



What's the Added Value that Mobility can give to Your Career?

Dr Frank Heemskerk, EARMA President, Aug'04 ESOF2004





WHY be Mobile?

Most advances or innovations are made while crossing borders/sectors

- Geographical mobility
- Intersectorial mobility: academia, industry, non-profit/ NGO's, government





Added Value:

1. Develop Language skills
2. Acquiring new technical/scientific or entrepreneurial skills
3. Deeper understanding of cultural differences
4. Getting to know new people: networking
5. Aren't you curious?



Example 1:

Scientists learn Project Management

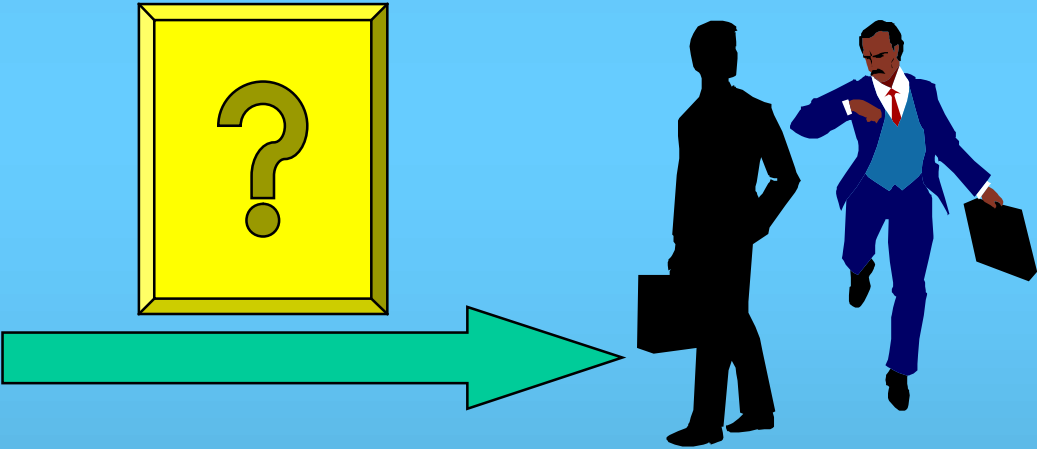


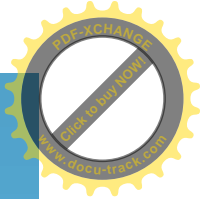
Sure: Project Management, easy

**You've got
the Idea!**

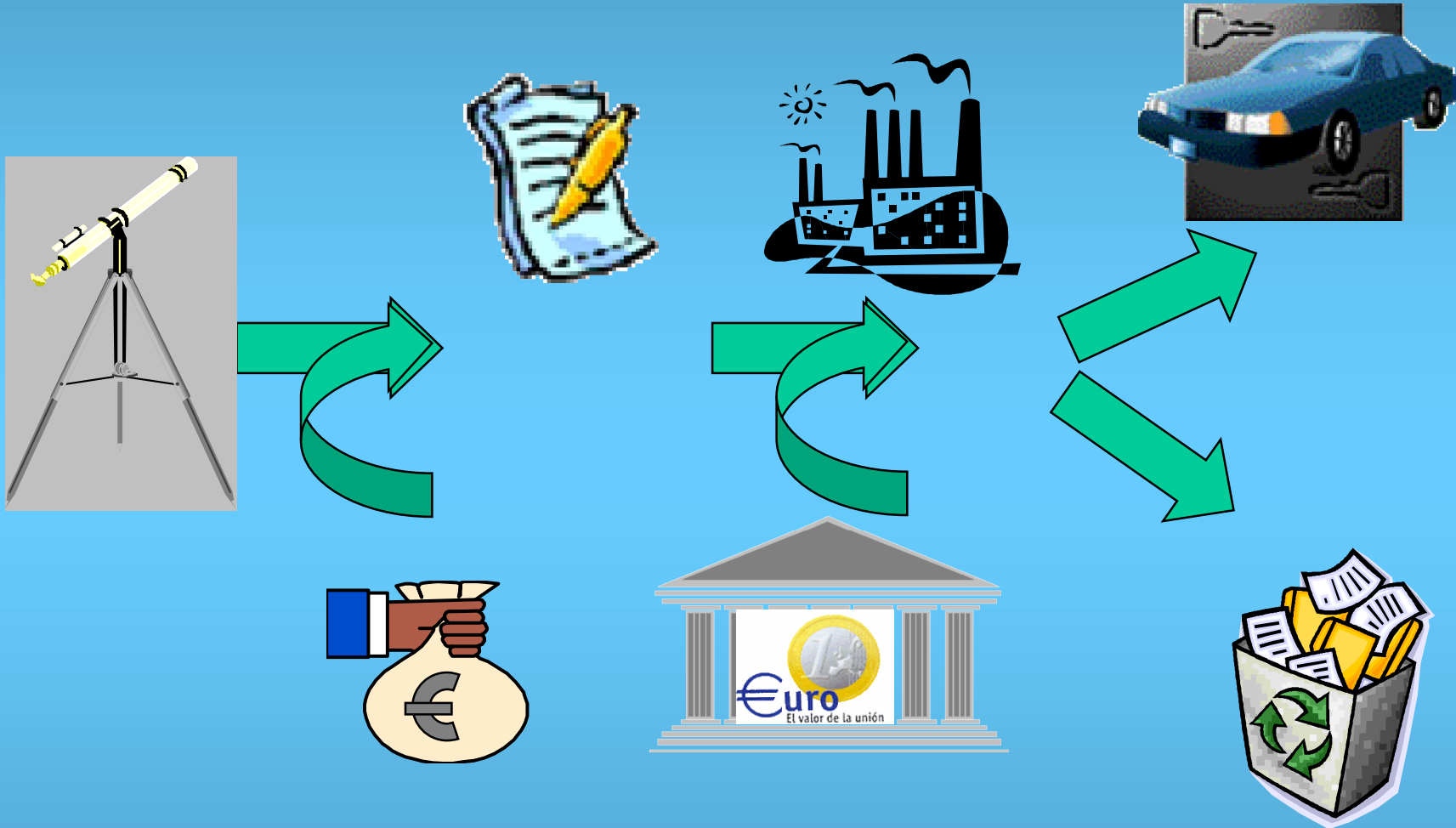


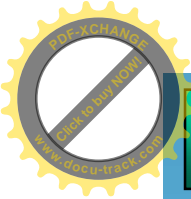
You get a team,...





