6.6 公開セミナー基調講演資料

6.6.1 第3回公開セミナー

# Current Trends in Higher Education Philanthropy

Scott Biddy - 16 December 2017

# Content drives large gifts

- Institutional Affinity and Affiliation provides an opening
- Serious philanthropists are increasingly focused on results and quality

# Institutional Loyalty is in Decline

- Large, complex organizations are increasingly viewed with distrust and skepticism
- Institutions spend more time reacting to critiques and scandals
- Ability to communicate about Mission & Values becomes limited
- Institutional loyalty is driven by Mission & Values

# Higher Education Still Highly Regarded

- Many large philanthropists remain committed to the transformational power of universities
- Research breakthroughs are a significant driver
- The ability of education to transform lives and unlock human potential still critical
- Philanthropists generally appreciate the global perspectives that universities embody

# Large gifts dominate the landscape

- Limited fund raising resources drive us to focus on big gifts
- Big data has made it easier to identify prospects with capacity and appropriate interests
- Historically, broad relationships were built by institutions to ensure loyalty of those who would produce great wealth; that approach is declining
- Small gifts can be inefficient

## Donor Relationships can be Intersectional

- While small gifts can be inefficient, donor communities are interconnected and individuals share their stories
- Large donors often insist on broad-based support to indicate community support and endorsement
- Smaller gifts can be transformational for smaller programs

# The Role of Campaigns is Changing

- Generally, campaigns are marketing initiatives that have a additional affect of inspiring philanthropy
- Campaigns often are the trigger for university strategic planning
- Most global universities are in a perpetual campaign
- When effective they lead to steady growth without disruptions between campaigns

### Fundamentals Still Matter!

- Large gifts emerge most often from authentic, longterm relationships built on shared values
- Chasing dollars is perilous; often result in "gifts that keep on taking"
- Success is equally measured by gifts not sought or accepted
- A gift "gone wrong" takes enormous time, resources, and credibility

### First Question: From Whom?

- Know the prospects well
- What are their interests and philanthropic objectives?
- What motivates their philanthropy?
- Be realistic about their capacity
- Who will join them? Donors rarely want to support a project alone.

# Cultural and Geographic Context

- Understanding a donors approach to philanthropy; legacy, influence, prestige?
- Increasingly, serious philanthropists are less concerned about recognition and more concerned with results
- Any expectations of quid pro quo?
- Effect on other donors
- Local tax considerations / funds transfer issues

# Second Question: For What?

- What are the institutions strategic priorities? Be adaptable and open, but don't stray too far afield
- How will the proposal have impact and how will it be measured?
- How will the program be sustained?
- Is the institution capable of delivering the objective? Failure reverberates far and wide

# Build a Culture of Philanthropy

- Most everything a university does is a joint venture relying on many financial sources
- Donors' confidence is raised by transparency in the financial model of the institution and project
- Philanthropy is not a hand-off function; all university personnel must get comfortable with fund raising
- We are all stewards of gifts and donor relationships

# Management and Resource Allocation Structures for Institutional Effectiveness:

### Stanford University as a Case Study

Tim Warner Vice Provost for Budget & Auxiliaries Management Stanford University, California

Tokyo December, 2017

### Contents

Part 1: Context: Changes in Financial Resources at Selected American Research Universities

Part 2: Stanford University's Management Structure

Part 3: Stanford's Financial Structure & Budget

Part 4: Resource Allocation at Stanford:

- Management Culture
  - Priority Setting
  - Budgeting
  - Consolidated (All Funds) Budgeting

NOTE: 8 SLIDES ARE MARKED 'IMPORTANT'



Part 1: Changes in Financial Resources at American Research Universities

To set the context, we attempt to answer the following questions:

1)How have the financial resources available to select US universities changed over the past 14 years?

### Universities included in the analysis

Public	Private	Private – Large Endowment
Public  Michigan  Ohio State  UC Berkeley  UCLA  UTexas Austin  Virginia	Private  CalTech  Carnegie Mellon  Cornell University  Dartmouth  Duke  Johns Hopkins  Northwestern  Rochester  U Chicago  U Penn  USC  Vanderbilt  Wake Forest	Private – Large Endowment  Harvard  MIT  Princeton  Stanford  Yale
	Washington U/St.Louis	

### Changes in Financial Resources Over Time

### Notes on Methodology:

- All financial data is adjusted for inflation using Higher Education Price Index (HEPI); all dollars reflect 2014 value
- Each year reflects a 5 year rolling average to smooth volatility (except where noted)
- Growth rates calculated as "CAGR" (compound annual growth rate)

