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**Abstract**

Collaboration in research activity is now the rule not the exception. It is encouraged by government, funding bodies and research councils. However, the concept of collaboration is difficult to define. It occurs at many different levels, driven by a complex research system-policy dynamic. Three different models of collaboration - inter-personal, team and corporate - are identified, each with their own rationale, structure, benefits and costs. The paper examines the institutional implications of these models. It argues that institutions and individual researchers conceptualise and operationalise research collaboration in different ways. Although vital to institutional mission, collaborative research is rarely mapped by senior managers with any precision. In general, institutional approaches to the management of collaborative research lag behind the policy rhetoric. The paper concludes with an overview of the key dilemmas for institutional strategists and policy makers posed by the shift towards more collaborative approaches to research. (HRK / Abstract übernommen)