

Content Requirement, Strategic Partnerships and Leveraging of Resources

Panellists considered the dynamics of strategic partnerships between higher education and business. They acknowledged that these partnerships can take a variety of forms. They could include higher education institutions at the national, regional and international levels, research organizations, the public sector, community-based organizations, public funding organizations and private foundations.

Before making decisions to form trilateral university/industry partnerships, it is important to address the interests of local industry. Local partners can provide research facilities and much of the guidance necessary to a program's success.

A bilateral exchange program between the European Union and the United States served to highlight similarities and differences between partners in multilateral initiatives. It suggested ways to reduce financial and political barriers to mobility. As an example of a successful multilateral exchange, a description was given of a trilateral program of academic mobility involving 15 institutions of higher learning in the field of engineering.

Many trilateral strategic linkages already exist. This was shown by surveys conducted by the Institute of International Education (IIE), the Association of Universities and Colleges of Canada (AUCC) and the National Association of Universities and Institutions of Higher

Education (ANUIES). A summary of these is presented in Appendix III.ii-iv. They identify common difficulties, including lack of information to help institutions lay the groundwork for interaction.

It was emphasized that research collaboration among North American partners is fundamental and needs to be strengthened.