### Collected from Outside Data Source:

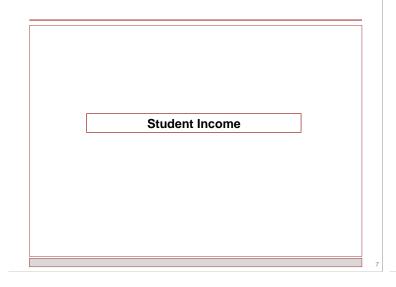
Sponsored Research

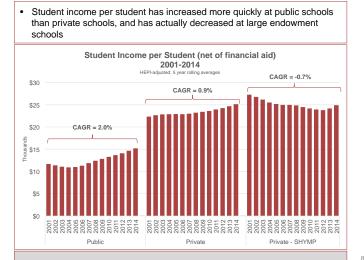
Investment Income

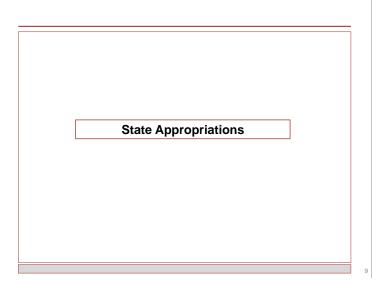
### Collected from Schools:

Student Income State Appropriations Healthcare Revenue\* Other Resources

pending on legal and accounting relationships, may include all consolidated hospital and clinic revenues, revenues transferred from hospitals to university, or nothing at all







universities have dropped, leaving inflation adjusted resources today at a level much lower than in the 70's, 80's, and early 90's

Average State Appropriations for Public Universities
1976-2014

HEPH-Adjusted: 5 year rolling averages
\$0.70

1976-2011 CAGR = 0.4%

2002-2014 CAGR = -3.7%
\$0.60

\$0.50

\$0.40

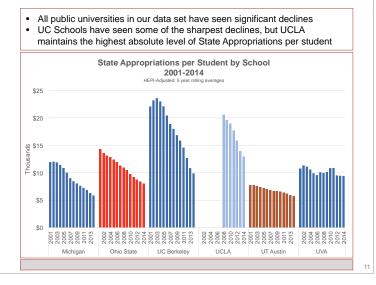
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\$0.20

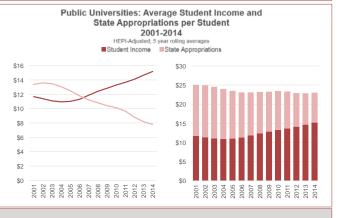
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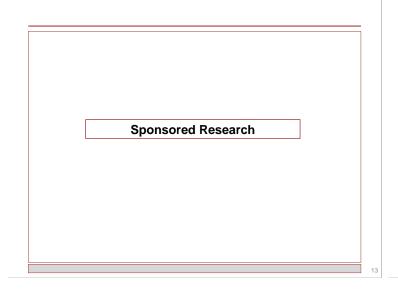
This chart represents the aggregate date of 5 public universities submitting complete dates for this category from 1172-2014

Since their most recent maximum in 2002, State Appropriations to public



 IMPORTANT SLIDE #1 --- Student Income and State Appropriations per student have had an inverse relationship, but the growth in Student Income has not fully offset the decline in State Appropriations

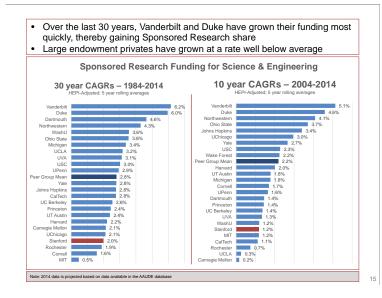




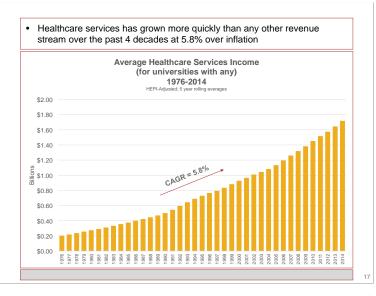
CAGR from 2008-2014 was 1.0%. Universities saw strong growth in Federal Research funding in 2009-2011, but federal funding has declined from 2011-2014 at about 4.1% per year

Average Sponsored Research
1972-2014
HEPHAGUINED
State and Local Business Other CAGR =1.0%
1972-2007 CAGR =2.8%

