



COLLECTION OF THE LIGHTHOUSE STORIES



Introduction

Purpose of the Collection

About the project

The REVALORISE+ project is an Erasmus+ project that aims at delivering a programme of valorisation support and training for researchers wishing to explore the entrepreneurial and social potential of their Social Sciences and Humanities (SSH) research.

What is the Collection of the Lighthouse Stories?

The Collection of the lighthouse stories provides an overview of the Lighthouse stories (WP2) and their learnings.



The Lighthouse Stories

The Lighthouse Stories report contains 18 lighthouse stories of SSH valorisation champions and investigates how the below REVALORISE+ objectives can be realized most effectively:

1. Address the need for more professionalised valorisation in SSH
2. Identify and close the skills gap of KT/TT professionals in the field of valorisation
3. Grow the capabilities of KT/TT professionals in areas beyond traditional licensing and patenting
4. Increase the engagement and entrepreneurial skills of SSH researchers
5. Increase the social value of SSH research through valorisation
6. Foster relationships of SSH researchers, and universities in general, with the external university environment.

For more information and full report: [Resources – Revalorise](#)



Lighthouse Stories Report

Reading Guide

The lighthouse Stories were collected through qualitative interviews with key personnel within the process of valorisation. The Lighthouse Stories interviews were conducted through an open and explorative approach that allowed various hidden or unnoticed factors and mechanisms to appear. Each interview took around 45 minutes and was fully recorded

In the reading guide the Lighthouse Stories were categorised according to their appropriateness to the following specific target groups: researchers, policy-makers, universities, and knowledge and technology transfer (KT/TT) professionals.

Astrid Pernille Jespersen	Ethnology	Denmark	42	Researchers
Brian Lystgaard Due	Communication and Social Interaction	Denmark	24	Policy-makers
Daniel Meßner	History	Germany	36	Universities
David Budtz Pedersen	Political Science	Denmark	33	KT/TT professionals
Dominique Royoux	Social Innovation	France	45	KT/TT professionals
Han van der Maas	Psychology	Netherlands	69	Policy-makers
Gloria Corpas Pastor	English Philology	Spain	63	Universities
Johannes Stripple	Political Science	Sweden	30	KT/TT professionals
Juha Laakkonen & Elina Rauhala	History	Finland	72	Universities
Katherine Carroll	Sociology	Australia	51	Policy-makers
Martin Hassler Hallstedt	Psychology	Sweden	27	Policy-makers
Mylène Pardoën	Musicology	France	48	Policy-makers
Natalia Fabra	Environmental Economics	Spain	60	Policy-makers
Petra Holm & Jan Nåls	Intercultural Communication	Finland	75	Universities
Robyn Ewing	Arts	Australia	54	Policy-makers
Tim Sander	History	Germany	39	Universities
Troy Nachtigall	Design	Netherlands	66	Policy-makers
Verónica Sierra & María de la Hoz Bermejo	History	Spain	57	Policy-makers

Visualisation of SSH valorisation skills

A closer look: word cloud of the key takeaways of the Lighthouse Stories

Taking a closer look at the key takeaways of the interviewees in the Lighthouse Stories report, the key drivers and skills for successful valorization become visible.

In particular, 9 skills for successful valorisation can be discerned:

