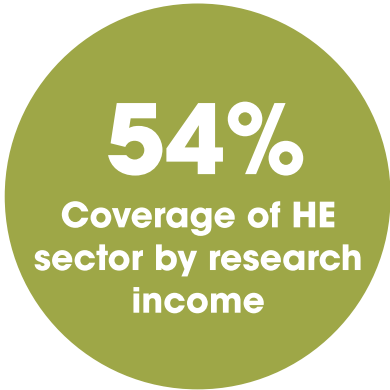
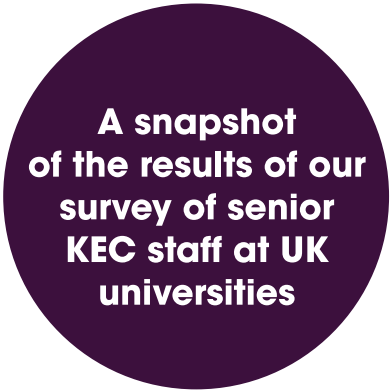


KNOWLEDGE EXCHANGE AND COMMERCIALISATION  
IN UK HIGHER EDUCATION

# INSTITUTIONAL MANAGEMENT OF KEC

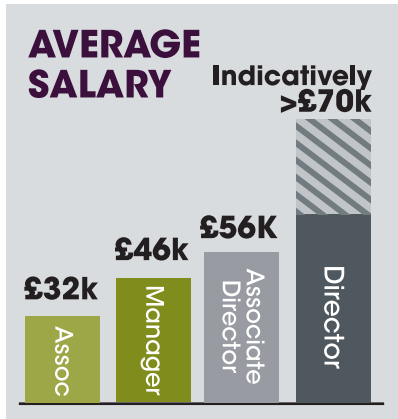
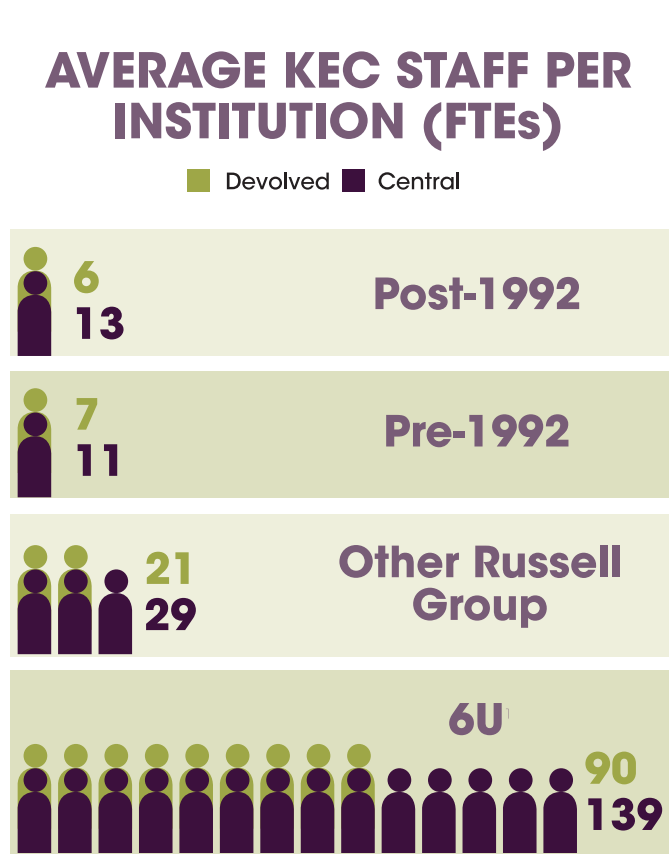


**TOP THREE ORGANISATIONAL STRUCTURES FOR KEC DELIVERY:**

1. Dedicated enterprise function
2. Combined research & enterprise function
3. Commercialisation company

**TOP THREE MEASURES OF KEC PERFORMANCE:**

1. Income generation
2. Number of strategic partners
3. Contribution to impact



**RECRUITMENT CHALLENGES**

- Insufficient experience: **66%**
- Lack of necessary specialist skills: **60%**
- Unrealistic salary expectations: **36%**

**CHANGES TO KEC FUNCTIONS OVER THE PAST THREE YEARS**