State and Local Business State and Local State and Local









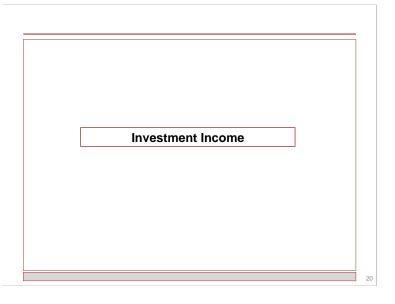
Large endowed privates have managed to maintain some growth over the past decade; other private schools have been nearly flat

Average Gifts
2003-2014

HEPH-Adjusted, 5 year rolling averages

S500

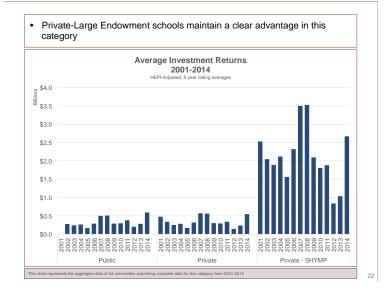
Private CAGR = 0.3%

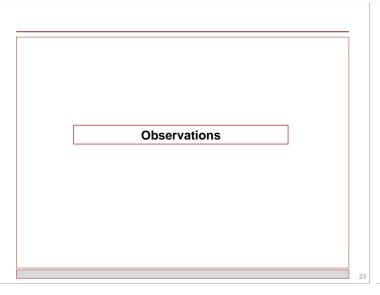


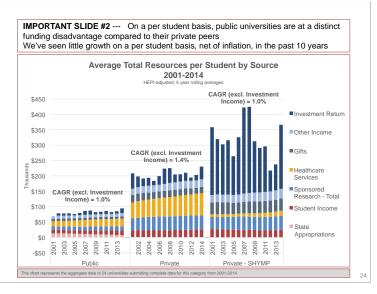
Investment Returns are by far the most volatile source of income for Universities

Average Investment Return (%)
1976-2014
HEPI-Adjusted, 5 year rolling averages

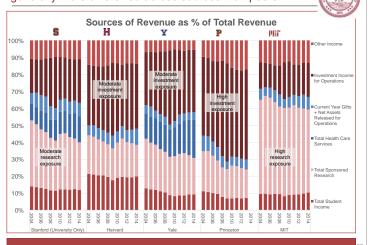
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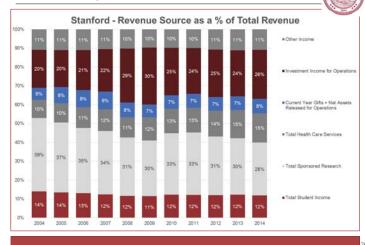




### Stanford is exposed to sponsored research risk, but generally more diversified across sources than peers



### STANFORD, SPECIFIC: Investment and Healthcare Income have grown as % of revenue, while Sponsored Research has decreased



### To Summarize



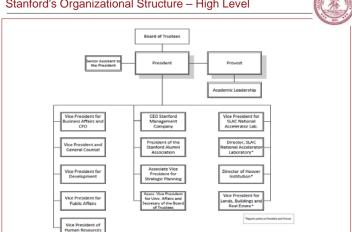
- Public universities increased tuition to offset falling state appropriations; expanded fund raising; tried to add endowment
- Privates expanded their Health Care revenues, but do not have sufficient endowments to compete with the wealthier universities
  - most of the Health Care revenue likely stayed in their medical schools
- Large endowed universities are using enhanced investment returns to widen the gap
- Stanford has a diversified mix of revenue sources



### Part 2: Stanford Management Structure

### Stanford's Organizational Structure - High Level

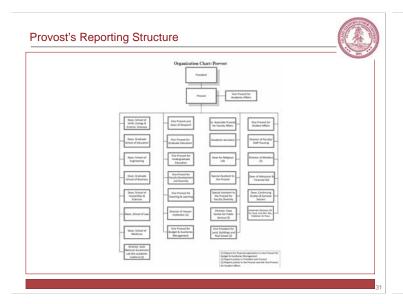




### IMPORTANT SLIDE #3 --- The Roles of the President and the Provost



- In some American universities, such as Stanford, the president is heavily focused on fund raising and external matters, while the provost is focused internally
- · At Stanford, the Provost serves as chief operating and academic officer
- We call this the 'Strong Provost Model'
  - · The Deans of the Schools report to the Provost
  - The Provost is the chief budget officer of Stanford
  - This has been a long standing and successful model for Stanford
- · This structure is not always found at other American universities



