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IMPACT  
RESEARCH  
INVESTMENT  
DISCOVERY  
OPPORTUNITIES  
STRENGTHS  
ACCESS  
RESOURCES  
EFFICIENCIES  
COLLABORATION

## Urban Land Institute Fall Meeting, 2013 Chicago



# Collaborative Opportunities

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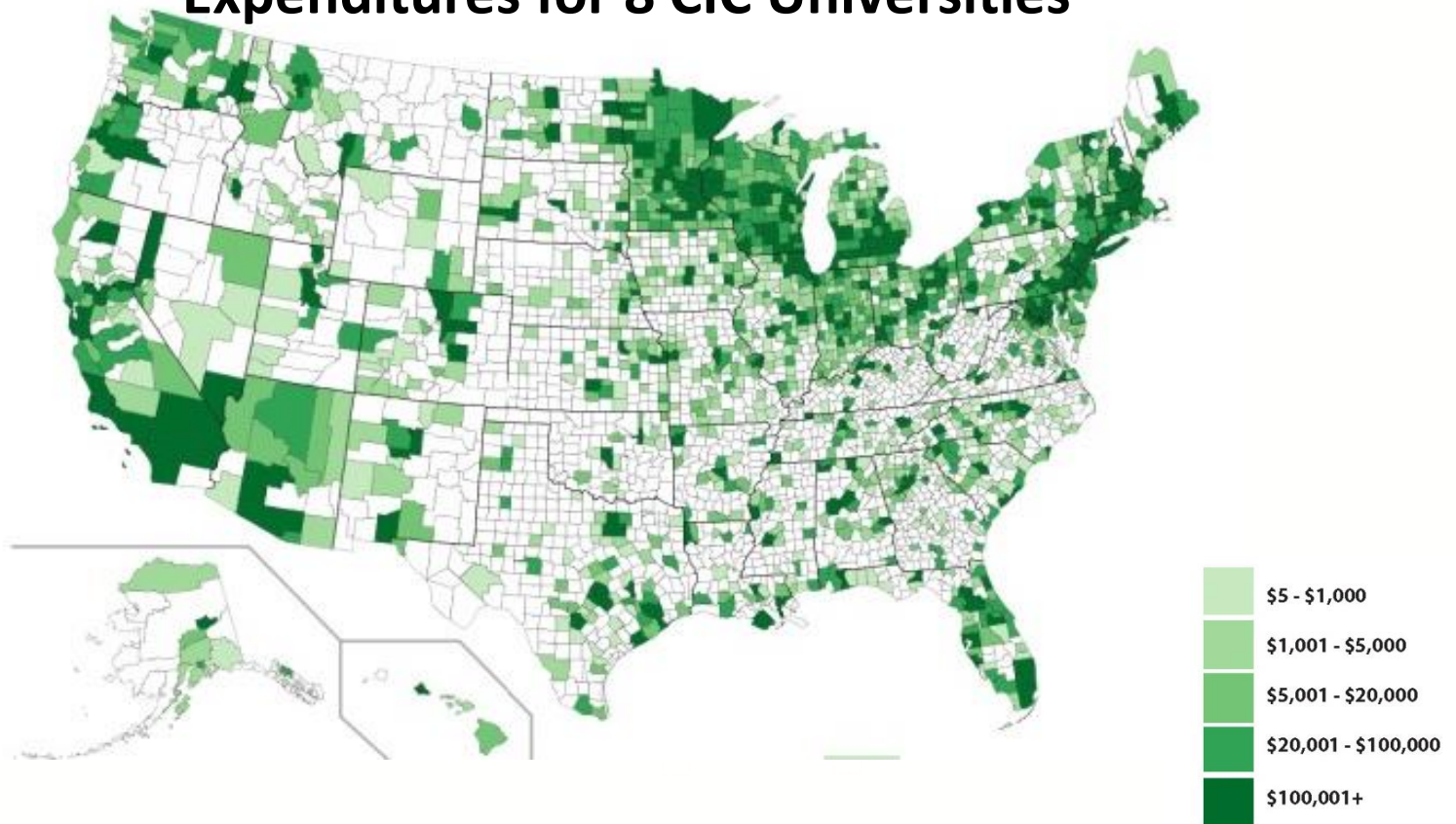
- Universities as assets to the region/community
  - magnets of innovation
  - supporting cultural amenities
  - significant employer
  - large physical footprint
- Global engagement
  - connecting with communities & partners worldwide, building on existing international footprint and partnerships
- Opening doors to licensing, patenting, innovation & development
- Shared commitment to community/regional development

# Potential Stress Points

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- Research shows that 60% of all corporate partnerships fail, and they fail for the same reasons that 50% of all U.S. marriages fail (poor partner selection; lack of shared goals; lack of trust)
- Initial contracts are difficult to establish, but subsequent contracts are easier
  - Get the right people at the right level at the right table (which is more time consuming but results in a better collaboration)
  - “Speed of trust” issues must be addressed

## National Distribution of Research Expenditures for 8 CIC Universities







The Committee on Institutional Cooperation is an academic consortium of top-tier research universities, including the members of the Big Ten Conference and the University of Chicago. For over half a century, CIC members have collaborated to advance their academic missions, generate unique opportunities for students and faculty, and serve the common good by sharing expertise, leveraging campus resources, and creating innovative programming.

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