

# WHY COLLABORATE?

Some examples:

- Partner with individual working on same topic
- Contribute to objectives of partner organization
- Pool funds
- Gain access to unique resources (lab, field site) or data sets

# KNOW YOUR TARGET NAI

- Have they done this kind of collaboration before?
- Do they actually have the resources you seek?
- Is a partnership likely to enhance your work, or be a drag on your productivity?
- Are they interested in the same products as you (e.g. scientific papers?)

Check website &/or talk to someone in organization to get answers to above before setting up partnership

Do you need more than one partner?

# ARTICULATE BENEFITS

You have ideas on what partnership can do for you – be sure to tell potential partner how you can help them –

(E.g., help reach a goal of theirs, provide educational opportunity for their staff, provide a popular report in format of their choice.)

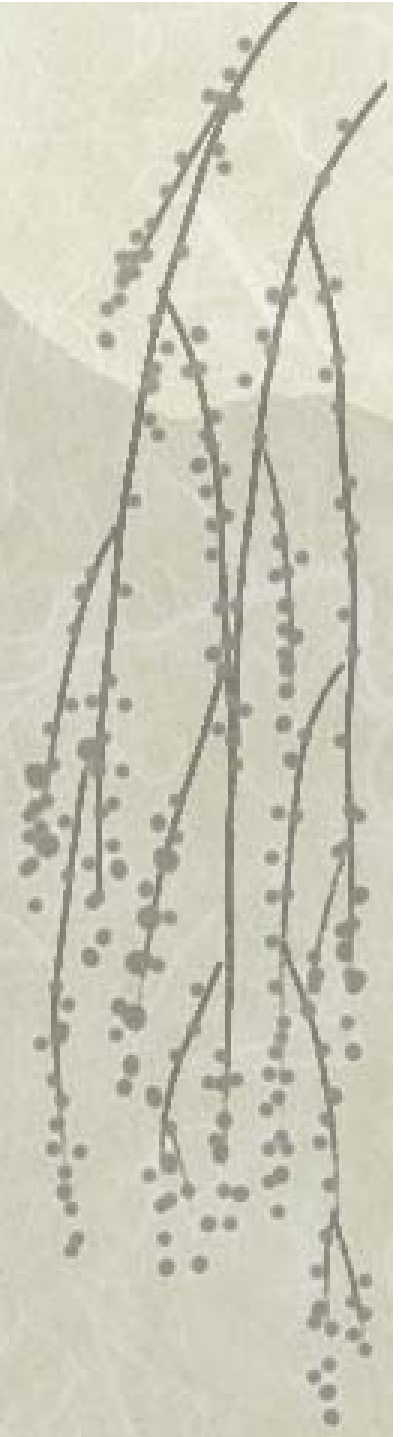
# DEVELOP MOU

Make up a written agreement:

- Project outline and schedule
- Roles and responsibilities of each partner
- Who will provide and/or pay for what
- Expected products
- How partners will be acknowledged in products (including agreement on authorship of scientific papers).

# SET REALISTIC TIMELINES

Working with partners almost always means things take longer. Expect delays!



# ADDRESS NEEDS OF THE PARTNER

Non-academic organizations often have goals different than yours, and may not even be much interested in formal scientific papers. Governments often want non-technical reports, recommendations, or management guidelines. NGO's often want colorful popular products that can help them raise money or communicate with members. Don't fall into habit of thinking your goals are more worthy than those of the partner.

# REPORT APPROPRIATELY

As per earlier notes:

- Decide with partner what products are of most interest to them
- Determine who will produce which products
- Discuss authorship of scientific products at MOU stage
- Consider giving talks to staff, members, or public, as appropriate.