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**Bonn, May 18, 2007, Statements for the EU Conference:**

**University-enterprise cooperation: Building on new challenges from past experiences**

*Siemens: Areas of cooperation with universities:*

**Research/development partners:** worldwide we have more than 6000 cooperation agreements with more than 600 universities. In Germany we have especially close links with the TU München, TU Berlin and TU Aachen, where we have established a “Center of Knowledge Interchange” (CKI). A total of 11 German top-universities (TU9 + LMU München and Humboldt Univ. Berlin) are in our “Ambassador scheme”, i.e. Siemens has nominated a board member as Ambassador.

**Recruiting:**

36% of our worldwide 475 000 employees have a university degree, 24% in a technical major. In fiscal year 2006, 91% of our 26 700 new employees with a university degree were hired outside of Germany; hiring is usually in the country/for the country according to market expectations, no central planning/forecasts

**Know-how transfer:**

In Germany and Austria, we have about 200 Siemens employees as “teaching delegates” at universities. We are actively involved in the ongoing curricula reform (Bologna process) and we offer about 2-4000 internships in Germany only every year, in addition to master/diploma/PhD thesis possibilities.

*Success factors:*

- Mutual understanding of the technical trends and the research activities as well as the market requirements;
- Flexibility of the universities to adapt their curricula (especially in engineering) to the requirements of industry (outcome orientation) as an ongoing process
- Willingness of industry to contribute practical know-how, of universities to seek the contact with industry
- Willingness to solve the Intellectual Property issue

*Obstacles:*

- Different interests: in academia, a fundamentally new idea may win you the Nobel Prize; in industry it is not desirable for its own sake, as it may take more time and effort to turn it into a product (cf. IBM's discovery of the high-temperature superconductivity more than 20 years ago – a great invention still lacking widespread industrial implementation...)
- Industry: Innovation is an idea turned into a product successful in the market!
- Different time frames: Industry < 5 years, academia: No limit.

*Diverse topics:*

- Universities play a decisive part in forming a European knowledge and growth area, as the success of any industrialised country depends largely not only on the quality of the university research, but on education as well! More emphasis on the quality of study courses is needed!
- Politics have to acknowledge that spending money for education is an investment!
- Universities should establish more cross-border agreements to make it easier for students to spend part of their study in another country
- Basic know-how “How is a company working?” (including non-technical aspects in the case of engineers) should form part of any curriculum