



# Management Knowledge Transfer Partnerships:

## What are they and what can they do for my business?

### What is a Management Knowledge Transfer Partnership?

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Management Knowledge Transfer Partnerships (mKTPs) with Lancaster University Management School (LUMS) can help you and your business. Working in close collaboration with an expert academic team, you can develop products, embed new skills and improve efficiency to increase profits.

### Who benefits from mKTPs?

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## How does an mKTP Work?

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mKTPs link businesses with LUMS academic experts and suitably qualified graduates (Associates). This dynamic, three-way partnership delivers a strategic project – sharing expertise, experience and resources to bring about change, embed knowledge and deliver business growth.

mKTPs last between 12 and 36 months. The Associate works full-time in the business, translating academic expertise into real-time change.

The academic team regularly visit companies to work directly on the project, while project management support from Innovate UK and Lancaster University ensures all grant claims are managed.

## Which Business Activities does an mKTP cover?

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mKTPs focus on management projects seeking to increase business performance, spanning all key business functions, including marketing, IT, strategic management; HR, employment relations, finance and logistics.

For example:

- Monitoring and target setting
- Communication and motivation
- Organisation, resource planning and strategic thinking
- Problem-solving and decision-making
- Adoption of new technologies
- Commercial awareness and risk management
- Coaching and mentoring
- Options evaluations, horizon scanning and foresighting

**If your business faces a management challenge or requires management to solve an**

**existing challenge, an mKTP can provide the funds to find the solution.**

## How Much Funding is Available?

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£20m of ring-fenced mKTP funding is available over the next four years. A typical mKTP is worth around £80k per year. SMEs pay around 33% of costs, and large companies 50%. The remainder is Innovate UK funding. The budget covers the Associate's employment costs, academic support and some funds for travel and Associates' skills development.

**The funding is ready and waiting.**

## How do I Apply?

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Businesses and academic partners jointly develop a project proposal, supported throughout by LUMS. Regional KTP Advisors can provide advice and guidance to ensure a successful application.

**If you have an idea for an mKTP, but don't yet have an academic partner, our Partnerships & Engagement Team can help connect you.**

Applications are open all year round. After a successful application, businesses and academic partners recruit the Associate. This is an open process through Innovate UK.

## What if I need a Technology Solution?

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You can apply through the open KTP programme, which has been running for some 40 years. It runs in exactly the same way as the mKTP programme.

## Find out more

If you have any questions or would like to discuss your options further, please contact:

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