



Inter-sectoral mobility obstacles in SEE

**Results from the I-SEEMob survey**

# I-SEEMob Survey

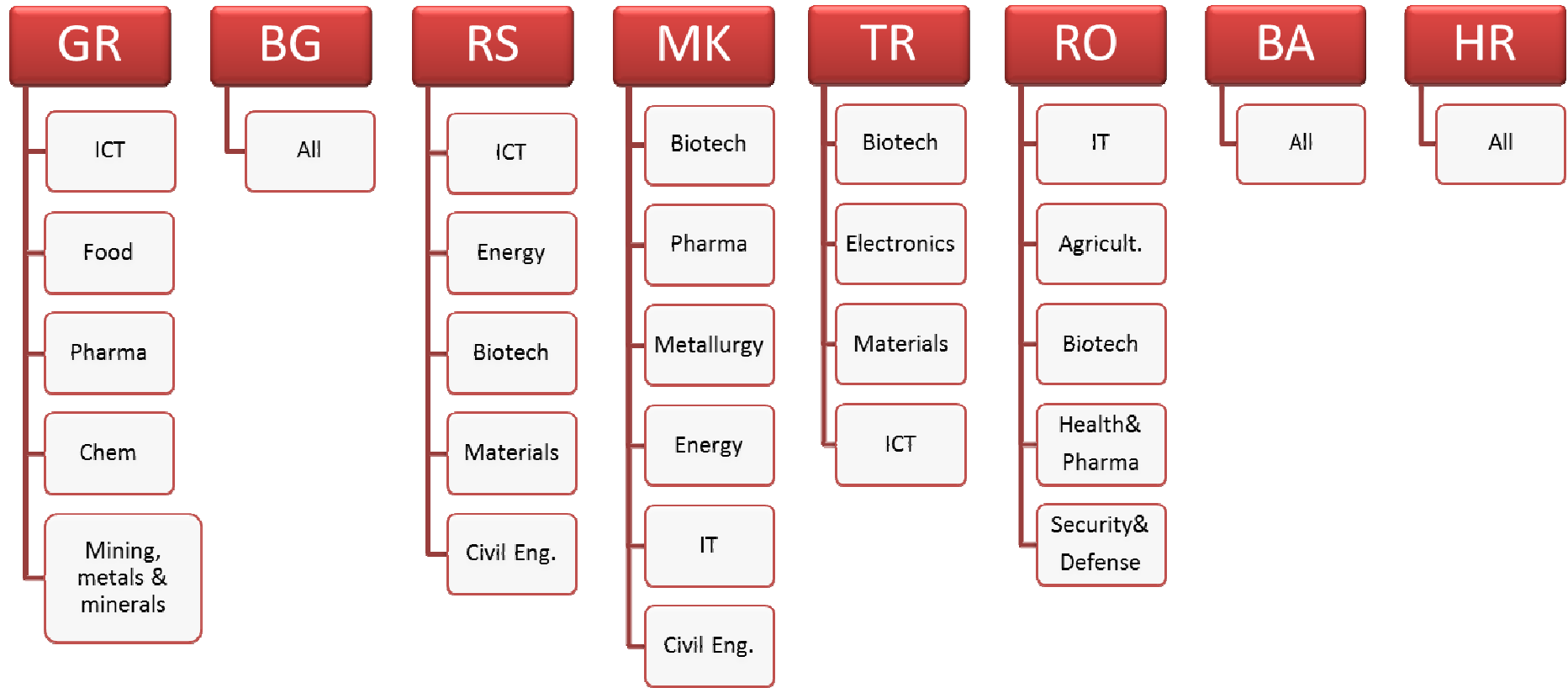
The integral element of the I-SEEMob project is to display the **contemporary state of affairs** on the issues of **inter-sectoral mobility** and **career development of researchers** in the south-eastern European countries participating in the consortium

# I-SEEMob Survey

- **1<sup>st</sup> step**
  - Mapping exercise on the number of industries operating R&D departments in South Eastern Europe – creating a database
- **2<sup>nd</sup> step**
  - Mapping exercise on industry's needs for R&D personnel – questionnaires

# I-SEEMob survey

## Priority sectors



# I-SEEMob survey

Industry database

- **GR:** 122 contacts
- **TR:** 49 contacts
- **RO:** 51 contacts
- **BG:** 30 contacts
- **MK:** 54 contacts
- **RS:** 130 contacts
- **BA:** 48 contacts
- **HR:** 85 contacts



# I-SEEMob survey

Mapping exercise on industry's needs for R&D personnel

- Objective No. 1
  - Collect information on the **additional skills and competences** (i.e. communication skills, awareness of IPR issues, research management training, how to communicate research results, how to build successful spin-offs etc.) **that university graduates and researchers need to acquire in order to be more “attractive” to employers in the industrial sector.**

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Mapping exercise on industry's needs for R&D personnel

- Objective No. 2
  - Examine **the largely stressed limited culture of movement from academia to industry and vice versa**

*Both objectives were examined on a national level*

# I-SEEMob survey

Method



- Development of *two questionnaires*:
  1. **Industry:** identification of additional skills and competencies needed;
  2. **Universities:** what kind of training is provided so far by universities in terms of life-long learning training programmes etc.
- **Both questionnaires:** their opinion on the remaining barriers in inter-sectoral mobility.



