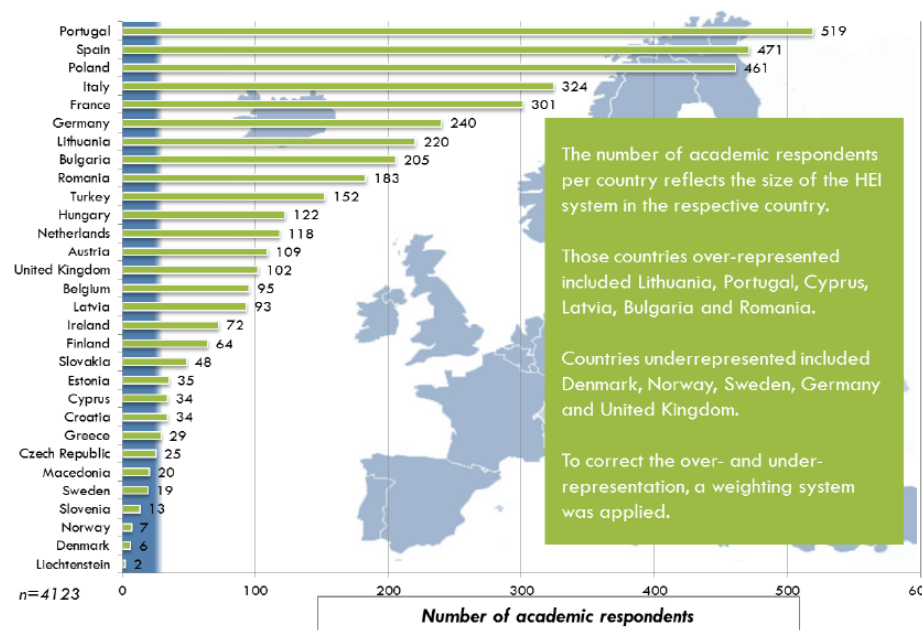
As answered by HEI management





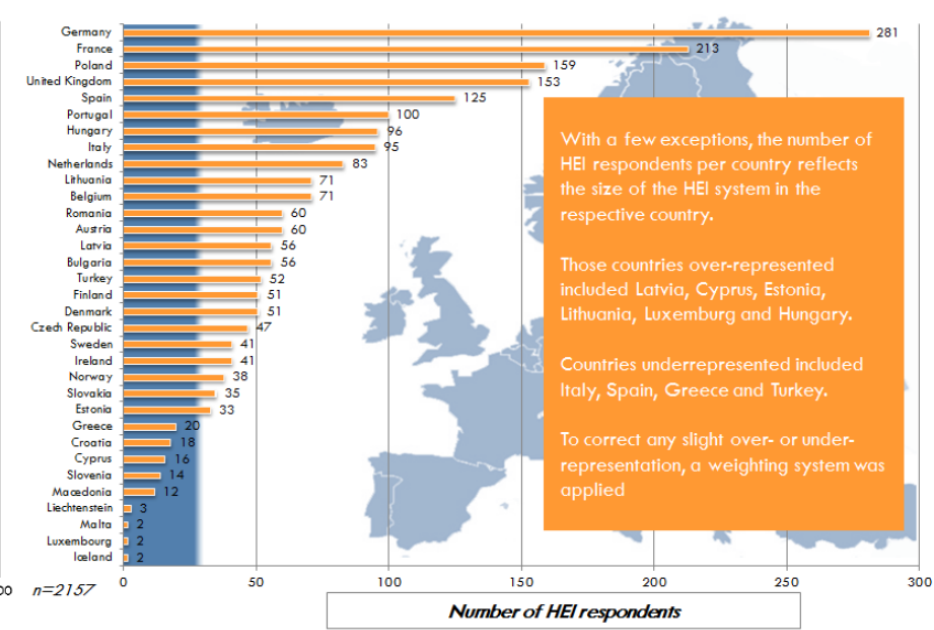
## Respondents (academic)

### Country

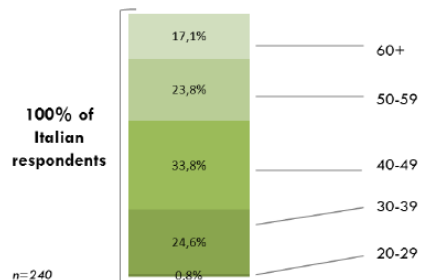


## Respondents (HEIs)

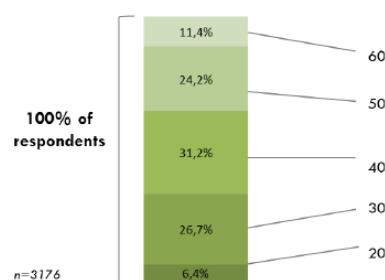
### Country



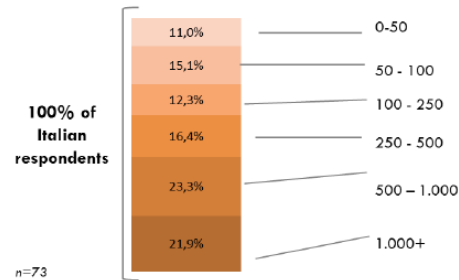
## Age of respondents in Italy



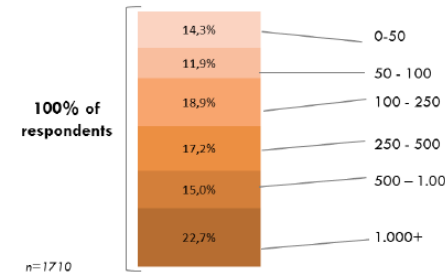
## Age of respondents in Europe



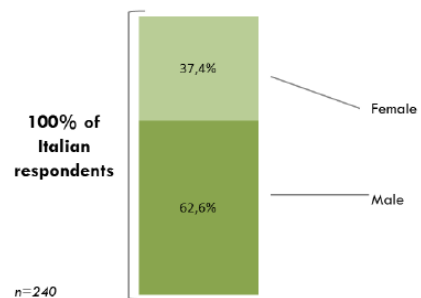
## Number of academics per HEI in Italy



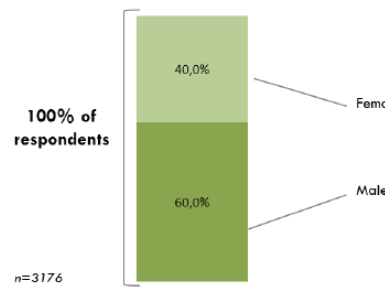
## Number of academics per HEI in Europe



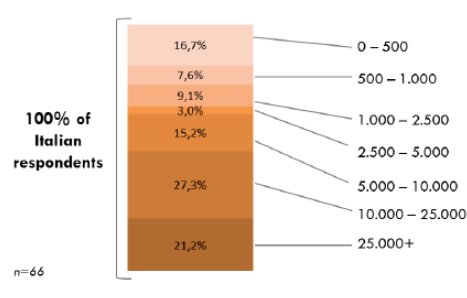
## Gender of respondents in Italy



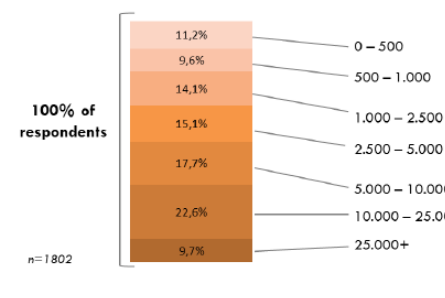
## Gender of respondents in Europe



## Number of students per HEI in Italy



## Number of students per HEI in Europe



## Science Marketing

Science-to-Business Marketing Research Centre



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For more information about the University-Business Cooperation reports please contact Todd Davey ([davey@apprimo.com](mailto:davey@apprimo.com)).

