

BRIDGING KNOWLEDGE AND PRACTICE INTO INNOVATIVE THINKING

How your company can
benefit from a PhD student



COPENHAGEN BUSINESS SCHOOL
HANDELSHØJSKOLEN

AN ENGINE FOR INNOVATION AND ECONOMIC GROWTH

The rise of the global knowledge economy and the demand for a constant focus on business development and optimisation have intensified the focus on research and development. The key to strong innovation is closer partnerships between businesses and universities that go beyond the traditional exchange of research for funding.

Today, more companies are establishing strategic collaborations and networks with universities by bringing PhD students into their organisations. These collaborations are often built on shared research visions, and the PhD students are regarded as vital resources for handling and solving complicated problems requiring an analytical and methodological overview.

Companies collaborating with PhD students may find themselves at the cutting edge of business development and innovation which can lead to improved competitiveness and the discovery of new market opportunities. PhD students can be powerful engines for innovation and economic growth.

5 good reasons to collaborate with a PhD student

1. An opportunity to recruit the brightest talents
2. An increased knowledge base, which is likely to strengthen your competitiveness
3. Greater knowledge sharing among business practitioners and the research community
4. Experience higher-level interdisciplinary relationships between the business community and the universities
5. Gain access to the latest ideas and knowledge by tapping into leading-edge academic research of relevance to your business

Why CBS?

Copenhagen Business School (CBS) is Denmark's largest educational and research institution within the fields of business administration and economics. CBS has a vibrant research environment that continually encompasses 175-200 PhD students.

CBS contributes to the development of innovative business models, sustainable organisational structures and new economic practices, and it has a particular interest in sharing knowledge and new ideas with companies and organisations, with the next generation of business leaders, and with society as a whole.

HOW TO ENGAGE WITH A CBS STUDENT

Your company can engage with CBS and collaborate with a PhD student in several ways:

Co-financed PhD / externally funded projects

The framework

The PhD student is a part of a joint research project with CBS. The student is employed by CBS and the extent of the collaboration is defined by the parties involved

Financial expenses

The PhD is jointly financed by the company and CBS. The total cost of a three-year PhD student is around DKK 1,900,000 including salary expenses and tuition fees. The financial support is defined by the involved parties

Duration

3 years

Industrial PhD

The framework

The PhD student undertakes an industrially focused research project determined by CBS and a company. The student is employed by the company and enrolled in CBS. Supervision responsibilities are shared

Financial expenses

Based on a CBS-approved project plan, the company applies to Innovation Fund Denmark for financial support. The tuition fees of successful candidates are paid in full as is up to DKK 17,000 per month of the student's salary (up to DKK 204,000 per year of the salary in total). The company covers the remaining salary expenses

Duration

3 years

Independent PhD

The framework

CBS offers an opportunity to enrol the PhD student but the candidate is self-financed, usually financed by a company

Financial expenses

The PhD student is self-financed for the entire period including tuition fees. The cost of tuition is DKK 354,000 for a three-year programme or DKK 374,000 for a five-year programme

Duration

3-5 years



Vestas' partnership with PhD student Morten Lindholst opened our eyes to both the external and internal challenges that global companies like ours constantly face: past commercial achievements do not guarantee future success, which means that our sales force must be agile and adapt the right competences to remain competitive. Because of Morten's tailor-made applied research, we now have a solid development framework which not only defines the ideal commercial behaviours necessary to win in today's market, but also provides a holistic development plan for all commercial endeavours. Morten added significant commercial value to Vestas, and we are happy that after successfully defending his PhD thesis, he accepted a senior global commercial role as part of my team.

—**Juan Araluce y Martinez de Azagra**
EVP and CSO of Vestas Wind Systems



The collaboration with PhD student Didde Maria Humle was extremely beneficial to us. It brought new knowledge and research into our organisation, and new perspectives on our way of viewing work relations, work life and work identity. This proved to be very useful not only to our internal organisation but also in the development of new knowledge that we, as a consultancy firm, can use to add value for our customers.

—**Anne-Mette Ravn**
CEO Hartmanns

For more information

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