

Resources for Researchers “Learning to Work With Funders”



- **Introduction of Participants**
- **Summary of Steps**
 - General Principles for Negotiation
 - Intellectual Property - Considerations; Model negotiation
 - Budget – Considerations; participant negotiation
 - Publications – Considerations; participant negotiation



Negotiation Principles



Positional Bargaining

- “This is my position. Take it or leave it”
- Works well when you hold all the cards
- Winners and losers

Interest Based Negotiating

- What does each side need?
- Finding a solution that covers each party's interests
- Builds on trust



Negotiation Principles



Gather Information

- Ask many questions – Discover their true interests.
- Explain your position in response to these interests
- Prepare extensively (3:1)

Consensus Momentum

- Deal with less contentious matters first.

If an issue is stalled, move on to other matters.

Maintain the Relationship

- Keep matters open. Other projects may be more successful

Anchoring the Negotiation

- People tend to remain in the area of the first offer.
- Meeting in the middle is *very* common

Arising IP

- Who is doing the work?
- Are they willing to assign it?
- Are you working together with the funder?
- Future Improvements?

Protecting Background intellectual Property

- Is it needed for this new project or for commercialization?
- Can you provide it freely?
- Do you need someone else's IP?

Cover all costs

- Change scope of work if not enough funds
- Clear description of deliverables for each funder
- Don't forget indirect costs

Timing of Payments

- Avoid running a deficit
- Get as much money up front as possible

No secret research – Need clear ability to publish result and methods

- Queen's policy
- Status as a charity
- Research Ethics Board requirement

Reasonable delays in publication are acceptable

- For IP protection
- Review for confidential information

- QUESTIONS?