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If you are involved  
in any form of  
university-business collaboration (UBC)  
you need to understand the  
**'big picture'**

Describing University-Business Cooperation (UBC)

# The UBC Ecosystem

A model for understanding the important elements affecting University-Business Cooperation (UBC)

**Model created by**

Todd Davey, Victoria Galan Muros, Arno Meerman

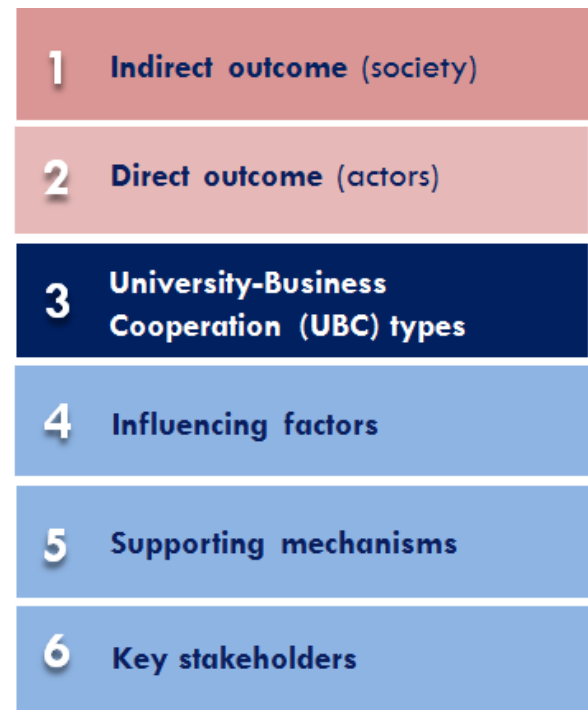
**Model validation partners**

Science-to-Business Marketing Research Centre, UIIN, apprimo UG

**Co-created by**

105 practitioners validating the model in their work.

The model relationships have been scientifically validated by the Science-to-Business Marketing Research Centre



# ARE YOU...

- attempting to develop UBC within your organisation?
- repetitively thinking about the factors affecting cooperation between university and business as well as their how they relate to each other?
- trying to foster open innovation involving universities?
- continually confronted with the challenge of creating better relationships between HEIs and business?
- a revolutionary trying to match researchers with business partners?

**... if you answered 'yes' to any of these questions, you are not alone: this model was developed by people like you for these reasons**



# UBC ECOSYSTEM > Layers explained

All aspects are  
measurable  
(benchmarking)

<b>1</b>	<b>Indirect Impact</b>	<b>Impact level</b>	<b>How it impacts society</b>
<b>2</b>	<b>Direct outcomes</b>	<b>Outcome level</b>	<b>How it affects stakeholders</b>
<b>3</b>	<b>University-Business Cooperation types</b>	<b>Result level</b>	<b>What occurs</b>
<b>4</b>	<b>Influencing factors</b>	<b>Factor level</b>	<b>What you have to consider</b>
<b>5</b>	<b>Supporting mechanisms</b>	<b>Action level</b>	<b>What you can do</b>
<b>6</b>	<b>Key stakeholders</b>	<b>Stakeholder level</b>	<b>Who is involved</b>



# 1. INDIRECT OUTCOMES

**DEF** Refers to the indirect outcomes experienced by society generally from UBC

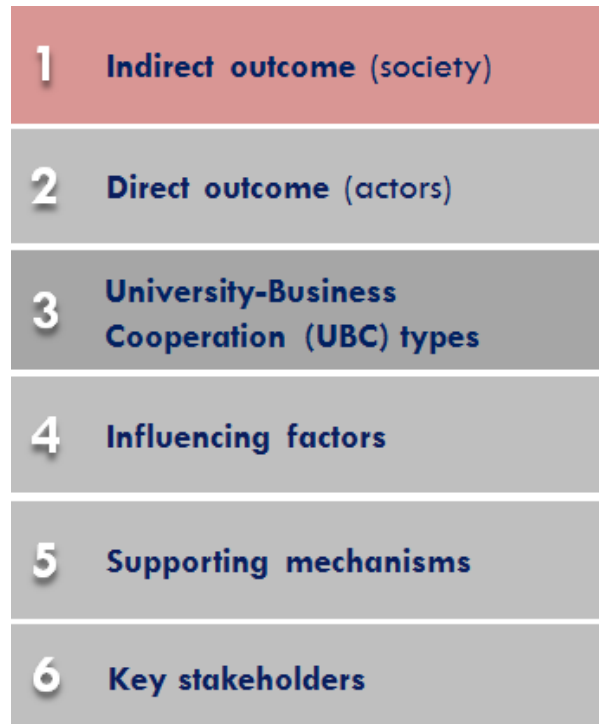
The indirect social contribution of UBC includes:

- creates jobs and stimulates economic growth,
- increases living standards, productivity and social cohesion.

## **UBC is vital in building the knowledge society**

As societies develop from farming, industrial to knowledge societies, governments are embracing the need to create a more connected relationship between government, business and HEIs with focus on UBC. A knowledge society consists of: (i) innovation, (ii) education, (iii) ICT and (iv) science & technology, to which UBC is vital.

**Validation:** Literature, expert interviews and 30 case studies show that UBC is crucial for creating a knowledge society



**ACTION:** Promote ways of measuring and recognising this contribution

# 1. INDIRECT IMPACTS

## UBC is an engine for the development of a knowledge society

> Farming (land)

> Industrial age (labour)

> Knowledge society

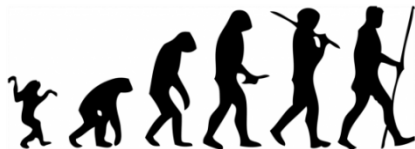
Consisting of:

(1) Innovation

(2) Education,

(3) ICT

(4) Science & Technology



UBC

The indirect social contribution of UBC includes:

- creates jobs and stimulates economic growth,
- increases living standards, productivity and social cohesion.

### GP FOR GOVERNMENTS/HEIs

- Elevate UBC onto an equal footing as teaching and research
- Manage the process of turning UBC activity and outcomes into impact
- Evaluate impact for each stakeholder group involved

### GP FOR BUSINESS

Recognise that business are also part of the process of delivering benefit to society

1 IMPACT

2 OUTCOME

3 UBC TYPE

4 INFL FACTOR

5 SUPP MECH

6 KEY STKHLDR

# 2. DIRECT OUTCOMES

## UBC reports direct positive outcomes for each of the stakeholders groups involved

Direct benefits (most highly recognised)

### GP for HEIs / TTOs

- Strategise win-win situations prior to UBC commencement
- Promote potential benefits to get people involved and committed
- Manage the process to ensure that positive outcomes are delivered for all UBC stakeholders

### GP for business

- Be clear of your desired outcomes
- Identify the most-important outcomes for your collaboration partners

HEIs	Academics	Business
Improving/increasing <ul style="list-style-type: none"> <li>• <u>future job prospects</u> of students,</li> <li>• the <u>relevance of research</u> conducted within the HEI,</li> <li>• <u>transfer of knowledge</u> and technology to society</li> <li>• increasing <u>third-party money</u></li> </ul>	<ul style="list-style-type: none"> <li>• <u>Funding</u></li> <li>• Informing their <u>teaching</u></li> <li>• <u>Increasing scientific productivity</u> measured in quality and quantity of articles</li> <li>• Accessing <u>equipment and resources</u></li> </ul>	<ul style="list-style-type: none"> <li>• <u>Accessing new discoveries</u> and accessing <u>problem-solving</u> capabilities</li> <li>• Provision of future income through <u>product and service development</u></li> <li>• <u>Reducing R&amp;D risk and expense</u></li> </ul>

