

New Venture Creation

This advanced level course is aimed at those with at least 18 months experience in technology transfer or a related field (in academic/public sector research, the NHS or related organisation) who have either had direct experience of company formation or attended *Fundamentals of New Venture Creation – when to start a company*. A working knowledge of contracts and IP management will be assumed.

It is aimed primarily at KT professionals working as 'spin-out specialists' with some previous experience of spin-out creation, and those responsible for the formation of new businesses and joint ventures.

COURSE CONTENT

This 3 day residential course will provide a substantial grounding for those wishing to understand more, or reinforce learning already gained, about forming new companies.

COURSE OUTCOMES

Delegates will be trained to:

- Be aware of the reasons why academic, NHS and related institutions create companies
- Build an opportunity, including how to leverage IP (including patents, trademarks, copyright, design rights, know-how), capitalise on founder reputation, build a team and demonstrate market opportunity
- Scrutinise a business plan and ensure that it is realistic, implementable and suitably ambitious
- Pitch the opportunity and attract finance from a variety of sources
- Understand the key documents and agreements relating to new venture formation, including heads of terms, shareholder's agreements and articles of association
- Understand the basics of company valuation
- Build the management team, understand the role and value of the board and key issues of corporate governance
- Be aware of what can go wrong (and how to try to avoid it)
- Support a new venture post-incorporation

Trainers are leading practitioners in the field and bring to the course their own in-depth experiences of the challenges faced by research contract professionals.

To book your place on the next course, please visit www.praxisunico.org.uk or email info@praxisunico.org.uk.

REGISTERED TECHNOLOGY TRANSFER PROFESSIONAL (RTTP) STATUS

Demonstrate your dedication and expertise in the academic technology transfer profession by becoming a Registered Technology Transfer Professional (RTTP). All PraxisUnico training courses are eligible for continuing education (CE) credits, which support your registration application. For more information about the registration process and requirements, visit the Alliance of Technology Transfer Professionals website at www.attp.info