



CERT-TTT-M

Supply and Demand of TT Skills RSM and MCI

Riga, February 2009

The Key Issues in WP1 & WP2



1. What skills and competences are required for professional TT managers?
2. Should training provided to TT be certified?
3. How big is the market for a TT education program?
4. What TT training programs are already available?
5. Is there a gap between the demand and supply of particular TT skills?

TT Skills: Demand (1)



- A large scale survey of TT professionals across Europe
- Seven skills were identified as critical
 - Communication
 - Commercial awareness, negotiation, IPR, networking
 - New business development
 - Industry specific knowledge

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TT Skills: Demand (2)



- There are about 23,000 TT professionals in Europe
- About 50% of the respondents expressed interest to participate in such training
- Respondents indicated that they are willing to pay up to 1800 euro per one training module
- 73% of the respondents would like to see a certification introduced in the TT education market

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TT Skills: Supply (1)

- An extensive review of existing TT training programmes in Europe
- Existing offering has focused on:
 - New business development (6)
 - Commercial awareness (2)
 - IPR (4)
- There is a need to further develop the offering of other skills identified as critical: negotiation, communication and networking

TT Skills: Supply (2)

- Providers vary from universities to research centres, pan-European professional associations, and national training organizations
- The majority of desired TT training providers do not offer a recognized certification
- The TT training within the desired fee range do not offer a recognized certification
- Clearly there is a gap between demand and supply – what's next?



Thank you

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