# I-SEEMob survey

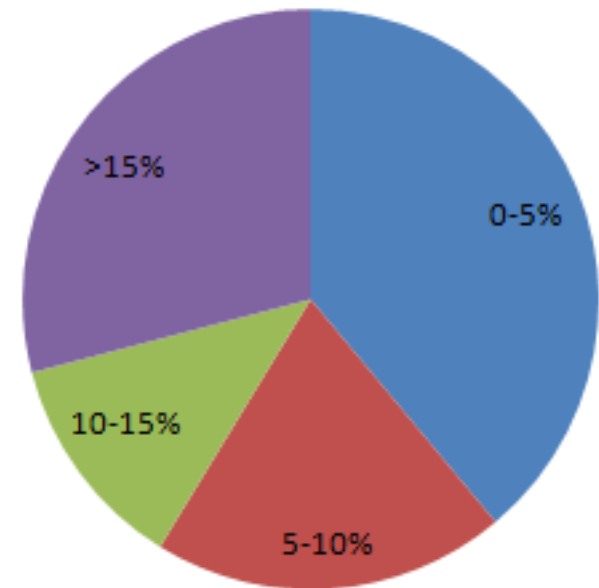
## Responses

	<b>INDUSTRY responses</b>		<b>ACADEMIA responses</b>
BA	17		13
BG	9		84
GR	28		91
HR	22		207
MK	11		23
RO	53		22
RS	31		51
TR	17		28
<b>TOTAL</b>	<b>188</b>	<b>TOTAL</b>	<b>519</b>

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About the respondents

- 74% industry respondents operate **own R&D** department
- On average, the companies employ 37 researchers – but 70% employ less than 10 researchers in total
- Most **invest** less than 10% of their profit into R&D

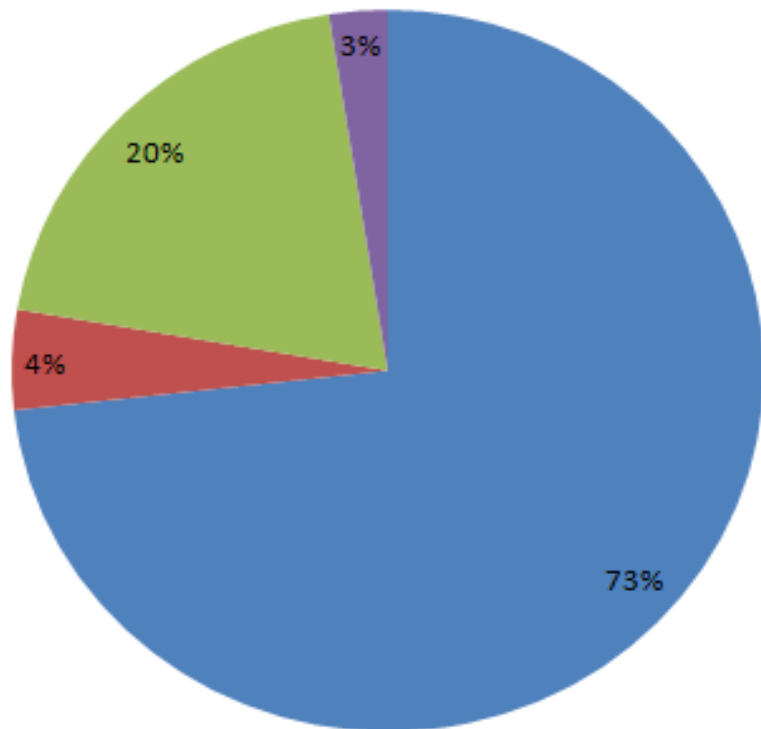


Investment in R&D as  
% of profit

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About the respondents

- Public university
- Private university
- Public research org.
- Private research org.



Academia respondents

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## Existing cooperation

- Most industry respondents cooperate with at least one other organisation in their R&D activities
- The most common partners are other companies (84%) and universities (81%)
- Almost half of academia respondents (44%) have personally experienced inter-sectoral mobility

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## Existing cooperation

- Existing levels reported low by both sectors
- When they do cooperate: the companies are mostly **satisfied** with the cooperation, and the researchers report a mostly **positive influence** of inter-sectoral mobility on their career

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Existing cooperation

- **Motivation**
  - For industry: need to solve a specific problem, access to new processes and technologies
  - For academia: additional income

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Existing cooperation

- **Problems, misunderstandings**
  - Industry – short-term oriented?
  - Academia not adequately equipped to address specific industry research needs?
  - “The other” is not interested?

