

Knowledge
Transfer
Partnerships

Graduate Case Study

Agriculture/
Biology/
Biotechnology/
Computing/
Design/
Ecommerce/
Engineering/
Food/
Management/
Marketing/
Materials/
Quality/
Science/
SocialScience/

www.ktponline.org.uk/graduates

Associate Profile: James Scott



Name: James Scott
Qualifications: BSc Computing and Information Technology, MPhil in Management (currently under study)
Current Role: Business Manager of Surgery, The Hillingdon Hospital Trust
Location: London

IN MY KTP I...

Swagelok Bristol understood its customers were looking for suppliers with fabrication capabilities, and Exeter University had the business process management and services marketing expertise to deliver this innovative service. A substantial part of my project focused on building new and original competencies whilst improving existing operations. This aimed to renovate processes throughout the company, aligning established practices with new business developments. I was responsible for leading and co-ordinating the project, and with company colleagues, revised more than 15 operational processes, creating savings of approximately £90k. Critically, this work laid the foundation for the crux of the project – launching the fabrication service.

HIGHLIGHTS OF THE PROJECT WERE...

The development of the fabrication business had a significant impact on my management skills and knowledge. My work involved undertaking a detailed analysis of the firm's sales, producing business plans, and engaging with customers to understand their business needs. These activities were designed to ensure the fabrication service would be operationally robust, and customer focused. In its first year, the fabrication unit grew the business by 30%. This was certainly a highlight of the project. It is also evidence that theoretical models and frameworks can, with the correct blend of academic and practitioner thinking, help to advance management practice and business performance in the real world.

THE BEST THING ABOUT BEING A KTP ASSOCIATE IS...

I found riding a line between being an academic and a practitioner an exciting part of the KTP. Undertaking a KTP requires you to work hard, and to manage the very generous budgets you receive for training and equipment. Training opportunities for the project took me to Washington D.C. for advanced marketing training, and to La Londe, the border of the Maures Mountains, for an academic conference.

FROM KTP I HAVE LEARNT...

During the project my confidence grew from the management experience. It helped me to work under the pressure of some very strict deadlines. In contrast, my academic training gave me patience, and a desire to understand the business world and some of the most pressing management issues facing today's businesses.

LIFE AFTER KTP IS...

I am now a Business Manager within a London hospital. I have continued to work in the area of service, relational marketing and business planning – fields which I developed a keen interest in during my KTP. This senior management position is very different to the one I experienced during my KTP. The pace is faster, the environment is more variable, and the complexity of the operations is enlarged and a constant challenge. Yet I am certain that without KTP, I would not be able to operate at this level.

I WILL RECOMMEND KTP BECAUSE...

I believe KTP helped me to understand how to operate in one environment, examining my challenges and successes, and reflecting on how they could be overcome and applied in other settings. It helped me to become a 'thinker' and a 'doer'. It gave me an opportunity to work with people at all levels, but most importantly, it has given me the capacity to manage my professional competencies and career.

To turn your career options into great career options visit www.ktponline.org.uk or email graduates@ktponline.org.uk

Knowledge Transfer Partnerships is one of the largest graduate recruitment programmes in Europe and is managed by the Technology Strategy Board. KTP uses the knowledge and skills of high calibre graduates and their academic supervisors to inject fresh ideas into UK businesses.

"The best thing about KTP is the mix of academic and practitioner training. You'll learn to overcome management challenges in one environment, but to reflect on them so that your solutions can be applied elsewhere."

Knowledge
Transfer
Partnerships