1 IMPACT

2 OUTCOME

3 UBC TYPE

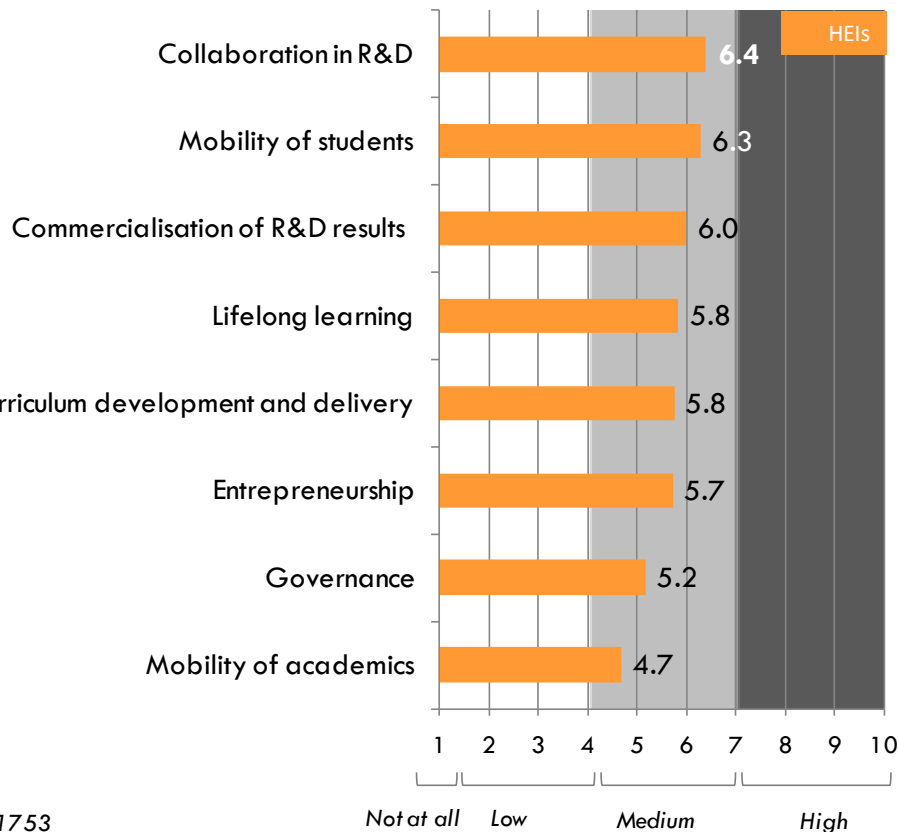
4 INFL FACTOR

5 SUPP MECH

6 KEY STKHLDR

# 3. UBC TYPES

## There are eight different types of UBC but are all interrelated



### GP for governments HEIs & TTOs

- Recognise this broader form of UBC
- Have a general strategy for UBC combined with more specific strategies for each of the types
- Find ways to make all UBC types more direct, measurable and promotable

### GP for academics

- To explore the different types of cooperation with your partners

### GP for business

- Approach collaboration with HEIs more holistically (instead of in a 'siloed' manner)

1 IMPACT

2 OUTCOME

3 UBC TYPE

4 INFL FACTOR

5 SUPP MECH

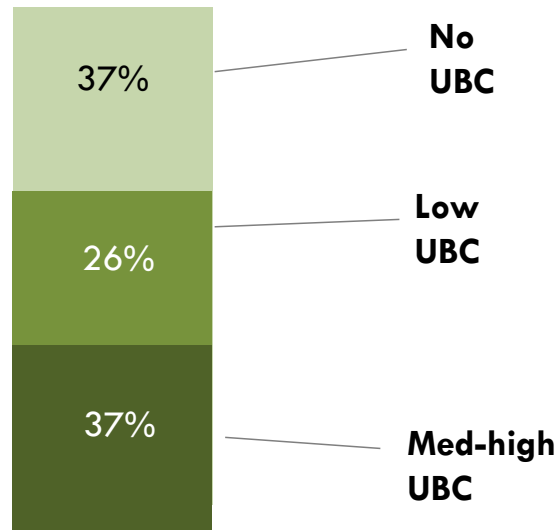
6 KEY STKHLDR

**Finding:** Those types of UBC offering: (1) more direct, (2) measurable, and (3) promotable benefits are the most developed ones.

# 3. UBC TYPES

Approximately 2 of every 5 academics are responsible for most of the UBC activity

Academic UBC in Europe

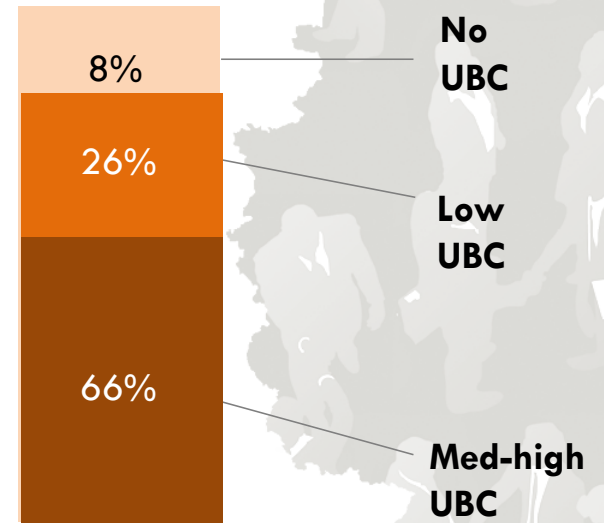


n=6280

ACAD

1 of every 3 HEIs undertake no or a low amount of UBC activity

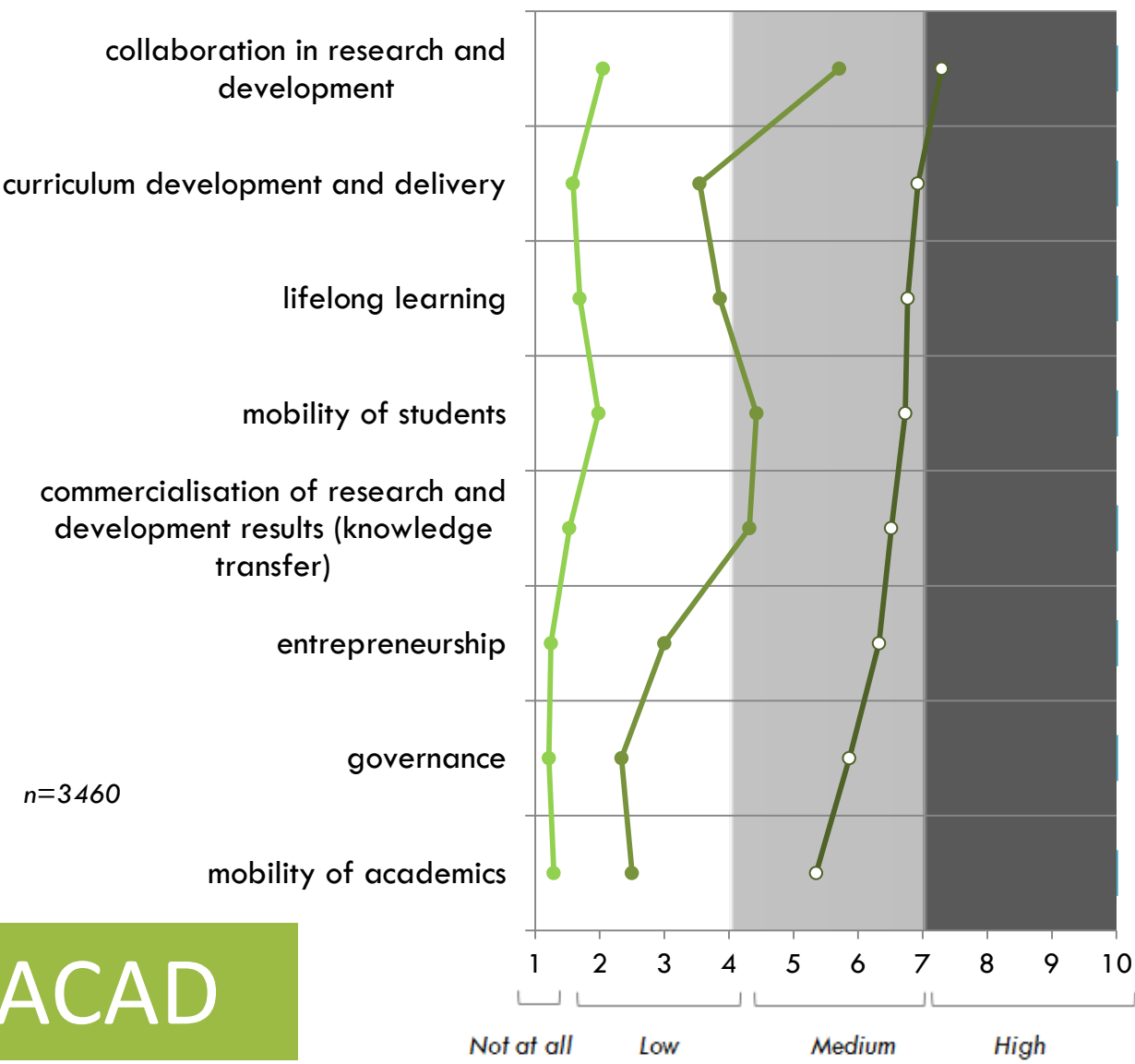
HEI UBC in Europe



n=2136

HEIs

# 3. UBC TYPES > Interrelation



A 2-step cluster analysis shows that *'trailblazers'* academics (high UBC) are likely to cooperate with business in all the 8 Types to a similar extent, which range from medium to high. This finding is reflected through all 3 clusters which allows us to conclude the following:

**The eight types of UBC are all interrelated (they do not work in isolation)**

- High UBC
- Medium UBC
- Low UBC



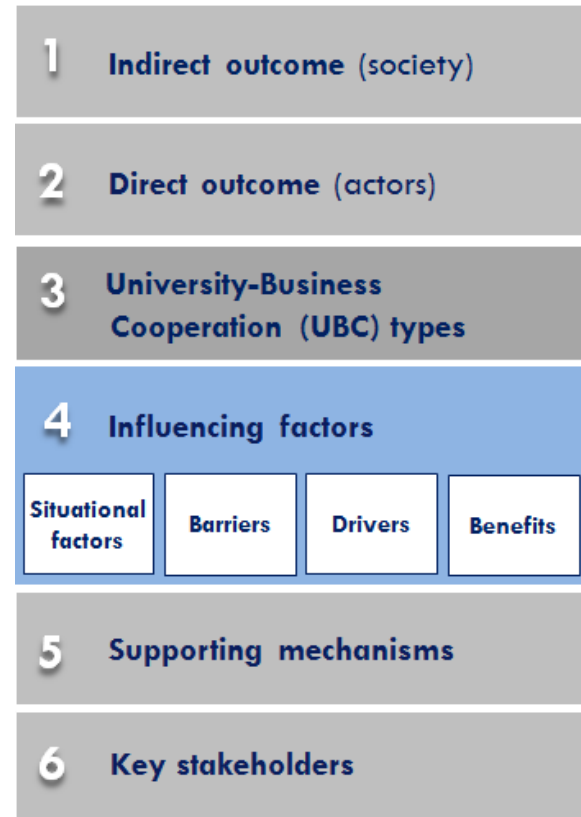
# 4. INFLUENCING FACTORS

Influencing factors explain the aspects that effect the extent of UBC for academics and HEIs.

## Influencing factors are:

- a) Situational factors  
(e.g. age, faculty, years in business, etc.)
- b) Barriers
- c) Drivers
- d) Perceived benefits

**Validation:** Literature, expert interviews, 30 case studies, a survey pre-test and then quantitative analysis of the major study provided the validation of the importance of each of the influencing factors. Furthermore Kruskal-Wallis tests confirmed their significant influence on the extent of UBC.



**ACTION:** Consider the four different factors and their effects on UBC

# 4. INFLUENCING FACTORS > Situational factors

## All situational factors help to explain UBC



...but only a few of them have practical implications  
For example:

**Scale:** 1 = none,  
>1 - 4 = low;  
>4 - 7 = medium;  
>7 - 10 = high

Years in business	Extent of UBC
None	3.4
> 0 - 2	3.9
> 2 - 5	4.2
> 5 - 9	4.4
> 9 - 19	4.5
> 19 years	4.5

### GP for HEIs:

- Consider all the situational factors in decision making processes
- Prepare strategies / structures or activities that address the most important situational factors affecting UBC
- Employ academics with business experience or provide opportunities for academic mobility

### GP for academics

- Seek business experience prior to or concurrently with your academic career

### GP for business

- Employ those with academic / scientific understanding

1 IMPACT

2 OUTCOME

3 UBC TYPE

4 INFL FACTOR

5 SUPP MECH

6 KEY STKHLDR

**Finding:** The extent of UBC is significantly higher with those academics with some experience in business

ACAD



# 4. INFLUENCING FACTORS > Country

Country	Collaboration in R&D	Mobility of academics	Mobility of students	Commercialisation of R&D Findings	Curriculum development and delivery	Lifelong learning	Entrepreneurship	Governance	Total UBC
Austria	6.7	3.8	5.1	5.5	5.0	5.4	4.5	4.4	5.0
Belgium	6.3	4.5	5.9	5.6	5.5	5.4	5.6	4.5	5.4
Bulgaria	5.4	5.4	6.0	4.8	5.7	6.4	5.6	5.5	5.8
Czech Republic	6.1	5.0	5.8	5.0	6.3	6.3	4.0	3.9	5.3
Denmark	6.3	4.8	6.7	5.4	5.8	6.3	6.0	4.7	5.8
Estonia	5.1	4.1	5.2	4.7	6.9	6.4	4.9	4.0	5.1
Finland	7.4	5.3	7.0	5.4	5.9	6.6	6.0	5.0	6.2
France	6.8	4.0	6.8	5.2	6.3	6.2	6.0	5.9	5.9
Germany	7.2	4.6	6.7	5.9	4.9	5.3	5.6	4.7	5.6
Hungary	6.4	4.6	5.4	4.7	6.1	6.2	4.8	5.1	5.6
Ireland	7.9	5.1	7.2	7.7	7.3	7.1	7.6	6.8	6.9
Italy	5.8	4.8	6.0	5.0	5.9	5.5			
Latvia	6.4	5.9	7.2	4.4	6.7	6.8			
Lithuania	4.9	5.9	7.2	4.4	6.7	6.8			
Netherlands	6.4	4.6	6.1	5.4	5.2	5.4			
Norway	6.5	4.0	5.3	4.7	4.5	4.7			
Poland	4.9	4.4	5.5	4.0	5.1	5.2			
Portugal	6.0	4.8	6.8	4.8	6.0	6.4			
Romania	6.8	6.3	7.2	5.5	6.9	7.0			
Slovakia	5.1	4.8	5.4	4.4	4.9	5.5			
Spain	6.9	4.9	6.6	6.1	5.7	6.4			
Sweden	7.0	4.4	5.4	6.2	5.5	5.8			
Turkey	5.6	5.0	5.4	4.5					
United Kingdom	7.6	5.4	6.5	7.4					
<b>AVERAGE</b>	<b>6.3</b>	<b>4.9</b>	<b>6.2</b>	<b>5.3</b>					

HEIs

## GERMANY

### Above average in

1. Collaboration in R&D
2. Commercialisation of R&D

### Below average in

1. Curriculum development & Delivery
2. Lifelong learning
3. Governance

Scale: 1 = No UBC, >1 - 4 = low ; >4 - 7 = medium ; >7 - 10 = high

# 4. INFLUENCING FACTORS > Barriers to UBC

*Barriers* are those obstacles that restrict or inhibit the ability of the academic or HEI to engage in UBC.

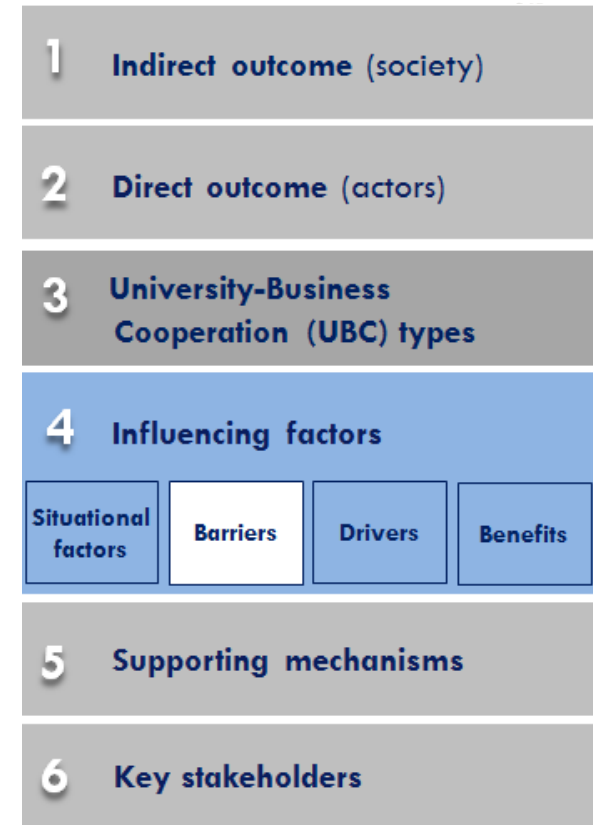
## Three groups of UBC barriers

Resulting from an analysis of the results, barriers can be categorised in the following groups:

- I. usability of results,
- II. funding barriers and
- III. relationship barriers.

