Building and Maintaining Collaborative Research Teams

Dr. Jay F. Nunamaker, Jr.
Director, National Center for Border Security and Immigration
Regents and Soldwedel Professor of MIS, Computer Science, and Communication
University of Arizona
National Center for Border Security and Immigration
Border & Maritime Security

Detection

Fusion

Sensor Networks
Establishing a Partnership

“I don’t recall what you SAID... and I may not recall what you DID... but I remember how you made me FEEL.”

-- Maya Angelou
Partnership

- **DEFINED:**
  - “A voluntary collaborative agreement between two or more parties in which all participants agree to work together to achieve a common goal.”

- **CHARACTERISTICS:**
  - Team partners and customer partners (they’re different)

- **CHALLENGE:**
  - “How do you make this happen?”
Building Partnerships (Team)

- A common culture fosters effective collaboration
  - EXAMPLE: BSI Center at The University of Arizona
    - The UA leadership group identified:
      - Public universities
      - Focus on scientific research
      - Established grants/contracts in relevant fields
      - Shared experience (live and work on the border)

- Principals must be able to integrate their work

- All partners must “buy in” to the team’s vision
Building Partnerships (Customers)

- **CRITICAL** first step: Demonstrate your worth
  - Prove that you offer something of VALUE to them!
    - You’re not wasting their time
    - They will benefit from the partnership as much as you will
  - **EXAMPLE:** UA/CMI and the U.S. Navy
    - Re-engineered the USS Coronado’s AC/ventilation system
      - Not part of our job, but we improved the system
    - USN officers watched UA team land a rover on Mars
      - Admiral: “These guys are good!”

- Next step: Your research must be integrated with THEIR processes
Collaboration

- **DEFINED:**
  - “A participative process through which people, groups, and organizations work together to achieve desired results.”

- **CHARACTERISTICS:**
  - Can be new, exciting, stressful, beneficial, innovative, productive, and creative... but it’s NOT easy!
Maintaining Relationships

▪ TEAM: Maintaining the positive inertia
  – Building effective partnerships and working in collaborative environments does not happen overnight
    ▪ EXAMPLE: BSI team was the result of 2 years of effort

▪ CUSTOMER: Credibility is a volatile commodity
  – New people come and go
  – You have to prove your value all over again
    ▪ Particularly following changes in the customer’s leadership!
Integration

- DEFINED (from a practical perspective):
  - “Completely understanding the processes of all team members... and how their outputs fit together, including the impacts that one subsystem has upon another.”

- System integration is bringing together all the BSI partners’ subsystems into one system that functions as a seamless entity
  - Designed to address the customers’ needs
Partnerships

Integration

Collaboration

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