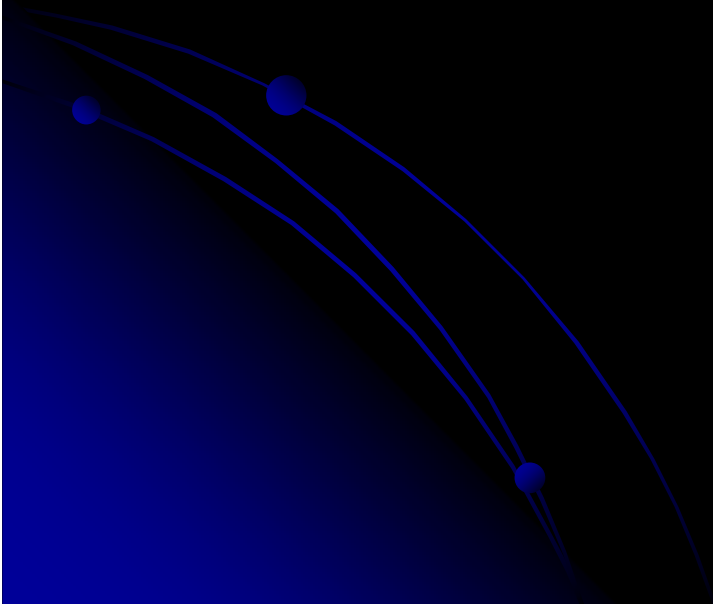


Two developments in the UK

- Institute for Knowledge Transfer
- Praxis – training in TT by practitioners for practitioners



Institute of Knowledge Transfer

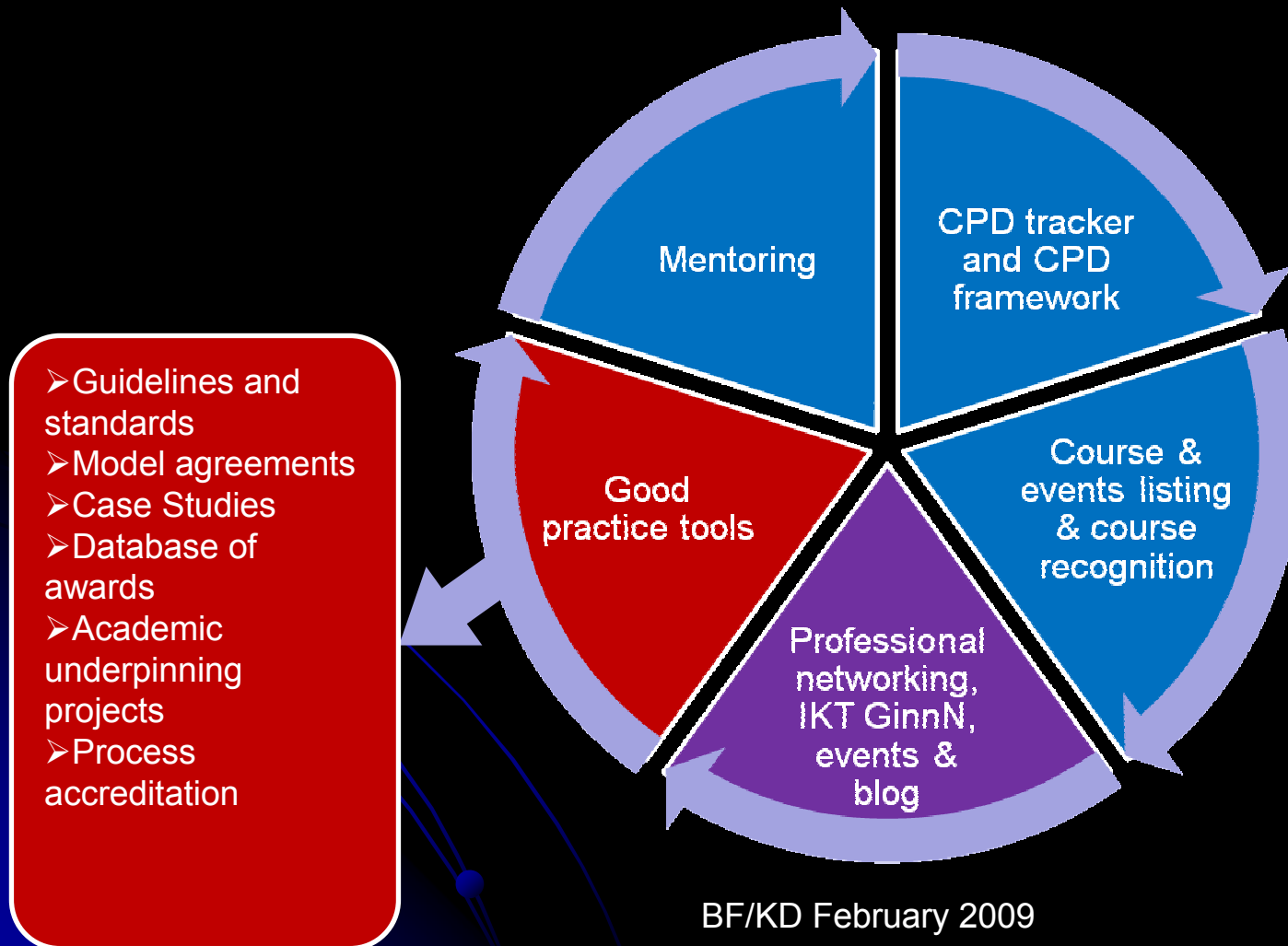
- Launched May 2008 with grant from Higher Education Funding Council for England
- Focus on individuals and a broad interpretation of KT – over 50% of membership expected from outside higher education
- IKT positioned in Innovation and KT space around four themes
 1. Individual professional standards and career development
 2. Communications and collaboration
 3. Good practice and enhancement of the profession
 4. International engagement
- Core membership recruited and commitment demonstrated