### Barriers to UBC measured included:

'Lack of external funding for University-Business cooperation', 'Lack of financial resources of the business', 'Business lack awareness of university research activities / offerings', 'The current financial crises', 'Lack of university funding for University-Business cooperation', 'Differing time horizons between university and business', 'The limited absorption capacity of SMEs to take on internships or projects', 'The need for business to have confidentiality of research results', 'Bureaucracy within or external to the university', 'Differing motivation / values between university and business', 'The focus on producing practical results by business', 'Universities lack awareness of opportunities arising from University-Business cooperation', 'Business fear that their knowledge will be disclosed', 'Limited ability of business to absorb research findings', 'Differing mode of communication and language between university and business', 'Difficulty in finding the appropriate collaboration partner', 'A lack of contact people with scientific knowledge within business', and 'No appropriate initial contact person within either the university or business'.



# 4. INFLUENCING FACTORS > Barriers to UBC

## Lack of funding and excess of bureaucracy are the highest barriers to UBC

### Most important barriers for **academics**

1. Bureaucracy within or external to the HEI (7.3)
2. Lack of HEI funding for UBC (6.9)
3. Lack of external funding for UBC (6.9)

Scale: 1 = No importance, - 10 = high importance

### Most important barriers for **HEIs**

1. Lack of external funding for UBC (7.0)
2. Lack of financial resources of the business (6.9)
3. Business lack awareness of HEI activities (6.9)

**Finding:** All European academics and HEI representatives see the same barriers to UBC no matter their extent of cooperation

### **GP for government and HEIs:**

- Reduce (ideally remove) the main barriers related to funding (HEI) and bureaucracy (ACAD)
- TTOs to support academics with bureaucracy

### **GP for business**

- Don't expect something for nothing > expect to pay
- Support the university to reduce bureaucracy

**... but removal of barriers does not necessarily create UBC!**

1 IMPACT

2 OUTCOME

3 UBC TYPE

4 INFL FACTOR

5 SUPP MECH

6 KEY STKHLDR

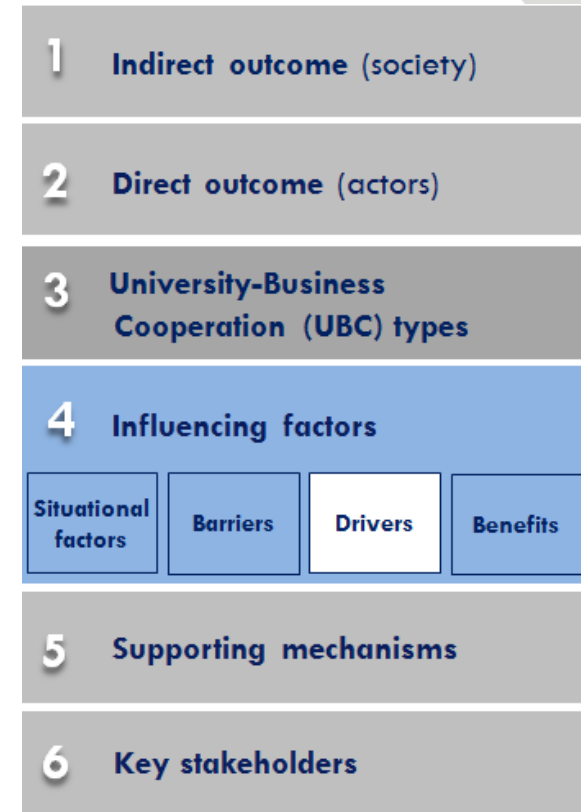
# 4. INFLUENCING FACTORS > Drivers of UBC

Drivers are those factors that facilitate the academic or the HEI to engage in UBC.

## Two groups of UBC drivers

Resulting from an analysis of the results, drivers can be categorised in the following groups:

- I. Relationship drivers and
- II. Outcome drivers



### Drivers of UBC measured included:

'Commercial orientation of the university', 'Possibility to access funding /financial resources for working with business', 'Flexibility of business partners', 'Interest of business in accessing scientific knowledge', 'Access to business-sector research and development facilities', 'Employment by business of university staff and students', 'Short geographical distance of the university from the business partner', 'Existence of mutual trust', 'Existence of mutual commitment', 'Having a shared goal', 'Understanding common interest by different stakeholders (e.g. universities, business, individuals, students)', 'Prior relation with the business partner', and 'Cooperation as effective means to address societal challenges and issues'.

# 4. INFLUENCING FACTORS > Drivers of UBC

## Personal relationships drive UBC. It's a people game!

### Most important drivers for **academics**

1. Existence of mutual trust (7.4)
2. Existence of mutual commitment (7.0)
3. Having a shared goal (7.0)

Scale: 1 = No importance, - 10 = high importance

### Most important drivers for **HEIs**

1. Existence of mutual trust (7.5)
2. Existence of mutual commitment (7.1)
3. Having a shared goal (7.1)

### GP for governments

- Funding opportunities aimed at encouraging and supporting the commencement of relationships
- Legal changes to allow freer mobility between government and business

### GP for HEIs / TTOs / business

- Support the creation and development of long-term personal relationship (partnerships)

1 IMPACT

2 OUTCOME

3 UBC TYPE

4 INFL FACTOR

5 SUPP MECH

6 KEY STKHLDR

**Finding:** Those academics or HEIs perceiving higher drivers for UBC are more engaged in UBC than those perceiving low drivers for UBC

# 4. INFLUENCING FACTORS > Perceived benefits

Benefits are the advantages that are received by the stakeholders from undertaking UBC.

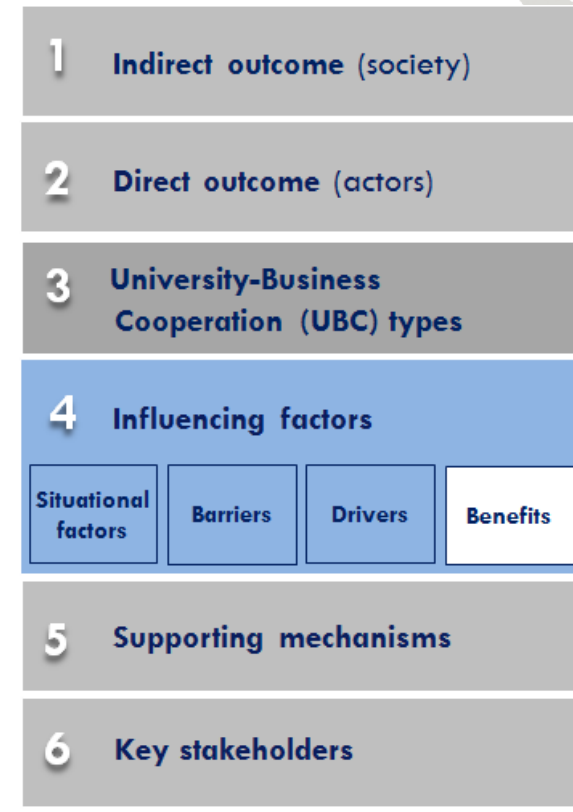
## Four groups of UBC benefits for academics

Resulting from an analysis of the results, benefits for academics can be categorised in the following groups:

- (I) benefits for students,
- (II) benefits for business,
- (III) benefits for HEIs and
- (IV) personal benefits for academics.

### Benefits from UBC measured included:

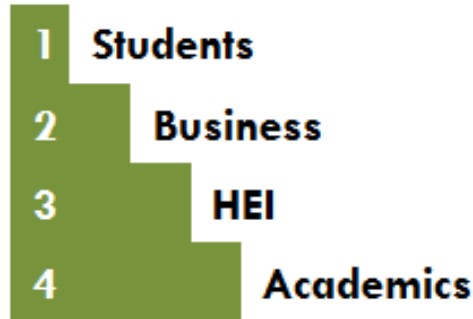
Benefits for students (improving the learning experience of students, increasing skills and graduate development, improving the employability of future graduates), benefits for business (improves the performance of business), benefits for society (increasing local employment, benefitting the local industry, increasing local GDP and disposable income, creating a variety of range of social and recreational benefits, and improving regional productivity), benefits for HEIs (achieving the mission of the HEI), and personal benefits for academics (increasing the academics reputation in the field, being vital for personal research, increasing chances of promotion and employability, and improving the standing within the HEI).



# 4. INFLUENCING FACTORS > Perceived benefits

Perceptions of high benefits & incentives drive UBC.

