

University of Highlands & Islands

Feasibility Study and Business Plan for a Highlands & Islands Business School



What our client wanted

The University of Highlands & Islands (UHI) Millennium Institute, in conjunction with Highlands & Islands Enterprise (HIE) wanted to develop UHI as a major vehicle for knowledge transfer and business education. In this thinly populated region, the creation of a 'ground breaking' business school for small and large companies and the public sector was seen as a 'flagship' of the UHI development.

What Frontline did

Frontline consulted with the 10 partner colleges in the HIE network, and with public and private sector organisations across the region. Our role was to gauge reaction to the business school concept, define the demand from specific user types and identify and present structural options for the business school, together with financial projections for each option.

Recognising the levels of sensitivity, we consulted closely with each college to understand their issues, concerns and opportunities for the business school. This helped identify various options, and successfully captured a groundswell of enthusiasm and interest, and a determination to create a model which would be recognised internationally as best practice.

We also identified and profiled a series of international universities and business schools similar to that planned for the Highlands and Islands to explore future collaboration opportunities.

What difference we made

The UHI Millennium Institute was able to use a range of costed options for the creation of a UHI Business School. The consultation process built a growing consensus and commitment towards the project amongst stakeholders, providing UHI with a firm basis for the next stage of work.

What our client said

"The project report has provided the Institute and HIE with a sound basis for evaluating strategic options for developing the School, and moving to the business planning and funding stages."

Dr Kerry B Godfrey, Dean, Faculty of Business & Leisure