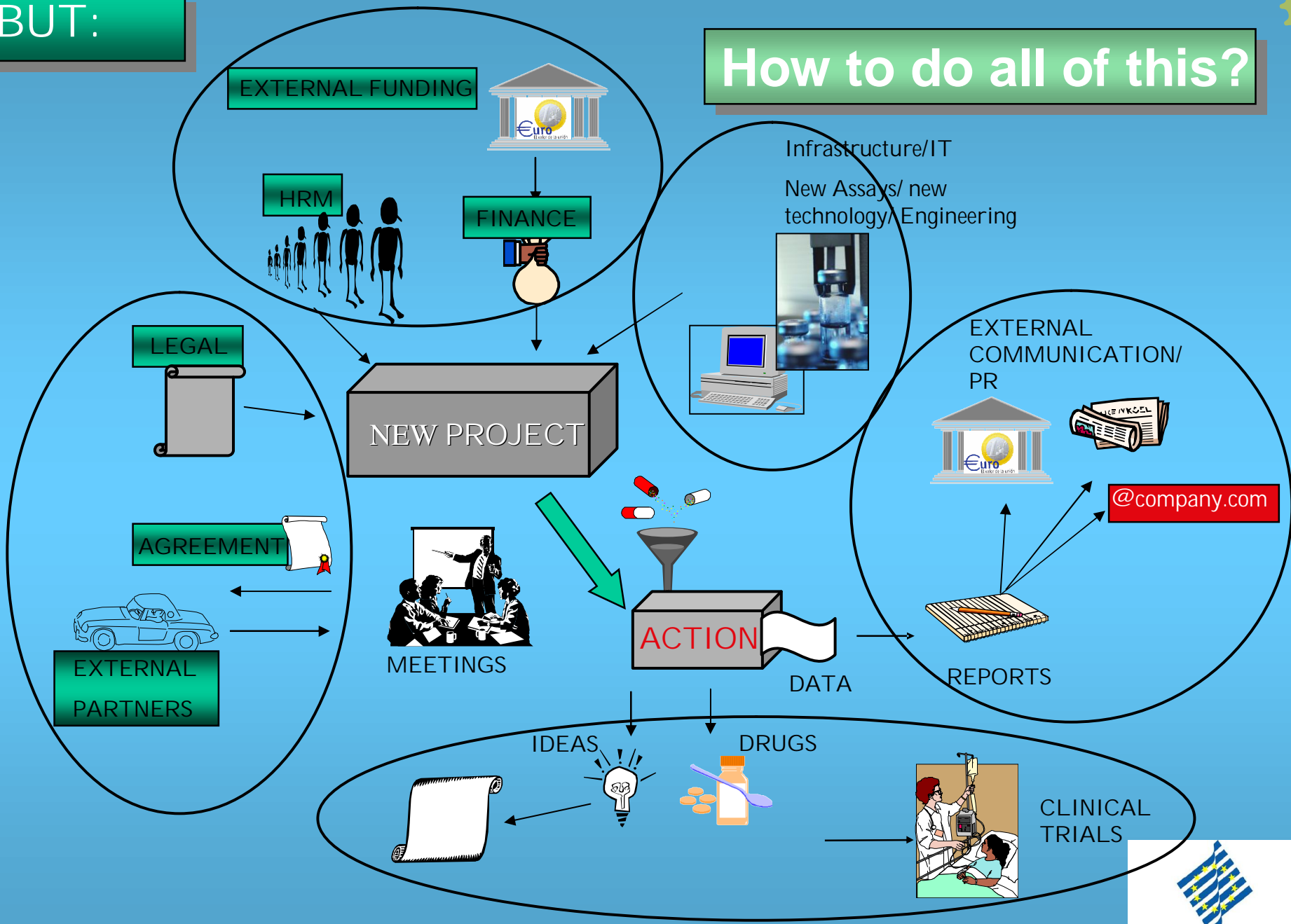
Project Management and Value chain





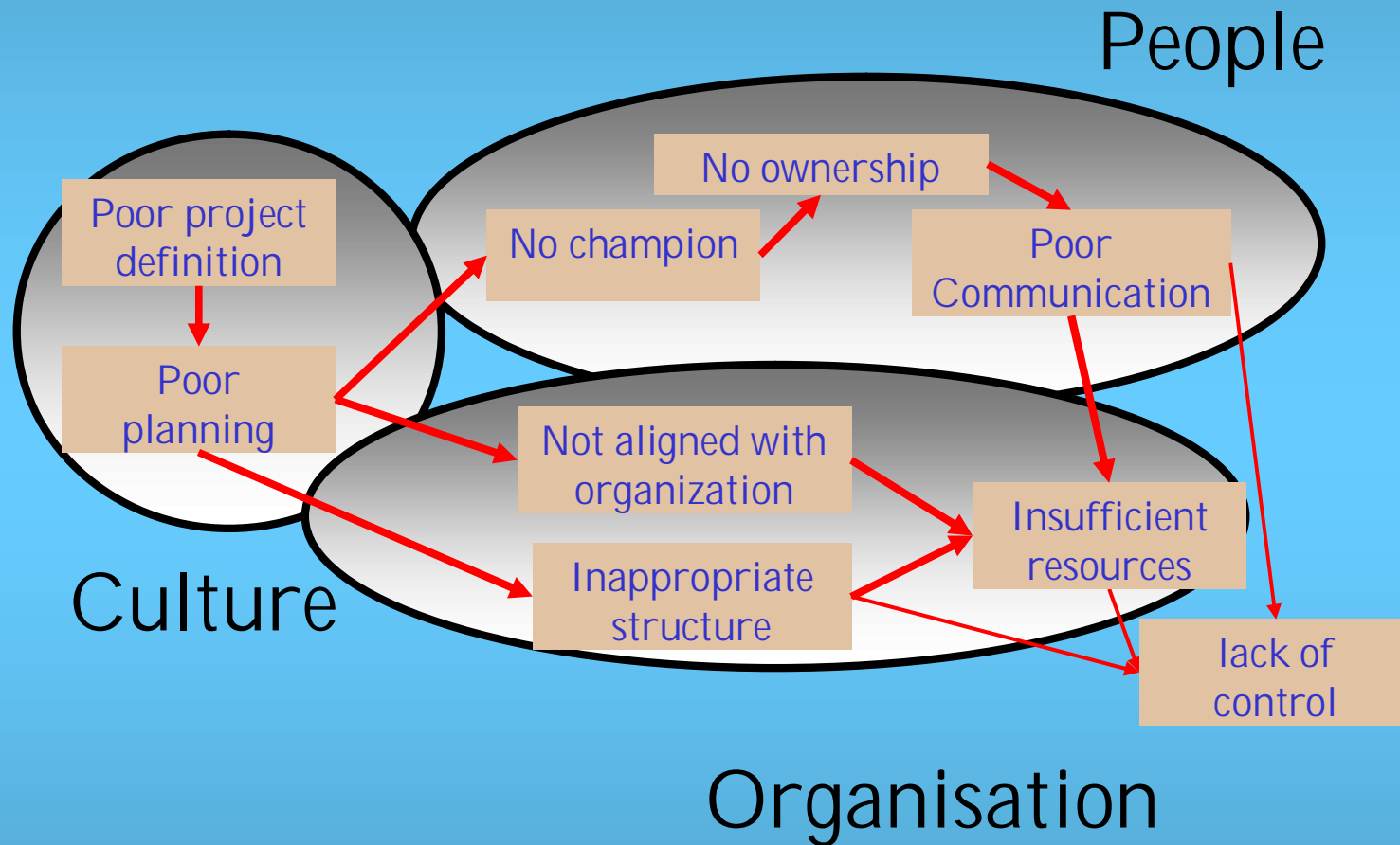
BUT:

How to do all of this?





Project Management: Pitfalls





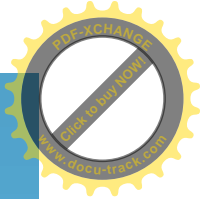
Solution?

1. It's often more complex than you think
2. Get some help from professional Research Managers (EARMA)
3. Or become a Research Manager yourself?