### The Role of Boards

- The Board of Trustees is the legal governing board of Stanford
- The Board has 30+ members, principally from business community; mostly graduates
- Public universities also have governing boards. Members are elected and/or appointed by the governor of the state
- Many universities also have advisory boards for schools/faculties/ departments and programs
  - Advisory boards serve to expand the connection to businesses and potential donors



# Part 3: Stanford's Financial Structure and Budget

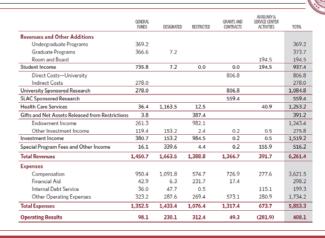
### Consolidated Budget FY18 – By Line Item



	2016/17	2016/17		2017/18	CHANCE FROM
2015/26 ACTUALS	BUDGET AINE 2016	PROJECTED		CONSOLIDATED SUDGET	PROJECTED
11414		110.0.00	Revenues		7-010-105
857	896	903	Student Income	937	3.8%
1.005	1.050	1.046	University Sponsored Research	1.085	3.8%
448	591	644	SLAC Sponsored Research	559	-13.2%
1,034	1,177	1,123	Health Care Services	1,253	11.6%
391	350	391	Gifts and Net Assets Released		
			from Restrictions	391	0.0%
1,406	1,284	1,349	Investment Income	1,519	12.6%
540	534	508	Special Program Fees and Other Income	516	1.5%
5,680	5,881	5,965	Total Revenues	6,261	5.0%
			Expenses		
3,123	3,323	3,359	Compensation	3,622	7.8%
270	286	286	Financial Aid	298	4.3%
185	204	199	Debt Service	199	0.1%
1,541	1,781	1,781	Other Operating Expense	1,734	-2.6%
5,118	5,594	5,625	Total Expenses	5,853	4.1%
562	287	340	Operating Results	408	
(346)	(166)	(187)	Transfers	(243)	
216	121	152	Operating Results after Transfers	165	
2,990	3,238	3,206	Beginning Fund Balances	3,358	
3,206	3.359	3.358	Ending Fund Balances	3.524	

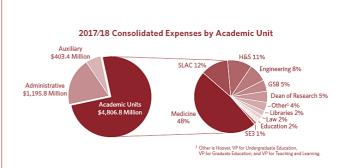
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# IMPORTANT SLIDE #4 --- Consolidated Budget FY18 – By Fund Type



### FY 18 Consolidated Budget - By Unit





### IMPORTANT SLIDE #5 --- Financial Management Principles



- · Financial management dispersed and decentralized
- Academic units (schools, departments, centers, individual faculty) encouraged to generate their own funds:
  - · Research grants
  - Gifts expendable, facilities, endowment
  - Other programs e.g., technology licensing, executive education, affiliate programs, conferences
- · Medical and Business Schools allocated General Funds by formula
- 'Non-formula' academic and administrative units allocated General Funds at discretion of Provost
- All units permitted to spend funds they generate or are allocated, though they
  must comply with individual fund restrictions
- · Central monitoring of unit financial performance and fund balances

### Stanford's Budget Challenges and Considerations



### Federal Research

### Challenges

# Outlook for federal research remains uncertain • Diversified federal and overall sources of funding

- Investment Markets
- Investment markets remain volatile + continued global uncertainty
- Sophisticated investment team

Considerations

- Financial Aid
- Greater need for aid to offset financial pressures on students and families
- Low tuition dependency;
   student income = 12% of

- Housing & Transportation
- High living cost in San Francisco Bay Area
- Staff and faculty recruiting
- Significant expense to support housing subsidies



# Part 4: RESOURCE ALLOCATION AT STANFORD:

- Management Culture
- Priority Setting
- Budgeting
- Consolidated (All Funds) Budgeting

### IMPORTANT SLIDE #6 --- Management Culture



- Key elements of Stanford's management culture:
  - · Hire the best faculty and support them
    - Incent faculty to be entrepreneurs
    - · Lower departmental barriers
    - · Provost as chief academic and budget officer
    - Central funds available to president/provost for targeted investment
    - Actively engage with donors and potential donors
  - Address all sources of funds in budgeting process, with a formal link to capital planning and budgeting

