

## Improving the Productivity of Industry-University Collaboration: The Example of Gaziantep University

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Nowadays, knowledge has become important as a competitive weapon (Van Dierdonck et al., 1990) and competitive environment causes to pressure on organisations to impel their boundaries, when the aim is to be leader of the knowledge advancement. When there is an inter-organisational collaboration, more beneficial knowledge can be created compared to each organisation working alone, because integrative resources and capabilities that emanate from collaboration of organisations create synergy. (Santoro & Gopalakrishnan, 2000)

Universities are establishments that have strategic roles such as education, scientific research and publication in the development of societies. The development of the welfare of the societies requires benefiting from scientific and technological studies effectively. Scientific thoughts should be integrated with the lifestyles of the society to show improvements. Relationship between researchers and external organisations is one of the most important ways for the transformation of the knowledge to practical implementations. (Çelik & Tufan, 2010)

This paper focuses on relationship between universities that employ a lot of researchers and industrial establishments which perform practical implementations. Research on university-industry collaboration has increased in recent years because of globalisation. With the increasing of globalisation, competitiveness has become more significant than previous years. Firms, universities and other organisations must be strong to survive in their areas. To be strong they may need help about some issues. For instance, firms need to be innovative for new products or processes and universities need some funds for their research and development studies.

Single case study will be used in this study and data will be collected by conducting interview with a specialist of university-industry collaboration development in Gaziantep University. This study proceeds as follows: First, industry-university collaboration will be explained. Secondly, components and obstacles of this relationship will be concatenated. Thirdly, the case of Gaziantep University will be indicated. Finally, some suggestions will be given on how to improve the productivity of university-industry collaboration.

**Keywords:** industry, university, collaboration, knowledge transfer, technology transfer