Key Achievements (1)

Membership benefits and Service

- IKT professional network GinnN launched
- Launch of IKT newsletter “Exchange”
- First academic underpinning ‘Research into Practice’ Seminar in Feb 2009
- Mentoring framework system & support materials designed
- Course Recognition pilots launched with the Leadership Foundation
- Course Recognition Group established

The IKT offering



BF/KD February 2009

Key achievements (2)

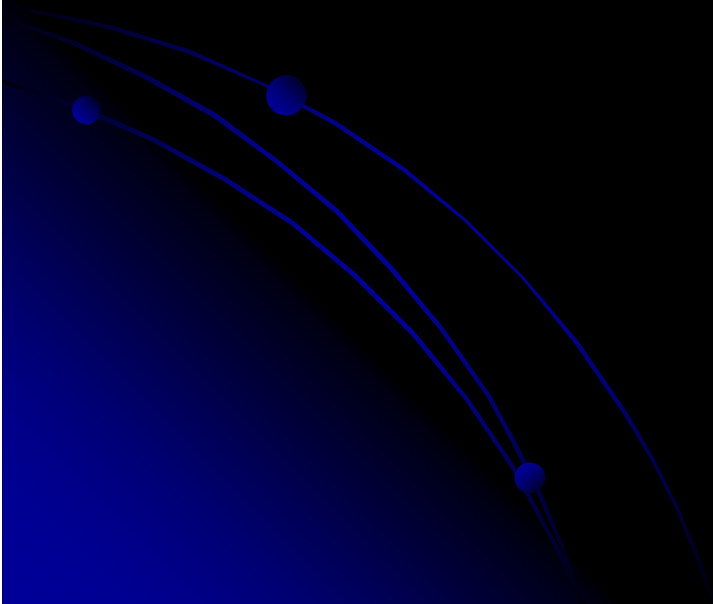
Governance & Infrastructure

- Stakeholder Board initiated
- First three member elected Board members; three more to be elected in April 2009 – aim to move from stakeholder to member organisation
- Based in Institute of Physics in London and sharing facilities
- Business Development manager recruited


IKT Targets 2009

- 1000 Members
- A portfolio of membership services which meet members needs
- A business plan which sustains growth
- Evidence of increased recognition as a voice of KT
- International partners and overseas members