Network

Communication

Learning-by-doing

Knowledge transfer

Multidisciplinarity/ interdisciplinarity

Understand/ involve users

Outward mindset

Business orientation

Engagement with wider audience



Retrieved from WordClouds.com

The key drivers and skills of successful valorisation explained

#	Drivers and skills	Description
1	Network	Networks, networking, and collaboration for enhancing research impact and valorisation, both with academics and stakeholders outside academia;
2	Communication	Attention for communication of research projects throughout the research and valorisation process for better understanding, exposure, and giving back to society, which is now often considered a closing post;
3	Learning-by-doing	Different skills can be linked to the process of valorisation that require learning-by-doing and developing the right mindset, like start with a passion, learn to become creative, learn to say no, be patient, believe in your work, and be flexible/adaptable;
4	Knowledge transfer	Knowledge transfer refers to sharing or disseminating knowledge, and providing inputs to problem solving;
5	Multidisciplinarity/interdisciplinarity	Combining or involving several academic disciplines or professional specializations in an approach to a research topic or societal problem;
6	Understand/ involve users	Users need to be involved in the research and valorisation process from the start, and not only at the end of the process;
7	Outward mindset	Awareness of societal challenges and opportunities and the ability to translate this into research and valorisation;
8	Business orientation	Business orientation includes entrepreneurial skills as seeing opportunities, taking initiative, and budget and time management;
9	Engagement with wider audiences	Being able to explain your research to wider audiences, in an understandable language, and show the added value in the wider context;

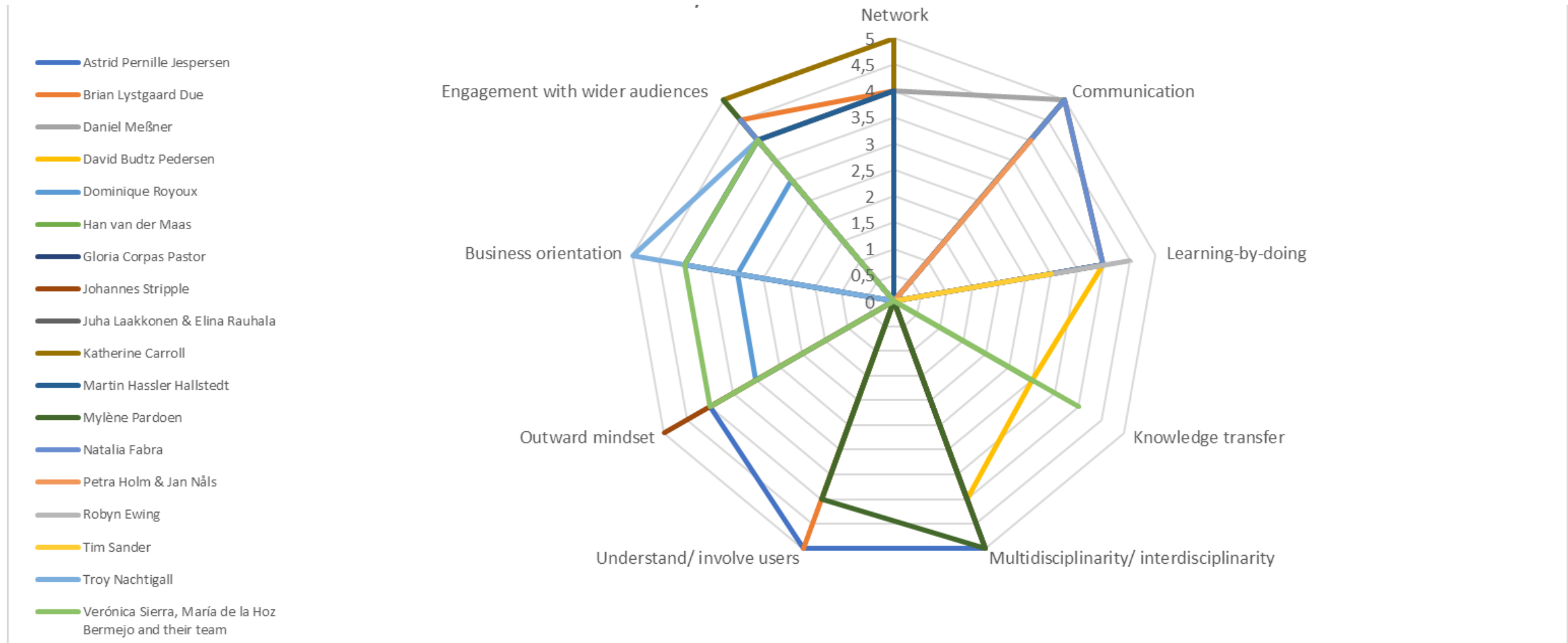
**Target groups SSH
valorisation skills
preferences**

Core learnings in spider charts

Reading guide: to quickly compare the drivers and skills that we have discerned in a compact way, we use spider charts. We are using the same range (0-5) for each driver/skill, and they represent the number of times a driver/skill is mentioned by the different interviewees in their individual Lighthouse Story.

