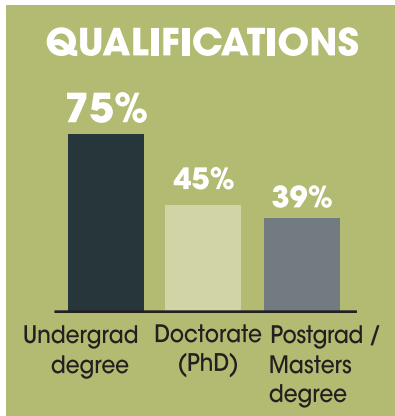
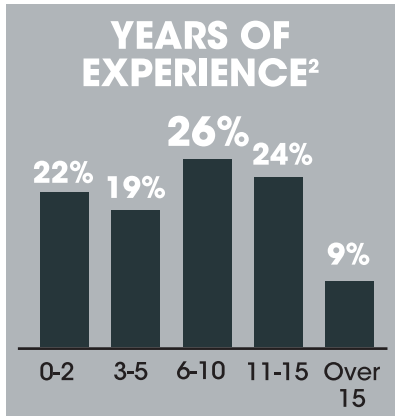
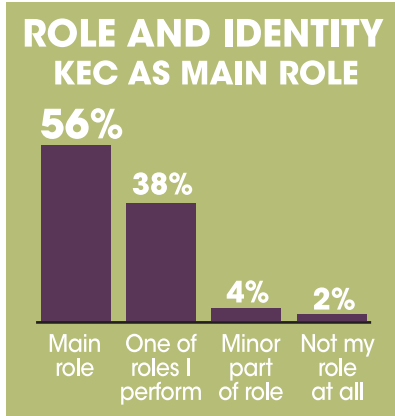


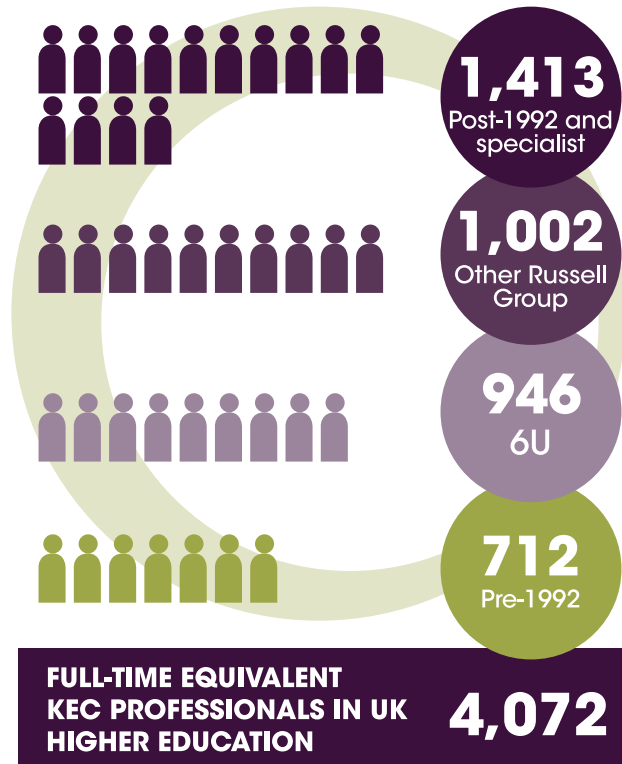
KNOWLEDGE EXCHANGE AND COMMERCIALISATION
IN UK HIGHER EDUCATION

THE STATE OF THE PROFESSION

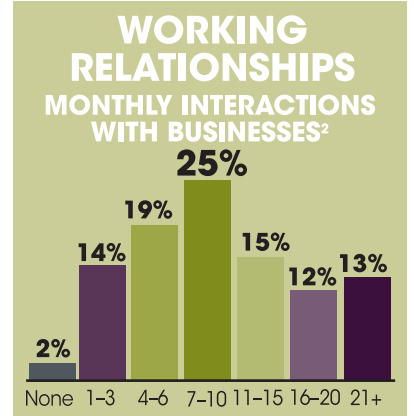


Survey findings from **232** UK-based respondents working in the HE sector

NUMBER OF KEC PROFESSIONALS IN UK HE



85% of KEC professionals work with international partners



52% of KEC professionals are found outside the Russell Group of HEIs

TOP FIVE SKILLS FOR KEC PROFESSIONALS

- 1** Relationship management
- 2** Networking and partnership building
- 3** Commercial negotiations and deal making
- 4** Business strategy and planning
- 5** Understanding of funding and policy