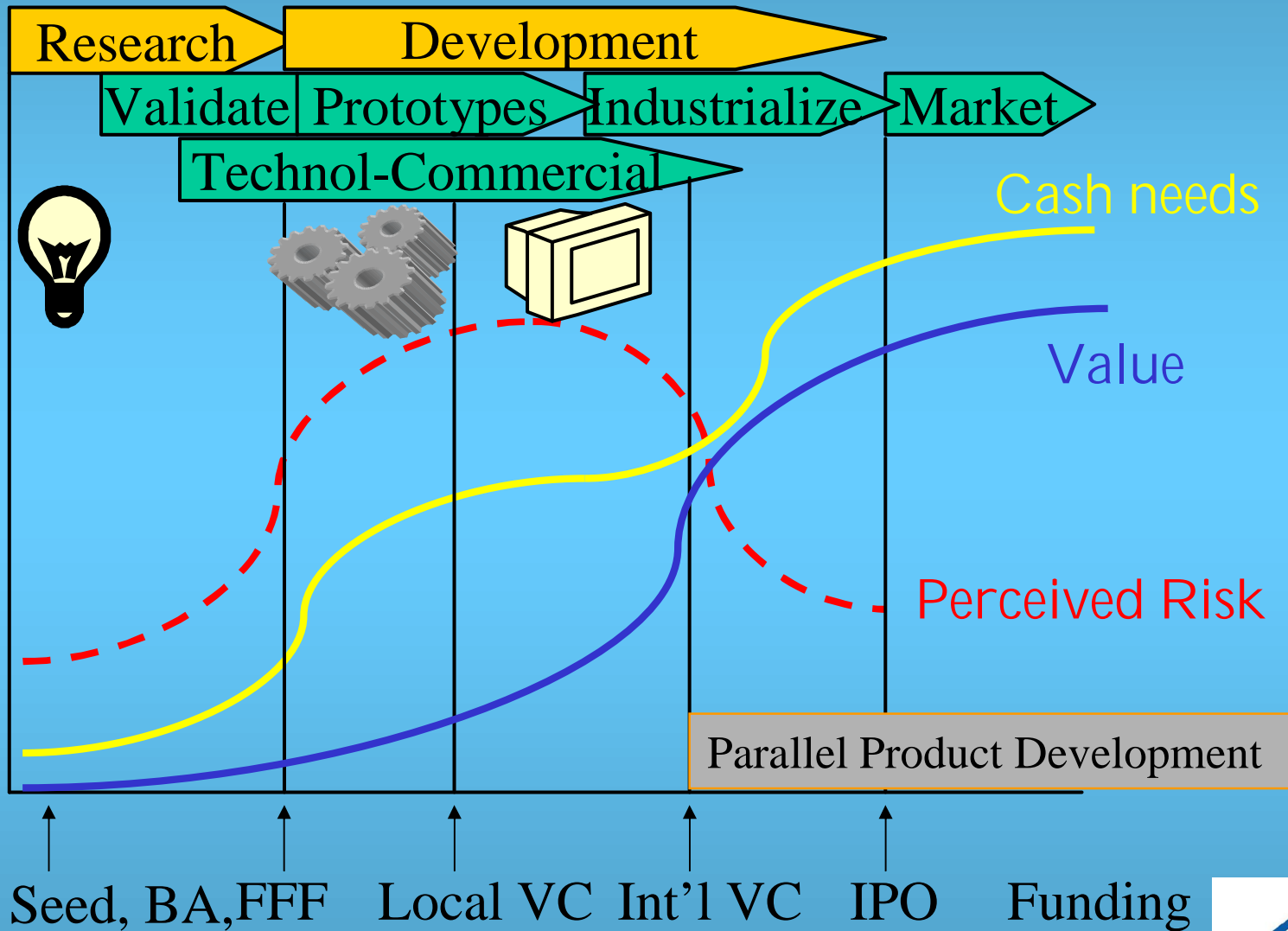
Industry example 2:

In which environment do we operate?



