

# **Unwritten rules and strategies for research collaboration with Europe**

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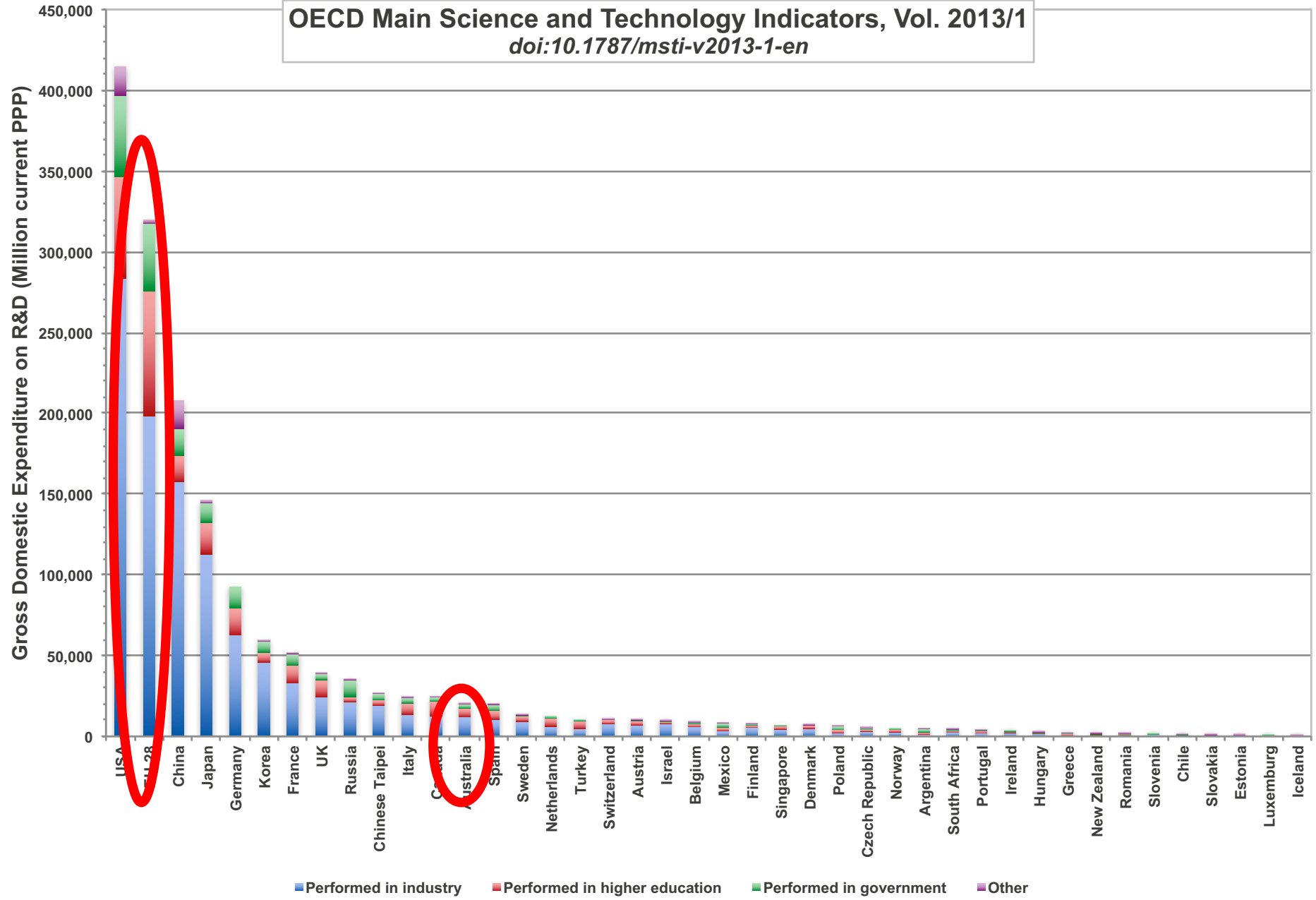
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# Overview

- Context
  - Why EU research is different
  - What's on offer from the EU
  - How Australia compares
- Practical findings
  - Rules for success (and failure traits)
  - Steps to take *right now*

