



ALMA MATER STUDIORUM  
UNIVERSITÀ DI BOLOGNA  
DIPARTIMENTO DI SCIENZE AZIENDALI



oper.LAB  
OPENING INNOVATION



ATTRACT

TRAINING COURSE

# Behavioral training of research groups

for interdisciplinary and  
interorganizational  
collaboration

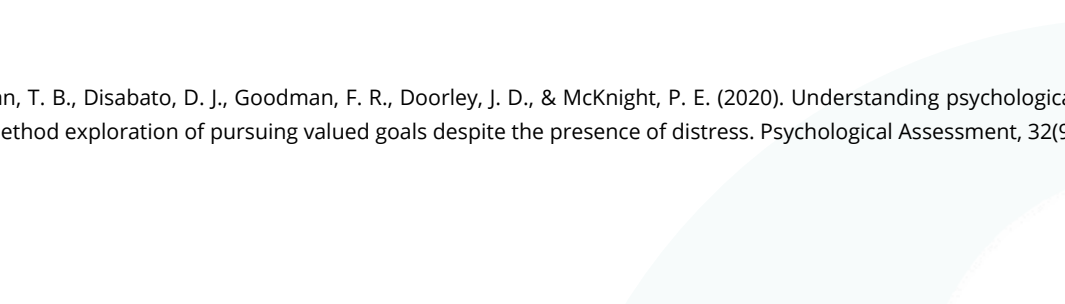


Horizon 2020  
Programme



# INTRODUCTION

During the workshop, you had the chance to explore the use of the tool to improve psychological flexibility, which is defined as the pursuit of values despite the presence of distress (Kashdan et al., 2020). In the future, we encourage you to apply this valuable tool to collaborate with colleagues and conduct experiments with it.



Wright, P. E. (2020). Understanding psychological flexibility: A  
 source of distress. *Psychological Assessment*, 32(9), 829.

# EXERCISES

## Step 1: Choose your goals

*"It's all about boosting the impact of our research"*

~ Clio

Now it's time to select the goals that you will explore. We strongly suggest choosing a minimum of three activities.

### EXAMPLE:

- ✗ Provide access to your data by publishing supplement materials
- ✗ Publish in journals or magazines that are not relevant to your own discipline
- ✗ Attend conferences that are not relevant to your own discipline



# LIST OF GOALS

- Create physical facilities with industry funding (e.g. laboratory, other buildings on campus);
- Set up equity interests in companies (e.g. spin-off companies);
- Sign a joint research agreement with an industrial partner (original research work undertaken by both partners);
- Sign a new contract research agreement with an industrial partner (original research work done by the University alone);
- Sign a new consultancy agreement with an industrial partner (no original research undertaken);
- Train company employees (through course enrolment or through temporary personnel exchanges);
- Do secondments to industry (spend a period of participatory observation at an organization);
- Attend at conferences with industry and university participation;
- Attend at industry-sponsored meetings;
- Interact in electronic networks involving industry personnel;
- License your technological developments to the industry;
- Apply for a patent resulting from your research;
- Participate in the definition of a public policy (e.g. rule, procedure) or a technical standard (e.g. ISO);
- Participate in advocacy initiatives (e.g. write recommendations, participate in public interviews) related to your field of study;
- Conduct research based on Citizen-Science (Involving volunteers collecting or analyzing your data in a scientific project);
- Conduct research based on Crowd-Science (Opening the research to a broad base of potential contributors and making intermediate inputs available);
- Deposit your data into disciplinary, institutional, or public data repositories;
- Provide access to your data by publishing supplement materials;
- Publish in journals or magazines that are not relevant to your own discipline;
- Attend conferences that are not relevant to your own discipline;
- Read journals or magazines that are not relevant to your own discipline;
- Use of physical interdisciplinary facilities (e.g. laboratory. and other buildings on campus);
- Participate in joint research agreements with research groups from other disciplines (original research work undertaken by both partners);
- Provide consultancy to researchers from other disciplines.