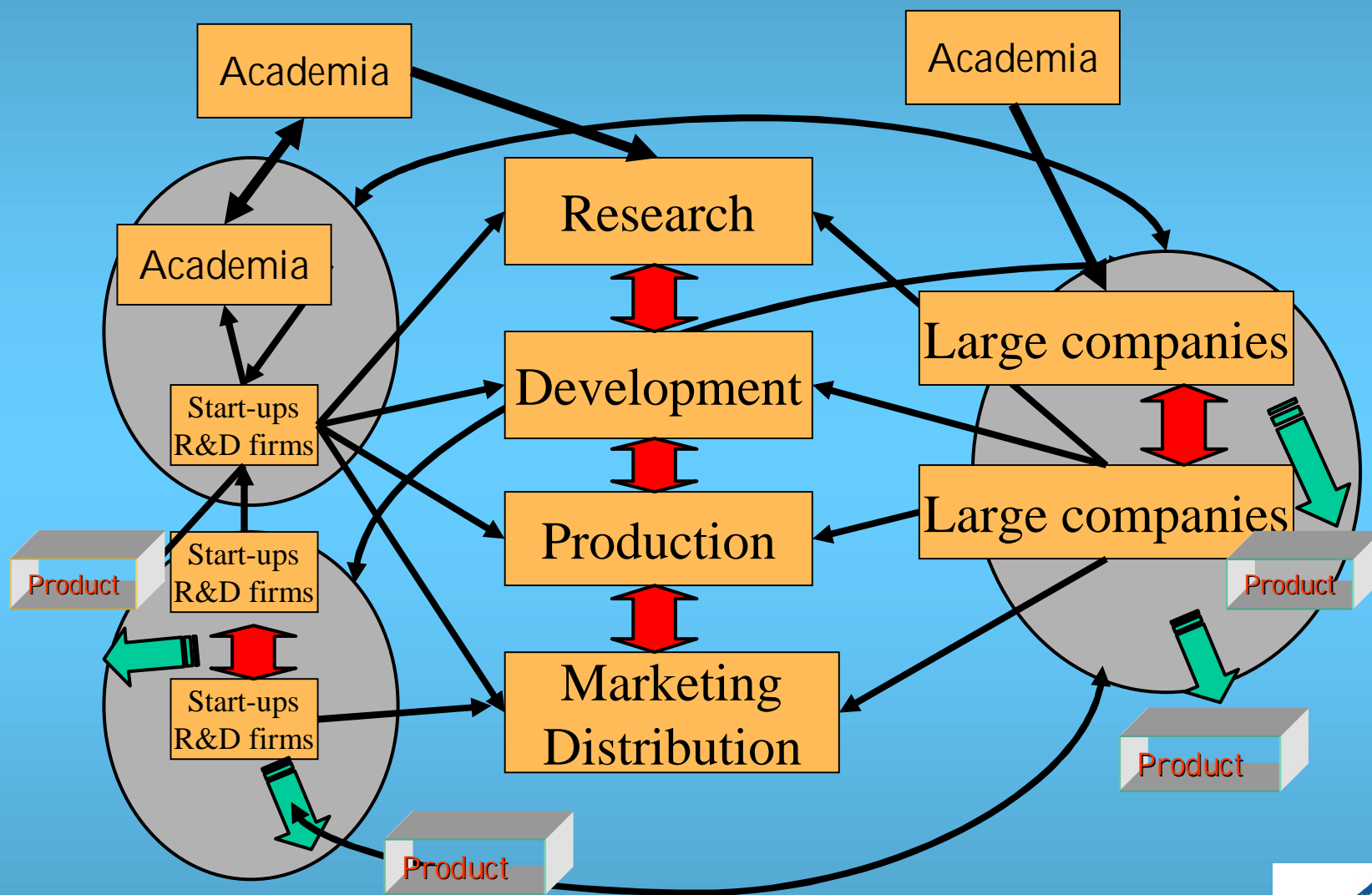
Industry example 2:

Working in the Value chain:





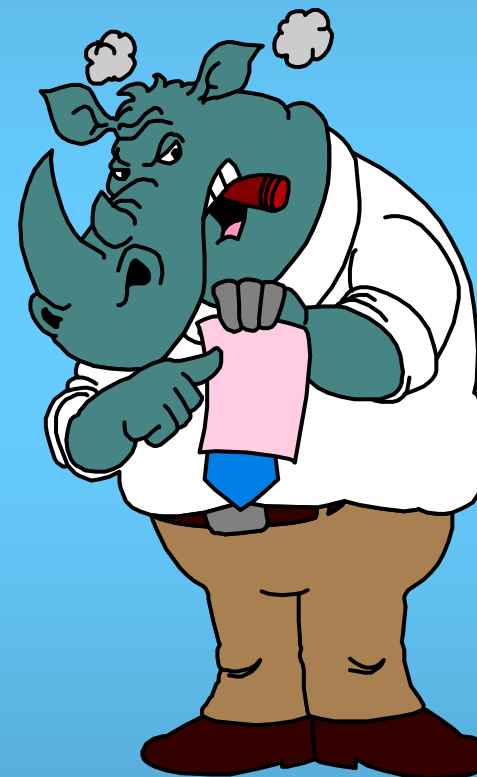
Moving towards more complex consortia:





BUT:

How to negotiate the R&D contract?





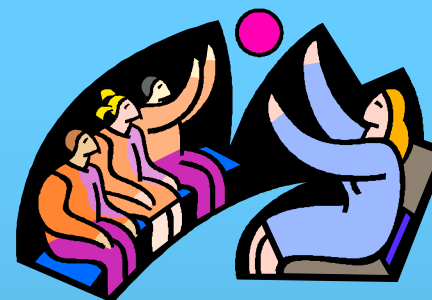
e.g. Transfer of Knowledge through:

Exchange Graduate students
Exchange of staff/ faculty



Collaborative research
Academic Consulting

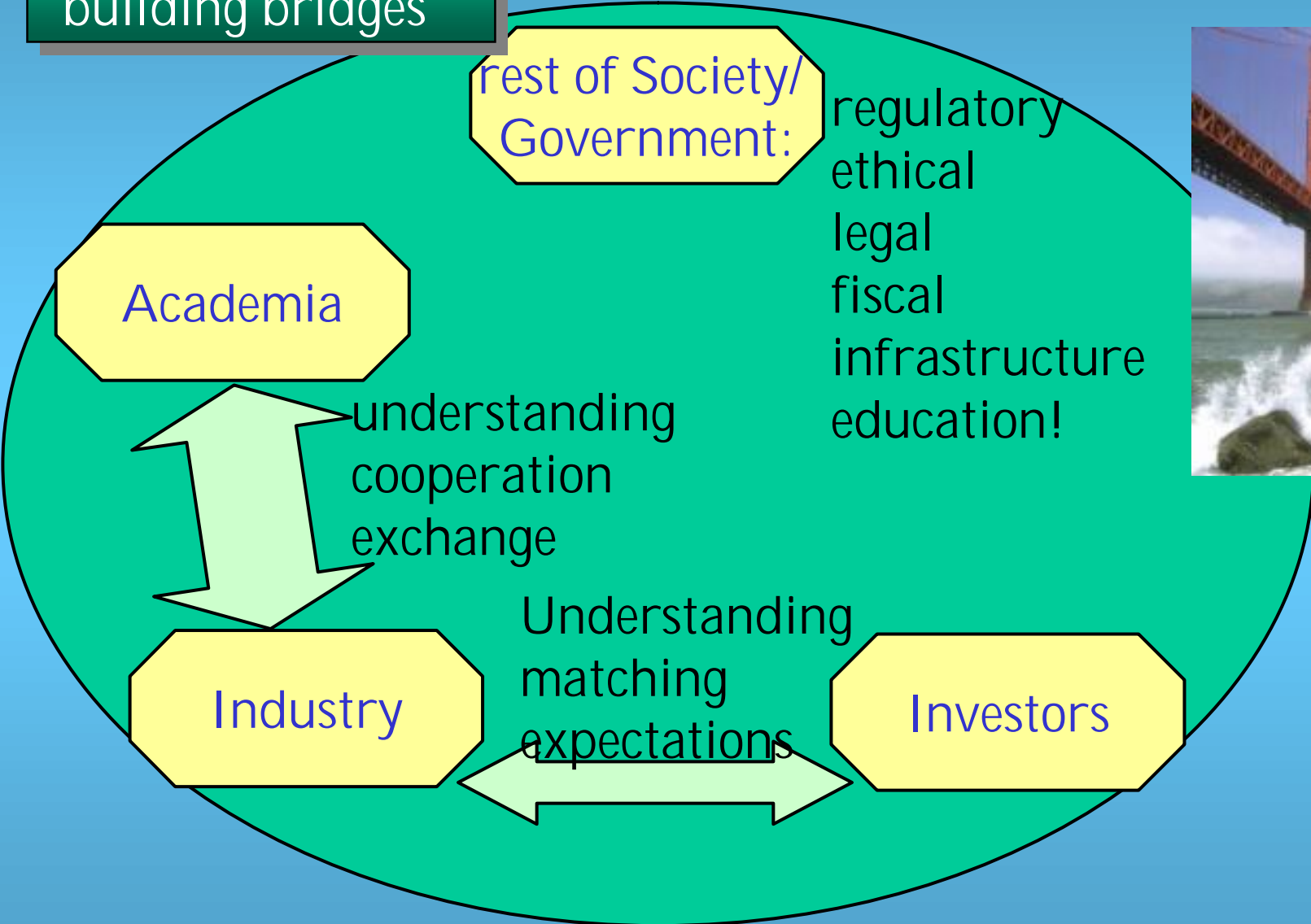
Patenting and licensing
Service and out-reach



Spin-off companies (JV, PPP, etc)