### Priority Setting – THREE LEVELS OF PRIORITIES



- University Priorities:
  - Housing
  - Transportation
- Academic Priorities:
  - For example: Enhanced presence in Neurosciences
- School and Administrative Unit Priorities
  - For example, improving a department so that it ranks more highly

### Key Participants in Priority Setting



- Individual faculty members
- Executive Cabinet
- University Cabinet
- University Budget Group
- Consultation with Board of Trustees
- Consultation with donors

### Examples of priority setting

- · Expansion of Bio-engineering, circa 2000
  - · Multi-school effort to improve Stanford's position in this growing field
- · Geo-biology in the School of Earth Sciences
  - A strategic planning priority within a school
- · Enhancements to Graduate Housing
  - · University-wide priority
  - · Interaction with a major donor
- · Expansion of Career Services Center for students
  - · An administrative/university priority
- The role of Independent Labs—enhancing collaboration outside of departmental structures
  - · The Woods Institute for the Environment

# Moving from Priority Setting to Budgeting: Key elements of the annual budget process



- · "Strong Provost" management model
- 75% of revenue is restricted or designated, so all funds must be included in development of plans
- Budget process focuses on general funds in the context of a unit's consolidated operations and university priorities
- · Budget Group plays a key advisory role
- Emphasis on transparency and linkage of operating and capital budgets
- Annual <u>Stanford University Budget Plan</u> is presented for approval to Trustees and includes Consolidated Budget, Capital Budget, Capital Plan

### IMPORTANT SLIDE #7 --- The Role of the University Budget Group



- Advises Provost on all major budget issues
- Comprised of a dozen senior faculty and 3-4 senior administrators
- · Meets 20-25 times per year, so major time commitment
- Most members serve multiple years and take a university perspective, rather than their own school

### Capital Plan and Budget



- Capital planning is integrated into budget planning
- Stanford develops a 3-5 year capital plan and updates it annually
- Multi year capital plan estimated at \$2.9 billion
- Annual capital budget is typically around \$500 million
- Stanford has minimal deferred maintenance on its facilities
- Stanford budgets for the renewal and replacement of building systems

### The Stanford Experience prior to All Funds Budgeting



- We did not focus deeply enough on:
  - Sponsored research (at the time approximately 30% of the university's expenses)
  - Direct expenditures against restricted and school-controlled funds (another 20%)
  - Auxiliary and service center enterprises (just over 10%)
  - Poor linkages between the capital planning and budget
  - The amount and use of central and school fund balances
  - Rationalized policies on reserve balances

### IMPORTANT SLIDE #8 --- Essentials of All Funds Budgeting



- Understanding of all funding sources by all levels of management
- Rules for the accumulation and use of reserves
- Budget review discussions with Deans that include consideration of all funds available for Schools' use
- Strong local unit financial management and systems support
- Trustee comfort with comprehensiveness of information being presented



### **Key Conclusions**

### **CONCLUSIONS**

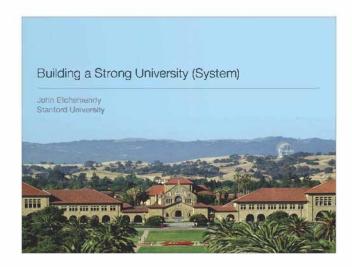


- All American universities being forced to become more entrepreneurial and cost effective
- Investment income, fund raising, and more diversified revenue sources will be more critical in the future, as tuition and research will grow slowly
- Key structures and management principles that have contributed to Stanford's success:
  - Hiring the best faculty and incenting them to be entrepreneurs
  - Engagement (in all forms) with business and other constituents
  - 'Strong Provost' management model
  - All Funds Budgeting
  - advisory Budget Group



End

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### Questions to answer

- What role does the modern research university play in the U.S.?
- How do you measure success of research universities?
- · How did U.S. higher education become so strong?
- Case Study: How did Stanford transition from a good regional university to a global leader?

University Mission

Mission(s) of Modern U.S. Universities

- Undergraduate education: produce educated, well-rounded citizens, prepared for workforce, but also for rich, fulfilling lives
- Professional training: building on UG education, focused graduate training for professional career paths (e.g., education, medicine, law, business)
- Research mission: conduct most of nation's advanced scientific research and train next generation of scientists and Engineers
- Innovation: country's most fertile source of commercial innovation and entrepreneurship

Related, synergistic, yet distinct

Measuring Success

Measuring Success of Undergraduate Mission

- Graduation Rates
- · Placement Rates
- Student Satisfaction
- Alumni Satisfaction
- · Employer Satisfaction
- Median Income of Graduates

