

**18.2.2026****Author**

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**Title**

Brokers on the boundary : academic-industry liaison in Canadian universities / Fisher, Donald ; Atkinson-Grosjean, Janet

**Publication year**

2002

**Source/Footnote**

In: Higher education. - 44 (2002) 3 - 4, S. 449 - 467

**Inventory number**

15145

**Keywords**

Ausland : Kanada : Hochschulwesen allgemein ; Hochschule und Wirtschaft

**Abstract**

As scientific research has taken on increasing economic significance so research management has become a priority for universities and the State. Over the last two decades, Industry-Liaison Offices have become an established part of the infrastructure of Canadian universities. The managers of these offices are the quintessential boundary workers who are charged with translating academic science into intellectual property. Some universities operate with an "internal" model where the office is fully integrated into the university's structure. Other universities operate with an "external" model where the office operates outside the university either as a non-profit or a for-profit corporation. This article traces the institutionalization of these offices and commercialization in Canadian universities. Using documentary analysis and interviews we document the key issues for these managers in four "case" study universities, as they attempt to commercialize university research. We describe how these managers 'capture the benefits' of discoveries generated by researchers ? the process of identifying, protecting, and exploiting intellectual property. Finally, we identify four major themes: intellectual

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property policy; culture conflict; boundary work; and the public good. We end by raising the question about what is lost when 'capital' is allowed to enter university culture in such a direct manner. (HRK / Abstract übernommen) Fisher, Donald, E-Mail: donald.fisher@ubc.ca