

## **Determinants of Success for R&D Collaboration: perceptions in a public research institution**

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### **Agradecimentos**

Este trabalho foi apoiado pelo Conselho Nacional de Desenvolvimento Científico e Tecnológico (CNPq; Bolsa nº 147152/2021-6) e Embrapa Agrossilvipastoril.

### **Resumo**

This study investigates the determinants of success in research and development (R&D) collaborations between a public research institution and companies, focusing on the varying levels of technology readiness (TRLs) of the technologies being developed. Employing a mixed methodology, this study blends quantitative and qualitative analyses to explore researchers' perceptions of crucial factors for successful collaborative projects. In addition to social capital and market orientation, factors such as planning and governance, operational efficiency, flexibility, quality and value generation, and capability and support are essential for the success of these partnerships. Social capital, which includes networks of relationships, trust, and shared values, is vital for facilitating effective interactions. Market orientation is crucial for aligning innovations with consumer demands. Furthermore, other emerging determinants were identified that significantly impact the effective management of R&D projects. This study contributes to the literature by elucidating how collaboration strategies should be adapted according to the readiness of the technology being developed, offering practical guidance for research institutions and companies to form more effective partnerships.