ACAD



## GP for HEIs

- In order to encourage UBC, the right incentives for academics need to be in place
- The incentives need to be recognised by the academics

HEI



## GP for business

- Create the right incentives for academics
- Also your own employees need benefits

**Finding:** The higher the perceived personal benefits of UBC, the higher the extent of UBC carried out

1 IMPACT

2 OUTCOME

3 UBC TYPE

4 INFL FACTOR

5 SUPP MECH

6 KEY STKHLDR

# 5. SUPPORTING MECHANISMS

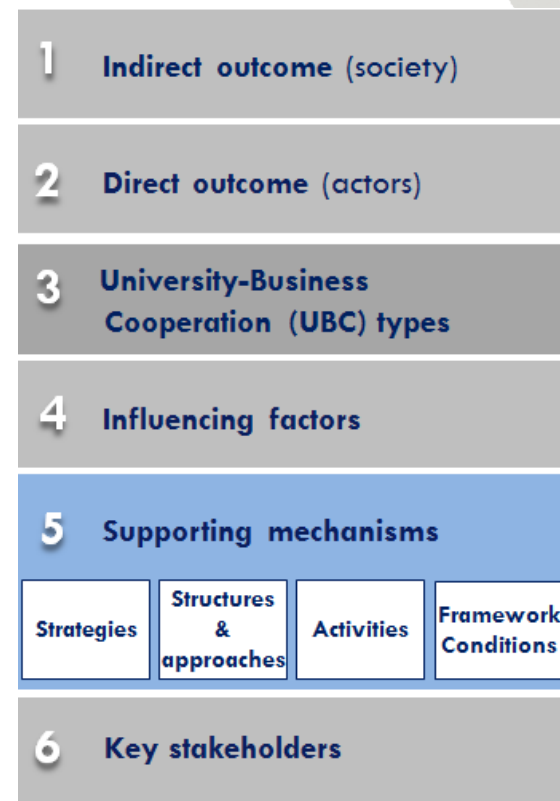
**The creation and development of supporting mechanisms are critical for UBC. These include:**

1. Strategic instruments
  - a. Documented e.g. vision / mission,
  - b. Implementation e.g. incentives
2. Structural instruments or approaches
  - a. Positions i.e. personnel
  - b. Agencies i.e. units of focus
3. Operational activities
  - a. Academic focussed
  - b. Student focussed
4. Framework conditions

**Finding:** It was found that having a dedicated:

1. strategy,
2. program,
3. agency, and/or
4. responsible person

has a substantial effect on stimulating European UBC.



**Finding:** The UBC supporting mechanisms that are easier to implement (e.g. activities) are more developed than those (e.g. structures) that are more difficult (costly, time-consuming) to implement



# 5. SUPPORTING MECHANISMS

## The creation and development of supporting mechanisms are critical for UBC

### DEVELOPMENT

The development of the mechanisms supporting UBC in Europe from the most developed to least are:

1. Operational activities (5.4),
2. Structures and approaches (5.1),
3. Strategies (4.9), and
4. Framework conditions (4.5).

Scale: 1 - 4 = low ; >4 - 7 = medium ; >7 - 10 = high

### IMPACT

It was found that the impact of the *Supporting Mechanisms* on European UBC is (from the highest to lowest):

1. Strategies (58%)  
(especially *implementation strategies*)
2. Operational activities (53%),
3. Structures and approaches (52%), and
4. Framework conditions (40%).

### GP for government

- Support the creation of high impact supporting mechanisms to support UBC

### GP for HEIs

- A greater focus on implementation strategies is required

### GP for business

- Support the creation of high impact supporting mechanisms to support UBC

1 IMPACT

2 OUTCOME

3 UBC TYPE

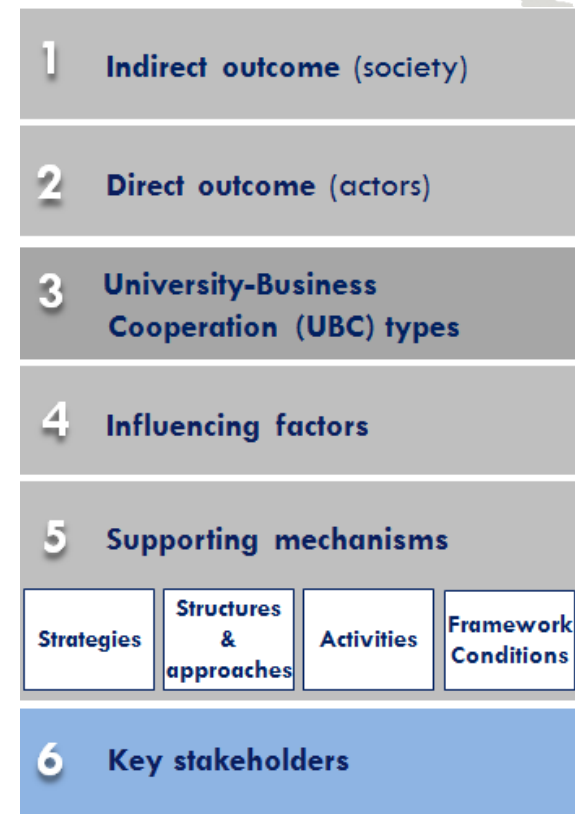
4 INFL FACTOR

5 SUPP MECH

6 KEY STKHLDR

# 6. STAKEHOLDERS

Stakeholder	Explanation
<b>Governments</b>	Includes all levels of governments ranging from regional or national to international involved in supporting and developing UBC
<b>HEIs</b>	HEI representatives include: <ol style="list-style-type: none"> <li>1. University management</li> <li>2. University professional working with business</li> <li>3. Academics (incl. professors, researchers and lecturers)</li> </ol>
<b>Business</b>	Business is considered in a broad sense in the study to include: <ol style="list-style-type: none"> <li>1. Privately and publicly owned organisations,</li> <li>2. Non-government organisations,</li> <li>3. Not-for-profit organisations</li> </ol>
<b>Intermediaries</b>	Intermediaries in UBC can be understood as those organisations not necessarily owned or managed by either the Government or HEI that facilitate UBC. These include: chambers of commerce, business associations, investor groups and regional development agencies.



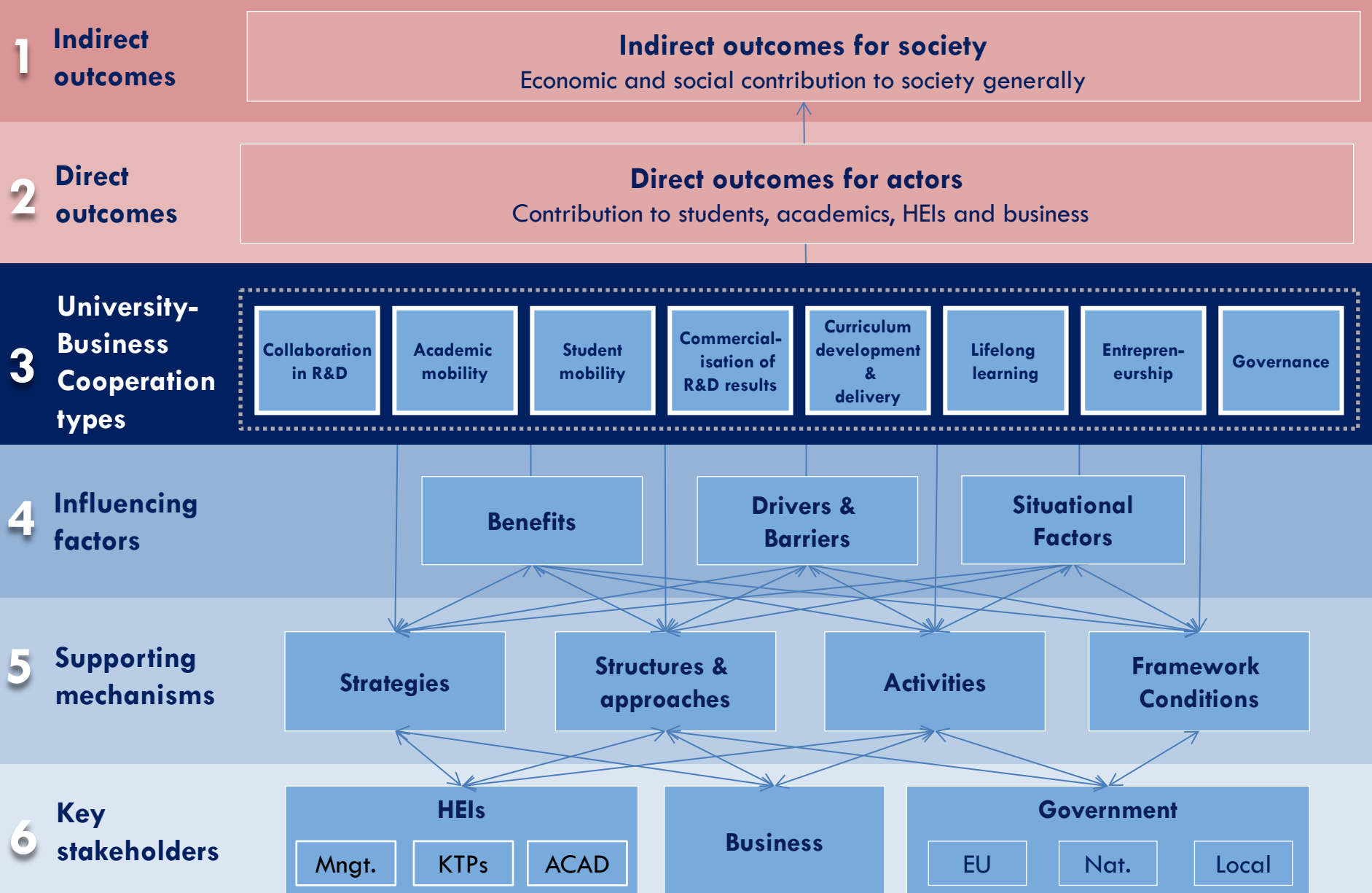
**ACTION** The development of a well-connected, proactive and supporting UBC stakeholder community is crucial for developing UBC

