

Suggested Practices for Successful Industrial Liaisons

Industrial Liaisons

Industrial Liaisons perform 3 main functions in their interactions with faculty.

- **Accelerate Research**
Realize research results faster, ensure they are more closely aligned with industry's needs and use the most relevant technology by doing the following.
 - Encourage dialogue and technology transfer.
 - Assist by providing expertise, guidance and feedback about industrial needs to faculty during all phases of research.
 - Provide equipment and other material help (if able to)
- **Transfer Technology**
Focus on maximizing the return for your organization:
 - Work with faculty throughout the year to ensure that the research is relevant to your organization.
 - Complete technology transfer in an expedient, cost-effective way.
 - See that exciting new research is implemented in a timely manner within your organization.
- **Develop the Workforce**
Develop a relationship with the students and find ways to help them achieve their goals.
 - Provide guidance, feedback and inspiration to students preparing to enter industry.
 - Help students achieve excellence through exposure to industrial practices.
 - Recruit students for internships and employment.

Industrial Liaison: Best Practices

- Designate a *primary contact* that coordinates CDADIC interactions for your organization.
- *Communicate regularly* with research personnel.
- *Provide technical guidance* and advice to ensure industry-relevant research.
- *Identify methodologies* for utilizing and implementing research results within your organization.
- *Attend all regular CDADIC meetings.*
- *Host visits* from the faculty and their students to your site and vice-versa.
- *Identify students* for internships and/or permanent hire.
- *Brief your organization* regularly on the progress and relevance of the research.
- *Foster an atmosphere of collaboration.*
- *Refer* faculty to colleagues working on relevant areas and refer colleagues to relevant faculty.

Faculty: Best Practices

- Communicate regularly with the IAB interested in your project.
- Regularly involve your students in interactions with industry.
- Work with industry liaisons and your students to identify internships and other opportunities that benefit the research, the students and the hosting company.
- Host visits from the IAB members and visit them.
- Foster an atmosphere of collaboration.