

QUARTERLY REPORT

Lead Institution: Northwestern University
Principal Investigator: Atul Wad, Michael Radnor
Agreement No.: PCE-503-A-00-2042-00

Report Date: 25 January 1994

Time Period Covered: 1 October 1993 - 31 December 1993

OBJECTIVE I

Activities A: "Applied research in the area of technological capability and competitiveness, and technology choice"

Early in this quarter, Tom Vonk, the Ph.D. candidate and lecturer at Northwestern's J.L. Kellogg Graduate School of Management who was involved in the year one research and briefly in the year two research, decided to discontinue his work on the project in order to complete his thesis and take up a new position in Australia. Jorge Poppi, a Ph.D. candidate in the Industrial Engineering Department, of the McCormick School of Engineering and Applied Sciences at Northwestern was selected to spend the winter quarter at UADY to work with Maria Rosa Molina and the other members of the UADY research team to complete the year two research.

In addition, planning was initiated for the National Science and Technology Workshop to be held in Merida from 14 - 16 March, 1994. This program is being jointly sponsored by CONACYT and NSF and will seek to identify areas for joint U.S. - Mexico research.

Activity B: "Applied research in the process of technology transfer, international technology flows and the technology change process"

It was decided that this activity would focus on assessing the actual needs of specific companies under study rather than a broad analysis of regional requirements. The work under this activity closely relates to Objective III B.

Activity C: "Applied research in the area of technology needs assessment, sourcing and acquisition"

This research is being conducted in conjunction with Activities A & B above. A significant portion of the research is taking place during Jorge Poppi's 10 week visit to Merida over the winter quarter of this academic year. In addition to the current research, Maria Rosa Molina attended a "Un Encuentro con la Tecnologia" conference at CICESE where she presented the results of the year one research.

OBJECTIVE II

Activity A: "Maintenance of UADY Technology Management library facility"

UADY obtained \$3,437 in matching funds to purchase additional books for the Technology Management library in this quarter. During her visit to Merida in November, Monica Scallon visited the UADY library to see the new books purchased with the CONACYT funding provided in year one. She also noted that the articles that Northwestern had assisted in obtaining had been categorized and bound for easy reference and use.

Activity B: "Refine advisory and review structure and activities to respond to evolving needs"

Donald Frey, Professor of Industrial Engineering at the McCormick School of Engineering and Applied Sciences at Northwestern, spent six days with UADY faculty during his November trip. This second trip has allowed him to develop a much broader understanding of the linkage programs's objectives and activities and to become more familiar with both UADY and the Yucatan. Professor Frey now advises on all three of the objective areas of research, curriculum development and outreach.

Activity C: "Exchange of selected faculty"

Anne Lytle and Catherine Tinsley, two PhD candidates from the Kellogg Graduate School of Management at Northwestern, will visit UADY as part of the year two exchange at the end of February through to the end of March 1994. Ms. Lytle and Ms. Tinsley will work with a researcher from UADY on conflict resolution during their exchange visit and will conduct 1 or 2 seminars at the UADY Business School. Alan Garcia is the UADY faculty member who will visit Northwestern this year. This second half of the exchange is scheduled to take place in the third quarter.

Activity D: "Improve and expand UADY technology management curriculum, including new courses, course materials and methodologies"

Don Frey presented a one-day intensive workshop on Technology Management to approximately 20 attendees consisting primarily of UADY faculty and managers of local companies during his November visit. In addition, the seminars to be conducted by Anne Lytle and Catherine Tinsley during their visit to UADY will assist in linking the Business School and the Chemical Engineering Departments at UADY and will introduce both new course material and teaching methodologies.

Activity E: "Develop a Master of Science program in Technology Management at UADY"

Don Frey and Monica Scallon met with UADY faculty to learn more about UADY's existing Technology Management diploma course and to discuss the purpose, content and potential student audience for the proposed Master of Science program. The joint NU/UADY group developed a rough outline of the primary courses to be included in a Masters program.

OBJECTIVE III

Activity A: "Develop training programs for company seminars and executive training workshops"

The workshop conducted by Don Frey on Wednesday, 24 November was attended by several local companies and one company manager, Lic. Federico Berron Autrique, expressed interest in becoming actively involved in the research component of the linkage.

Activity B: "Develop technology planning, needs assessment and sourcing system"

Northwestern researchers are assisting the Promotora de Asesoría, Investigación Y Tecnología, A.C., the new consulting organization associated with UADY, by collecting background information in the areas of anaerobic water purification processes and environmental auditing. Technology sourcing assistance has also been provided to one company that requested information on egg dehydration equipment. As mentioned above, the year two research will be taking a more active role in solving technical problems in addition to analyzing them. (See Objective I B.)

Finally, Don Frey attended the official opening of the Yucatan Business Incubator in Merida on Saturday, 27 November. The Incubator is a joint initiative of The State of Yucatan, CONACYT and UADY.

Activity C: "Develop technology commercialization capability within UADY"

Alan Garcia attended a meeting in Mexico City that marks the first stage in the establishment of the Programa Bolívar office at UADY. The Programa Bolívar (or Bolívar Program) facilitates the establishment of partnerships between enterprises and/or research centers from two or more Latinamerican countries as well as entities in other regions that promote trade integration, competitiveness and industrial innovation.

Accomplishments Compared to Workplan and Barriers:

The linkage activities are progressing as scheduled. The withdrawal of Tom Vonk from the year two research created a short-term delay that was overcome by the recruitment of Jorge Poppi.

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January 28, 1994

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RE: Interim FSR

Dear Sir or Madam,

Enclosed you will find the Interim Financial Status Report and Narrative Report for agency number PCE-5063-A-00-2042-00 for Principal Investigator Michael Radnor for the period 10/01/93-12/31/93.

Thank you for your continued support of research at Northwestern University. It is greatly appreciated.

If there are any questions regarding this report, please call me at (708) 491-3385.

Sincerely,

Karen G. Vacaliuc

Karen G. Vacaliuc
Sponsored Project Specialist

cc: Files