Enterprising Researchers
Go beyond business as usual

Frances Vaughan, Project Officer
Dr Rotimi Alabi
Project Aims and Strategy

Aims
1. Understand the skills that underpin enterprise and employability.
2. Create opportunities for researchers to acquire and develop employability and enterprise skills.

Strategy
1. Research
2. Resource Development
3. Employer Engagement
Research
• **Employer perceptions:** stereotypes and traditional recruitment/development
• **North East employer challenges:** internationalisation, product development and innovation
• **Researcher perceptions:** difficulty in translating skills
• **Researcher skills gaps:** confidence, professional communication and assertiveness
Resource Development
Resource Development

- Identified skills gaps
- Developed workshops: leadership, assertiveness, problem solving, professional writing
- Offered individual consultations
Employer Engagement
Employer Engagement
What can researchers give?

- Information literacy
- Problem solving
- Creativity
- Enthusiasm, integrity & responsibility
- Team working & independence
- Project management
What do you feel your business has gained from the initiative?

“We received **useful reports** which highlighted the answers to the things we wanted to know. It was **quick and easy.**”

“**Fresh pair of eyes** looked at our business who were coming from a graduate background that had **new ideas and possible suggestions** about how we would develop.”
What do you feel you have learned about the skills of doctoral researchers through this initiative?

“They have a fresh, untarnished approach to looking at business. Good to think we have helped with their ability to put what they have learned into actual real life situation which benefits themselves and the businesses worked in.”

“There are skilled researchers who are far more capable and creative in finding answers to questions than I had imagined. We were very impressed by the quality of information we received and how it was presented to us. This was clearly professional research, not just a small project.”
Employer Engagement
What can researchers gain?

• Leadership
• Collaboration
• Self-confidence
• Career management
• Responsiveness to opportunities
• Professional conduct
• Networking
My Enterprise Journey

- **PhD Viva**
- **Graduated PhD**
- **Raised £155k**

**Timeline:**
- **Oct 2015**
- **Mar 2016**
- **July 2016**
- **Aug 2016**
- **Feb 2017**
- **Apr 2017**

**Roles:**
- **Enterprise Researcher**
- **Incorporated**
- **Industry 4.0/Customer**
What Skills Have I Required?

Get up and GO

Know what you know and also know what you do not know, then bridge the gap.

Think like the Employer

Steve - Manager