# Why EU research is different

- Multilateral
- Open
- Policy-driven
- Future-orientated
- Progressive
- Big



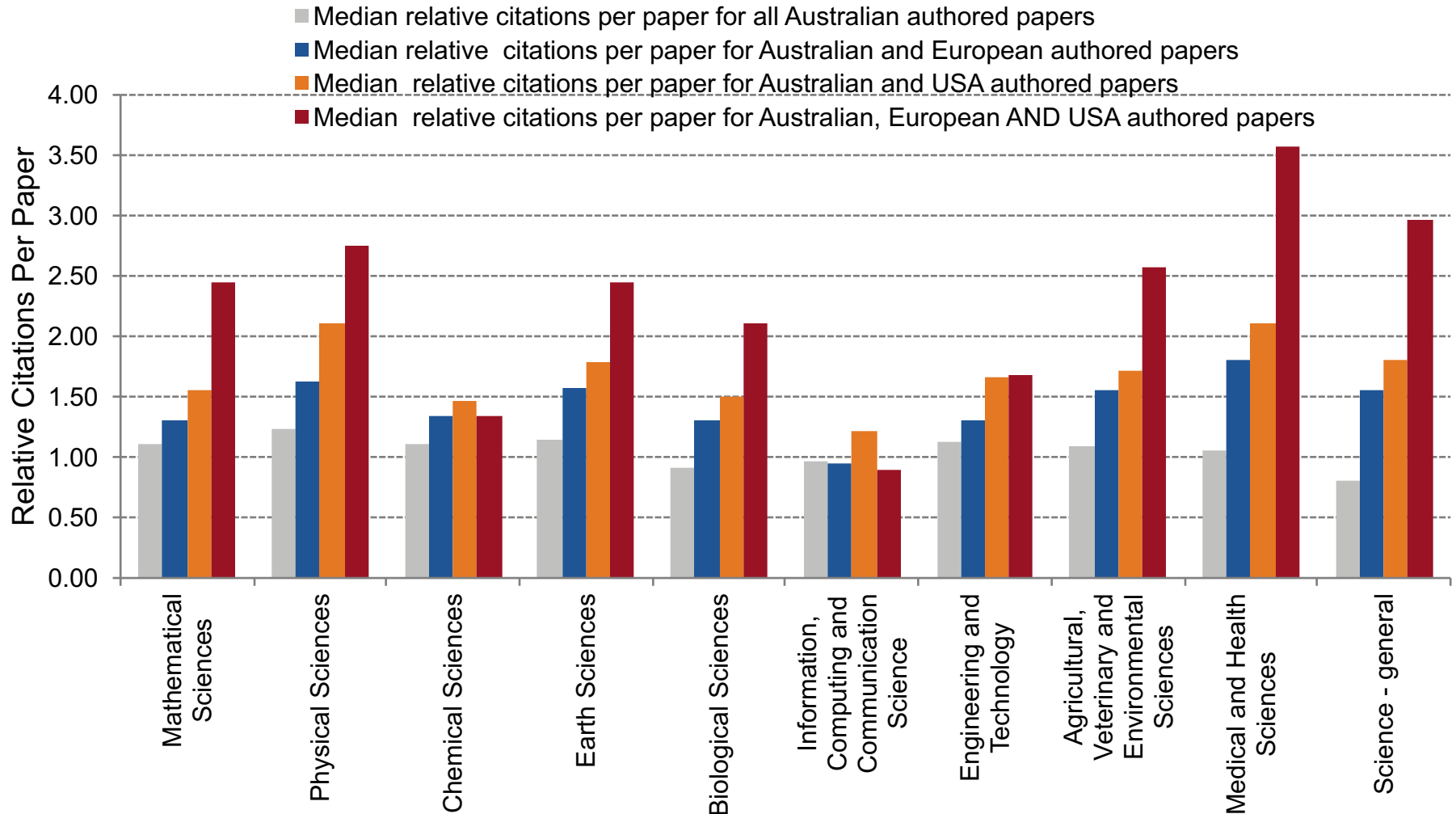
# What's on offer from the EU

A complete, accessible, ecosystem for research:

- Topic-agnostic, excellence driven funding
  - European Research Council grants
  - Marie Curie fellowships
- Coordinating research
  - COST
  - ERA-Nets
- Large collaborative (CRC-type) projects
- Citations

