Unwritten rules and strategies for research collaboration with Europe

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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
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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
FP7 third country participation (2007-2012)

Success rate of applicants vs. EU contribution per retained applicant

Countries: USA, Russia, China, Brazil, India, Australia, South Africa, Canada, Argentina, Japan, New Zealand, Korea

Success rates: 0%, 5%, 10%, 15%, 20%, 25%, 30%, 35%, 40%, 45%
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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