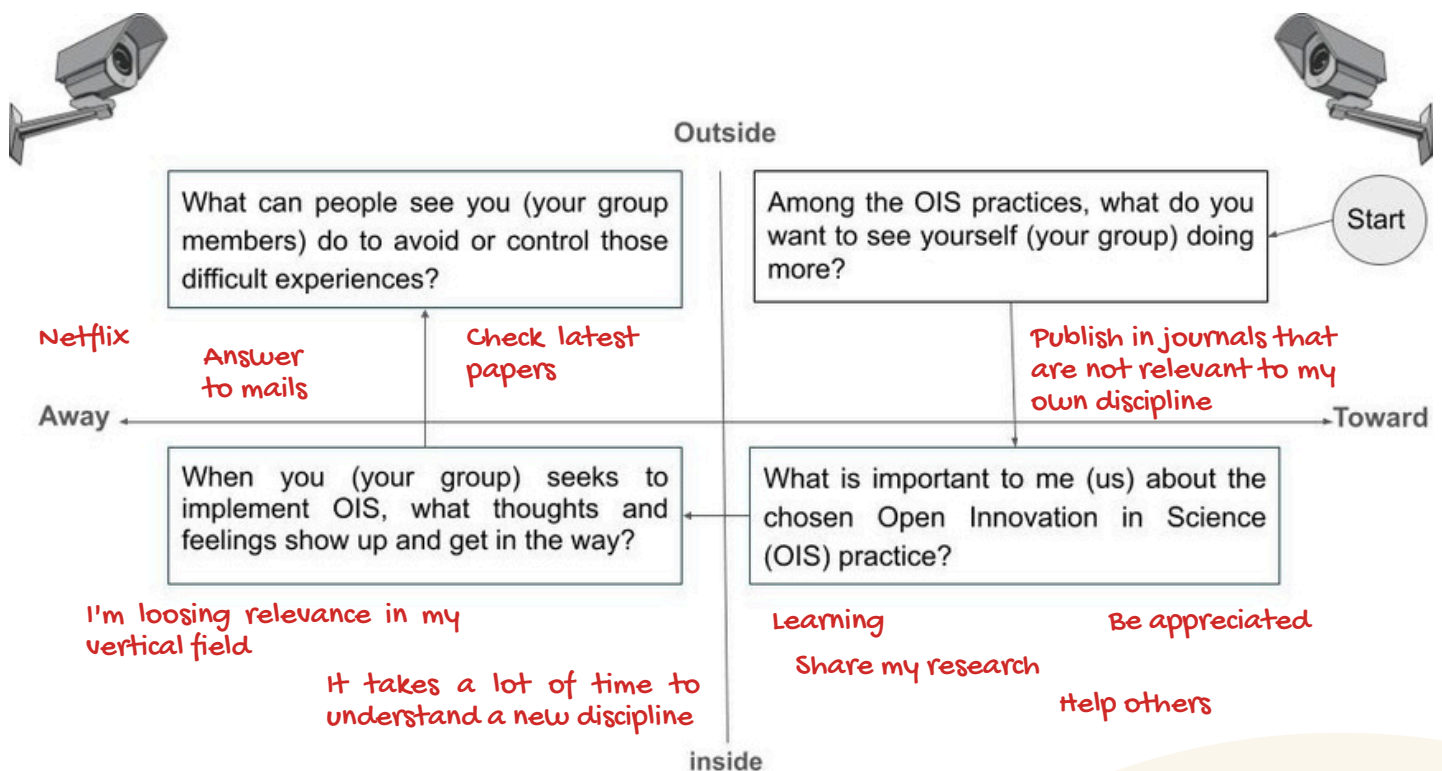
## Step 2: Apply the Matrix

*"If I plan goals, there are two great risks: not achieving them and achieving them."*

~ Nanni

If I choose directions such as being present, tenacious, or supportive, I can never fully achieve them, but only move towards them. However, I can set goals as stepping stones towards overarching directions that go beyond my immediate goals and endure over time, regardless of whether I achieve those goals.

Now that you have learned how to apply the ACT matrix, it's time to apply it in the realm of interdisciplinary and interorganizational collaboration. Fill out a matrix for each goal you have selected. You can use the tool individually or share it with the group you will be working with. Utilize the following prompts to guide yourself or your group in filling out the matrix in relation to your prototype.



**\*EXAMPLE**

Outside

What can people see you do to avoid or control those difficult experiences?

Among the OIS practices, what do you want to see yourself doing more?

Away

When you seek to implement OIS, what thoughts and feelings get in the way?

I

Toward

What is important to me about the chosen OIS practice?

Inside

Outside

What can people see you do to avoid or control those difficult experiences?

Among the OIS practices, what do you want to see yourself doing more?

Away

When you seek to implement OIS, what thoughts and feelings get in the way?

I

Toward

What is important to me about the chosen OIS practice?

Inside



Outside

What can people see you do to avoid or control those difficult experiences?

Among the OIS practices, what do you want to see yourself doing more?

Away

When you seek to implement OIS, what thoughts and feelings get in the way?

I

Toward

What is important to me about the chosen OIS practice?

Inside

## Step 3: Roadmap

*"It is possible to run a marathon only by taking one step at a time."*

~ Clio

You have written your goals in the top-right quadrant and your values in the bottom-right quadrant (values). Now, what are the steps you need to take in order to put your selected goal into practice? List them down (For example you can find your activity prototype and relative steps toward it).

### EXAMPLE

GOAL: Publish in journals that are not relevant to my own discipline;

- Take a coffee with my colleague Marco, who is an expert in meta-materials;
- Participate in the inter-group aperitif;
- Send an email with my last discovery to at least 3 colleagues from different disciplines;
- ....



# TO DO LIST

GOAL 1:

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☐☐☐☐☐☐☐☐☐

# TO DO LIST

GOAL 2:

\_\_\_\_\_

☐☐☐☐☐☐☐☐☐

# TO DO LIST

GOAL 3:

\_\_\_\_\_

☐☐☐☐☐☐☐☐☐

## Step 4: Learn on the way

*"Can you think of yourself as a person who behaves in the direction of collaboration?"*

~ Silvia

Which of your personal and/or group values could be related to the actions needed to behave in the direction of collaboration? Starting to behave in a new direction will probably bring some internal obstacles. Can you notice which are your/your group's internal obstacles?

Keep the next diary updated with each behavior you put in place in the direction of collaboration. What insights did you gain from these experiences?

### EXAMPLE

Behaviour	When	Insight
Ask my colleague Marco to have a coffee and discuss about a joint project	23/05/2023	At first I was scared of Marco's feedback, probably because I value his opinion. He actually rejected the idea I proposed because he thinks the legal constraints are too great, I should explore this dimension more.
...	...	...

[illegible]

[illegible]



[illegible]

[illegible]