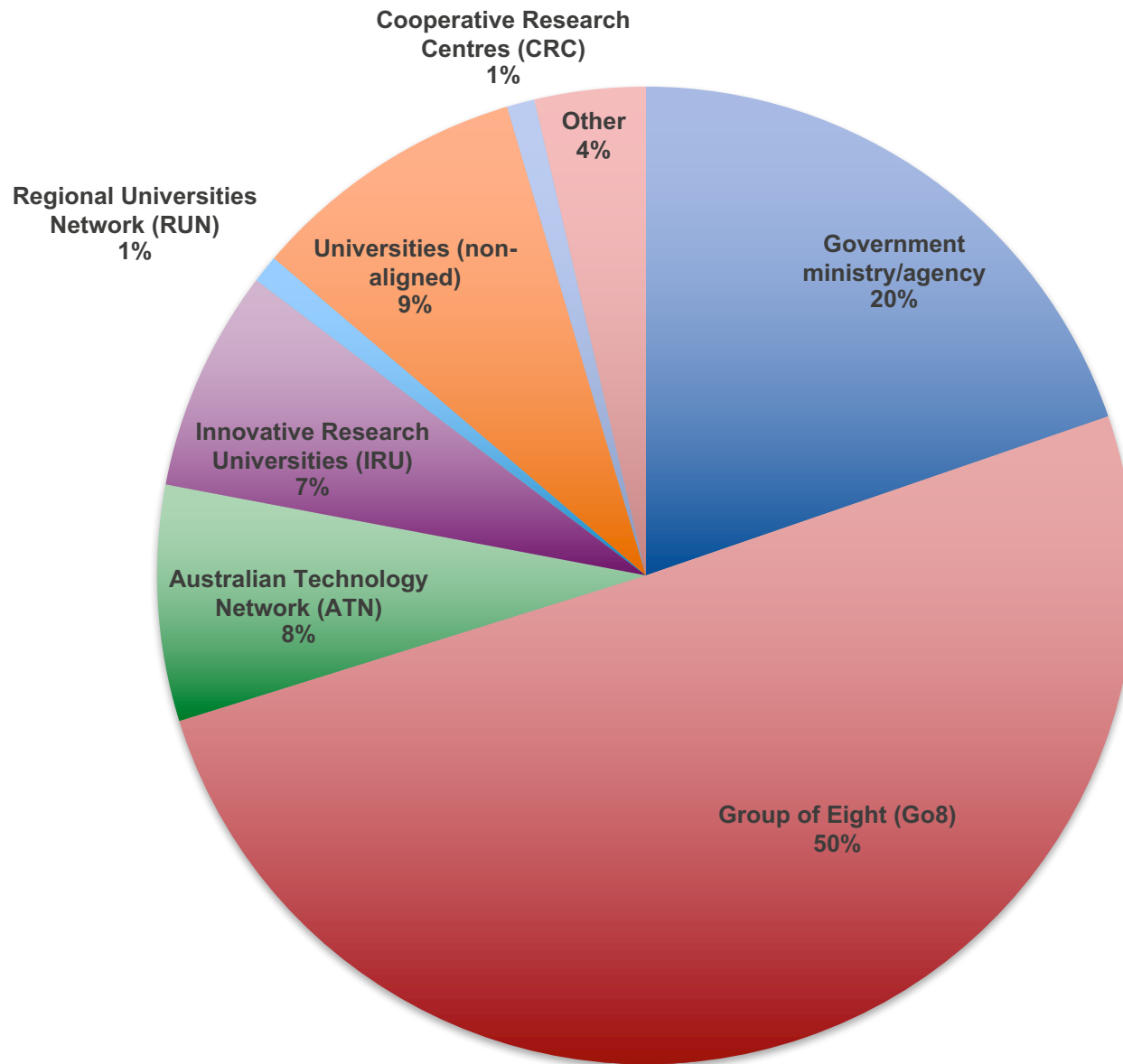
# Median Relative Citations per Publication in Science Citation Index Publications by Major Research Fields, 1991-2005

