

KID SUMMER SCHOOL
Knowledge Dynamics, Industry Evolution,
Economic Development

Students' presentation session: Discussion

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Discussion of the paper by Sofia Patsali, Stefano Bianchini and Patrick Llerena

Universities as lead-users



What is the paper about?

- Benefits of having a university as a client
- Does a firm benefit from having a university as a client?
 - Being ask to supply goods to a university is seeing as a “treatment”
 - Comparison between “treated” and “non-treated” firms (PSM)
 - Community Innovation Survey (CIS) 2012 + ASTRAL Project Data
 - Yes, firms benefit from having a university as a supplier!
“Treated” firms have a higher propensity to introduce new-to-the market product innovations

What's new?

- Authors add to the literature on the impact of university-firm linkage effects
 - Investigation of the role of universities as lead-users
 - Quantitative evidence of a phenomena that is investigated mainly with case studies

Key points of discussion (1)

- Paper structure
 - Clean-up of the Section 2 (theory) to guide the reader to the empirics in a smooth way
 - What are the key elements needed in the story?
 - Definition of lead-user
 - Universities play a lead-user role, how?

Key points of discussion (2)

- Data description
 - Tell more about *your* sample
 - Is the ASTRAL project database the core of your dataset?
 - Are the CIS data complementing the ASTRAL project data or are the ASTRAL project data complementing the CIS data?
 - Does the reader need to have complete information about the ASTRAL project dataset?

Key points of discussion (3)

- Methodology
 - How do you take in account contract heterogeneity?
 - You distinguish between material research suppliers and scientific equipment suppliers
 - What about the size of the contract? What about the duration of the contract?
 - Use of publications and patents as a proxy for absorptive capacity

Key points of discussion (4)

- Think about the effect of contracting with a university within the broad framework of the economic impact of universities
- How does your study relate with studies on public procurement?
- Generability: Is your “case study” representative?
- Take advantage of the detailed information collected to develop story telling on the relationship between the University of Strasbourg and its suppliers (qualitative evidence in support to quantitative analysis)

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**Thank you for your interesting
reading!**