# I-SEEMob survey

Additional skills

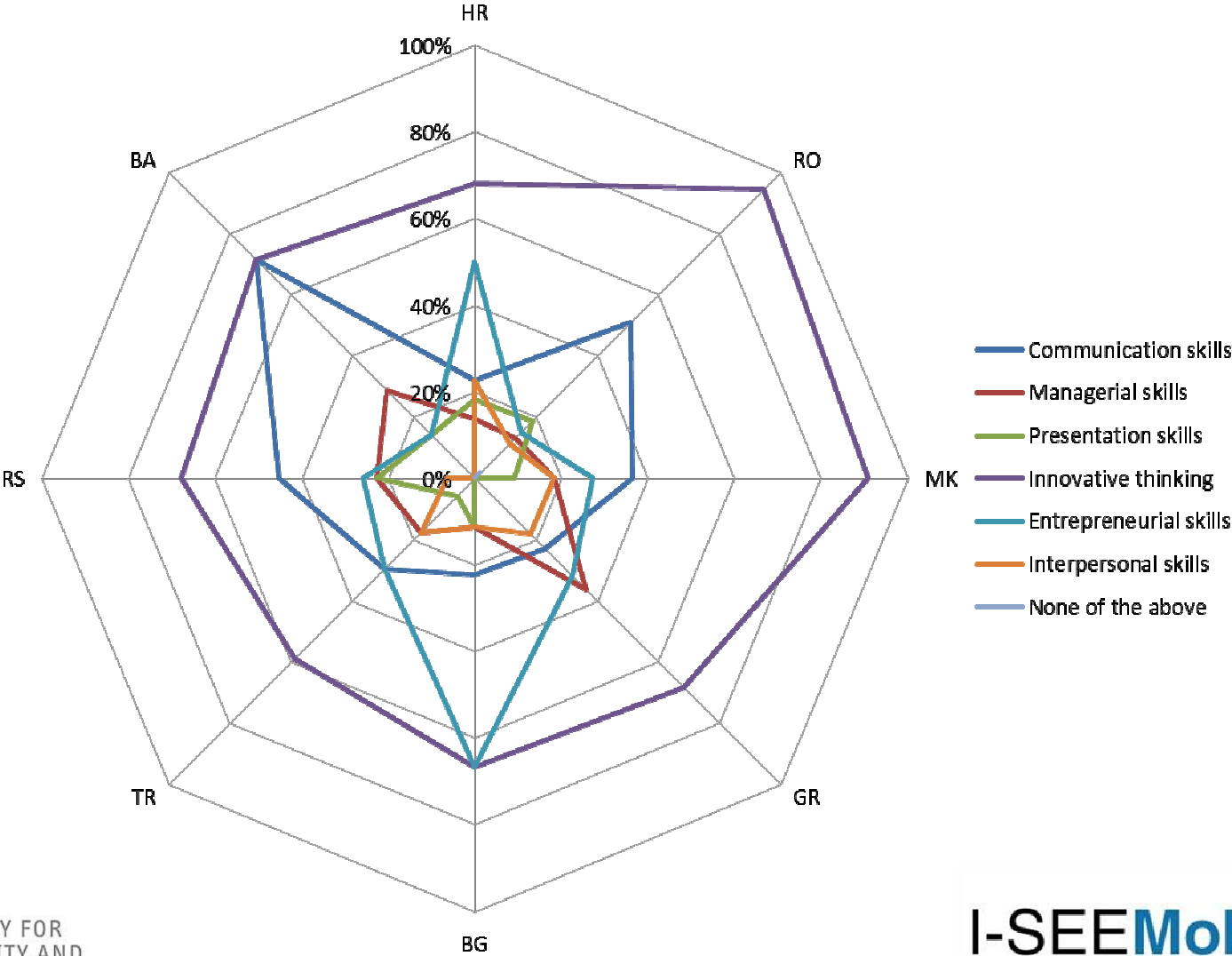
Additional skills needed:

- Innovative thinking
- Communication skills
- Knowledge of entrepreneurial issues
- Technology transfer skills



# I-SEEMob survey

## Additional skills



# I-SEEMob survey

How to improve inter-sectoral cooperation

- **Industry** should take the lead (both sectors agree!)
- Any **governmental incentives** to promote inter-sectoral cooperation are generally considered positive, but most of all **tax reliefs** to companies for investments in **joint research projects**.

# I-SEEMob survey

- In all countries approx. 3-6 existing national support tools and/or individual initiatives were identified
- According to the survey, additional support is needed

*All results of the survey will be incorporated into final national guidelines for better inter-sectoral mobility*

# Thank you!

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