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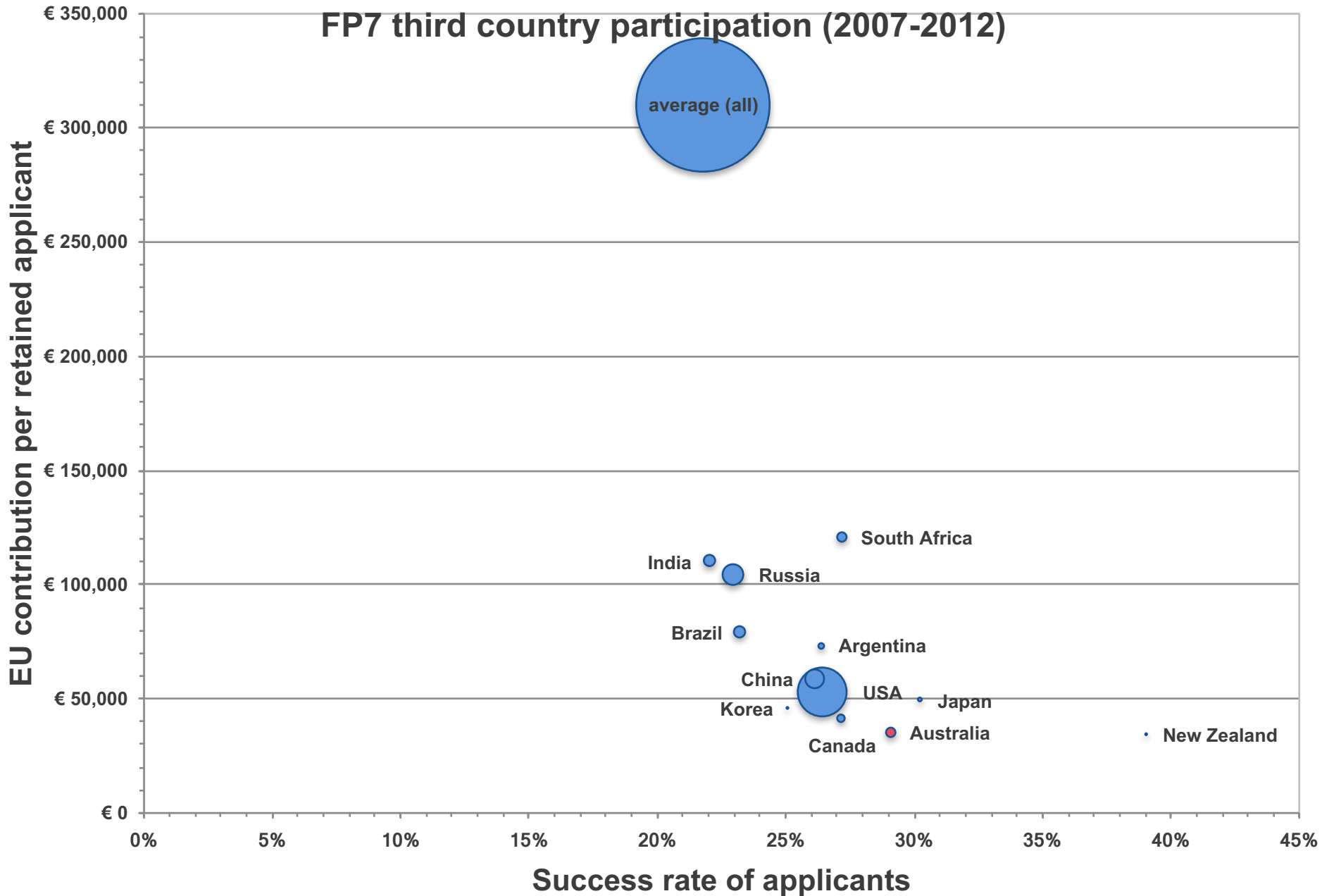