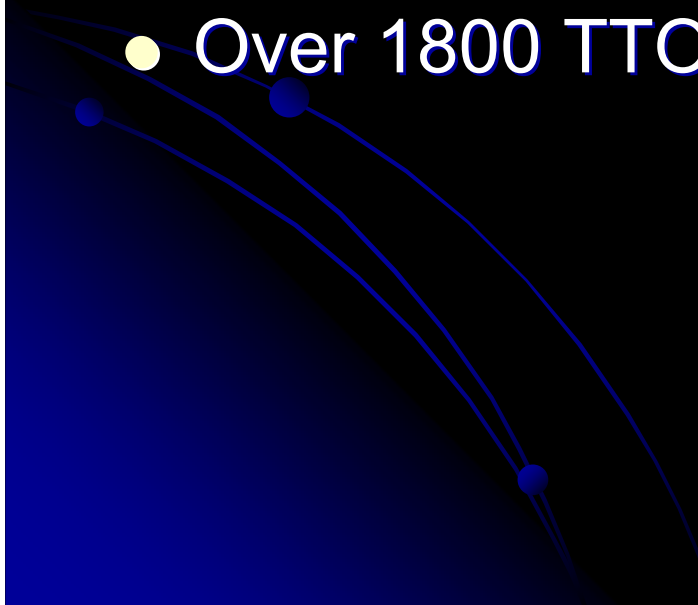
Praxis



Structure of Praxis

- **Initially a project supported by Cambridge MIT Initiative**
 - **Company created**
 - **Additional funding from DTI to allow expanded programme in 2004/2005**
 - **Recently incorporated, applying for charitable status – employing dedicated office and events staff**
 - **Volunteer Programme Committee and speakers**
- 

What is Praxis

- Praxis is a training programme aimed at TTOs in universities, research labs and industry
 - Praxis delivers a range of courses led by experts and featuring a mix of seminars, masterclasses, workshops and case studies
 - Over 1800 TTOs have attended Praxis training
- 

Praxis courses

- **Fundamentals of TT**
- **Business Development**
- **Creating spin-outs**
- **Advanced Licensing**
- **Research Contracts**
- **Market Research**
- **Finance for the TTO**
- **Consultancy**
- **Negotiation skills**
- **Sales skills**
- **International licensing**
- **Advanced patents**
- **Non-patent IP**

The Programme Committee

- Penny Attridge - SPARK
Venture Management Limited
- Neil Bradshaw - University of
Bristol
- David Brownlee - NHS
- Alison Campbell - King's
College London Business Ltd
- Phil Clare - University of Oxford
- Kevin Cullen - University of
Glasgow
- Sean Fielding - University of
Exeter
- Liz Flint - University of
Aberystwyth
- Patricia Latter - Royal
Veterinary College
- Lita Nelsen - MIT
- Douglas Robertson - University
of Newcastle
- David Secher
- Jeff Skinner - London Business
School
- Malcolm Skingle -
GlaxoSmithKline

Some recommendations

- "A very well organised, relevant course for me. Great to meet people in the same situation."
 - **Jennifer Allan, London South Bank University** (Attended Business Development and Marketing, November 2008)
- Great to have training that is specific to our field and is comprehensive. The BDM role is so diverse and is dependent on the university/organisation. This course managed to cover the main areas that are relevant for our roles. I have really enjoyed this course."
 - **Shanta Aphale, Keele University** (Attended Business Development and Marketing, November 2008)
- "Thank you for a great training experience – I will be recommending it to colleagues."
 - **Fiona Killard, Dublin City University** (Attended Research Contracts, November 2008)
- "Probably the best course (for CPD) I have attended in the past 10 years."
 - **Peter Simmonds, University of Wales , Aberystwyth** (Attended Non-Patent IP Masterclass in June 2006)
- "Fabulous course with presenters who are truly engaged and enthusiastic about the content."
 - **Claire Bloomfield, Medical Research Council** (Attended Research Contracts, November 2008)

www.praxiscourses.org.uk