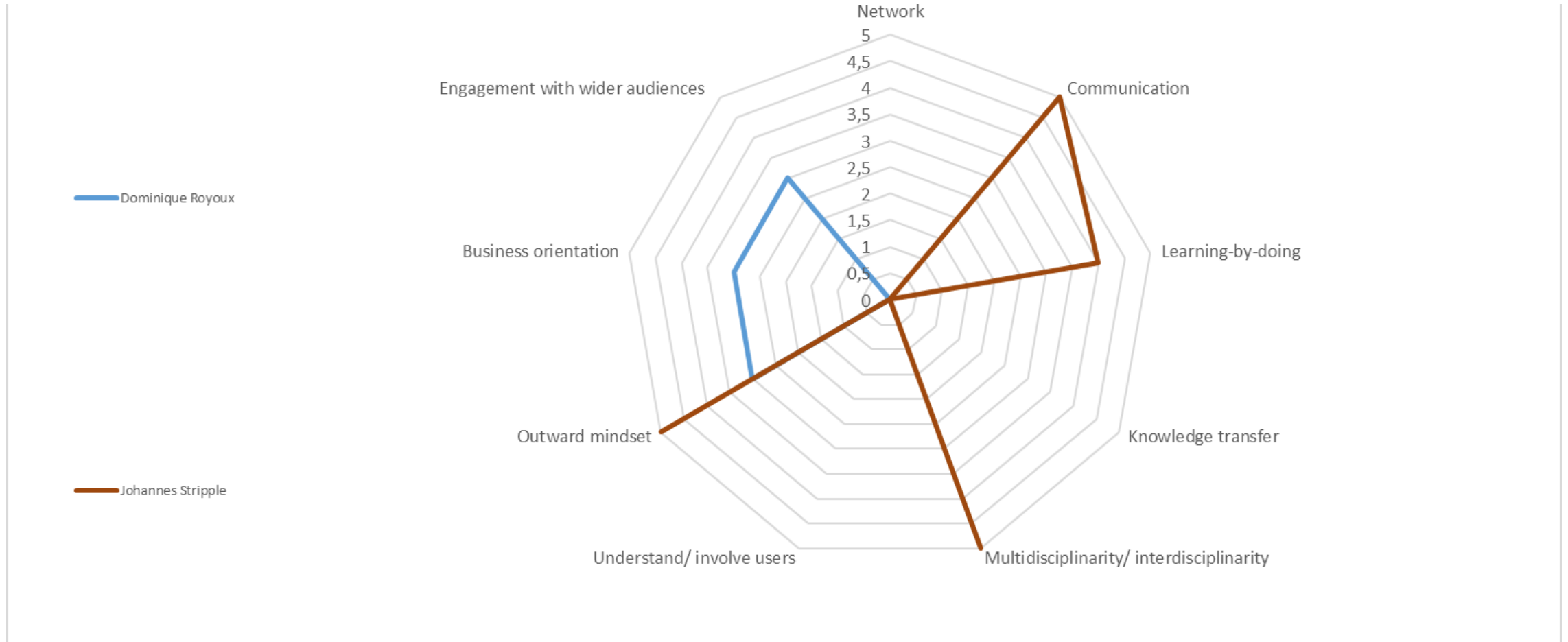
The spider charts show the level of importance of different drivers/skills for the interviews in their valorisation process or activities. To better understand the motivations behind the choices of the interviewees for the different drivers/skills, the spider charts are also shown for the different target groups: researchers, universities, KT/TT professionals, and policy makers. Each target group prefers/ highlights a specific set of drivers/skills rationalized from their own professional viewpoint and abilities.