Note absence of direct measures of student learning

### Measuring Success of Graduate Mission

- · Applicant Pools, Selectivity, Yield
- · International Demand
- · Completion Rates (and TTD)
- · Licensure Rates (medicine, law)
- · Reputation In Field
- · Satisfaction (Student/Alumni/Employer)
- · Periodic Program Reviews

### Measuring Success of Research Mission

- · Awards, National Academy Memberships
- · Reputation Surveys
- · Publications, Citation Rates
  - · Top 1%, Top 10%, Top 50%
  - · Number, percent, and per capita
- · Competitive Research Grants
- Corporate Funding/Reputation

Publication counts without field-specific quality filters are of little value

### Measuring Success of Innovation Mission

- · Patents Issued and Licensed
- · Startups by Students, Faculty, Alumni
- · Porosity of University/Industry Boundary
  - · Faculty Consulting
  - · Industrial Affiliates Programs
  - · Corporate Recruiting

Hardest Both to Achieve and to Measure

Applicant demand tends

to be better informed at

graduate level

Higher Education in the U.S.

### How Strong is U.S. Higher Education?

· 2017 Academic Ranking of World Universities (Shanghal Jiao Tong)

		•			[4]
8 of top 10	2/10	0/10	0/10	0/10	3/10
22 of top 30	4/30	1/30	0/30	0/30	6/30
48 of top 100	9/100	3/100	2/100	4/100	11/100

This was not always the case. How did it happen?

### U.S. Higher Ed: A patchwork quilt with no plan

- System arose with no central plan
  - · Religious wave: denominations establish colleges as new land settled
  - · Government waves: state universities, land-grant colleges, normal schools
  - · Philanthropic wave: research universities following German model
- · No central control or supervision
  - · Fifty states, some with multiple systems
  - · Private institutions autonomously run
- Minimal oversight by federally-recognized, private accreditation agencies

### U.S. Higher Ed: Federal funding post WWII

- After WWII, decision made to rely on universities for most basic research (lhanks to Vannevar Bush)
  - · Federal research agencies established
  - · Most grants based on merit, determined by blind peer review
- After WWII, "GI Bill" provides financial assistance for veterans to complete college
- Resulting infusion of federal deliars allowed expansion and strengthening of entire system, from liberal arts colleges to large research universities
- Voluntary accrediting agencies "conscripted" to certify eligibility for student aid (currently –50 recognized agencies)

# What makes U.S. Higher Education Strong? - Limited federal role - Research funding, student support, no federal ministry - Highly competitive - For students, faculty, research funding - Institutional diversity, flexibility - System excels at capturing talent - Practical tradition

### Case Study: Stanford University

# 7

Stanford in 1891-1950



In its first 60 years, Stanford was a regional university serving mainly "Children of California"

### Building a Strong Research University

"Ample endowment may have been provided, intelligent management may secure large income, students may present themselves in numbers, but in the end, the Faculty makes or mars the University."

Leland Stanford Opening Ceremonies, 1891



### Building a Strong Research University

In the period from 1891 to 1950, Stanford grew steadily in strength and stature

By 1950, Stanford was an excellent regional university but still not ranked in the top 10

### Building a Strong Research University

Beginning roughly in 1955 Wallace Sterling and Fred Terman set out plan to transform Stanford

Faculty: build steeples of excellence

Facilities: tap post-war expansion of federal

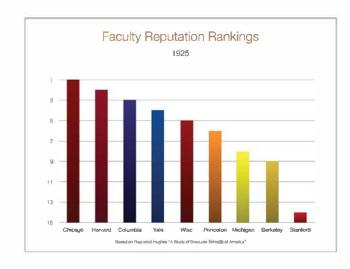
research infrastructure

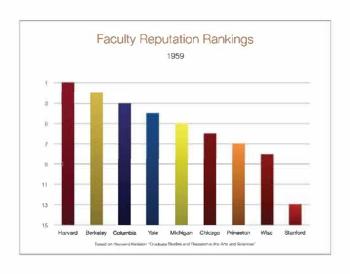
Funding: rely on faculty's ability to compete for

