**Grant Coordinators please disseminate this invite to your researchers.**

**Industry researchers, University researchers, R&D directors, Intellectual Property Managers, Attorneys, and Contract negotiators are invited to learn about successful Industry and University collaborations and hear from both sides.**

**JOIN US FOR A FREE UIDP Researcher’s Guidebook WEBINAR SERIES to get an IN-DEPTH UNDERSTANDING and UNPARELLELED INSIGHTS on how to successfully navigate expectations when Industry and University researchers collaborate.**

You can attend one or more sessions, but please RSVP at least one week in advance, with the session number(s) you wish to attend.

**Send your RSVP to** [**pduncan@iastate.edu**](mailto:pduncan@iastate.edu)**.** The webinars will be held at 1805 Collaboration Place, Ames, except on Wednesday, February 21, when it will be in Building 6, Room 6115, Research Park.

**Session are held at 12:00 to 1:15 pm.**

**Session 2: Managing Expectations and Creating Long Term Relationships**

Wednesday, February 21, 2018 | 12:00 - 1:15 p.m. CST

Location:  Room 6115, Building 6, Research Park, North Loop

* Six key questions to prepare for industry engagement
* Working with experienced and first-time industry sponsors
* Key points to consider when discussing a specific project

**Session 3: Establishing Contacts with Industry and Research Institutions and Dealing with Confidential/Proprietary Information**

Wednesday, March 7, 2018 | 12:00 - 1:15 p.m. CST

Location:  1200A/B Training Rooms, 1st Floor, Economic Development Core Facility, 1805 Collaboration Place

* How to connect with the right person within the industry
  + Utilizing university resources
  + Maximizing internal networks
  + Participating in professional networks
* Personal strategies to employ when networking

**Session 4: Preparing Proposals and Budgeting**

Wednesday, March 21, 2018 | 12:00 - 1:15 p.m. CST

Location:  1200A/B Training Rooms, 1st Floor, Economic Development Core Facility, 1805 Collaboration Place

* Identifying and approaching funding sources
* Elements to include in a proposal
* Creating a statement of work and deliverables
* Guidelines for budget setting
* Preparing for industry reviews

**Session 5: Addressing Compliance, Contracting and Consulting, and Outside Activities**

Wednesday, April 4, 2018 | 12:00 - 1:15 p.m. CST

Location:  1200A/B Training Rooms, 1st Floor, Economic Development Core Facility, 1805 Collaboration Place

* Working with national compliance standards
* Export control laws
* Setting publication guidelines, especially as they relate to confidential and proprietary information
* Consulting and outside activities

**Session 6: Managing Intellectual Property (IP) Issues**

Wednesday, April 25, 2018 | 12:00 - 1:15 p.m. CST

Location:  1200A/B Training Rooms, 1st Floor, Economic Development Core Facility, 1805 Collaboration Place

* Identifying and protecting background intellectual property
* Setting parameters around foreground intellectual property
  + Assignment and ownership
  + Protection and rights
* Negotiating an exclusive or non-exclusive license

**Session 7: Benefiting from University-Industry Collaborations with Government Engagement**

Wednesday, May 2, 2018 | 12:00 - 1:15 p.m. CST

Location:  Room 2102, Executive Boardroom, 2nd Floor, Economic Development Core Facility, 1805 Collaboration Place

* Companies partnering with universities to leverage federal funds for corporate investments
* Increasing emphasis of government agencies to show relevance to their R&D portfolios
* Differences among state and federal programs