

Leveraging Regional Assets and Strengths: Working with Universities and Colleges to Advance Economic Development Opportunities

Wednesday, 2:00 p.m. – 3:00 p.m.

Questions:

- **Please describe your office responsibilities and structure and how you engage with Industry?** [different structures will possibly impact how to best interact between industry and academia]
- **Please describe any particular initiatives that your institution is doing to support economic development?** [Are there strategic initiatives you want to share?]
- **What is a typical process for engaging with a potential industrial collaborator?** [what is your process, including documentation, IP discussions on ownership]
- **Please provide one or two examples of collaboration projects that you can share?** [Tangible examples of a successful collaboration that resulted in a company success]
- **What do you consider the core strengths of your institution that would appeal to industrial partners?** [Are there thematic or technical areas of strength that you would like to highlight] **NB – a goal is to establish that no one institution can address every innovation problem, but that within the region we can collectively address a very wide range of needs.**
- **What key principles should regional innovators consider in partnering with PSE R&D?** [addressing the commercialization relationship]
- **What have you been learning about your regional innovation ecosystem as a result of the wave of increased engagement facilitated by Government programs?** [THE POST-SECONDARY SECTOR, WITH STRONG ENCOURAGEMENT FROM THE PROVINCIAL GOVERNMENT, IS PLAYING A MORE DIRECT ROLE IN REGIONAL INNOVATION (e.g. co-funding and operating regional innovation centres, incubators, accelerators, evangelizing entrepreneurship/intrapreneurship and actively engaging and contributing to private-sector partners' value chains).]
- **WHAT, IN YOUR ESTIMATION ARE THE RECURRING SURPRISES for INNOVATORS and/or EMPLOYERS WHO ENGAGE WITH THE POST-SECONDARY SECTOR?**
- **Can you describe regional employer-educator best practices that really amplify the talent-to-value proposition?** [this relates to the talent development mandate of academic institutions, and how they always seem to be out of step with what industry needs]