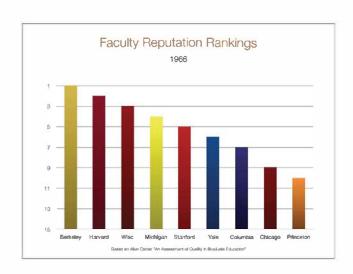
peer-reviewed research funding

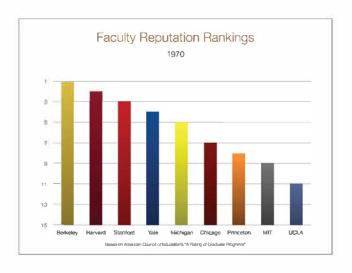
### Building a Strong Research University

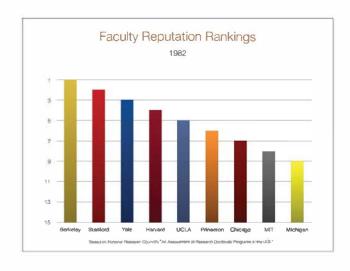
By 1966, Stanford's faculty were among the strongest in the country

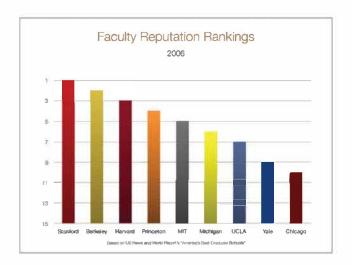


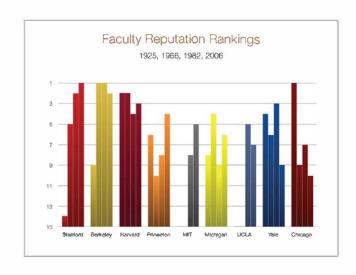














# Building a Strong Research University How do you bring about a transition that you know will take decades to complete? Vision: provide clear, compelling vision that will outlast you Culture: create a culture that will permeate institution and perpetuate itself Process: establish processes that support goal and make it difficult to stray

	Faculty	Funding
Vision:	Tenure requires best in broadly defined field; not just best canelidate or best in cohort; "Harvard of the West"	University provides outstanding colleagues, space, students; faculty generates funding
Culture:	Total meritocracy; uncompromising standard of excellence; preference for junior stars; wait for right candidate	Anything possible, entrepreneurship rewarded, "eat what you kill"; practical applications valued
rocess:	Billet system for positions; appointments only in departments; appointments & tenure require ok at every level	Research administration as facilitators; Independent labs for large, Interdisciplinary research; Office of Technology Licensing

### Building a Strong Research University

### Long-term Transformation

Long-term transformation cannot depend on individual leaders, since leaders will change

To initiate this kind of change leaders must provide seeds (vision), soil (institutional culture), and trellis (administrative process) that will survive leadership change

End			
LIIU			

### フロンティアを拓く大学

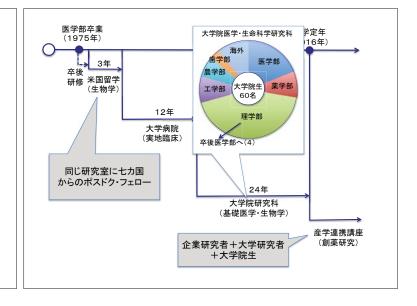
京都大学の挑戦

Toward Frontier-pioneering University

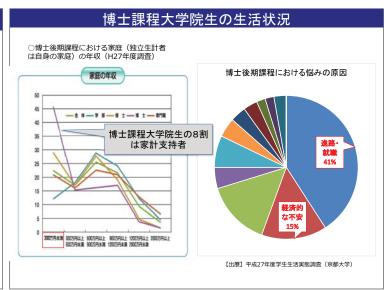
-Challenge of Kyoto University

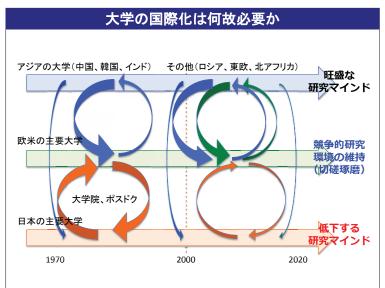
- I. 我が国の大学の研究力強化における課題
  - ・若手研究人材の確保と育成:生活環境、流動性、マインド (特に大学院博士課程)
  - ・我が国の研究・開発における本当の「死の谷」
- II. 京都大学のチャレンジ
  - ・指定大学としての重点施策
  - ・人事組織と大学運営の改革
  - ・研究の国際化と新しい産学連携モデル
  - 財務基盤の強化