## 6 Ecosystem Elements (and their key findings)

1. UBC is vital in creating a knowledge society
2. UBC provides direct outcomes for students, HEIs, academics and businesses
3. Those UBC types with more direct, measurable, and promotable benefits are the most developed (e.g. collaboration in R&D, mobility of students)
- 4a. Situational factors (e.g. age, faculty) help to explain UBC but there is little that can be implemented from these results
- 4b. Lack of funding and excess of bureaucracy at all levels (HEI, national, European) are the highest barriers to UBC
- 4c. Personal relationships drive UBC. It's a people game!
- 4d. Perceptions of high personal benefits & incentives are motivators of UBC
5. The creation and development of supporting mechanisms (especially those with the highest impact) are critical for UBC
6. In the UBC ecosystem, the multiple actors need to work cooperatively and in a coordinated manner



# UBC ECOSYSTEM MODEL > Detailed



# UBC ECOSYSTEM > Relationships explained

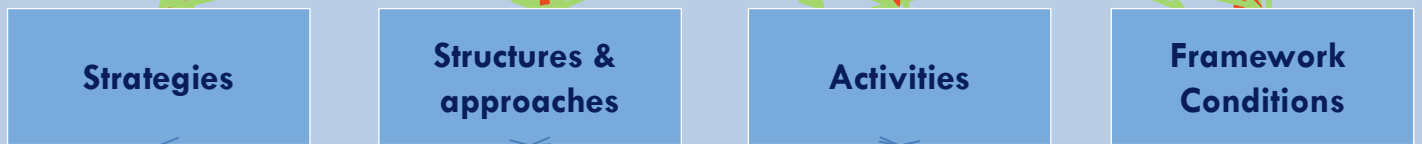
## 3 University-Business Cooperation types

### University-Business Cooperation

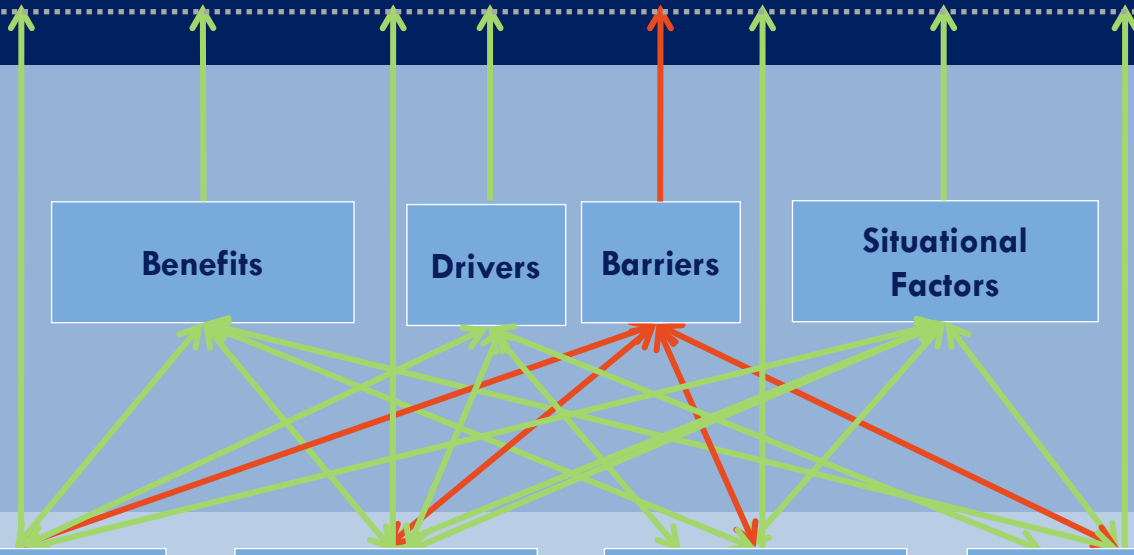
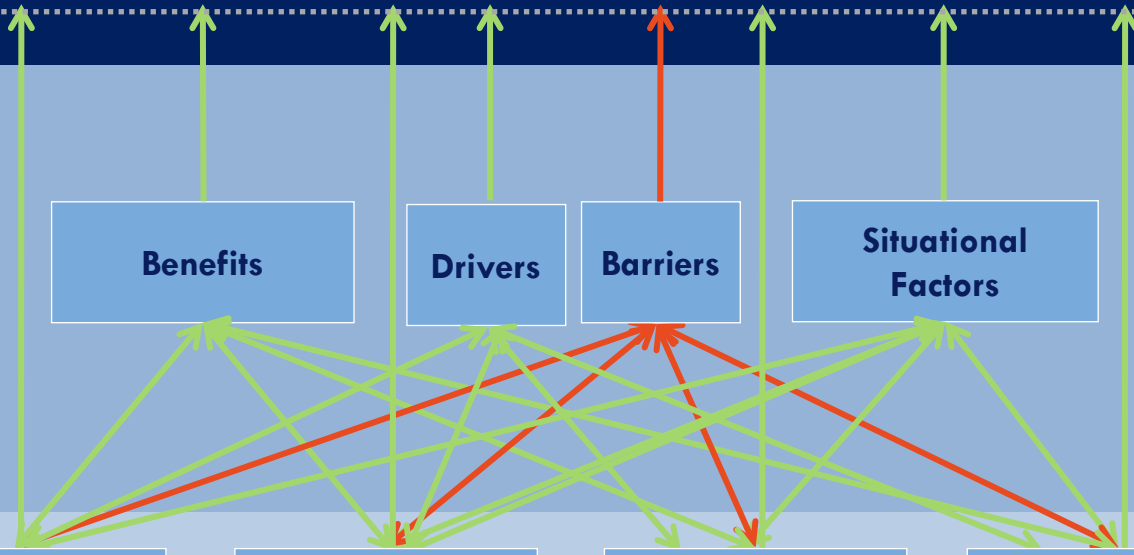


## 4 Influencing factors

NB. Relationships scientifically tested using the hippo data are marked in green (a factors relationship with the extent of UBC is proven) and red (a factor relationship on the extent of UBC is not proven)



