

RESEARCH FORUM SERIES

Core Curriculum Module C

Research Partnerships: The Challenges of Collaboration

Part 1: Developing Collaborative Research Partnerships:

A Skills Workshop

PACT Training, Inc.

New Kingston, NY

Part 2: Development and Construction of a

Technical Assistance Agreement

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Part 3: Negotiating a Primary Care Technical Assistance Agreement:

The Cardiac Surgery Access to Care Contract

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I. Background

Collaborative partnerships between academic and non-academic organizations are often critical to the success of applied primary care/health services research projects. Technical assistance agreements and contracts often serve as the basis for these research partnerships. There is a need to understand the different missions, values, responsibilities, and obligations of the partners. Researchers and evaluators need to learn more about how to construct technical assistance agreements and contracts, as well as develop skills in negotiation and conflict resolution.

II. Aim

In this 3-part workshop, fellows will learn about the challenges in developing academic/non-academic research partnerships, and selected issues relating to negotiating technical assistance agreements and contracts.

III. Learning Objectives

Part 1: Developing Collaborative Research Partnerships: A Skills Workshop

- Understand some of the challenges related to developing academic and non-academic research partnerships
- Learn about the four stages of interest-based negotiation
- Examine different types of defensive behaviors and ways of facilitating effective communication
- Practice skills in principled negotiation and conflict resolution

Part 2: The Development and Construction of a Technical Assistance Agreement

- Begin to outline components of a technical assistance agreement
- Identify process and product deliverables, related assumptions, and issues from the point of view of each of the parties to the agreement
- Identify what protections need to be build into the agreement for all parties to the agreement

Part 3: Negotiating a Primary Care Technical Assistance Agreement - The Cardiac Surgery Access to Care Contract

- Follow the overall process of establishing a technical assistance agreement
- Better understand the elements of a technical assistance agreement through example
- Learn about steps to take once the agreement has been negotiated

II. Teaching Method(s)

The faculty will present three 1.5 hour seminars. A mix of didactic lectures, structured improvisations/role plays, small group experiential learning, and group discussion will be employed.

III. Content Outline

Part 1 – Developing Collaborative Research Partnerships: A Skills Workshop

NRSA Fellows and Faculty will have an opportunity to practice the negotiation and conflict resolution skills needed in developing a collaborative research partnership with a community health center.

- Handout for Simulation/Case Study (see Attachment)
- PACT Handouts on Defensive Communications and Negotiation Principles and Practices (see Attachment)

Part 2: The Development and Construction of a Technical Assistance Agreement

As a follow-up to the PACT Training skills workshop/simulation, NRSA Fellows and Faculty will have an opportunity to learn more about the structure and process of developing technical assistance contracts. Topics such as general terms of an agreement, deliverables, timelines, confidentiality, intellectual property, dissemination, and other legal issues will be discussed.

- Handout on Letter of Agreement (see Attachment)

Part 3: Negotiating a Primary Care Technical Assistance Agreement - The Cardiac Surgery Access to Care Contract

NRSA Fellows and Faculty will have an opportunity to learn about a technical assistance project focusing on cardiac surgery access to care. The project involves researchers in the Department of Family Medicine/UMDNJ-Robert Wood Johnson Medical School and the New Jersey Department of Health and Senior Services.

- Powerpoint slides (see Attachment)

VI. Application to Actual Research Projects by Fellows

Dr. Anna Petrova, one of the NRSA Fellows, was a key participant in the Belarus/USAID Partnership Program and shared her experiences related to this international technical assistance project. Fellows will have an opportunity to bring questions related to any technical assistance agreements or contracts they are working on for group discussion at future Research Forum meetings.

VII. References/Internet Resources

Crabtree BF, Addison MW, Gilchrist VJ, and Kuzel A. Exploring Collaborative Research in Primary Care. Newbury Park, CA: SAGE, 1994.