

Building the entrepreneurial mindset and skills that researchers need to generate new ideas, create impact and navigate commercialisation.
Delivered in person, online and hybrid.



Entrepreneurial Skills to Foster Ideas & Sustained Research Impact

Delivered across SHAPE, Life Sciences, Deep Tech, Agriculture and Physical Sciences, covering every commercialisation pathway: from IP licensing and in-house ventures to VC-backed spinouts, social enterprises and everything in between.

We train:

PhDs
Academics
ECRs
Knowledge Exchange
Staff
Commercialisation
Managers
IAA Managers
TTOs

Module examples:

IP Commercialisation
Negotiation
Pilot Design
Pitching
Entrepreneurial Mindset
Partner Engagement
Communicating Your
Research & Its Impact

Trusted by:



1,000+

Researchers
trained

4

National & regional
programmes

100+

Spinouts
created

120+

Organisations supported
in UK & Europe

POPULAR TRAINING PACKAGES

Ideas to Impact

Duration: 1 day in person or 2x 2.5 hours online

For researchers at the start of their commercialisation journey
– turning promising research into defined impact pathways.

What to expect

- Practical tools to generate and develop research-based ideas
- Map of impact pathways available for own research, and which to pursue
- Initial prototype or concept framing ready to test with potential users or customers

“I participated in the Idea to Impact workshop yesterday – which was insightful and motivating. It changed how I think about research impact.”
Academic, University of Liverpool

Cohort: up to 65 participants | Detailed modules available upon request

Designing Customer-Led Pilots

Duration: 1 day in person or 2x 2.5 hours online

For researchers ready to test their idea – building a fundable, partner-ready pilot from the ground up.

What to expect

- Pilot design ready to submit for IAA or other small grant funding
- Create a customer-led pilot
- Clear strategy for identifying and building non-academic partnerships

“I feel more confident at what I need to do next, I’ve already had a couple of conversations around paid collaboration resources, and I feel enthusiastic with what this will all bring.”
Academic, University of Exeter

Cohort: up to 30 participants | Detailed modules available upon request

Speeding Up Market Validation

Duration: 2.5 hours online

For researchers who need to move faster – a practical framework for testing assumptions and reaching customers sooner.

What to expect

- Structured market validation approach for gathering customer and stakeholder insights
- Practical tools to test core assumptions, before committing to a development pathway
- Leave with a clear validation plan and the confidence to execute it

“I am much more adept at reading the market in general and thinking about customer acquisition, and how this plays into communications and marketing.”
Academic, ARC Programme

Cohort: up to 30 participants | Detailed modules available upon request