

**The impact of research on decision-making by practitioners**

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Does research have an impact on decision-making at the level of practitioners and managers; and, if so, through what pathways? Previous studies have shown that the relationships between research and its decision-making outcomes are almost always complex and not easily discerned. The idea of a one-to-one relationship generally has been discredited, although individual studies can have an impact. Studies have concentrated at the policy level rather than on practitioners and managers. This paper draws on a range of recent Australian studies in VET and healthcare. The second section of the paper outlines a framework for analysing the relationships between research and decision-making by practitioners and managers, distinguishing between the decision-making domain, the research domain and the linkages between them. It also discusses the definition of research for practitioners and managers; and draws a distinction between 'use' and 'influence'. Section 3 discusses the evidence from relevant studies in VET, while Section 4 discusses evidence from studies in healthcare. Section 5 considers the similarities and differences in the relationships between research and decision-making by practitioners and managers in the two sectors. There are four concluding comments in section 6.