

Preface 3

Programme 5

Opening statement by H.E. Hassan Basri  
Durin, governor of West Sumatra 9

Industrial Development Policy and Overview 15  
on Industrial Activities in West Sumatra  
S. Abad

Elements in the German R&D policy 23  
E. Gruber

The large-scale research instrument COSY: 35  
Aspects of Management, Organisation, Design, Assembly and Commissioning  
U. Pfister

Main Agricultural R&D Institutions in West 55  
Sumatra  
E. Soenarjo

Managerial Aspects Related to the Scientific 71  
utilization of a Large Instrument through outside Users  
K. Kilian

Project Monitoring, Documentation and 81  
Protection of R&D Results  
M. Kleemann

Identification of R&D Areas open for 103  
International Cooperation in the West Sumatera Perspective and the Need for Technology Transfer  
N. Bachtiar

Bilateral Project Cooperation as an 127  
Instrument for Economy Oriented R&D D.  
Nentwich

An Overview on Organisational Structures 139  
in Germany to Promote TT  
G. Walter

Innovation Oriented Economic Promotion 161  
-Instruments and Models  
G. Walter

Marketing of R&D Activities of the National 177  
Research Centre Karlsruhe: a Model for other National Research Laboratories?  
G. Krafft

The role of the Chambers of Industry and Trade 233  
L. Mahnke

From the High Tech Idea to a New Business -the 241  
Experience of an Entrepreneur.  
U. Schumacher-Hamedat