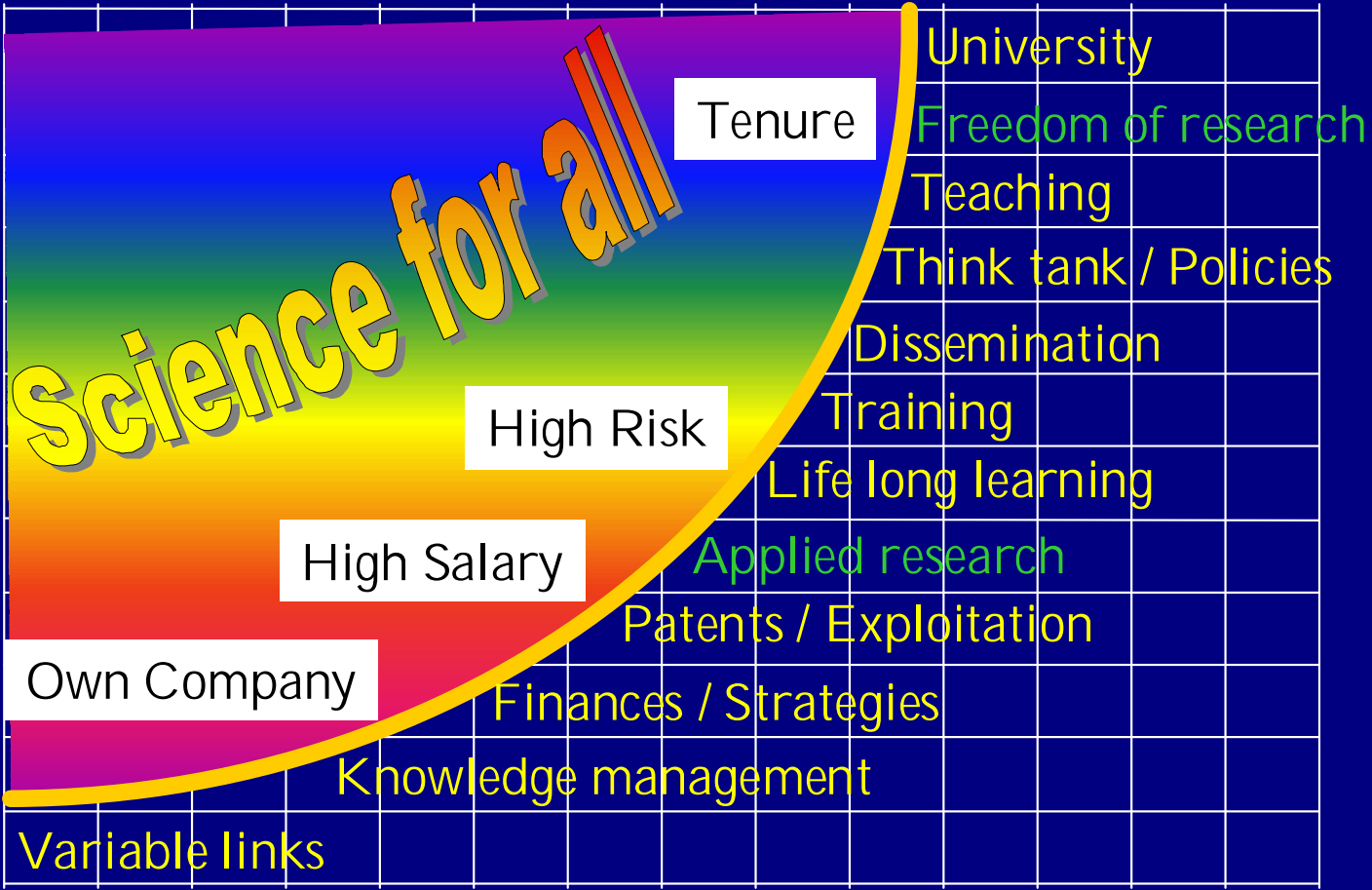
Example 3:
building bridges





Career - Opportunity Mesh:

Public Research



Private Research

EC Workshop Science and Career Development, Copenhagen, Nov 2002



Conclusions?

- **Key 1: realize we all operate in a complex international environment**
- **Key 2: to recognize new possibilities how to grow, using your academic skills PLUS develop your other talents**
- **Key 3: build a Network and use it**



EARMA



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A not-for-profit organisation from members for members.

