

# Upskill with professional development

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Acquire the skills needed to drive  
change with our training courses

At UIIN, we empower institutions with the frameworks, skills, and tools needed to foster innovation and build impactful external collaborations. Our training focuses on strengthening capabilities in university-business collaboration, partnerships, entrepreneurship, and societal impact.

## Why join a UIIN course

Our course alumni consistently share how the experience has empowered them to:

- Lead cultural and structural change
- Work more strategically and with greater confidence
- Identify opportunities, generate funding, and accelerate career growth
- Gain recognition and enhance their visibility
- Engage externally and drive entrepreneurial or impact-focused initiatives
- Tackle societal challenges and deliver meaningful outcomes

## Meet some of the past participants



## Our unique approach

**Engaging course design** - Active, thought-provoking sessions designed for long-term impact.

**Flexible learning** - A blend of live interactive sessions and self-paced content, with curated materials for deeper exploration.

**Proven learning methods** - Validated tools and frameworks grounded in research and years of experience.

**Insights from sector experts** - Practical knowledge and real-world experience from leading practitioners.

**International peer learning** - A diverse cohort experience that encourages exchange and networking.

## Flexible training pathways

Explore bespoke training solutions designed specifically for your organisation's unique needs. From fully customised training courses to flexible, targeted learning pathways, UIIN offers solutions that are crafted to elevate your team's skills and drive your institution's success.

Interested to learn more?

Contact Dr. Balzhan Orazbayeva at [orazbayeva@uiin.org](mailto:orazbayeva@uiin.org)

# University-Business Collaboration

Professional staff and researchers

## Fundamentals of University Business Collaboration

Master the essentials of university-business collaboration and drive impactful engagement that fosters innovation and real-world impact.

## University-Business Collaboration Culture

Shape your external engagement vision, redefine future university roles, and design a bold culture change plan to foster impactful partnerships.

## University-Business Collaboration in Education

Embed education-driven university-business collaboration to benefit all stakeholders through industry engagement and innovative pedagogies.

## Measuring Impact of University-Business Collaboration

Craft an approach for measuring success, advocating for internal buy-in, and effectively sharing collaboration results to improve partnerships.



# Successful Partnerships

Professional staff

## Navigating Partnership Ecosystem

Set a solid foundation for university-industry collaborations by understanding your organisation's partnership ecosystem and context.

## Initiating Partnerships

Equip yourself with skills to build and sustain partnerships, driving innovation and economic growth in today's world.

## Developing Strategic Partnerships

Elevate your partnership activities from transactions to impactful, long-term collaborations that drive innovation and create lasting value.

## Managing Partnerships

Master partnership management, assess effectiveness, and ensure your collaborations achieve impactful outcomes.

# Entrepreneurship at Universities

Professional staff and researchers

## Strategy for Entrepreneurial Universities

Transform your university into an entrepreneurial powerhouse by boosting innovation, empowering students, and creating a regional entrepreneurship hub.

## Developing Entrepreneurial Education

Kickstart your journey in entrepreneurial education, learning how to build competencies that boost graduate careers and open entrepreneurial pathways.

## Building Start-Ups at Universities

Create a thriving student start-up community, foster innovation, and build a successful university incubator or entrepreneurship center that drives impactful ventures.

## Nurturing Entrepreneurial Ecosystems

Strengthen ecosystems by understanding regional contexts, leveraging key assets, and promoting entrepreneurship within a broader network.



# Impactful Researchers

Researchers

## Increasing Impact of Research

Transform your work into real-world impact with strategies to embed societal value at every research stage and maximise your societal contributions.

## Research Engagement and Valorisation

Harness the power of external engagement and valorisation to drive innovation, amplify your reach, and achieve maximum research impact.

## Building an Impactful Researcher Profile

Master the art of communicating research impact and building your personal brand to showcase your value to funders, collaborators, and the public.



Transforming the future  
of higher education