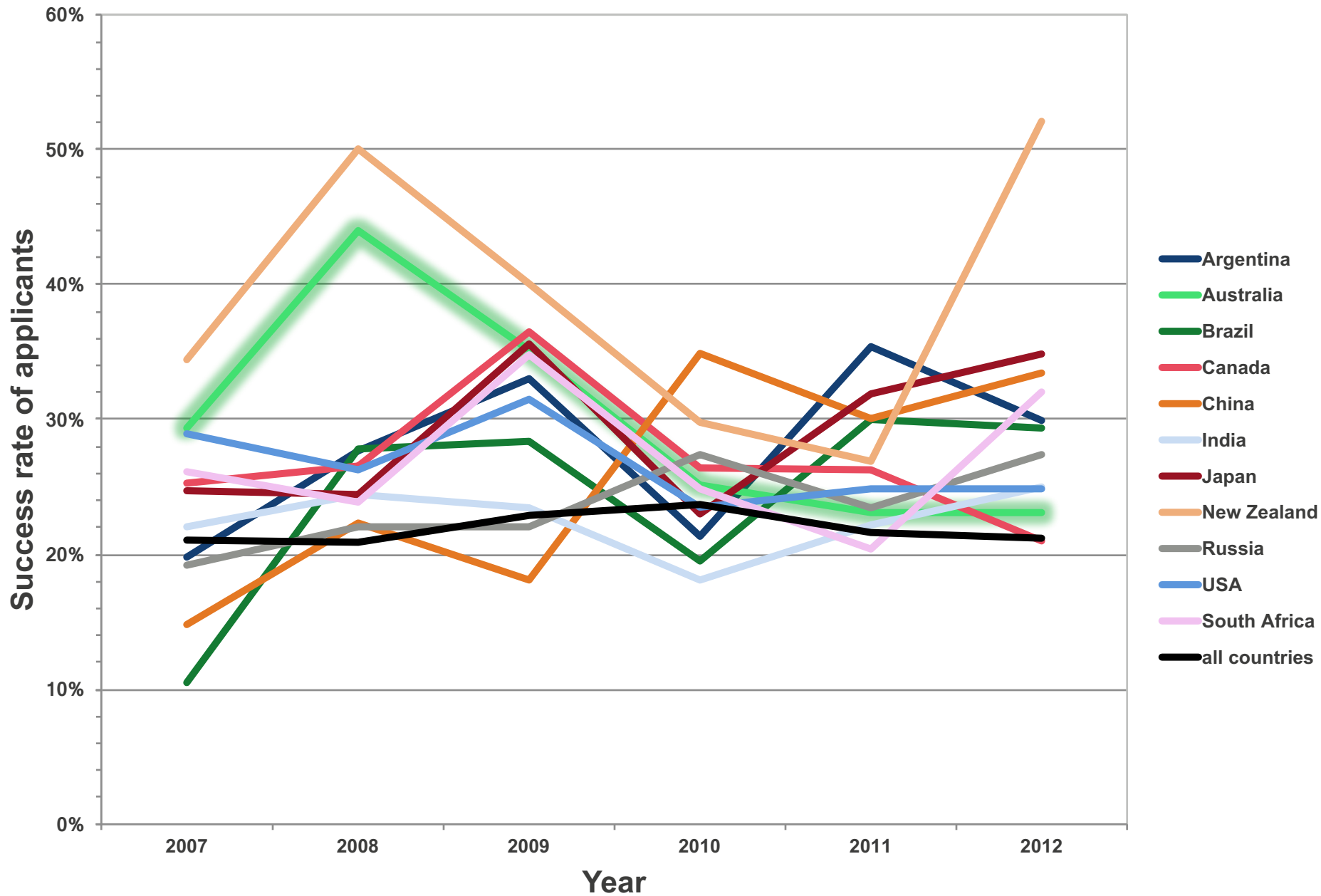
# How Australia compares

- For large projects
  - Senior researchers
  - Long history of collaboration
- For individual fellowships
  - Europeans love to come to Australia
  - Australians head largely to the UK









# Rules for success

1. Relationships

2. Relationships

3. Relationships

- Know your unique value (asset, capability, experience, networks, etc.)
- Have your own resources (ARC, NHMRC, etc.)
- Can articulate relevance and impact as well as excellence
- Build value for your home institution

# Failure traits

- Not involving your research office
- Relying on European colleagues' advice
- Failing to understand that EU research is political
- Not having a strategic purpose for your collaboration
- Not adapting to European priorities
- Assuming you will get domestic (funding) support
- Assuming that everything will work (e.g. exchange rates, public schooling)

# Steps to take *right now*

- Register as an expert evaluator  
[ec.europa.eu/research/participants/portal/page/experts](http://ec.europa.eu/research/participants/portal/page/experts)
- When planning your next trip to Europe, go to a relevant EU meeting/conference  
[cordis.europa.eu/events](http://cordis.europa.eu/events)
- Send emails to colleagues in Europe

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