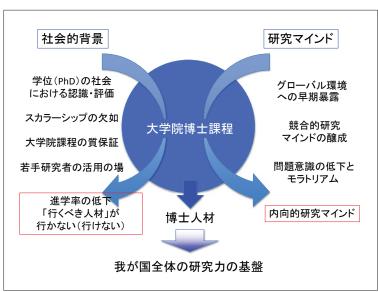
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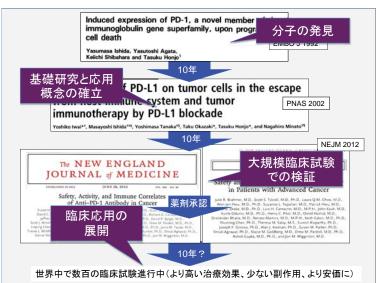


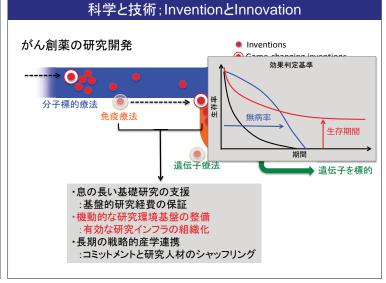
### 日本の大学院と若手研究者の現状 研究職への就職率 大学院進学率 若手教員(定員)の割 -学士→修士 **---**修士→博士 合 45% 41.3% 35% 26.2% 25% 19.79 13.3% 15% 10% H22 H23 H24 H25 H26 H27 H28 H22 H23 H24 H25 H26 H27 H28 (京都大学IR推進室) (企業の国内中央研究所縮減?) (運営費交付金の削減) (何故?) 中長期的に我が国の研究開発 における国際競争力の低落に つながりうる危機的状況

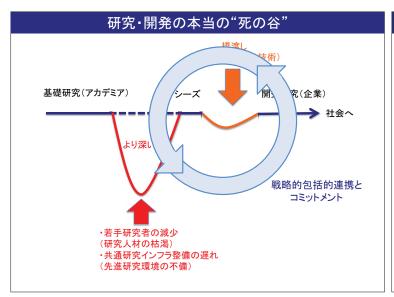


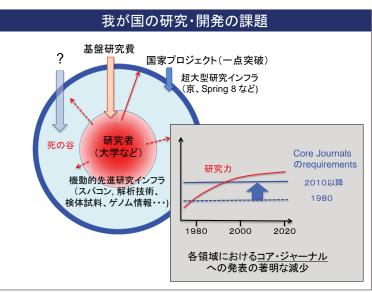












# コア・ジャーナルにおける我が国のシェア(医学系) Japan China 111111111111111 11111111111111111 000000000000000000 1000000000000000 11111111111111111 (京大IR室)

### The German Excellence Initiative: Three Funding Lines

- The second phase (2012~2017): total budget € 2.7 billion (約3,600億円)
- Graduate Schools(GSC)
  - Establish internationally competitive research training centres
  - Strengthen universities' research activities/priorities
  - Apply a multidisciplinary approach according to the needs of participating disciplines, faculties, departments, etc
  - Receive between € 1.0 and € 2.0 million per year

### Clusters of Excellence(EXC)

- Establish internationally visible, competitive research and training facilities
- Enhance cooperation among the participating institutions Raise the profile and reflect the research priorities of the universities
- Receive between to € 3.0 and € 6.0 million per year

### ➤ Institutional Strategies(ZUK)

- Promote top-level university research at an international level
- Employ long-term measures to enhance the development and expansion of the universities' areas of international excellence
- Receive € 12.0 million per year (約15.6億円・年)
- Administered by the German Council of Science and Humanities(Wissenschaftsrat)

### II. 京都大学のチャレンジ

- ・指定大学としての重点施策
- ・人事組織と大学運営の改革
- ・研究の国際化と新しい産学連携モデル
- 財務基盤の強化

### 指定国立大学法人 京都大学 重点施策概要

### 独創的最先端開発研究の推進

先端医学研究と再生医療の実現

フロンティア学術領域創成

高等研究院(トップ頭脳の集約)

国外オンサイト研究部門

### 優秀な若手研究者の育成と輩出

大学院の国際化と生活支援

優秀な国外学生のリクルート

博士人材の支援(テニュア・トラック制)

若手教員の安定雇用(定員)

### 独自の社会貢献

産官学連携の京大モデル

産学共同開発研究部門

日ASEAN協力推進

人文・社会科学の未来形の発信

### 組織運営改革と財務基盤の強化

プロボストとカウンシル

エビデンスベースの大学運営 (IR. URA)

独自の出資・収益事業 (ホールディングカンパニー)

