

Development and training for enterprise staff

Effective staff development is key in ensuring successful commercialisation of ideas. We offer a range of specialist development and training opportunities that can both improve the enterprise and commercial skills and capabilities of academic, professional and administrative teams, and also give real-time support to staff involved in the delivery of ongoing enterprise ideas and projects.

All of our development and training is delivered by practitioners with a successful track record in university enterprise and income generation.



Development and training programmes include:

Enterprise plus

A unique work-based enterprise development programme tailored to university needs

Aimed at:	Departments or smaller teams or groups of staff
Duration/ structure:	Six to nine months. Initial assessment of individual and team needs; specific skills input sessions; coached, work-based support; team events sharing learning achievements
Indicative content:	Planning, organising and developing enterprise; business planning – assessing risk, leveraging resources and funding; IP and commercial contracts; marketing and business development; managing commercial activity
Outcome:	Provision of key skills to kick-start and deliver enterprise

Enterprise and commercial skills training

Bespoke masterclasses, workshops, seminars and short-training sessions

Aimed at:	Departments or smaller teams or groups of staff
Duration/ structure:	Two hours to one day face-to-face. Some distance-based training also available
Indicative content:	Business planning; market research for enterprise; marketing and selling university enterprise; IP and commercialising inventions; negotiating contracts; organising and managing enterprise
Outcome:	Provision of skills, knowledge and development of competencies in all areas of enterprise

Coaching and mentoring

Specialist tailor-made coaching

Aimed at:	Individuals or small teams
Duration:	As agreed, but usually six to twelve months
Structure:	Individual coaching and mentoring sessions; up to two per month
Outcome:	Development of skills and confidence for key individuals

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Tel: 01858 880801
Email: enquiries@bibbyrumbelow.com
Web: www.bibbyrumbelow.com