## 5 Supporting mechanisms



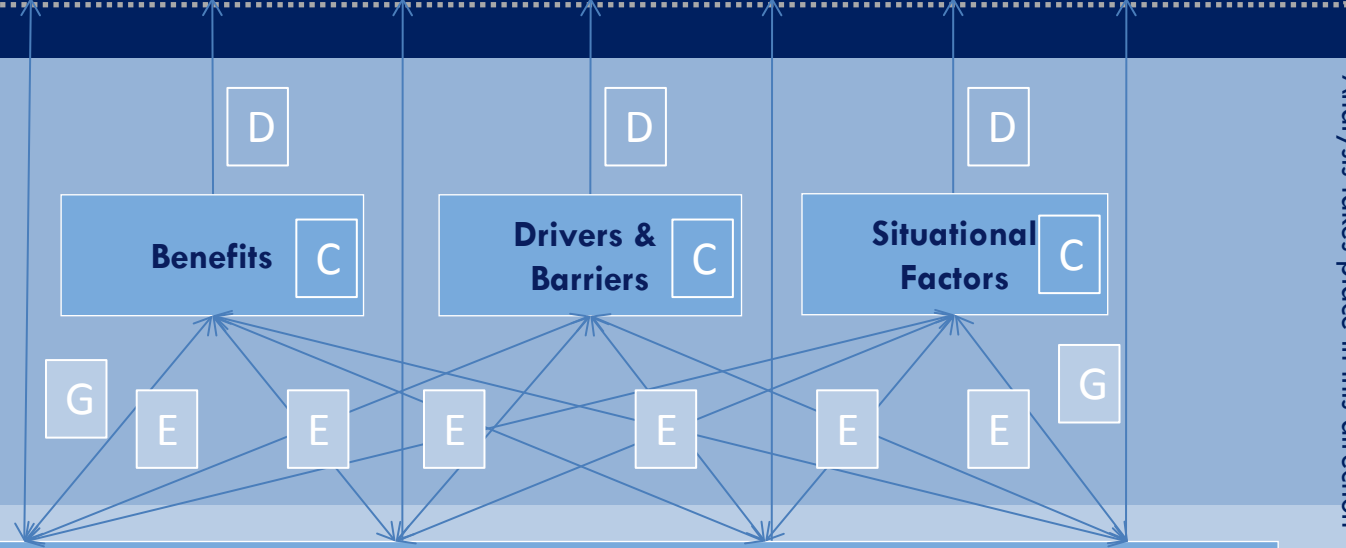
# UBC ECOSYSTEM > Benchmarking

Benchmarking questions to allow benchmarking versus country ave. (hippo results)

**Total U-B Cooperation**  
 A. What is the extend of Total U-B cooperation including the 8 types of cooperation?  
 B. What is the nature of EU U-B cooperation?



**Influencing factors**  
 C. Which benefits, drivers, barriers and situational factors exist and how relevant are they?  
 D. What sort of influence do benefits, drivers, barriers and situational factors have on the extent of UBC (8 Types of UBC)?  
 E. What sort of influence do benefits, drivers, barriers and situational factors have on the mechanisms that support UBC (supporting mechanisms)?



**Supporting mechanisms**  
 F. What is the extent of development of the mechanisms that support UBC (supporting mechanisms) ?  
 G. What sort of influence do the UBC supporting mechanisms have on the extent of UBC?



# UBC ECOSYSTEM > "Heat Map"

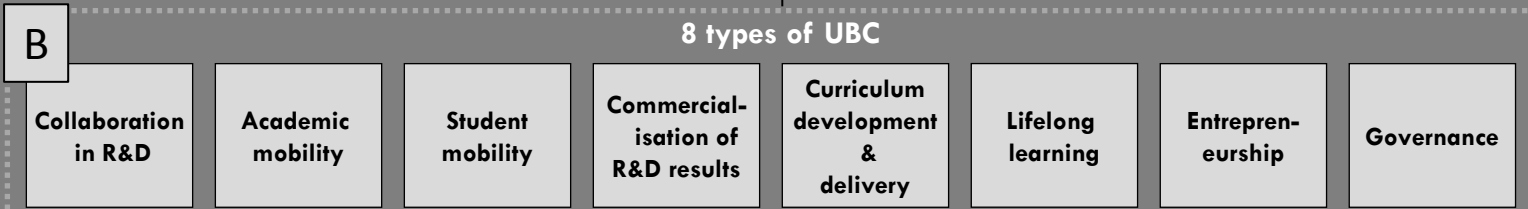
Print and analyse your UBC ecosystem

**Outcomes and impacts**  
 A. How aware are key regional, business and HEI stakeholders of the potential outcomes and impacts of UBC?

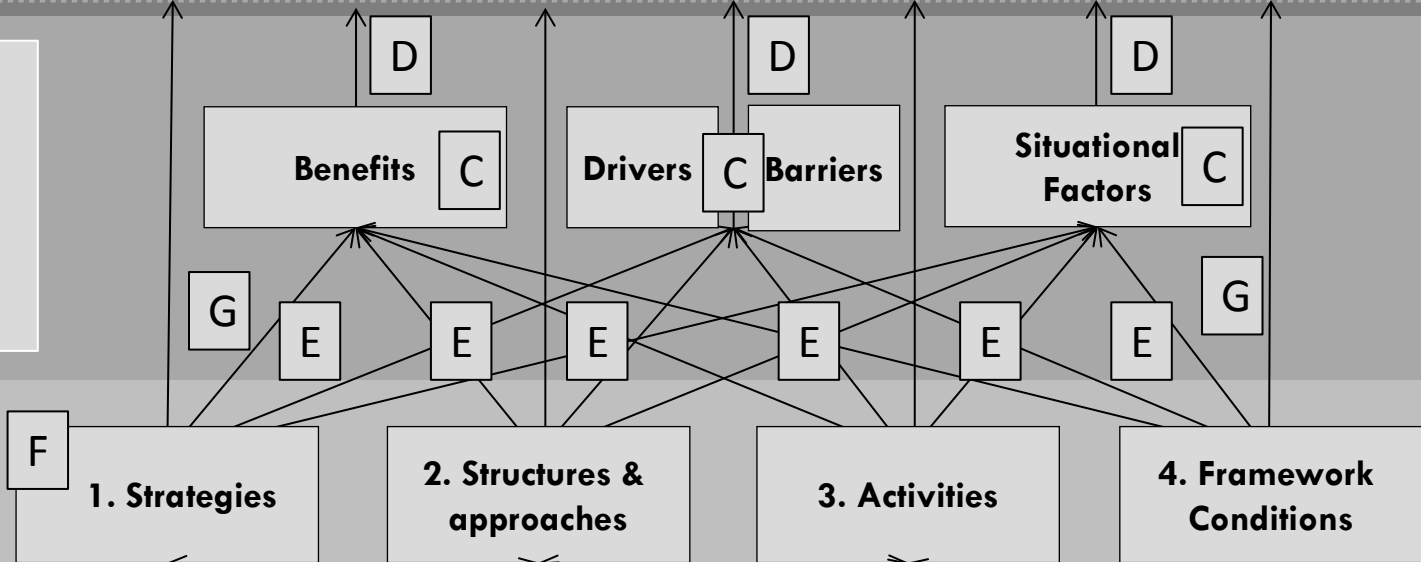
**Outcomes**  
 Contribution to the three missions of a HEI

**Economic development**  
 Contribution to society generally

**Extent of UBC**  
 B. How developed are the 8 types within your HEI & where can more focus be given? Nominate strengths and weaknesses.



**Benefits, drivers, barriers & situational factors**  
 C. Of these influencing factors, where do you think your university has strengths and weaknesses?  
 D. Which of the factors are having the biggest affect on your efforts in increase UBC?



**Supporting mechanisms**  
 E. Are there particular types of supporting mechanisms that are more developed than others?  
 G. In terms of your UBC efforts, are there particular strengths or weaknesses of stakeholders that need consideration?



# UBC ECOSYSTEM CREATORS

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## 30 good practice case studies – 6 key insights

1. The type and method of cooperation needs to fit to regional characteristics to maximise its success:
  - Fitting to the region's strengths
  - Fitting to the region's environmental framework and regional limitations
2. Multiple UBC actors need to come together in order to truly deliver new and sustainable value to a region
3. The extent of UBC development differs among the different regions in Europe, between HEI types and HEI sizes
4. Good practice can be transferred
5. A longer-term commitment to UBC is required
6. There is a movement to longer-term, sustainable funding models



<http://www.ub-cooperation.eu/index/casestudy>

# BENCHMARK

...universities in your region  
...your university!



Using the State of European University-Business Cooperation (HIPPO) study results, decision makers, managers and practitioners involved in UBC can benefit from receiving:

1. a benchmark in terms of UBC of your organisation, institution, sector, region or country against others.
2. a clear picture of progress in efforts to increase UBC,
3. proactive areas of focus for increasing UBC,
4. the required information to advance UBC within their region or institution

Provided to your organisation in the form of a report and/or presentation.

A state of the UBC report dedicated to your organisation can assist with developing greater financial and non financial benefits from UBC.

**Please contact [davey@apprimo.com](mailto:davey@apprimo.com) for more information.**

