INNOVATION
IMPACT AND
BUSINESS

Building partnerships with businesses and government organisations

Partnerships with external organisations are key to much of academic life, whether to support research, education or impact projects. The Innovation, Impact and Business Team is on hand to help with this.

We are available to support you to develop research projects with government and industry partners that support impact and engagement activity, and on education programmes for professionals.

Top tips

1. Listen first to where the partner is coming from and what is important to them. Refine your idea and pitch to the partner accordingly

2. Government and Industry funding applications often require a greater focus on benefits (impacts) and deliverables (project plan) and reporting than UKRI partners

3. Engaging early and involving IIB support in building a partner relationship will save effort and result in better long term partnership outcomes

4. Building a relationship and getting to know your partner is of primary importance. Follow ups, regular meetings and communication are really important for maintaining a strong relationship

Innovation, Impact and Business Team Support

We can help you by:

1. Partnership development: including access to networks and funding to form partnerships

2. Developing government and industry funded research projects

3. Impact development: Including forming plans for engagement and impact through Pathways to Impact and on impact case study development

4. Intellectual Property and Commercialisation: Particularly relevant to translational research that may result in development in a new product or service for a government or industrial partner

5. Engaging partners with your taught programmes: Supporting professional education, degree apprenticeships, executive education and CPD

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2018IIB027