

## Corporate Sponsored Research at McGill: A scholar's perspective

Researchers and research units receiving funding from corporations face a range of challenges, one of the main ones being understanding what those challenges are. This presentation will address issues that arise when research is funded by corporations, approaching those issues from the point of view of communication. Relationships between funder and researcher are necessarily strategic from the point of view of both partners and, importantly, the strategies deployed by each and the objectives pursued are not the same. In this context, clear communication is both essential and particularly difficult to accomplish. I will draw on my own experiences with corporate funding to analyse the challenges and to begin to identify