Key drivers and skills for successful valorization of all interviewees, i.e. researchers, policy-makers, universities and KT/TT professionals



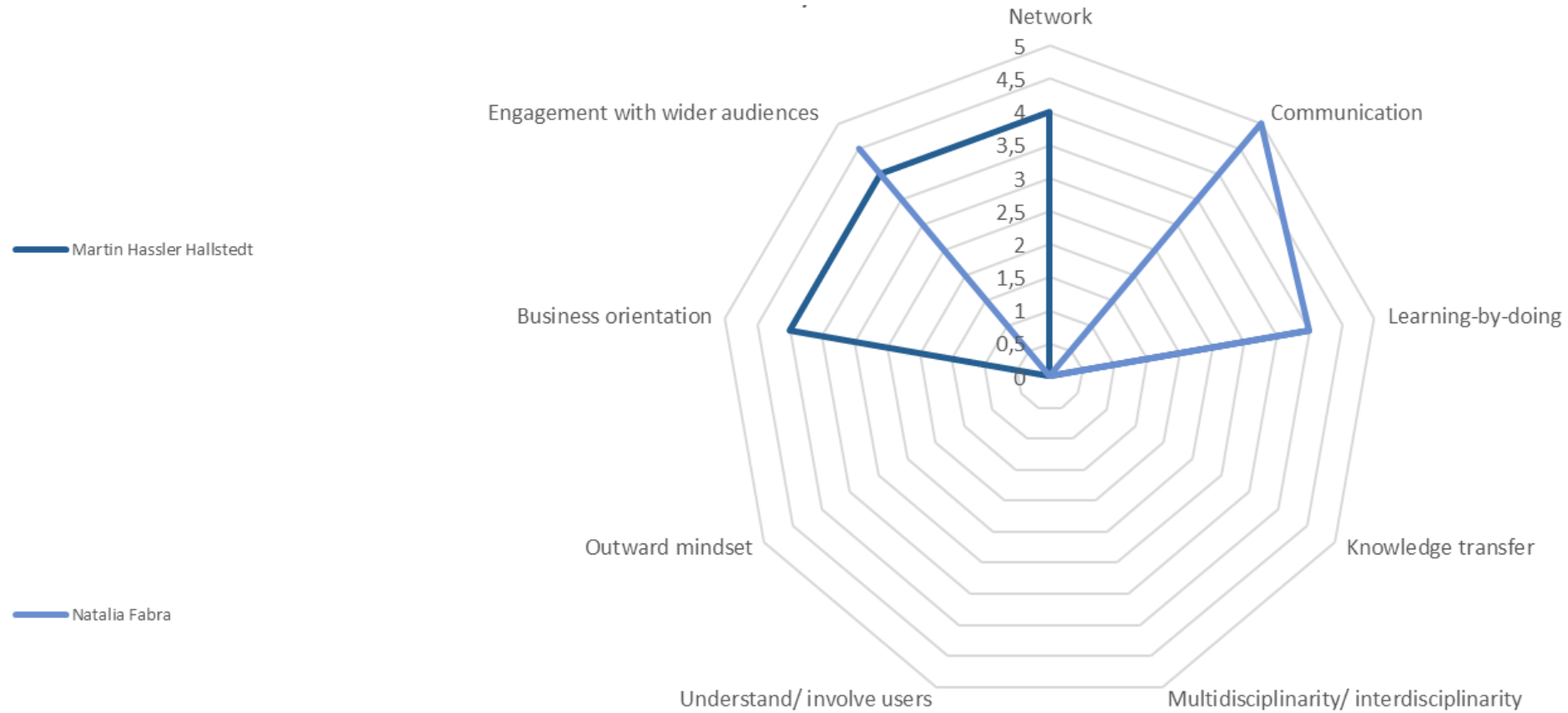
Key drivers and skills for KT/TT professionals

The spider chart illustrating the value that KT/TT professionals assign to the individual drivers and skills of successful valorisation, with here a strong focus on multidisciplinary/interdisciplinarity, communication, and outward mindset.



Key drivers and skills for policy makers

Finally, the spider chart representing the value that policy makers assign to the individual drivers and skills shows a stronger focus on communication, engagement with wider audiences, and business orientation.



**Read the full report
here: [Resources –
Revalorise](#)**

REVALORISE⁺

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