

Developing a Collaborative Relationship with Stakeholders

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MOTIVATION



The biggest challenge in **translating research findings** by the scientific community into **commercialization** is securing and sustaining the **support of key stakeholders**.

GOAL



Discuss **common challenges** and **good practices** to facilitate the exchange of knowledge, experience, and best practices to **establish a stakeholder relationship** that will greatly benefit future professors and scientists.

WORKSHOP

May 18th, 2021: 10:00 AM-12:00 PM PST

Registrants : 57
Graduate Students: 40
Postdoc Scholar: 15
Other: 2

41



PANELIST



The workshop was conducted as a **2-hour Zoom Webinar** section with an expert panel discussion of four panelists.

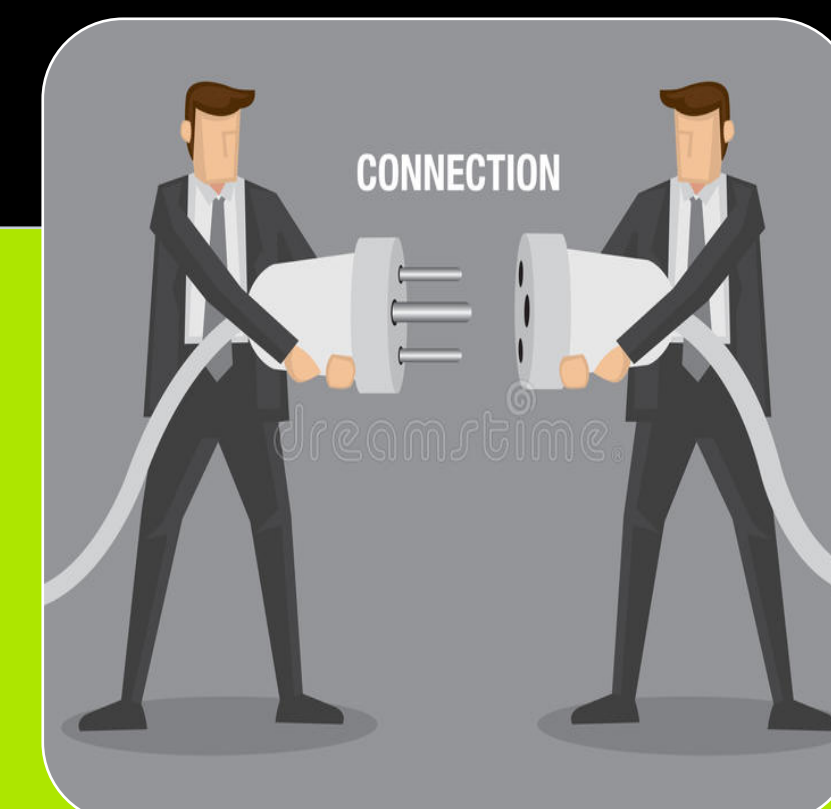
1. **Ms. Shannon Dosemagen**, Director at Open Environmental Data Project
2. **Dr. Elia Scudiero**, Assistant Research Agronomist, UC Riverside
2. **Dr. Sheila A. Martin**, Vice President, Association of Public and Land-grant Universities, Washington D.C.
3. **Dr. Scott A. Bradford**, Research Leader SAWS Unit, USDA Davis

WORKSHOP SUMMARY



Identify Stakeholders

1. Does the stakeholder have an impact on your research?
2. Is the relationship dynamic or mutual?
3. Can you replace the stakeholder?
4. Are there existing positive or negative relationships?
5. Is there any any opponents or conflict of interest?



Establish Connection

1. Communicate to your PI
2. Involve your PI when you establish a connection
3. Develop a large peer network at scientific conference
4. Use external institutional contacts



Initiate Communication

- Phase 1:** Emails or short phone calls
- Phase 2:** Meetings to introduce your work via conference call, one-on-one meetings
- Phase 3:** Host meetings, conferences, and workshops for different stakeholders



Initiate Collaboration

1. Demonstrate beneficiaries of your project
2. Identify the input, benefits, and expected outcome for each party
3. Negotiate the input and output if disagreements occur
4. Resolve conflicts at early stage



Maintain Relationship

1. Deliver the promised outcome
2. Foster a shared commitment
3. Build flexibility within the research to accommodate engagement and outcome
4. Maintain regular contact and update the progress

PRODUCTS



- The workshop is recorded and will be shared though the [The GradPathways Institute YouTube Channel](#)
- A handbook will be published comprised of summery from the panel discussion and tools to navigate through the stakeholder engagement process.

ACKNOWLEDGEMENT



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