



## Ashorne Hill wins Knowledge Transfer Partnerships (KTP) training contract

Following a major public tender exercise during the summer, Ashorne Hill has been confirmed as the sole provider for the Knowledge Transfer Partnerships (KTP) Associate training programme, responsible for design, residential training, delivery and project management for the next four-year contract period.

Previously one of three training providers for the current programme since 2003, Ashorne Hill has now been chosen to provide the full programme design, management administration and residential training package for the next generation of KTP Associates. KTP Associates are postgraduates, university graduates, or individuals qualified to NVQ (Level 4) or equivalent, employed by an academic institution specifically to undertake a KTP project for a business enterprise. In this context 'business enterprise' refers to any private or public business enterprise including third sector and public sector organisations.

Stephen Upton, Business Development Director at Ashorne Hill commented: "Our breadth of existing experience with KTP and with learning & development programmes across multiple industry sectors, combined with our innovative blended learning design and delivery approach, created the optimum formula for the continuing success of this popular initiative for UK business. Ashorne Hill is also an accredited centre for CMI and ILM management qualifications at all levels – and this presents a highly flexible additional option for all KTP Associates."



The two residential training modules at Ashorne Hill are designed to provide KTP Associates with the management skills required for the successful completion of their business projects, focusing on six key themes:

- Working in a team,
- Project Management skills
- Leadership and Management skills
- Communication skills (written, presentation, interpersonal)
- Commercial awareness (marketing, finance, resource management)
- Health and Safety awareness.

The new blended learning approach includes a number of elearning modules to be completed by Associates at key stages of their training – and the use of online networking for collaborative learning within peer learning groups and across the wider KTP associate community.

Debbie Buckley-Golder, Head of Knowledge Exchange at the Technology Strategy Board, said: "KTP is the leading programme in Europe helping businesses to improve their competitiveness, productivity and performance through partnerships with higher education institutions and research organisations, so it is vital that new KTP Associates are provided with the best possible management skills to enable them to make a success of their assignment. We are delighted that Ashorne Hill will be providing these important training programmes and look forward to working with them."

The impact of KTP in terms of business performance is significant and aligns fully with business aspirations for growth and development. Typically, business enterprises report that KTPs enable benefits such as the development and introduction of new products and/or processes, entry into new markets, improved quality, operations and management processes as well as increased sales and profitability.

Stephen Upton concluded: “Ashorne Hill is proud to continue our contribution to the success of this prestigious programme - and to be introducing a range of innovative developments designed to create further benefits based on advances in online communications, with the resulting opportunities for collaborative learning and peer networking.”



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